

**POU QUESTIONS & ANSWERS**  
**VA SOLICITATION: VA777-13-R-0133**  
**JULY 29, 2013**

**Potential Offeror Question (Q1):**

If Software/Development fees are to be part of the response/pricing, which CLIN section should that be listed under?

**Government Answer (A1):**

CLIN 0004 is for Assessment Implementation which includes Commercial-Off-The Shelf (COTS) Integrator functionality. The government does not envision the need for a separate line for software development costs.

**Potential Offeror Question (Q2):**

PWS mentions in 5.4.1 "COTS integrator functionality that shall allow POU devices to communicate with each other and other systems." What are the "other systems?"

**Government Answer (A2):**

The term "other systems" refers to the COTS Integrators having the potential to link to Medical Surgical Supply vendors and/or current/future VA systems over the course of the next 5 years. The government views use of flexible, common COTS solutions and standard health care system protocols positively.

**Potential Offeror Question (Q3):**

PWS mentions in 5.4.1 "COTS integrator functionality that shall allow POU devices to communicate with each other and other systems." Is integration to VistA also a requirement? If so, please specify VistA packages.

**Government Answer (A3):**

Integration to VistA is not a requirement.

**Potential Offeror Question (Q4):**

On the last pages with the spreadsheet listing the POU System Facilities with survey (VISN – Base Year), there are 2 stations highlighted in yellow. Does that highlight indicate any particular significance?

**Government Answer (A4):**

The yellow highlighting has no significance. It was a clerical error.

**Potential Offeror Question (Q5):**

How many employees would this program affect? What is the current call volume that the VISNs handle?

**Government Answer (A5):**

This program will impact clinical and clinical support employees at each facility. Specific employee training requirements are described in the CLIN structure. The volume of calls for material varies widely within Medical Centers and from one to another.

**Potential Offeror Question (Q6):**

Please explain the roles of the students who will require Supervisor training. Clinical? Supply Chain? Other?

**Government Answer (A6):**

The students who will require Supervisor training will be from both clinical and supply chain management professions.

**Potential Offeror Question (Q7):**

Please explain the difference between Super User training and Train-the-Trainer training. Are these clinical Super Users? Supply techs? Other?

**Government Answer (A7):**

The Super User is an individual who is intimately familiar with the Program. The Train-the-Trainer is a Super User who has additional responsibilities and skills to conduct training. Super Users and Trainers are envisioned to be Supply Chain Management professionals.

**Potential Offeror Question (Q8):**

Does the VA intend to assign contractor project manager at the facility level to serve as main POC to the assigned CareFusion Project manager, or would project management of facility resources by CareFusion be the expectation? What level of oversight will be at each facility? Will it be at a Director level? Please clarify.

**Government Answer (A8):**

A Contracting Officers Representative (COR) will be assigned with supporting program management staff. The expectation is that the Medical Center will provide a coordinating point of contact to work with the COR and Contractor Program Manager. The Contractor is not expected to manage facility resources. Oversight will be conducted by the COR at each facility.

**Potential Offeror Question (Q9):**

We understand that the VA requires the signed SF 1449 form, E.2 52.209-5 located on page 44 of the bid, E.3 52.209-7 located on page 45 of the bid, along with some additional required responses submitted with our bid response. Would the VA like this submission of required bid information under separate cover titled "RFP Response" or is there a specific Volume of the bid response that we should embed these into? Please advise.

**Government Answer (A9):**

These bid requirements should be submitted per Volume III, The Price Proposal.

**Potential Offeror Question (Q10):**

Will this be a sole source award or dual/multi-source?

**Government Answer (A10):**

This is a competitive acquisition expecting to result in a single-award.

**Potential Offeror Question (Q11):**

Will the IFCAP manual be the presiding system requirement or will there be other references to be included?

**Government Answer (A11):**

The IFCAP manual will not be the presiding system requirement. There are no other references to be included.

**Potential Offeror Question (Q12):**

In 5.4.1 "a variety of POU devices", please clarify what you mean by "variety". Do you mean a variety of different systems across different vendors or are you referring to open shelving, and/or RFID?

**Government Answer (A12):**

In 5.4.1, a variety of POU devices refers to recommending/selecting the appropriate device(s) for the appropriate use cases. The appropriate device(s) may be from a single manufacturer or from a variety of manufacturers. For example, the appropriate POU device(s) used in a Primary Care Ward setting may be different than the appropriate POU devices(s) used in an Operating Room environment.

**Potential Offeror Question (Q13):**

Under sub-factor 6, is a large business required to meet all of the six small business goal percentages listed to officially “pass” this evaluation criteria?

**Government Answer (A13):**

The offerors who submit commercial sub-contracting plans approved by SBA will receive a “pass”. Those who do not have an approved commercial sub-contracting plan must show a good-faith effort in meeting the small business goals as defined in FAR 19.705-4. This includes ensuring that the goals offered are attainable in relation to—

- (i) The subcontracting opportunities available to the contractor, commensurate with the efficient and economical performance of the contract;
- (ii) The pool of eligible subcontractors available to fulfill the subcontracting opportunities; and
- (iii) The actual performance of such contractor in fulfilling the subcontracting goals specified in prior plans.

Other factors may be considered as included in FAR 19.705-4.

**Potential Offeror Question (Q14):**

Survey List – why were only these facilities included in the RFP? Where are the results for the other VA facilities? If available, can the VA provide those?

**Government Answer (A14):**

The Survey List of facilities included in the RFP was for the base year only. Survey results for facilities being implemented in the future periods, will be available prior to that period.

**Potential Offeror Question (Q15):**

If the proposed solution can integrate POS data to GIP or other VistA package, would that be advantageous or are you truly not wanting data to go to VistA at all?

**Government Answer (A15):**

Please refer to Q & A #2 and #3 above for answer.

**Potential Offeror Question (Q16):**

What is the max dollar value of award?

**Government Answer (A16):**

Unknown.

**Potential Offeror Question (Q17):**

Project Manager role: Can this role be a combination of onsite and remote meetings via webinars and telephone conferences?

**Government Answer (A17):**

Yes.

**Potential Offeror Question (Q18):**

Leadership Briefs are at what level in VAMC (i.e. Director)?

**Government Answer (A18):**

Director and staff. This also known as Quad Rad.

**Potential Offeror Question (Q19):**

What data and reports do they want to be able to get out of a centralized POU system?

**Government Answer (A19):**

Paragraph 5.4.1 defines what data/reports are requested.

**Potential Offeror Question (Q20):**

What logistics, financial or other systems does the selected POU need to integrate with?

**Government Answer (A20):**

None at this time.

**Potential Offeror Question (Q21):**

Training: Sessions are per user/FTE or collectively for group of like users? Will government consider best practice recommendations from industry?

**Government Answer (A21):**

Yes, refer to CLIN structure showing numbers. Yes.

**Potential Offeror Question (Q22):**

Does large business have to use sub-contractors?

**Government Answer (A22):**

No, however, a plan is still required and your evaluation shall address a good faith effort.

**Potential Offeror Question (Q23):**

Past Performance Volume: Who do they send to and should they use the same subject line? To verify that the VA receives the Past Performance Volumes, can we include in our submission? Can current VA customers be part of the Past Performance Volume?

**Government Answer (A23):**

Yes. We are requesting 3-5 surveys. We recommend that you request a sufficient number of respondents to ensure an adequate number of responses. Yes.

**Potential Offeror Question (Q24):**

In exhibit A, where Par Excellence and Pyxis parts lists are shown, do you require each offeror to provide cost estimates for the items listed specifically; AND if desired, equipment other than the brand names listed, or can alternate brand names be submitted in lieu of the Par Excellence and Pyxis part numbers provided they perform in a similar manner. (i.e. if offering products other than Par Excellence and Pyxis should offeror include pricing on alternate, Par Excellence, and Pyxis products or just the alternate they are proposing)?

**Government Answer (A24):**

As stated in the (RFP), page 5, CLIN 0003, Exhibit A contains a list of equipment that is not meant to be restrictive or all inclusive. Vendor's may price the list as is, add additional items or provide a combination. For substitutions, the equivalent salient characteristics shall be the same.

**Potential Offeror Question (Q25):**

Does the term "supplies" throughout the Solicitation for which the POU system will be deployed refer to all supplies within the materials management chain? For example high cost items, low cost items, pharmaceuticals etc.

**Government Answer (A25):**

The proposed POU solution(s) must be capable of appropriately managing commonly used medical/surgical expendable materials. Pharmacy items are not included in this effort.

**Potential Offeror Question (Q26):**

To clarify, the successful vendor will purchase and implement the new equipment (when needed) on behalf of the VHA?

**Government Answer (A26):**

Yes, as stated in paragraph 5.3.2 of the PWS, upon approval of a solution by the government, the contractor shall order, purchase and implement all required equipment.

**Potential Offeror Question (Q27):**

Would it be possible to extend the due date for the solicitation by one week?

**Government Answer (A27):**

The CO will determine the duration of an extension to be included in an amendment.

**Potential Offeror Question (Q28):**

Computers needed for operations of the POU System by VA users are those provided by VA, correct?

**Government Answer (A28):**

All equipment required for a proposed solution shall be included in the equipment plan for approval prior to purchase and implementation. Refer to paragraph 5.3.1 of the RFP.

**Potential Offeror Question (Q29):**

For equipment installation of the POU System in various areas of facilities, is the contractor responsible for providing infrastructure in those areas, such as installing necessary electrical outlets, network connections, etc.?

**Government Answer (A29):**

Per RFP Task 5.4.4, the Contractor, as part of their POU solution proposal, is required to make recommendations on facility infrastructure requirements (i.e., outlets and network connections) necessary to implement their POU solution. The facility/VHA upon acceptance of the final Implementation Plan will provide infrastructure improvements in accordance with the approved Plan.

**Potential Offeror Question (Q30):**

Can an offeror use both the Limited Data Rights and Restricted Rights Notice in FAR Clause 52.227-14, Rights In Data--General?

**Government Answer (A30):**

For data rights issues, offerors should refer to FAR Clause 52.227-14 Rights In Data--General (Dec 2007) Alternate II (Dec 2007) and 52.227-16 Additional Data Requirements (Jun 1987), as prescribed in the RFP.

**Potential Offeror Question (Q31):**

The equipment manuals required, can manuals be provided in electronic form, or must they be provided in hard copy?

**Government Answer (A31):**

At a minimum an electronic form of the equipment manual is required, with a hard copy provided in accordance with industry standards.

**Potential Offeror Question (Q32):**

In preparing the response to the solicitation we are required to quote pricing in Exhibit A on Par Excellence Equipment. Should we just state in the submission that Par Excellence refused to give us pricing? Or is there another remedy?

**Government Answer (A32):**

As answered in Amendment 2 and stated in the RFP on page 5, CLIN 0003, this list is not meant to be inclusive or restrictive. Vendor's may price the list as is, add additional items or provide a combination. For substitutions, the equivalent salient characteristics shall be the same.