Biologics Industry Day
Responses to Questions

	Industry Question	Government Response
1	Is the VA looking at cost only or cost and Evidence based medicine?	VA will evaluate Technical, Socioeconomic Considerations, Subcontracting Plan (if applicable) and Price.
2	Please consider issuing a "draft" RFP for industry comment prior to issuing the final RFP	Yes, the VA will consider issuing a draft RFP.
3	State licensing was mentioned as a requirement. Is that licensing to manufacture in states where manufacturing facilities are located? Or Licensing to sell in specific states?	The State license shall be provided for each state in which manufacturing is performed in the solicitation response.
4	If a large company is awarded, what criteria are they going to have to meet in order to meet the subcontracting goals (SDVOSB, WOSB, etc.)?	Specifics to be provided in solicitation. See current VA subcontracting goals: https://www.va.gov/oal/business/fss/sbsp.asp.
5	What is the contracting preference for the VA - SDVOSB, [illegible], or FSS	The Government is reviewing market research to assess small business opportunities.
6	What opportunity does a small business SDVOSB have in this plan?	See Government response to no. 5.
7	There is a concern that small business distributers will be excluded simply by size/scope.	See Government response to no. 5.
8	Can this be broken into multiple awards?	The Government anticipates multiple single awards.
9	Some biologics were added to the contact last year. Will they be moved to this contract?	This question is under reconsideration by Government following industry day.
10	[Company] has biologics on our VA-IDIQ contract (Top 20). Do we need to have another contract?	See Government response no.9.
11	Since it is going to be next year, could other biological products be added to the current contracts?	At this time no new biologicals will be added to the Top 20 contracts.
12	How are vendor to provide new technology to the VA if we can add new products to IDIQ?	Under the second initiative, new products will not be considered during the base period of performance.
13	What about mergers and acquisitions?	These matters will handled in accordance with Federal Acquisition Regulation and VA policy (if applicable).
14	How many sole source contracts will be awarded?	TBD This is based on market research and Government requirement.
15	How will this initiative coincide with MSPV-NG?	At this time Biologics will not be on MSPV-NG.
16	MSPV-NG formulary is being enforced by some VAs currently. Should this be? Given it's ahead of this sole source initiative?	See Government response no. 15.
17	What will the ordering process look like under the new contract?	Orders under $3,500 are processed by Prosthetics. Orders over $3,500 are processed by Network Contracting Office (NCO).

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18	For orders greater than $3,500, how long should it take before contracting approves/generates a PO?	Depending upon the complexity, dollar value, completeness of requirement package and workload of the respective NCO, orders over $3,500 can take 45-60 days.
19	Will there only be one sole source award?	See Government response no. 8.
20	What about surgeon preference	VHA Clinicians determine the prosthetic needs of patients as part of the clinical care and follow-up with the patient to ensure the necessary implants are acquired to achieve optimal clinical outcomes.
21	Who is the best POC for vendors to contract at the VISN level when prosthetics is not completing post authorizations?	VISN Prosthetic Representatives.
22	Will the biologics be removed from the non-biologics contracts and added to the biologics contract?	See Government response no. 9.
23	Will the IDIQ be issued based on product or vendor? Will the distributor and manufacturer both have access to the IDIQ contact?	See Government response to no. 20.
24	Industry understands why this April 2016 Pre-Authorization Process was put in place. However this process has significantly delayed final PO turnaround of paperwork to industry vendors. Is the SAC aware of this issue and what can be done to streamline the process.	Thank you for bringing this to our attention. The issue is being reviewed by Prosthetic and Sensory Aid Service.
25	Will the Government be looking at biologics as a whole and/or broken into procedural areas (hernia repair, [illegible] repair, staple line reinforcement)?	The Government is looking for complete Biological product line.
26	Will there be a copy of the presentation, organizational charts, VISN VPRs be available?	The presentations will be posted to FBO.
27	Does a pre-authorization allow a vendor to bring a product into a facility consignment? Or is a consignment agreement required.	No, pre-authorization does not allow a vendor to bring a product into a facility consignment. A consignment agreement is required.