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# Business Opportunities with VISN 1 Clinical Engineering Consolidated Program

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VISN 1

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# Overview – VISN 1



- 6 states in New England
  - Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island
- 11 Medical Centers
- 45 CBOCs



# Overview - CECP



- VISN 1 Clinical Engineering Consolidated Program
- Evaluate emerging technology
- Look for equipment standardization opportunities
- Co-chair HCHT (High Cost, High Tech) committee
- ~32,000 Medical Devices and >\$290,000,000 MEAV



## Acquisitions and Contractual Authority



Acquisitions and contractual commitments can only be made by Government officials having expressed authority to enter into such agreements on behalf of the United States Government. The ONLY Government officials with such authority are Warranted Contracting Officials. Any discussions of contractual requirements do not constitute contractual direction or authorization of any kind. Future contractual directions, if ANY, shall ONLY come from the cognizant Department of Veterans Affairs Warranted Contracting Officer.



# VISN1 CECP



- Support the VHA and VISN mission to provide exceptional healthcare to America's Veterans by delivering outstanding Healthcare Technology Management.
- The VISN 1 Clinical Engineering Consolidated Program strives to be the benchmark of excellence and value in Healthcare Technology Management (HTM) by using a collaborative approach to provide exemplary services which are Veteran-focused, financially responsible, and life-cycle driven.
- NAICS Codes:
  - 334510 Scopes Misc.
  - 334517 X-ray apparatus and tubes manufacturing
  - 325992 X-ray film and plates manufacturing
  - 811219 Medical/Surgical Equipment Repair and Maintenance
  - 532490 Medical Equipment Rental or leasing



# How Can You Help Us?



## Past Approach:

- Time and Materials
- Partial Repair Contracts
- Full Service contracts

## Future Approach:

- IDIQ and BPA Development
- Shift from local contracts to VISN contracts



# Current/Past Awards



Name of Contract	Description	Value of Contract	Incumbent	Expiration Start/Finished
TUGS	Service Contract	\$68,400	Aethon	10/1/14 – 9/30/15
Voicebrook	Service Contract	\$45,000	Voicebrook	10/1/14 – 9/30/15
Muse	Service Contract	\$60,000	GE	10/1/14 – 9/30/15
Powerscribe	Service Contract	\$190,000	Nuance	10/1/14 – 9/30/15
ARK Option year 1	Service Contract	\$220,000	Draeger	10/1/14 – 9/30/15



# Opportunities Forecast 2015-2016



Requirement	Description	Anticipated parameters	Anticipated date needed	Range of Value \$
Alarm Technology Mgmt	Manage clinical alarms communication	Open Market	FY16	>\$100,000
Cardio Image Mgmt System	Integrate instances of Xcelera across the VISN	Open Market	FY15	>\$100,000
Hemodialysis EMR	Integrate data from hemodialysis machines to VistA CPRS	Open Market	FY15	>\$100,000
Ventilators	Replace fleet	Open Market	FY16	>\$100,000





# Opportunities Forecast 2015-2016 (cont.)



Requirement	Description	Anticipated parameters	Anticipated date needed	Range of Value \$
Optometry/ Ophthalmology EMR	Capture and manage healthcare info	Open Market	FY16	>\$100,000
Clinical surveillance	Integrate various vital signs monitors together	Open Market	FY16	>\$100,000
Remote Monitoring and Clinical Notification system	Manage the remote monitoring of non- critical health parameters	Open Market	FY17	>\$100,000



# Contact Information



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# Q&A



# Questions?