Business Requirement Session

VISN 12/VAMC Milwaukee
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VISN 12 Biomedical Engineering POC
Who am I?

- Christian L Houterman, MS, MBA, CCE
- Manager, Clinical Informatics & Medical Technology
- VISN 12/VAMC Milwaukee
- Medical Technology Procurement and Support
What does my program do?

- Biomedical Engineering
- Medical technology procurement and life cycle support
- In FY2013
  - $282M in medical equipment assets
  - $17M spent in direct support (Parts and Service)
  - $59M in medical equipment procurements
Medical Technology Support

• Imaging: CT, MRI
• Surgery: anesthesia machine, heart lung machines, ESU
• Intensive Care: physiological monitors, ventilators
• Clinics: exam tables, vital sign monitors, otoscopes, electronic thermometers
• Laboratory: chemistry analyzers
• Medical IT Systems and Servers
Technical Consultation

• Work with clinicians on their patient care needs and translate those needs into specifications for procurement of medical devices, services, and/or parts

• Work with informaticists on the transfer of clinical information and inter-device communications

• Construction for large equipment installs, site prep, training, and staging
The Color of Money

1. Medical Services (Clinical Programs)
2. Medical Support & Compliance (Admin)
3. Medical Facilities (Physical Plant, etc.)
4. IT
Contracting Timelines

- Micro Purchases ≤$3000
- Simplified Purchase <$25K
- VA GSA Services
- SEWP < $5M
- Negotiated VA All Contracts >$25K & ≤$100K
- Negotiated VA All Contracts >$100K & <$5.5M
- Negotiated VA All Contracts <$5.5M
- NAC Equipment Delivery Competitive
  - PACS, X-Ray, Ultrasound, MRI, CT

Credit Card
40 days
50 days
25 days
51 days
153 days
167 days
How Can Small Businesses Assist

- Specialize Services and Technology Support Contracts
- Technical Training
- Architecture Engineering: server clustering
- Technical Consultation
- Implementation, Inter-operability
- Data Migration/Consolidation
- Cyber Security
- Wireless Spectrum
- Data storage
- Project Management
- Diagnostic Test Equipment
Additional Information

“Health Care is Local”

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Questions?