

# Doing Business

# With VA

**VA**



**U.S. Department  
of Veterans Affairs**

Office of Small and Disadvantaged  
Business Utilization

This comprehensive reference guide is a resource tool to help small and Veteran businesses do business with VA.

U.S. Department of Veterans Affairs  
Office of Small and Disadvantaged  
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This reference guide is a product of staff  
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## INTRODUCTION

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Small businesses continue to serve as the engine for U.S. economic growth by providing jobs and innovation. While serving our nation's Veterans, the U.S. Department of Veterans Affairs (VA) also offers opportunities for small businesses to increase their presence in the federal, state, and commercial marketplaces.

***VA is a potential customer for small businesses of any size.*** As one of the federal government's largest procurement and supply agencies, VA awards billions of dollars in contracting opportunities to procurement-ready small businesses each year.

The mission of the [Office of Small and Disadvantaged Utilization \(OSDBU\)](#) is to enable Veterans to gain access to economic opportunity by leveraging the federal procurement system and expanding the participation of procurement-ready small businesses. Veteran-owned and other small businesses are encouraged to utilize the tools and resources offered by VA OSDBU to assist them becoming procurement ready to meet the requirements necessary to compete for VA and federal contracting opportunities.

VA OSDBU developed the Doing Business with VA Reference Guide to help Veteran-owned and other small businesses:

- Understand how VA procurement opportunities are managed and sourced
- Gain better insight on how to effectively participate in the federal procurement marketplace
- Navigate the VA procurement process
- Become familiar with VA procurement decision makers and their top supply purchases
- Identify the right contracting and teaming opportunities
- Demonstrate capability to successfully perform on contract awards

This reference guide is an example of VA OSDBU's commitment to the [MyVA](#) initiative. Launched September 2014, MyVA aims to reorient VA around Veteran needs by empowering employees to better assist Veterans by delivering excellent customer service and improving the Veteran experience. MyVA is a product of ideas and insights shared by Veterans, VA employees, Congressional members, and other key small and Veteran business stakeholders. For more information about MyVA, visit <http://myva.va.gov>.

## VA OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

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VA OSDBU facilitates programs and implements services that help Veteran-owned and other small businesses gain access to procurement opportunities. Small businesses should become familiar with the procurement acquisition process and customer business-needs to take advantage of contracting opportunities. VA OSDBU focuses on bridging the gap between small businesses and contracting, ultimately helping small and Veteran-owned businesses contribute most effectively to the mission of VA.

VA OSDBU also manages the Veterans First Contracting Program, governed by [Public Law 109-461](#), that provides VA the unique authority to award set-asides and sole source contracts to VA-verified Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) and Veteran-Owned Small Businesses (VOSBs).

The VA OSDBU Cycle of Success is used to outline best practices for Veteran-owned and other small businesses when doing business with VA. It highlights procurement procedures, processes, and policies—and how they relate to acquisition regulations.

# VA OSDBU CYCLE OF SUCCESS



## AWARENESS

- System for Award Management (SAM)
- Web Site
- Requests for Information (RFI)
- Be Present
- Federal Business Opportunities (FBO)
- Forecast of Contracting Opportunities (FCO)
- Trade Publications
- Market Research

## RISK MITIGATION

- Past Performance
- Corporate Experience
- Certifications
- Resumes
- Focus on Core Competencies
- Start Small
- Get Verified
- Demonstrate Procurement Readiness
- Know the Rules
- Analytical Research
- Vendor Information Pages (VIP)

## ACCESS

- National Veterans Small Business Engagement (NVSBE)
- VA Direct Access Program (DAP)
- Outreach Support
- Industry Days
- Industry Events

## PROCUREMENT MECHANISMS

- Federal Supply Schedules (FSS)
- Blanket Purchase Agreements (BPA)
- Indefinite Delivery, Indefinite Quantity Contracts (IDIQ)
- Sole Source Contracts
- Simplified Acquisition Threshold (SAT)
- Best Value
- Federal Funding Opportunity (FFO)
- Lowest Price Technically Acceptable (LPTA)

## PERFORMANCE

- Contractor Performance Assessment Reporting System (CPARS)
- Success Stories
- References/Testimonials

**VA OSDBU Cycle of Success**—a five-step process that outlines best practices for both VA and small businesses, particularly *Veteran-Owned Small Businesses (VOSBs)*, to work together effectively.

**AWARENESS**—Gain insight regarding ongoing opportunities and regulatory guidance within VA acquisition and contract procurement processes.

**RISK MITIGATION**—Discover solutions to help minimize risks for both small businesses and the federal government.

**ACCESS**—Gain access to programs and resources for small businesses to market services to and engage with program decision makers (PDMs) and contracting professionals.

**PROCUREMENT MECHANISMS**—Learn details on contracting vehicles and contract types used in the federal acquisition of products and services.

**PERFORMANCE**—Use tools and resources to document contract performance.

## AWARENESS

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**Awareness**—the first step of VA OSDBU Cycle of Success—is an essential component of doing business with VA. During this step, Veteran-owned and other small businesses gain insight on ongoing contracts and regulatory guidance of VA acquisition and contract opportunity processes.

### Awareness action items:

- **Register with [System for Award Management \(SAM\)](#)**, the most important process for businesses seeking opportunities with the federal government.
- **Build a company website** to showcase small business achievements, products, and services to potential customers and business partners. Provide the most up-to-date information and points of contact.
- **Respond to the Requests for Information (RFI)** from potential federal and commercial customers to demonstrate eligibility for solicited opportunities.
- **Be present and aware.** Attend local, regional, and national networking and contracting events to gather information and share resources. Take part in procurement conferences and training sessions offered by VA, Small Business Administration (SBA), Procurement Technical Assistance Centers (PTACs), other federal agencies, commercial corporations, and other small business resource organizations.

### Procurement action items:

- **Register with [Dun & Bradstreet](#)** to obtain a D-U-N-S Number, a nine-digit number unique to each small business.
- **Know your [North American Industry Classification System \(NAICS\) Codes](#)**, the six-digit industry codes that identify and classify small business products and services.
- **Register with [Dynamic Small Business Search \(DSBS\)](#)** to self-certify and search for small business opportunities.
- **Create a Capabilities Statement** to emphasize the small business capabilities, demonstrate past performance, and showcase competitive advantages.
- **Know small business requirements.** [SBA](#) offers resources to help small businesses understand the federal marketplace.
- **Know [Federal Acquisition Regulation \(FAR\)](#) guidelines** and how they work in conjunction with [VA Acquisition Regulation \(VAAR\)](#).
- **Subscribe to trade publications** to stay informed of industry and small business trends.
- **Conduct market research** for information on industry and competitive analysis. Know how the industry market, customers, and competition affect your small business.

### Find Federal Contracting Opportunities:

- **[Federal Business Opportunities \(FedBizOpps or FBO\)](#)** contains federal contracting opportunities over the micro-purchase threshold of \$25,000. Learn more about FedBizOpps at <http://www.fbo.gov/>.
- **[VA Forecast of Contracting Opportunities \(FCO\)](#)** presents best estimates of procurement opportunities expected for current and future fiscal years. Each federal agency produces a FCO with all information published for planning purposes only.
- **[VA Contract Catalog Search Tool \(VA CCST\)](#)**, maintained by VA National Acquisition Center (NAC), is updated daily to provide detailed contracting opportunities managed through the [VA Federal Supply Schedule \(VA FSS\)](#) Service and other national contract vehicles. VA CCST contains more than 1,700 active contracts, such as Blanket Purchase Agreements (BPAs) and Basic Ordering Agreements (BOAs).

## RISK MITIGATION

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Risk Mitigation—the second step of VA OSDDBU Cycle of Success—protects the interests of both the small business supplier and the VA customer. VA mitigates risk by selecting eligible Veteran-owned and other small businesses that successfully meet federal requirements to perform work as prime contractors and/or subcontractors. Small businesses mitigate risk by ensuring that each company showcases its corporate experiences, core competencies, achievements, and applicable certifications to successfully perform on awarded contracts.

### Mitigate Risk by Subcontracting

[Subcontracting](#) offers partnerships with procurement-ready prime contract holders—and is a great way for small businesses to obtain significant, practical experience while reducing potential risks. Access government-wide subcontracting opportunities via SBA [SUB-Net](#) and [Subcontracting Opportunities Directory](#).

Considerably, **all large business prime contracts awards** in the amount of \$700,000 or above (\$1.5 million for construction of public facilities) must include a subcontracting plan with opportunities for small businesses to partner on the contract.

### Risk Mitigation Programs and Resources

[VA Vets First Verification Program](#) is a process managed by [VA Center for Verification and Evaluation \(CVE\)](#) that verifies the eligibility of Veteran business owners and their companies for participation in the VA Veterans First Contracting Program.

[Vendor Information Pages \(VIP\)](#) is a publically-displayed, searchable database of VA-verified Service-Disabled SDVOSBs and VOSBs.

[VA Verification Assistance Program](#) is designed to help Veteran business owners understand the Vets First Verification Program, its verification process, and its governing policy.

[VA-Certified Verification Counselors](#) are located nationwide and trained by VA to help small businesses understand the VA Vets First Verification Program process.

**Past performance reports**, including [Contractor Performance Assessment Reporting System \(CPARS\)](#), are used during the contract award selection by VA PDMs and other federal agencies to evaluate a small businesses' past government contracting performance across all agencies. Past performance reports help PDMs determine if a small business is able to meet contract obligations as needed by the customer, which in turn, minimizes risk for all contract participants.

## ACCESS

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VA OSDBU provides resources to encourage federal contracting success among SDVOSBs, VOSBs, and other small businesses.

Through the [Direct Access Program \(DAP\)](#), Veteran-owned and other small businesses have *direct access* to both federal and commercial contracting opportunities and PDMs. These unique opportunities offer small and large businesses various chances to partner, network, and secure connections necessary to do business with VA, other federal agencies, and commercial corporations – and are often accessible through the following DAP events.

- **Opportunity Showcases (OSCs)** are structured events that allow small businesses to learn about projected future business requirements from potential customers and engage face-to-face with PDMs to discuss how their company’s capabilities directly align with customer’s needs.
- [National Veterans Small Business Engagement \(NVSBE\)](#), is the largest procurement event for the Veteran small business community.
- **Commercial Opportunities (COs)** allow VA to connect small businesses with commercial corporations to discuss partnering, subcontracting, and franchising.

Access [scheduled events](#) for small and Veteran businesses that are held nationally.

### VA Small Business Liaisons

[VA Small Business Liaisons \(SBLs\)](#) are located nationwide and available to help small and Veteran businesses. SBLs offer advice to small businesses on industry-specific procurement opportunities and specialized contract components. SBLs are also specialized in VA small and Veteran business programs and provide detailed information about VA procurement contracting opportunities, small business program goals, VA small business verification, and much more.

## PROCUREMENT MECHANISMS

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### Federal Acquisition Regulation System

FAR is governed by Title 48 of the Code of Federal Regulations (48 C.F.R.) for federal government procurement across all agencies. FAR establishes rules and requirements for small businesses doing business with federal agencies.

Furthermore, VA also has acquisition regulations that comply with the FAR, known as [VAAR](#).

### Contract Types

[FAR Part 16 – Types of Contracts](#) details various contract types used in the federal acquisition of products and services:

- **FAR Part 16.2 – Fixed-Price Contracts** are awards with a mutually-agreed upon set price.
- **FAR Part 16.3 – Cost-Reimbursement Contracts** allow payment to contractors for additional costs incurred as stated in the contract.
- **FAR Part 16.4 – Incentive Contracts** pay a higher degree of profit based on improved delivery specifications.
- **FAR Part 16.5 – Indefinite Delivery Contracts** are used when a contract does not specify an actual quantity for supplies except for the minimum or maximum quantities that will be ordered during the period of the contract. Widely used throughout the federal marketplace, **indefinite delivery/indefinite quantity (IDIQ) contracts** specify an unknown quantity of services during a fixed time period.



- **FAR Part 16.6 – Time and Materials, Labor-Hour, and Letter Contracts** specify the amount of time and materials that will be used to complete the end product, hourly-wages to be paid to individuals for work provided, and authorization for immediate work performance—*respectively*.
- **FAR Part 16.7 – Agreements** define, in writing, contracting term negotiations between the agency and contractor.

### VA Federal Supply Schedule (VA FSS) Service

Authorized by General Services Administration (GSA), VA manages nine multiple award schedule programs for medical equipment, supply, pharmaceutical, and service schedule programs. [VA FSS](#) provides access to in-demand products and services organized into three categories: pharmaceuticals, commodities, and services.

### Procurement through VA FSS

VA procures billions of dollars’ worth of products and services through nine FSSs. Below are details on VA procurement data during FY 2014 (October 1, 2013 through September 30, 2014). *Note:* Procurements through the nine VA-managed Schedules is performed by VA, other federal agencies, and state/city/county governments. VA’s use of Schedules 65 and 66 are mandatory; Schedule 621 is optional.

#### VA Managed Federal Supply Schedule Spending Analysis

Schedules	VA-Managed FSS Medical Supplies	VA Total	Other Federal Government Agencies Total	State, City, County, Local Government Total	FY 2014 Total
621 I	Professional & Allied Healthcare Staffing Services	\$266,733,421.64	\$152,719,218.18	\$653,099.00	\$420,105,738.82
621 II	Medical Lab Testing & Analysis Services	\$92,806,091.00	\$29,745.00	\$0.00	\$92,835,836.00
65 I B	Drugs, Pharmaceuticals, & Hematology	\$4,710,526,501.88	\$3,549,041,579.20	\$1,133,314.00	\$8,260,701,395.08
65 II A	Medical Equipment & Supplies	\$1,373,614,246.49	\$390,495,598.61	\$4,367,124.00	\$1,768,476,969.10
65 II C	Dental Equipment & Supplies	\$43,311,406.47	\$52,441,524.96	\$38,475.00	\$95,791,406.43
65 II F	Patient Mobility Devices	\$135,821,182.00	\$148,008.00	\$0.00	\$135,969,190.00
65 VII	In Vitro Diagnostics, Reagents, Test Kits, & Test Set	\$109,003,963.36	\$50,172,597.26	\$46.00	\$159,176,606.62
65 V A	X-Ray Equipment & Supplies	\$2,168,163.00	\$1,202,331.00	\$35,211.00	\$3,405,705.00
66 III	Cost-Per-Test, Clinical Laboratory Analyzers	\$194,575,124.68	\$92,790,170.00	\$0.00	\$287,365,294.68
	<b>Total Per Managed Schedule</b>	<b>\$6,928,560,100.52</b>	<b>\$4,289,040,772.21</b>	<b>\$6,227,269.00</b>	<b>\$11,223,828,141.73</b>

Acquisition requirements for VA FSS are clearly defined in the regulations below:

- [FAR Part 8 – Required Sources of Supplies and Services](#) and **Subpart 8.4**
- [VAAR Part 808 – Required Sources of Supplies and Services](#) and **Subpart 808.4**

## Contracting Procedures

Federal agencies follow three types of contracting procedures during the contracting acquisition process.

- [FAR Part 13 – Simplified Acquisition Procedures](#) are used for federal soliciting and evaluating of bids up to \$150,000, the simplified acquisition threshold. **Note:** SAT opportunities are generally held for small businesses for awards at the micro-purchase threshold of \$3,500 for supplies (\$2,500 for services; \$2,000 for construction) and are capped at the federally-set threshold of \$150,000 for non-commercial purchases.
  - **Blanket Purchase Agreement (BPA)** is an example of a simplified acquisition procedure that offers an option to federal agencies and schedule contract holders to provide convenience, efficiency, and cost reductions.
  - **Federal Supply Schedule (FSS)** contracts, a type of GSA Schedule opportunity, can be a type of BPA. Learn more about the [GSA Schedules](#). For [VA FSS](#), GSA has authorized VA to manage the nine award programs for medical supplies.
- [FAR Part 14 – Sealed Bidding](#) is based on an invitation for bid.
- [FAR Part 15 – Contracting by Negotiation](#) incorporates two types of acquisition procedures:
  - **Sole source acquisitions** are used when only one small business can provide the necessary services needed; no solicitation is presented for bidding.
  - **Competitive acquisitions** require that sealed bid packages be submitted by competing companies detailing the price and terms of an offer, allowing the agency receiving the offers to select a competitive bidder with the best value.

Contracting officers also utilize the following policies when procuring commercial products and services:

- Learn more about [FAR Part 12 – Acquisition of Commercial Items](#) and **Subpart 12.1**.
- Learn more about [VAAR Part 812 – Acquisition of Commercial Items](#) and **Subpart 812.3**.

## PERFORMANCE

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Federal regulations require all agencies to document the performance of all contractors. This detailed information helps federal buyers determine if a small business is capable of delivering and meeting contract requirements prior to an award. [CPARS](#) is used to report contractor performance and accomplishments on past contract awards.

- [FAR Part 9 – Contractor Qualifications](#) identifies requirements for contracting officers to enter Determinations of Non-Responsibility in Federal Awardee Performance and Integrity Information System (FAPIS).
- [FAR Part 42 – Contract Administration and Audit Services](#) identifies requirements for documenting contractor performance assessments and evaluations for systems, non-systems, architect-engineer, and construction acquisitions.

## VA SMALL BUSINESS PROGRAMS

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### Veteran-Owned Programs

Small businesses that are new to **VA Veterans First Contracting Program** must take part in the [Vets First Verification Program](#) managed by [CVE](#). Public Law 109-461 allows VA to award set-asides and sole-source contracts to VA-verified [SDVOSBs](#) and [VOSBs](#).

VA also recognizes SBA program concerns—and is committed to providing small businesses, particularly those that are Veteran-owned, with assistance and guidance to successful work with VA.

### VA Small Business Programs

[Small Disadvantaged Business \(SDB\) Program](#) does not require the small business to partake in a SBA-managed certification program; the small business can self-certify upon registration in SAM. However, the business does need to meet the small business federal acquisition size standards and be 51 percent owned/controlled by U.S. citizens. Small business certification does not expire with an eligibility review occurring every three years or sooner to ensure small business compliance with governing regulations.

### VA Small Business Certification Programs

- [8\(a\) Business Development Program](#) is a nine-year business assistance program focused on helping disadvantaged small businesses gain access to set-aside contracting opportunities. Once certified as 8(a), a small business can also participate in sole-source contracting opportunities up to \$4 million for goods and services and up to \$6.5 million for manufacturing.
- [Historically Underutilized Business Zone \(HUBZone\) Program](#) businesses can participate in competitive and sole source contracting opportunities and receive a 10 percent price evaluation preference when competing for prime and/or subcontracting opportunities.

### Women-Owned Small Business Programs

The [Women-Owned Small Business Program \(WOSB\)](#) designation confirms that a firm is at least 51 percent owned and controlled by one or more women, and is primarily managed by one or more women who are U.S. citizens.

To be recognized as an **Economically-Disadvantaged Women-Owned Small Business (EDWOSB)** or a WOSB that is economically disadvantaged, owners must demonstrate that the company is in accordance with the requirements.

The WOSB Program includes [133 six-digit NAICS codes based on the 2012 list](#). The EDWOSB Program includes [197 six-digit NAICS codes based on the 2012 list](#).

Contracting officers are authorized to set aside contracts that fall within federally-mandated industries per NAICS Code. Each NAICS Code is designated as either WOSB or EDWOSB. **Note:** Only WOSB-specific NAICS Codes are eligible for WOSB contracts. Only EDWOSB-specific NAICS codes are eligible for EDWOSB contracts.

### **VA Subcontracting Programs**

VA continues to support small businesses through subcontracting opportunities for SDVOSBs, VOSBs, and other small businesses.

VA OSDBU promotes subcontracting programs to small businesses not yet ready to perform as prime contractors. VA requires that any contractor receiving an award for more than \$10,000 shall agree that small business concerns have the maximum practicable opportunity to participate in the contract awards. All prime contracts not awarded to small businesses—in excess of \$1.5 million for construction and \$700,000 for products and/or services—that offer subcontracting opportunities must contain a subcontracting plan.

VA OSDBU participates in pre-bid procurement events and conducts small business workshops to provide SDVOSBs, VOSBs, SDBs, WOSBs, and other small businesses opportunities to present business capabilities to prime contractors for teaming options. Learn more about the [VA Subcontracting Program](#).

For additional information about government-wide subcontracting opportunities, visit SBA [SUB-Net](#) and [Subcontracting Opportunities Directory](#).

### **VA Small Business Socioeconomic Procurement Goals**

- [VA Socioeconomic Procurement Program Goals](#)
- [VA Small Business Programs Goals and Achievements](#)

### **VA Veteran Entrepreneur Portal**

In partnership with BusinessUSA, VA OSDBU [Veteran Entrepreneur Portal \(VEP\)](#) quickly connects Veteran entrepreneurs to relevant best-practices and provides direct access to the resources that guide small businesses seeking opportunities with VA and other federal agencies.

## **DOING BUSINESS WITH VA**

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VA is committed to establishing and creating opportunities for relationship building among small businesses and PDMs to effectively lead to contracting opportunities.

VA OSDBU encourages all small and Veteran-owned businesses to be **procurement ready**—able to meet the requirements necessary to compete for VA and federal contracting opportunities.

## What Does VA Procure?

As a government contractor, doing business with VA may increase your company's overall growth. VA acquires a wide range of products and services from local, regional, and national sources. Top spends for VA procurement of products and services include:

- Pharmaceuticals supplies
- Medical and surgical supplies
- Facility equipment, supplies, and materials
- Medical equipment maintenance and repair
- Scientific equipment maintenance and repair
- Building construction, maintenance, and repair
- Prosthetic and orthopedic aids
- Non-IT enterprise-wide solutions
- Enterprise-wide IT solutions
- Architect/engineer services

## Prime Contracting Dollars for Small Businesses

Below are VA top 10 spend obligations during FY 2014 by industry/NAICS Code with dollars spends and contracting expenditures obligated to small businesses, according to data from the Federal Procurement Data System/FPDS.

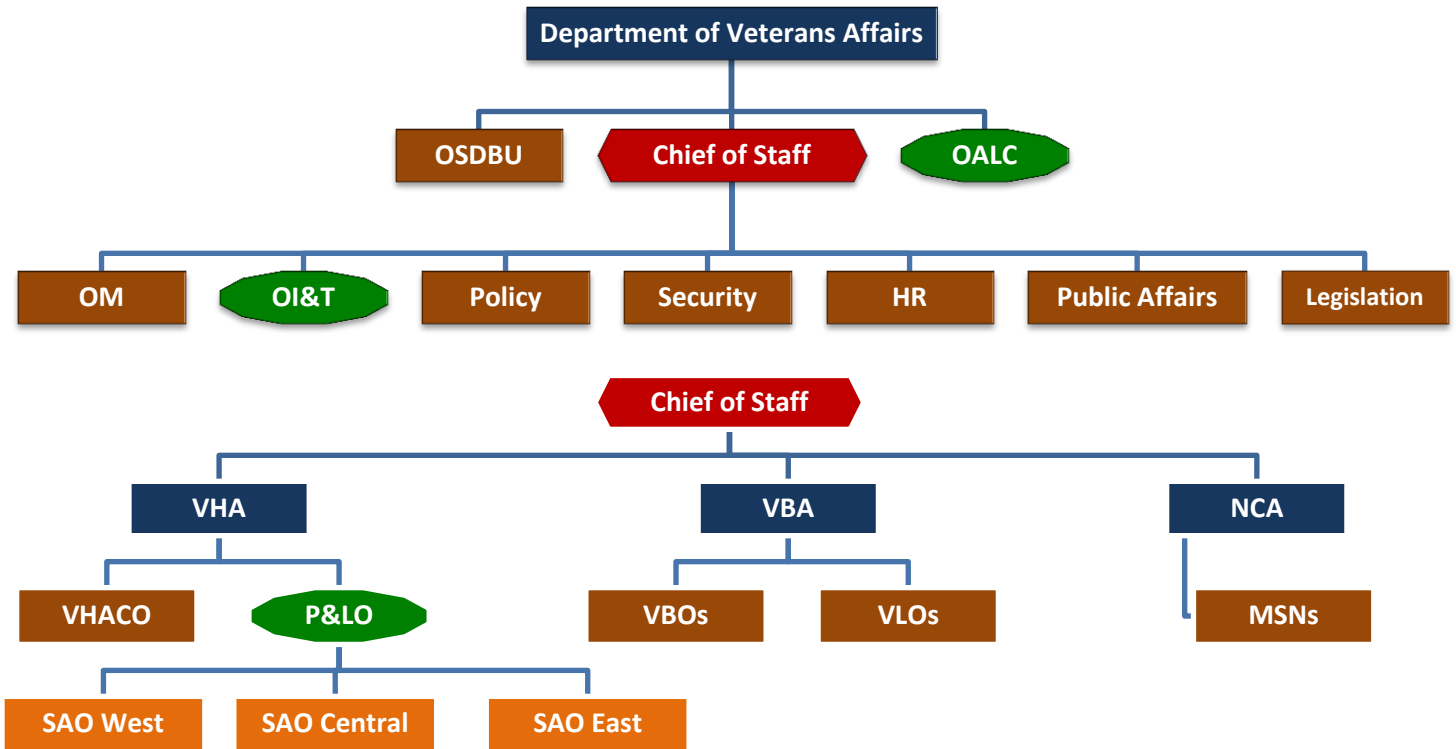
<b>FY 2014 Top 10 Industries by NAICS Code (VA)</b>	<b>Total Procurement</b>	<b>SB Obligation \$</b>	<b>SB%</b>
<b>325412–Pharmaceutical Preparation Manufacturing</b>	\$4,381,642,614.45	\$63,987,174.57	1.46%
<b>236220–Commercial and Institutional Building Construction</b>	\$1,378,479,633.78	\$1,123,903,939.37	81.53%
<b>334510–Electromedical and Electrotherapeutic Apparatus Manufacturing</b>	\$654,379,161.99	\$35,139,744.88	5.37%
<b>541519–Other Computer Related Services</b>	\$645,598,026.16	\$582,177,750.30	90.18%
<b>339113–Surgical Appliance and Supplies Manufacturing</b>	\$631,889,088.14	\$254,511,422.76	40.28%
<b>423450–Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers</b>	\$605,984,053.58	\$215,331,520.78	35.53%
<b>339112–Surgical and Medical Instrument Manufacturing</b>	\$518,784,009.73	\$232,514,907.38	44.82%
<b>334517–Irradiation Apparatus Manufacturing</b>	\$506,546,103.71	\$13,031,199.60	2.57%
<b>541512–Computer Systems Design Services</b>	\$332,932,376.88	\$149,987,876.34	45.05%
<b>621111–Offices Of Physicians (except Mental Health Specialists)</b>	\$295,551,062.15	\$57,056,803.61	19.31%

## Structure of VA

VA OSDBU is focused on transforming how procurement-ready small businesses gain access to contracting opportunities. Understanding VA's structure will help maximize small business efforts in contracting.

Below is an overview of VA's structure. Emphasis on VA Office of Acquisition, Logistics, and Construction (OALC), VA Office of Information & Technology (OI&T), and Veterans Health Administration (VHA) Procurement and Logistics Office (P&LO) is provided because these offices administer the majority of the contracting opportunities within VA.

# VA Organization Chart



## VA CONTRACTING OPPORTUNITIES

Small businesses can learn about potential contracting opportunities with VA by searching [VA Forecast of Contracting Opportunities \(VA FCO\)](#). Small businesses can discover current contracting opportunities throughout the federal government by searching [Federal Business Opportunities \(FedBizOpps or FBO\)](#)—the federal government’s contracting Web portal. SBA provides access to government-wide subcontracting opportunities through [SUB-Net](#) and the [Subcontracting Opportunities Directory](#).

### VA Forecast of Contracting Opportunities

Search for opportunities in VA FCO by office, state, or Veterans Integrated Service Network (VISN). The information published in VA FCO is an *estimate* of contracting opportunities and is *for planning purposes only*. FCO information is not an invitation for bids, a request for proposals, or a commitment by VA to purchase products or services.

Figure 1: VA Forecast of Contracting Opportunities Web Portal

The screenshot shows the VA Forecast of Contracting Opportunities web portal. On the left is a dark blue navigation menu with links: OSDBU Home, Main, Entire VA FCO Query, Centralized Facilities FCO Query, State FCO Query (Map Version), State FCO Query (Text Version), VISN FCO Query (Map Version), VISN FCO Query (Text Version), Business Resources, Contact Admin, and VA Vendor Portal. The main content area has a dark red header with the text 'VA FORECAST OF CONTRACTING OPPORTUNITIES'. Below the header is a section titled 'Entire VA Search' with a warning: 'WARNING: This form searches data for the entire VA. The search may take a long time and produce a lot of data.' The main search area is titled 'Search by Categories' and includes instructions: 'You may refine your search by using one or more of the following search criteria. The default will return ALL contracting opportunities.' The search criteria are: 'Select a Fiscal Year' (dropdown menu set to '- All -'), 'Select a Project Type' (three dropdown menus: 'Procurement Vehicle' with options like Blanket Purchase Agreement, Enhanced Sharing, Federal Supply Schedule, General Service Administration Contract; 'Socio-Economic Category' with options like Service Disabled Veteran Owned SB, Veteran Owned SB, HubZone Small Business, Small Disadvantaged Business 8(a) Participant, Small Disadvantaged Business, Women Owned SB; 'Procurement Method' with options like Non Competitive, Total Set-Aside, Partial Set-Aside), 'Select a Product Service Code' (dropdown menu set to 'None'), and 'Enter a Description' (text input field). A 'Search' button is at the bottom right. A note at the bottom of the search area reads: 'Note: Not all codes are represented at every site, and search criteria entered here could eliminate some Records.'

There are several search options to choose from:

- Search all VA  
<https://www.vendorportal.ecms.va.gov/eVP/fco/EntireVA.aspx?Type=Complete>
- Search by Centralized Facilities  
<https://www.vendorportal.ecms.va.gov/eVP/fco/CentralizedFacilities.aspx?Type=CentralizedFacility>
- Search by State
  - Using an interactive map: <https://www.vendorportal.ecms.va.gov/eVP/fco/StateMap.aspx>
  - Using text: <https://www.vendorportal.ecms.va.gov/eVP/fco/StateText.aspx>
- Search by VISN
  - Using an interactive map: <https://www.vendorportal.ecms.va.gov/eVP/fco/VisnMap.aspx>
  - Using text: <https://www.vendorportal.ecms.va.gov/eVP/fco/VisnText.aspx>

Contact the VA Acquisition Systems Helpdesk by phone at 1-877-634-3739 or [email](#) if you have any questions and/or require assistance.

### FedBizOpps Prime Contracting Opportunities

VA posts all federal business opportunities over the micro-purchase threshold of \$25,000 on [FedBizOpps](#).



Follow the following steps to begin searching VA on [FedBizOpps](#):

**Step 1:** Visit [FedBizOpps website](#); select Agencies

**Step 2:** Enter Keyword Veterans Affairs; select Search

**Step 3:** Select a VA contracting opportunity that is a good fit for your small business

Use the advanced search function to access information by state, place of performance, set-aside code, opportunity/procurement type, agency/office location(s), NAICS Code, Classification Code, Justification & Approval/J&A Statutory Authority, Fair Opportunity/Limited Sources Justification Authority, and/or a variety of date ranges.

### SBA SUB-Net Subcontracting Opportunities

SBA [SUB-Net](#) is where prime contractors post subcontracting opportunities. It is also where small businesses identify subcontracting opportunities in areas of expertise. Postings include solicitations or notices—for example, Notices of Sources Sought (NSS) for teaming partners and subcontractors on future contracts. SUB-Net is used by state and local governments, nonprofits, colleges and universities, and even foreign governments—all for the same purpose—to access active/available subcontracts. As a result, small businesses can expand their resources to identify tangible opportunities to bid. [Search Sub-Net to view current open contracting solicitations](#).

Small businesses also gain access to solicitations that have been funded under the [American Recovery and Reinvestment Act \(ARRA\)](#) Subcontracting Solicitations. Prime contractors identify ARRA solicitations within the brief description of such solicitations.

**Note:** Although many ARRA projects were focused on jumpstarting the economy when the bill was enacted in 2009, there was no end date written into the bill. Many of the projects listed for subcontracting opportunities continue to contribute to economic growth. [Although, tax benefits associated with ARRA may have changed](#).



## GET TO KNOW VA’S LARGEST BUYERS

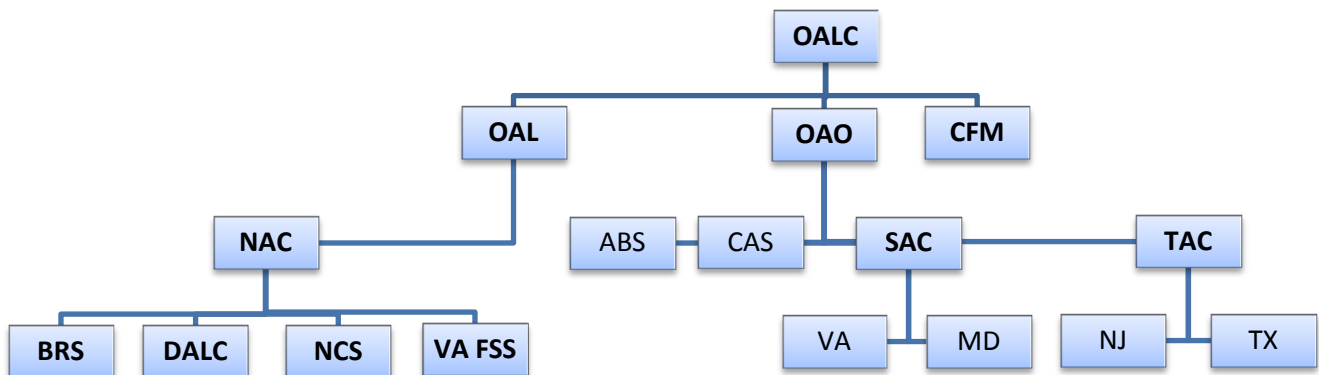
To understand who buys what for whom, procurement ready small businesses wanting to do business with VA should get to know the structure of the agency’s administrations and offices , particularly the following three offices:

- [VA Office of Acquisition, Logistics, and Construction \(OALC\)](#)
- [VA Office of Information and Technology \(OI&T\)](#)
- [VHA Procurement and Logistics Office \(P&LO\)](#)

Combined, these three VA offices and respective sub-offices procured over \$12 billion dollars in products and services in FY 2014—nearly 80 percent of VA’s total procurement expenditure budget.

### VA Office of Acquisition, Logistics, and Construction

[VA OALC](#) is a multifunctional office responsible for directing the Department’s acquisition, logistics, construction, and leasing functions. VA OALC provides direct operational support to VA administrations and staff offices via its three major sub-office components: [Office of Acquisition and Logistics \(OAL\)](#), [Office of Acquisition Operations \(OAO\)](#), and [Office of Construction and Facilities Management \(CFM\)](#). The following organization chart details VA OALC and its sub-offices and respective acquisition centers.



[VA OAL](#) provides comprehensive acquisition support for national health services and supply contracts and establishes national-level strategic sourcing contracts for healthcare services and products.

### VA OAL Acquisition Offices

- [National Acquisition Center \(NAC\)](#) supports health care requirements of VA and other government agencies.
- [Denver Acquisition and Logistics Center \(DALC\)](#) provides supply chain management for VA National Hearing Aid Program.
- [VA Federal Supply Schedule \(VA FSS\)](#) manages multiple award contracts for medical equipment and pharmaceutical programs for VA.
- [National Contract Service \(NCS\)](#) manages the just-in-time delivery programs for pharmaceutical, subsistence, and medical/surgical items, national committed use contracts, standardized BPAs, and high-tech medical equipment purchases for VA.

## VA OAL Acquisition Programs

- [Pharmaceutical Prime Vendor](#) is the biggest contract within VA NAC with approximately \$4 billion in annual sales.
- [Medical/Surgical Prime Vendor](#), mandatory for all VA medical centers, consists of seven prime vendor contracts.
- [Subsistence Prime Vendor](#) manages deliveries of food and service supplies — except bread, milk, and produce— to all VA Medical Centers.
- [High Tech Medical Equipment](#) maximizes the leverage of VA to minimize prices by consolidating medical equipment acquisitions.
- [Pharmaceutical Repackaging](#) executes BPAs against existing FSS contracts for pharmaceuticals in bulk sizes that facilitates delivery to a VA repackager that supplies such products in government-labeled unit of use containers.

## VA Office of Acquisition Operations (OAO)

[VA OAO](#) provides comprehensive operational and strategic acquisition support for acquisition requirements while directing acquisition, contracting, and contract administration through its sub-office components:

- [Strategic Acquisition Center \(SAC\)](#), with offices in Virginia and Maryland, provides dedicated acquisition and program management expertise and support for *non-IT enterprise-wide* solutions.
- [Technology Acquisition Center \(TAC\)](#), with offices in New Jersey and Texas, provides dedicated acquisition and program management expertise and supports *enterprise-wide solutions* in information and technology for VA OI&T.

**Note:** SAC and TAC maximize small business efforts in securing contracting opportunities. Acquisition Business Service (ABS) and Customer Advocacy Service (CAS)—both offices within VA OAO—provide limited support for some VA procurements.

## VA Office of Construction and Facilities Management

[VA CFM](#) is responsible for the planning, design, and construction of all major construction projects greater than \$10 million. VA CFM purchases land/buildings and makes long-term lease acquisitions. Through its construction and property programs, VA CFM delivers high-quality buildings, additions, large-scale renovations, and structural enhancements.

## What Does VA OALC Procure?

Each office within VA OALC has its own contracting opportunities. Below are tables that highlight VA procurement within a few of the offices and/or the acquisition centers associated with VA offices. Each of the following tables identify, by NAICS Codes, the amount of money spent in FY 2014 for specific VA offices and/or acquisition centers with the small business obligation and/or percentages.

### FY 2014 Top 10 Industries by NAICS Code (NAC)

The following table highlights FY 2014 Top 10 Industries by NAICS Code for VA OAL procurements performed through NAC and other acquisition centers including Business Resource Service (BRS), DALC, NCA, and VA FSS.

<b>FY 2014 Top 10 Industries by NAICS Code (NAC)</b>	<b>Total Procurement</b>	<b>SB Obligation \$</b>	<b>SB%</b>
<b>334517–Irradiation Apparatus Manufacturing</b>	\$433,382,203.00	\$11,140,897.00	2.57%
<b>334510–Electromedical and Electrotherapeutic Apparatus Manufacturing Equipment</b>	\$385,604,612.56	\$2,404,247.41	0.62%
<b>339112–Surgical and Medical Instrument Manufacturing</b>	\$93,750,427.36	\$48,430,156.27	51.66%
<b>423450–Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers</b>	\$47,212,033.00	\$2,241,962.50	4.75%
<b>623990–Other Residential Care Facilities</b>	\$36,995,033.27	\$1,831,126.00	4.95%
<b>325412–Pharmaceutical Preparation Manufacturing</b>	\$25,357,482.94	\$1,799,902.14	7.10%
<b>811219–Other Electronic and Precision Equipment Repair and Maintenance</b>	\$24,778,510.90	\$305,034.06	1.23%
<b>611430–Professional and Management Development Training</b>	\$16,599,894.82	\$9,037,867.02	54.45%
<b>333318–Other Commercial and Service Industry Machinery Manufacturing</b>	\$16,157,139.31	\$9,888,627.34	61.20%
<b>339113–Surgical Appliance and Supplies Manufacturing</b>	\$15,679,470.66	\$6,662,102.89	42.49%

### FY 2014 Top 10 Industries by NAICS Code (OAO)

The following table highlights FY 2014 Top 10 Industries by NAICS Code for VA OAO procurements performed at the office level and through its SAC and TAC.

<b>FY 2014 Top 10 Industries by NAICS Code (OAO)</b>	<b>Total Procurement</b>	<b>SB Obligation \$</b>	<b>SB%</b>
<b>541519–Other Computer Related Services</b>	\$490,245,674.49	\$451,759,016.7	92.15%
<b>541512–Computer Systems Design Services</b>	\$308,838,698.23	\$127,685,870.4	41.34%
<b>541611–Administrative Management and General Management Consulting Services</b>	\$100,292,258.64	\$54,163,582.35	54.01%
<b>334119–Other Computer Peripheral Equipment Manufacturing</b>	\$89,703,162.82	\$0.00	0.00%
<b>517110–Wired Telecommunications Carriers</b>	\$88,766,919.66	\$268,731.25	0.30%
<b>334111–Electronic Computer Manufacturing</b>	\$68,327,162.62	\$18,710,509.37	27.38%
<b>621111–Offices Of Physicians (except Mental Health Specialists)</b>	\$66,207,180.66	\$7,808,254.94	11.79%
<b>541990–All Other Professional, Scientific, and Technical Services</b>	\$62,753,774.84	\$0.00	0.00%
<b>541511–Custom Computer Programming Services</b>	\$60,011,467.20	\$21,501,840.32	35.83%
<b>339112–Surgical and Medical Instrument Manufacturing</b>	\$34,218,266.17	\$2,811,704.00	8.22%

## FY 2014 Top 10 Industries by NAICS Code (CFM)

The following table highlights FY 2014 Top 10 Industries by NAICS Code for VA CFM procurements performed solely at the office level.

FY 2014 Top 10 Industries by NAICS Code	Total Procurement	SB Obligation \$	SB%
<b>236220–Commercial and Institutional Building Construction</b>	\$284,788,941.82	\$33,709,021.82	11.84%
<b>237990–Other Heavy and Civil Engineering Construction</b>	\$114,748,698.16	\$63,444,698.16	55.29%
<b>541310–Architectural Services</b>	\$31,453,619.73	\$10,472,846.86	33.30%
<b>326220–Rubber and Plastics Hoses and Belting Manufacturing</b>	\$19,847,000.00	\$0.00	0.00%
<b>541330–Engineering Services</b>	\$6,673,673.58	\$5,739,216.58	86.00%
<b>541611–Administrative Management and General Management Consulting Services</b>	\$6,161,284.58	\$766,038.28	12.43%
<b>541620–Environmental Consulting Services</b>	\$2,914,594.47	\$2,308,375.42	79.20%
<b>541219–Other Accounting Services</b>	\$1,985,602.04	\$87,067.29	4.38%
<b>541690–Other Scientific and Technical Consulting Services</b>	\$1,162,135.78	\$1,162,135.78	100.00%
<b>523999–Miscellaneous Financial Investment Activities</b>	\$639,327.75	\$639,327.75	100.00%

### Office of Information and Technology

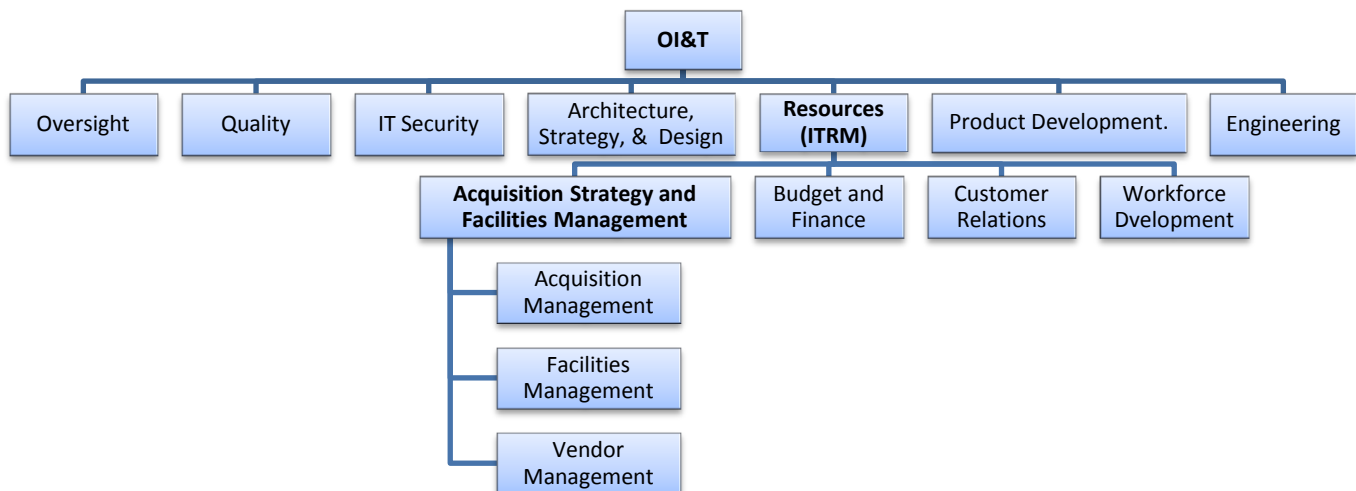
[VA OI&T](#), through its seven sub-offices, provides strategic and technical direction, guidance, and policy to ensure that VA IT resources are acquired and managed in a manner that abides by federal laws and regulations. OI&T delivers available, adaptable, secure, and cost-effective technology to VA.

OI&T oversees seven major functions:

- Oversight & Compliance
- Quality & Performance
- IT Information Security
- Architecture, Strategy and Design
- IT Resources Management
- Product Development
- Office of Service Delivery and Engineering

The following organization chart details the structure of OI&T, highlighting its seven sub-office and Office of IT Resource Management (ITRM).

### VA Office Organization Chart: OI&T



## What Does VA OI&T Procure?

### FY 2014 Top 10 Industries by NAICS Code (OI&T)

The following table highlights FY 2014 Top 10 Industries by NAICS Code for VA OI&T procurements.

FY 2014 Top 10 Industries by NAICS Code (OI&T)	Total Procurement	SB Obligation \$	SB%
<b>541519—Other Computer Related Services</b>	\$490,245,674.49	\$451,759,016.73	92.15%
<b>541512—Computer Systems Design Services</b>	\$308,838,698.23	\$127,685,870.41	41.34%
<b>541611—Administrative Management and General Management Consulting Services</b>	\$100,292,258.64	\$54,163,582.35	54.01%
<b>334119—Other Computer Peripheral Equipment Manufacturing</b>	\$89,703,162.82	\$0.00	0.00%
<b>517110—Wired Telecommunications Carriers</b>	\$88,766,919.66	\$268,731.25	0.30%
<b>334111—Electronic Computer Manufacturing</b>	\$68,327,162.62	\$18,710,509.37	27.38%
<b>621111—Offices of Physicians (except Mental Health Specialists)</b>	\$66,207,180.66	\$7,808,254.94	11.79%
<b>541990—All Other Professional, Scientific, and Technical Services</b>	\$62,753,774.84	\$0.00	0.00%
<b>541511—Custom Computer Programming Services</b>	\$60,011,467.20	\$21,501,840.32	35.83%
<b>339112—Surgical and Medical Instrument Manufacturing</b>	\$34,218,266.17	\$2,811,704.00	8.22%

### VHA Procurement and Logistics Office

VHA is the largest of the three administrations within VA. VHA consists of two major offices: **VHA Central Office (VHACO)** and **P&LO**.

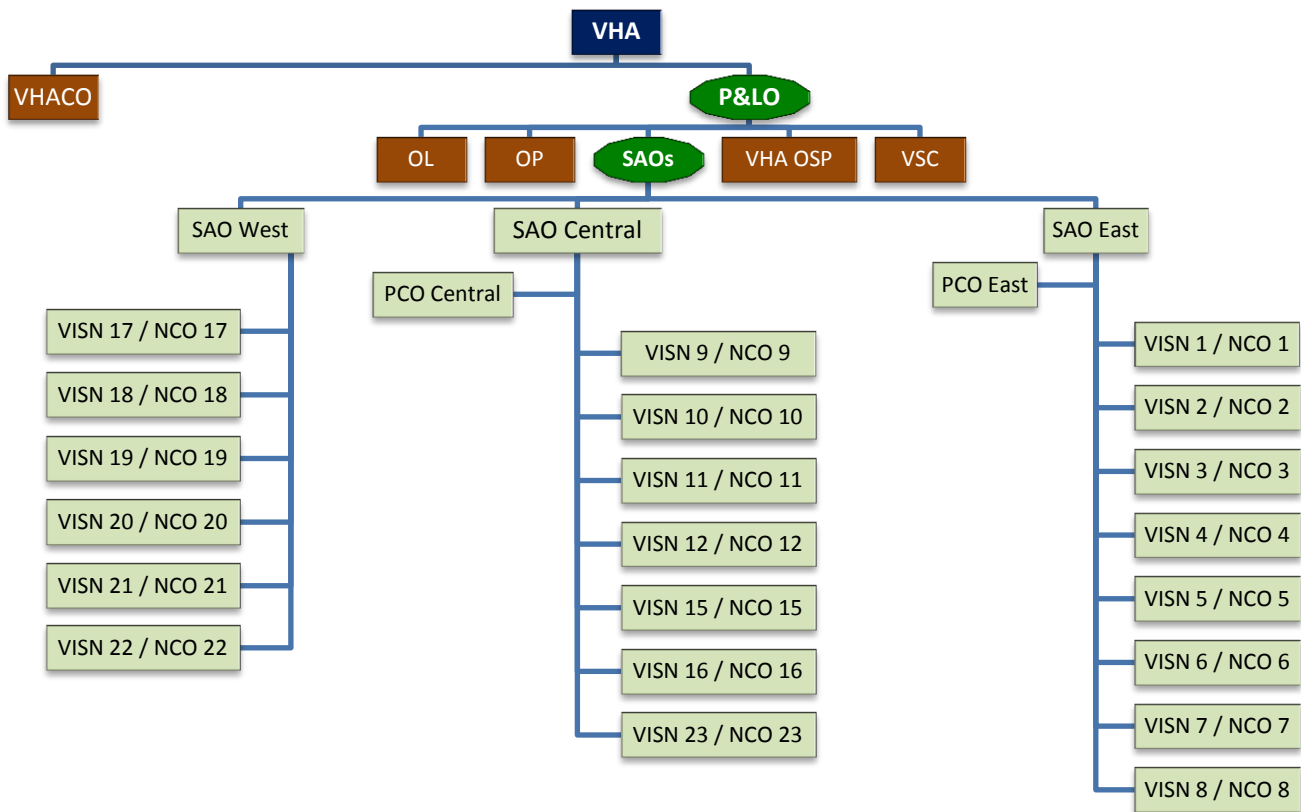
VHA P&LO provides acquisition and support services through its:

- **VHA Office of Logistics (OL)** that provides supply chain management focusing on equipment program management, business and procurement planning, consumable supply procurement, life cycle, and inventory management.
- **VHA Office of Procurement (OP)** that administers a full range of procurement services through the effective and innovative use of procurement policies, procedures, and processes to provide the best possible care to our Veterans.
- **VHA Service Area Offices (SAOs)** that support the largest medical system in the world through three regional SAOs—*SAO West, SAO Central, and SAO East*—through ready access, expert assistance, and local knowledge.
- **VHA Special Projects Office** manages the Service Oriented Architecture Research and Development (SOARD) project, a multiyear effort to enhance VA with a single Web-based, integrated, enterprise-level asset management system.
- **VHA Veterans Service Center (VSC)** provides technical and administrative support, guidance, and consultation on the major program areas of human resources, fiscal, and travel services for various VHA program offices.

With annual expenditures of more than \$15 billion and a contracting staff comprised of 2,700 individuals, VHA P&LO is one of the largest procurement and supply groups within VA and the entire federal government.

### VA Office Organization Chart: VHA P&LO

The following organization chart details VHA P&LO and its sub-offices and service offices.



### P&LO Service Area Offices (SAOs)

[SAOs](#) are subdivided into Network Contracting Offices (NCOs) with identifying numbers match the corresponding Veterans Integrated Service Network (VISN)—based on its location. Each NCO provides local, regional, and national procurement support.

### What Do SAOs Procure?

#### FY 2014 Top 10 Industries by NAICS Code (SAO West)

**Service Area Office, West Region (SAO West)** includes all or portions of the following states and U.S. territories: North Dakota, Nebraska, Kansas, Oklahoma, Texas, New Mexico, Arizona, California, Oregon, Washington, Idaho, Utah, Wyoming, Montana, Nevada, Colorado, Alaska, Hawaii, Philippines, Guam, and American Samoa.

FY 2014 Top 10 Industries by NAICS Code (SAO West)	Total Procurement	SB Obligation \$	SB%
325412—Pharmaceutical Preparation Manufacturing	\$562,184,737.00	\$6,714,803.07	1.19%
236220—Commercial And Institutional Building Construction	\$311,280,398.10	\$309,979,905.96	99.58%
339113—Surgical Appliance And Supplies Manufacturing	\$189,587,875.07	\$78,358,281.62	41.33%
423450—Medical, Dental, & Hospital Equip. & Supplies Merchant Wholesalers	\$165,534,710.77	\$44,097,921.84	26.64%
339112—Surgical And Medical Instrument Manufacturing	\$122,377,628.36	\$53,006,275.34	43.31%
334510—Electromedical And Electrotherapeutic Apparatus Manufacturing	\$79,262,633.71	\$7,866,314.80	9.92%
621111—Offices Of Physicians (Except Mental Health Specialists)	\$73,403,829.65	\$18,290,585.73	24.92%
532291—Home Health Equipment Rental	\$69,810,392.36	\$5,608,747.87	8.03%

<b>561320–Temporary Help Services</b>	\$67,692,814.72	\$42,240,142.53	62.40%
<b>623110–Nursing Care Facilities (Skilled Nursing Facilities)</b>	\$42,701,374.93	\$11,740,157.66	27.49%

#### FY 2014 Top 10 Industries by NAICS Code (SAO Central)

Service Area Office, Central Region (SAO Central) includes all or portions of the following states: North Dakota, Wyoming, Texas, South Dakota, Nebraska, Kansas, Missouri, Oklahoma, Arkansas, Louisiana, Mississippi, Tennessee, Kentucky, Virginia, West Virginia, Illinois, Indiana, Ohio, Wisconsin, Iowa, Michigan, Alabama, Minnesota, and Florida.

FY 2014 Top 10 Industries by NAICS Code (SAO Central)	Total Procurement	SB Obligation \$	SB%
<b>325412–Pharmaceutical Preparation Manufacturing</b>	\$2,950,637,293.46	\$46,304,514.37	1.57%
<b>236220–Commercial And Institutional Building Construction</b>	\$304,495,524.71	\$303,594,947.43	99.70%
<b>339113–Surgical Appliance And Supplies Manufacturing</b>	\$190,570,653.39	\$69,741,939.75	36.60%
<b>423450–Medical, Dental, &amp; Hospital Equip. &amp; Supplies Merchant Wholesalers</b>	\$164,238,424.21	\$49,924,167.63	30.40%
<b>339112–Surgical And Medical Instrument Manufacturing</b>	\$128,130,359.92	\$57,455,436.94	44.84%
<b>561499–All Other Business Support Services</b>	\$120,562,656.28	\$286,005.34	0.24%
<b>334510–Electromedical And Electrotherapeutic Apparatus Manufacturing</b>	\$90,264,189.37	\$9,313,326.67	10.32%
<b>621111–Offices Of Physicians (Except Mental Health Specialists)</b>	\$88,307,478.35	\$16,955,552.01	19.20%
<b>492110–Couriers And Express Delivery Services</b>	\$50,754,424.31	\$2,020,172.43	3.98%
<b>325413–In-Vitro Diagnostic Substance Manufacturing</b>	\$47,557,284.24	\$2,829,784.68	5.95%

#### FY 2014 Top 10 Industries by NAICS Code (SAO East)

Service Area Office, East Region (SAO East) includes all or portions of the following states and U.S. territories: Maine, Vermont, New Hampshire, New York, Massachusetts, Connecticut, Rhode Island, New Jersey, Maryland, Delaware, Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Virgin Islands, Puerto Rico, the District of Columbia, and Pennsylvania.

FY 2014 Top 10 Industries by NAICS Code (SAO East)	Total Procurement	SB Obligation \$	SB%
<b>325412–Pharmaceutical Preparation Manufacturing</b>	\$843,463,101.05	\$9,167,954.99	1.09%
<b>236220–Commercial And Institutional Building Construction</b>	\$453,233,217.10	\$451,954,475.11	99.72%
<b>339113–Surgical Appliance And Supplies Manufacturing</b>	\$235,978,719.48	\$99,676,728.96	42.24%
<b>423450–Medical, Dental, &amp; Hospital Equip. &amp; Supplies Merchant Wholesalers</b>	\$228,841,136.80	\$118,909,720.01	51.96%
<b>339112–Surgical And Medical Instrument Manufacturing</b>	\$140,233,388.12	\$70,802,246.83	50.49%
<b>334510–Electromedical And Electrotherapeutic Apparatus Manufacturing</b>	\$97,898,251.94	\$14,237,881.59	14.54%
<b>621111–Offices Of Physicians (Except Mental Health Specialists)</b>	\$67,332,573.49	\$13,702,410.93	20.35%
<b>334516–Analytical Laboratory Instrument Manufacturing</b>	\$64,332,930.66	\$14,407,286.09	22.39%
<b>621498–All Other Outpatient Care Centers</b>	\$53,585,685.41	\$2,269,524.68	4.24%
<b>541519–Other Computer Related Services</b>	\$52,097,099.62	\$43,128,552.80	82.78%

## DOING BUSINESS WITH VA REFERENCE GUIDE REVIEW

VA OSDBU strives to provide small and Veteran-owned businesses wanting to do business with VA the support, resources, and tools needed to succeed in their contracting efforts with:

- The VA OSDBU Cycle of Success that defines five key procurement-ready elements and processes for small businesses.
- A structural overview of VA's three major contracting offices with a summary of purchases for small businesses to better identify which office to do business.



## SMALL BUSINESS RESOURCES

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### VA OSDBU

- VA OSDBU Veteran Entrepreneur Portal  
<http://www.va.gov/osdbu/entrepreneur/index.asp>
- Direct Access Program  
<http://www.va.gov/OSDBU/outreach/dap/index.asp>
- Conferences and Events  
<http://www.va.gov/osdbu/library/events.asp>

### PROCUREMENT

- VA Forecast of Contracting Opportunities  
<http://www.vendorportal.ecms.va.gov/eVP/FCO/fco.aspx>
- VA National Acquisition Center/NAC  
<http://www.va.gov/oal/about/nac.asp>
- Federal Business Opportunities/FBO  
<http://www.fbo.gov>
- SBA Sub-Net Subcontractor Database  
<http://web.sba.gov/subnet/search/index.cfm>
- Acquisition Central  
<http://www.acquisition.gov>
- VA Federal Supply Schedule Service  
<http://www.fss.va.gov>
- Federal Procurement Data System/FPDS  
<https://www.fpds.gov>
- North American Industry Classification System/NAICS  
<http://www.census.gov/naics>
- USA Spending  
<https://www.usaspending.gov/Pages/Default.aspx>
- American Recovery and Reinvestment Act/ARRA  
<http://www.recovery.gov>

### PERFORMANCE SYSTEM

- Contractor Performance Assessment Reporting System  
<http://www.cpars.gov>

### CVE

- VA Verification Assistance Program  
<http://www.va.gov/osdbu/verification/assistance/index.asp>
- VetBiz  
<http://www.vetbiz.gov>
- CVE Self-Assessment Tool  
[http://gcctech.fluidsurveys.com/s/Verification\\_Self\\_Assessment\\_Tool/](http://gcctech.fluidsurveys.com/s/Verification_Self_Assessment_Tool/)
- VA Vendor Information Pages  
<http://www.vip.vetbiz.gov>

### SMALL BUSINESS ASSISTANCE

- Procurement Technical Assistance Center/PTAC  
<http://www.aptac-us.org>
- System for Award Management  
<http://www.sam.gov>
- U.S. General Services Administration Advantage  
<http://www.gsaadvantage.gov>
- Federal OSDBU Council (OSDBU Directors/Offices)  
<http://www.osdbu.gov/members.html>

### SBA

- SBA  
<http://www.sba.gov>
- SBA Small Business Development Centers  
<https://www.sba.gov/tools/local-assistance/sbdc>
- SBA Certificate of Competency Program  
<https://www.sba.gov/content/certificate-competency-program>
- Dynamic Small Business Search  
[http://web.sba.gov/pro-net/search/dsp\\_dsbs.cfm](http://web.sba.gov/pro-net/search/dsp_dsbs.cfm)

**For further assistance, contact VA OSDBU Help Desk**

**1-866-584-2344 or [osdbu@va.gov](mailto:osdbu@va.gov)**

*In preparation of the Doing Business with VA reference guide, VA OSDBU gathered information from the websites of several federal government agencies including VA, Small Business Administration, General Services Administration, and Federal Procurement Data System-Next Generation, among others. Information provided herein adheres to VA guidelines and federal government standards.*