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 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.
• 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

<table>
<thead>
<tr>
<th>Name of Contract</th>
<th>Description</th>
<th>Value of Contract</th>
<th>Incumbent</th>
<th>Expiration Start/Finished</th>
</tr>
</thead>
<tbody>
<tr>
<td>TUGS</td>
<td>Service Contract</td>
<td>$68,400</td>
<td>Aethon</td>
<td>10/1/14 – 9/30/15</td>
</tr>
<tr>
<td>Voicebrook</td>
<td>Service Contract</td>
<td>$45,000</td>
<td>Voicebrook</td>
<td>10/1/14 – 9/30/15</td>
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<tr>
<td>Muse</td>
<td>Service Contract</td>
<td>$60,000</td>
<td>GE</td>
<td>10/1/14 – 9/30/15</td>
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<tr>
<td>Powerscribe</td>
<td>Service Contract</td>
<td>$190,000</td>
<td>Nuance</td>
<td>10/1/14 – 9/30/15</td>
</tr>
<tr>
<td>ARK Option year 1</td>
<td>Service Contract</td>
<td>$220,000</td>
<td>Draeger</td>
<td>10/1/14 – 9/30/15</td>
</tr>
<tr>
<td>Requirement</td>
<td>Description</td>
<td>Anticipated parameters</td>
<td>Anticipated date needed</td>
<td>Range of Value $</td>
</tr>
<tr>
<td>------------------------------</td>
<td>------------------------------------------------------------------------------</td>
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<td>-----------------</td>
</tr>
<tr>
<td>Alarm Technology Mgmt</td>
<td>Manage clinical alarms communication</td>
<td>Open Market</td>
<td>FY16</td>
<td>&gt;$100,000</td>
</tr>
<tr>
<td>Cardio Image Mgmt System</td>
<td>Integrate instances of Xcelera across the VISN</td>
<td>Open Market</td>
<td>FY15</td>
<td>&gt;$100,000</td>
</tr>
<tr>
<td>Hemodialysis EMR</td>
<td>Integrate data from hemodialysis machines to VistA CPRS</td>
<td>Open Market</td>
<td>FY15</td>
<td>&gt;$100,000</td>
</tr>
<tr>
<td>Ventilators</td>
<td>Replace fleet</td>
<td>Open Market</td>
<td>FY16</td>
<td>&gt;$100,000</td>
</tr>
</tbody>
</table>
## Opportunities Forecast 2015-2016 (cont.)

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Description</th>
<th>Anticipated parameters</th>
<th>Anticipated date needed</th>
<th>Range of Value $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Optometry/ Ophthalmology EMR</td>
<td>Capture and manage healthcare info</td>
<td>Open Market</td>
<td>FY16</td>
<td>$&gt;100,000</td>
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<tr>
<td>Clinical surveillance</td>
<td>Integrate various vital signs monitors together</td>
<td>Open Market</td>
<td>FY16</td>
<td>$&gt;100,000</td>
</tr>
<tr>
<td>Remote Monitoring and Clinical Notification system</td>
<td>Manage the remote monitoring of non-critical health parameters</td>
<td>Open Market</td>
<td>FY17</td>
<td>$&gt;100,000</td>
</tr>
</tbody>
</table>
Contact Information

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Questions?