S.A.M.E. J.T.E.D. Event
Feb. 28, 2018

James P. Carter, MS, CHFM
VISN 8 Deputy Capital Asset Manager

Trina D. Berry
NCO 8 Small Business Liaison
**VISN 8 Geographics / Demographics**

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Veteran Population</td>
<td>1,537,286</td>
</tr>
<tr>
<td>Unique Patients</td>
<td>599,947</td>
</tr>
<tr>
<td>Total Outpatient Visits</td>
<td>8,323,751</td>
</tr>
<tr>
<td>Square Miles</td>
<td>64,153</td>
</tr>
<tr>
<td>States/Territories</td>
<td></td>
</tr>
<tr>
<td>- Florida Counties (60)</td>
<td></td>
</tr>
<tr>
<td>- Georgia Counties (19)</td>
<td></td>
</tr>
<tr>
<td>- Puerto Rico</td>
<td></td>
</tr>
<tr>
<td>- USVI</td>
<td></td>
</tr>
<tr>
<td>Total VISN 8 Owned GSF</td>
<td>9,925,295</td>
</tr>
<tr>
<td>Total VISN 8 Land</td>
<td>710 Acres</td>
</tr>
<tr>
<td>Total VISN 8 Leases</td>
<td>169</td>
</tr>
<tr>
<td>Total VISN 8 Leased NUSF</td>
<td>1,874,084</td>
</tr>
</tbody>
</table>

The Nation’s Largest Network of VA Hospitals and Clinics
VISN 8 Capital Assets Management Program

• Our mission is to develop and implement capital programs that enhance access and quality of care for our veterans through the built environment.

• Capital Planning and Management include:
  – Facility Infrastructure
  – Medical Equipment
  – Energy & Vehicle Fleet Management
  – Lease Holdings
  – Environmental
  – Safety & Security (including Physical Security)
    • VA Physical Security Design Manual (mimics the ISC standards for federal facilities)
  – Emergency Preparedness
FY17

Executed:

- >$96M in project procurements
- Additionally, awarded $62M in Energy Savings Performance Contracts
- Executed two VISN-wide contracts
  - Physical Security Assessment
  - Elevator Maintenance
FY18 and FY19 Budget for Capital Investments

Forecast for FY18:
• $207M in planned project procurements
  – Final budget pending Congress
  – VA is pre-funded and continuing to function

Forecast for FY19
• Anticipate another higher than average budget
• Execute more VISN-wide multi-year contracts
  – Centered more on common operations
Contracting and Business Opportunities with VA VISN 8

Primary Contracting POC for VISN 8

TRINA BERRY
NCO 8 Small Business Liaison
Department of Veterans Affairs - VHA
8875 Hidden River Parkway Suite 570
Tampa FL 33637
Tel 813-972-2000 ext. 7504
Trina.Berry@va.gov
Contracting and Business Opportunities

Website Information:

• Small Business Administration (SBA)
  https://www.sba.gov/
• DVA Office of Small & Disadvantaged Business Utilization
  https://www.vip.vetbiz.gov/
• Federal Business Opportunities (FBO)
  https://www.fbo.gov/
• VISN 8 Contracting and Business Opportunities
  https://www.visn8.va.gov/contracting/
Contracting and Business Opportunities

Search more than 30,000* active federal opportunities.

Posted Date: Last 90 Days
Set Aside Code: Any
Place of Performance: Any State or Territory
Type: Any
Keyword / Solicitation #: Agency: Any

ATTENTION: The U.S. Small Business Administration (SBA) updated its Table of Small Business Size Standards adopting the Office of Management and Budget’s 2017 revision of the North American Industry Classification System (NAICS) effective October 1, 2017. The revised NAICS Codes and their corresponding size standards are available for use in FBO. The updated table of size standards is available on SBA's website at www.sba.gov/size.

ATTENTION: SAM.gov REGISTRATION IS FREE: There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity.

ATTENTION: Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the FBO Buyer's Guide. Do not upload ANY classified materials to FBO.

Important Password Update - Users and Interfacing Systems must reset their passwords as
Contracting and Business Opportunities

Vendor Information Pages (VIP)
Maintenance Notice

Announcements

New Vendor Information Pages (VIP), Access (DS Login and Norton’s)
Resources, Education, and Training Opportunities
Can VA Customers see your VIP Firm’s Website?

Search Businesses
VIP Verified Businesses
2/26/2018 2:46:19 PM

SDVOSB 10144
VOSB 3576
Total Verified 13720

Find Veteran Businesses
Advanced Search

Business Name: [Field]
DBA: [Field]
Keyword(s): [Field]
State/Province: [Field]

Contact Us
Call Center: (800) 584-2344
Monday–Friday 8:00am to 6:00pm (Eastern)
Status Updates: verificationfollows@va.gov
Profile Questions: vip@va.gov

VOSB/SDVOSB Verification
- OSDBU Home
- What is Verification?
- Frequently Asked Questions
- Top Reasons for Denial
- Kingdomware Decision
- Verification Assistance Briefs
- Verification Counseling Program
- Verification fraud prosecutions
- Small and Veteran Business Programs
- Doing Business with VA
- VA OIG’s Hotline
- FOIA Policy

Start Your Application
Top 3 National American Industry Classification System Codes used by VA’s capital programs are:

- **23** Construction
- **54** Professional, Scientific and Technical Services
- **53** Real Estate Rental and Leasing

VA uses other NAICS codes related to medical service contracts
Who does VA award contacts to?

By Law, VA must follow specific solicitation priorities:

- **PL. 109-461 (2007):** Applicable to open market acquisitions only and does not authorize set-asides against Federal Supply Schedules or otherwise alter the requirements of the schedules program.

- **Supreme Court Kingdomware decision:** The VA is required to put veterans first in its procurement process.

- **Hierarchy of solicitation process:**
  - Service-Disabled Veteran-Owned Small Business
  - Veteran-Owned Small Business
  - Small Disadvantaged Business (includes Section 8(a))
  - Historically Underutilized Business (HUB) Zone Small Business
  - Women-Owned Small Business
  - All other small business
Additional Information

VA Network 8 Contracting and Capital Asset Office

TRINA BERRY
NCO 8 Small Business Liaison
Department of Veterans Affairs - VHA
8875 Hidden River Parkway Suite 570
Tampa FL 33637
Tel 813-972-2000 ext. 7504
Trina.Berry@va.gov

JAMES P. CARTER, MS, CHFM
Deputy Capital Asset Manager
Department of Veterans Affairs (VISN 8)
140 Fountain Parkway, Suite 600
Saint Petersburg, FL 33716
Phone 727-575-8015
James.Carterjr@va.gov