

Agreement

CONTRACT



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Terms and



Partnership for Success

**Prosthetic and Sensory Aids Service (PSAS)
National Program Office
&
Strategic Acquisition Center (SAC)**

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Zachary Wilcox, Contracting Officer/ Division Chief (AS4-B)
Brian Love, Contracting Officer/ Division Chief (AS4-D)



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Overview

- Introductions
 - VHA PSAS
 - Penny Nechanicky, Director, National Program Office
 - Ardene Nichols, Clinical Liaison & Program Manager
 - VHA Procurement & Logistics
 - Rodney Hickson, Deputy Program Manager, Medical Supplies Program Office (MSPO)
 - Audrey Ezell-Upchurch, Senior FAC P/PM, FAC-C COR, Level III, MSPO
 - VA Strategic Acquisition Center
 - Nathan Bradley, Director, Acquisition Service 4
 - Zachary Wilcox, Contracting Officer/ Division Chief (AS4-B)
 - Brian Love, Contracting Officer/ Division Chief (AS4-D)
- PSAS Overview
- PSAS National Contracts
- VHA Procurement Hierarchy
- Projections
- Questions & Answer
- Open Discussion



Prosthetic and Sensory Aids Service (PSAS)

PSAS is the largest and most comprehensive provider of prosthetic devices and sensory aids. The term “prosthetic” includes artificial limbs and any devices that support or replace a body part or function.

Mission

To provide medically appropriate equipment, supplies, and services that optimize Veteran health and independence.

Goal

To ensure devices and services for Veterans are strategically sourced and consistent with clinical need.

Services

- Orthotic and Prosthetic Services, Restorations
- Home Oxygen
- Dog Insurance

Devices

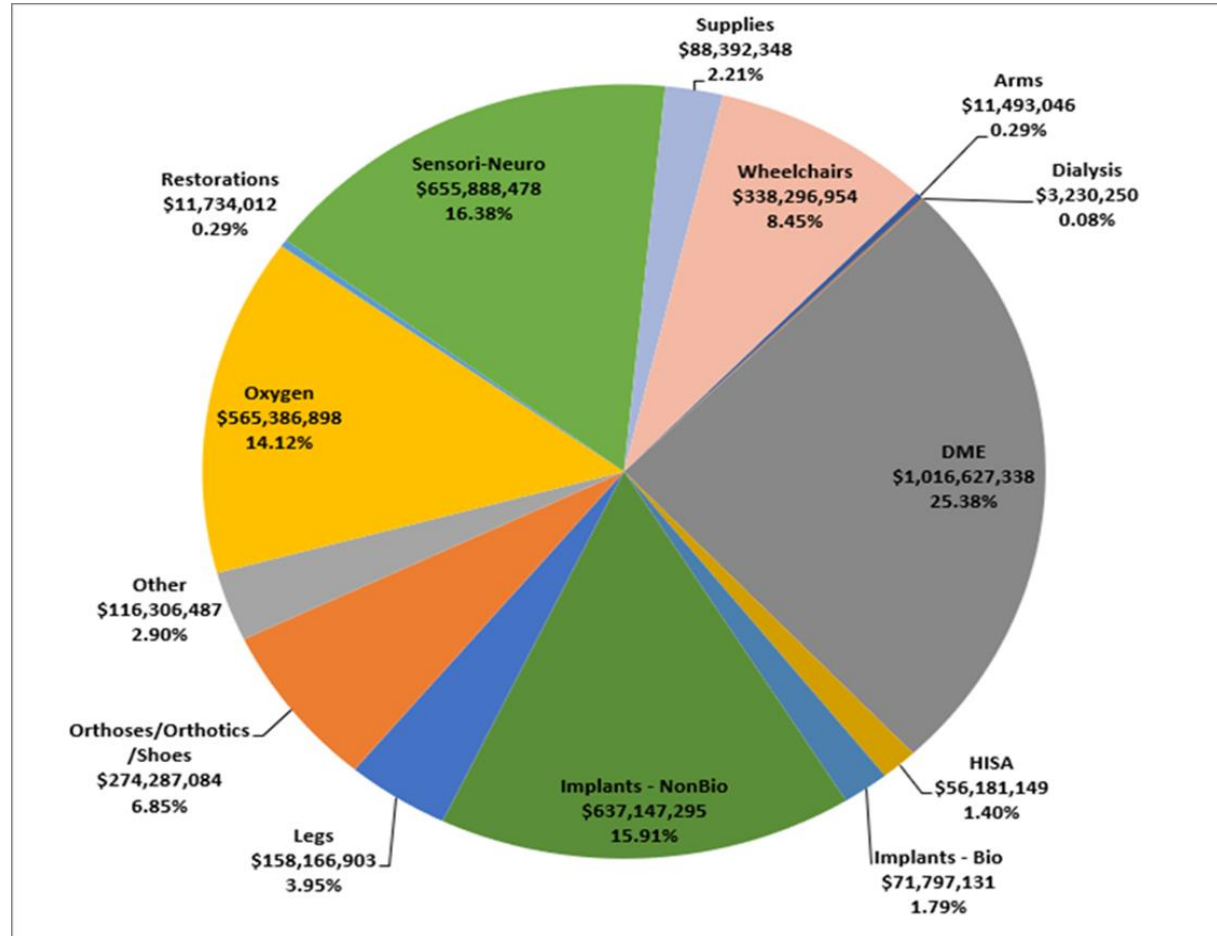
- Durable Medical Equipment and Supplies
- Wheelchairs and Accessories
- Eyeglasses, Blind Aids, Low Vision Aids
- Hearing Aids and Assistive Listening Devices
- Health Monitoring Equipment
- Artificial Limbs/Custom Braces
- Surgical Implants
- Adapted Sports and Recreational Equipment

Benefit Programs

- Automobile Adaptive Equipment (AAE)
- Clothing Allowance
- Home Improvements and Structural Alterations (HISA)



CATEGORY BREAKDOWN OF PSAS BUDGET – FY23



More than **55%** of all Veterans treated in VHA received PSAS items and services.

In FY23, VA obligated **\$4.3B** to provide **22.7M** devices/items to **3.5M** Veterans.

The budget for FY 24 is **4.4B!**



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National Contracts– FY24

Total National Contracts - 91

Denver Logistics Center (47 Contracts)

- 3 Positive Airway Pressure (PAP)
- 5 Hearing Aids
- 6 Hearing Aid Repairs
- 4 Cochlear Implants
- 3 Auditory Osseointegrated Implants
- 7 Soft Orthotic Goods/Prosthetic socks
- 4 Artificial Limb Components
- 2 Home Telehealth (New contracts (4) in progress)
- 5 Batteries
- 1 Blood pressure monitor/cuff for home use
- 2 Assistive Listening Devices
- 2 Artificial Larynges
- 1 Nebulizer
- 1 Transcutaneous Electrical Nerve Stimulation (TENS)
- 1 Wheeled Mobility Repair

Strategic Acquisition Center (44 Contracts)

- 31 Implant – Non-biological and Biological (tissue and tissue-based products)
- 1 Vacuum Erectile Device
- 2 Scooters
- 3 Closed Circuit Televisions (portable and handheld)
- 2 Walkers
- 1 Standard Manual Wheelchair
- 1 Hospital Beds
- 1 Patient Lift
- 1 Audible Prescription Reading Device
- 1 Service Dog Insurance



Prosthetic and rehabilitative items and services regulation

- Prosthetic and Sensory Aids Service (PSAS) published a final rule, Prosthetic and Rehabilitative Items and Services (PARIS), effective February 26, 2021.

[VA Press Release: Prosthetic and Rehabilitative Items and Services Regulation](#)

- All PSAS policies, standard operating procedures and Directives must adhere to this authority.
- Regulation Key Goals:
 - Prioritize medical needs of Veterans by empowering the Veteran and clinician to jointly decide which prosthetic items will best meet the Veteran's treatment and/or rehabilitation needs;
 - Align PSAS with clinical services to provide Veterans with medical devices and services that best meet their medical needs; and
 - Create uniform decision making regarding when and how PSAS will issue items and services to Veterans.
- PSAS is providing ongoing PARIS Regulation communication and education
- PSAS 1173:



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Document



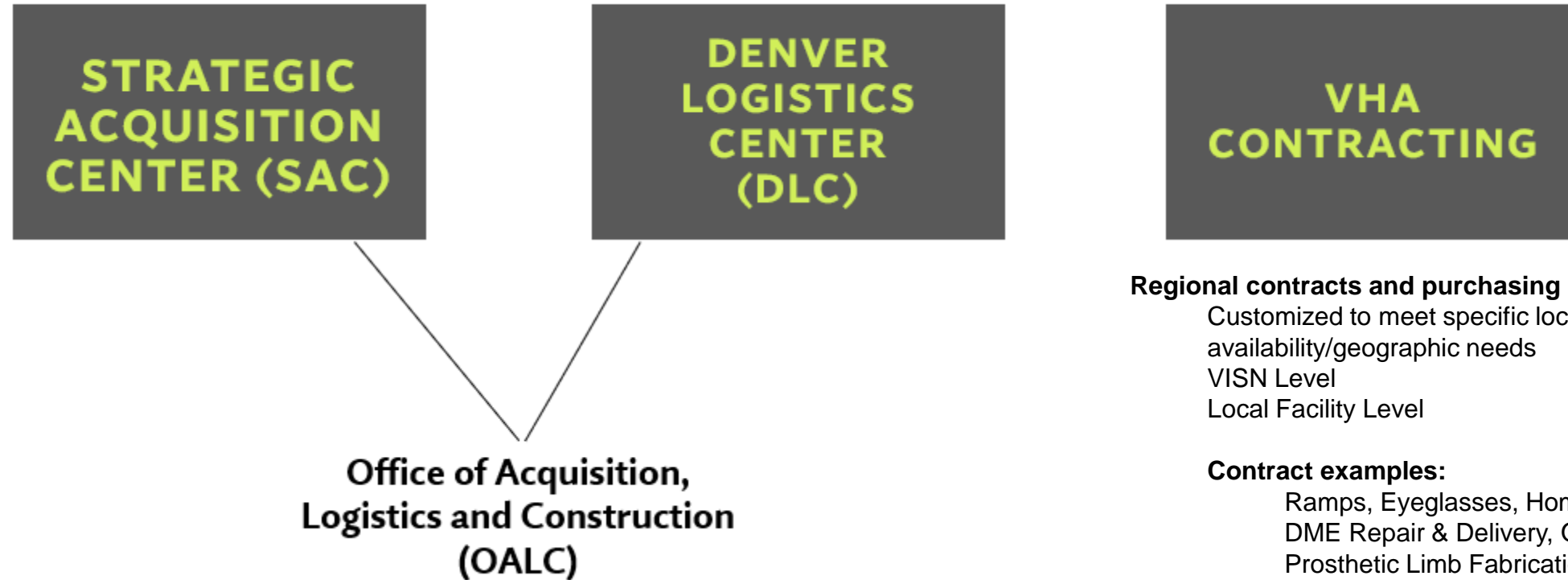
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Contracting Partners



Why Does VHA Engage In National Contracts?

- **Target:** In response to clinical demand based on Veteran need
 - High volume items
 - Higher cost items
 - Items that require frequent resupply
 - Items/services that are difficult to procure to ensure product availability
- **Standardization of:**
 - Procurement processes
 - Ease of ordering
 - Ensuring quality product availability for all VA's facilities regardless of geographic location
 - Pricing (*"Best Value"*)

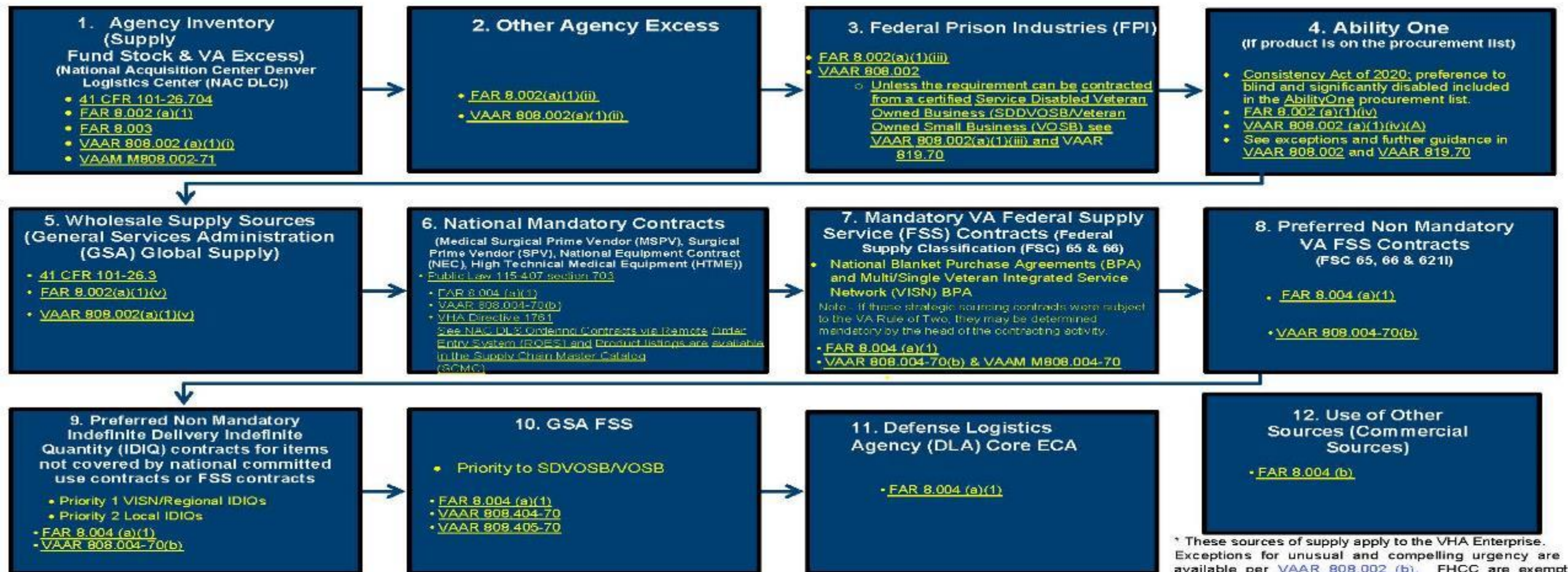


Procurement Hierarchy

Authorities for VHA Supply and Equipment Sources*

The following are the authorities and ordering hierarchy per Federal Acquisition Regulation (FAR) and Veterans Affairs Acquisition Regulation (VAAR).

Please contact vhaprourementpol@va.gov if you have any questions.



Notes: Agencies must use specific sources for the following supplies or services.

- Public utilities (FAR Part 41)
- Printing and related supplies (FAR Subpart 8.8)
- Leased motor vehicles (FAR Subpart 8.11)
- Strategic and critical materials (e.g. metals and ores)

PSAS FUTURE CONTRACT INITIATIVES

New Initiaves	Contracting Office	New Initiaves	Contracting Office
Bathroom Safety Equipment	DLC/SAC	LGTBQ+ devices	DLC/SAC
Neuromodulation	DLC/SAC	Monitoring Devices – would need to separate by CLINs	DLC/SAC
Cold Therapy system	DLC/SAC	VR devices	DLC/SAC
Lymphedema/edema pumps	DLC/SAC	Pain treatment devices	DLC/SAC
Cardiology – Ambulatory EKG device	SAC	Wearable devices	DLC/SAC
CGMs	DLC/SAC		



SING CONTRACTS

- Would the VA please provide an update on how the VA intends to handle new technology product additions under the new SING contracts; i.e. will they have at least two product addition periods per year, and when will the first one occur?
 - A meeting was held the week of April 22nd to discuss
 - Focus on items VHA is using
 - VA will only commit to one per year
- When will the non-grandfathered products be reviewed/approved?
 - Small submissions we are completing virtually
 - Larger reviews will be conducted in June 2024

SING CONTRACTS

- Please provide an update on the one invoice initiative for Surgical Implants and CAPI items.
- Delayed Logistics Payments - The IDIQ states logistics payments must occur within 30 days; however, industry has been experiencing delays. Currently for CAPI items logistics payments have been even later.
 - We are looking into a RFI to explore options to ease procurement and payment issues
 - Awaiting finalization of VHA Directive 1081.01 which will have expanded authority for Supply Chain Management to purchase over the Government Purchase Care \$10K limit for implants associated items
 - Some items may be better placed on MSPV

SING CONTRACTS

- Phase II
 - Status: Acquisition Strategy in development
 - Vision: To capture specialized, niche product categories
 - i.e., Women's Health
 - Interested contractors are encouraged to continue selling items in local VAMCs
 - Keep an eye on SAM.gov and email communications for opportunities to engage and provide information
- Consignments
 - Improvements from legacy contracts – SAC is your one-stop-shop
 - SAC does not have authority to resolve issues under legacy consignments; issues must be resolved at the local level (coordinate with local contracting office, may be necessary to submit a claim)

CLINICAL REVIEWS

- Could the VA SAC and Prosthetics Program Office use local VA CPRC reviews of Surgical Implants and CAPI items as their clinical justification for adding products to the SING contracts, versus conducting duplicate clinical reviews at the national level before adding vendor products to SING contracts? (Note: VA MSPV is doing this now)
 - No, because each facility is doing things differently
 - We do agree the CPRC process warrants improvement, and we will work with our Supply Chain Management and Clinical partners to explore solutions



ORGANIZATIONAL INITIATIVES

- How can industry best engage with the Prosthetics team (program and procurement) to move to a more enterprise approach when industry is already selling to the VA. Perhaps a model where they establish some type of a catalogue and streamline the procurement instead of each medical center/NCO having to do their own contract or continue with a large volume of purchase card transactions.
 - This is an issue that has been discussed
 - There are initiatives in progress that may simplify PSAS procurement processes.
 - We are also partnering with a multidisciplinary team, E3 Alliance, for new products especially those needing privacy and security reviews

ORGANIZATIONAL INITIATIVES

- How can industry work with prosthetics program office to establish guidance for standard drop down menus for items VHA is regularly using? Drop down menus would reduce the workload for the VHA medical center staff involved in the initial aspects of the procurement.
 - **There are initiatives in progress that may simplify PSAS procurement processes.**
- How can the SAC improve communications with contract holders in 2024?
 - **The SAC is exploring having monthly calls with all contract holders**

ORGANIZATIONAL INITIATIVES

- What can contractors do to better support the Prosthetics program?
 - Know the PSAS regulation
 - We can only procure devices/services that support a Veteran's treatment or rehabilitation
 - We cannot pay for comfort and convenience devices/services
 - We cannot pay for devices the Veteran wants but are not medically indicated
 - Prescription of devices is a clinical responsibility based on the Veteran's medical needs.
 - Use the Chain of Command
 - VAMC PSAS Chief
 - VPR – VISN Prosthetic Representative
 - NPO – National Program Office

HIPAA CONCERNS

- Some contractors are finding that VA Medical Centers are unfamiliar with the Virtru system and have demanded non-encrypted data which creates concern from industry about HIPAA violations.
 - SAC Contracting Officers currently researching the Virtru system, and any other potential alternatives

Open Discussion & Additional Questions



Thanks!!!



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