

Med/Surg Committee Meeting

April 13, 2026



THE COALITION
FOR COMMON SENSE
IN GOVERNMENT PROCUREMENT

Agenda

1. Product Addition Process for Med/Surg Supply BPAs: *Discussion with VHA's Lenearo Ashford and Jeremy Parker*
2. Engagement Opportunities at Spring Training Conference
 - a. PPE Industry Day, May 12
 - b. MSPV One-on-One Meetings, May 13
 - c. Healthcare Day, May 14
3. Call for Questions/Topics of Interest or Conference
4. Coalition Comment Calendar
5. Upcoming Events

Lenearo Ashford, Director, VHA Logistics
Commodity Management

Jeremy Parker, Division Chief, MSPV Division



MSPV Addition Process Improvement Discussion

1. Educate Industry on How to Support Use of CPT:

- It would be helpful to understand how the Clinical Product Tool (CPT) works, i.e., how the VA prioritizes requests, how the VA manages duplicative requests, timelines, etc. If there was a better understanding of what data the VA would like, industry could better support facilities use of it. A training session by the VA showcasing the tool would improve industry's ability to support best practices for CPT.

2. Document the Product Addition Process:

- A one pager on the addition process would facilitate the addition of new products to the MSPV contract and ensure that firms have a clear understanding of the proper channel to get products on the contract.

MSPV Addition Process Improvement Discussion

3. Provide Metrics Necessary for Product Addition:

- In the past it was understood what utilization metrics were necessary, for example within the last twelve months 100 unique purchase orders, 25 individual facilities utilizing or \$20,000 in sales. It would be beneficial for the VA to provide the current metrics needed to have items added to the MSPV solicitation.

4. Improve Clinical Review Process:

- Is there a time limit on the clinical review process? If an item has been reviewed and approved at the local level, does it need to also be reviewed and approved at the national level and/or at other local clinics? Can the VA clarify these questions and consider implementation to expedite the review process?

MSPV Addition Process Improvement Discussion

5. Respond to Industry Feedback on Solicitation:

- Vendors communicate that an item is outdated or non-compliant, and provide new replacement items, but changes are not made. If the VA does not make changes, could the VA inform the firm as to why the changes were not implemented?

6. Encourage Open Communication from Contracting Officers:

- Industry appreciates clear timelines for processing modifications, monthly standing meetings and identification of specific documentation required for modifications. Industry also appreciates the biweekly standing meetings from leadership and would like to applaud contracting officers who establish monthly standing meetings to ensure open communication. The VA could provide additional guidance and training to contracting officers to emphasize these best practices.

MSPV Addition Process Improvement Discussion

7. Accept Verified Vendor Data:

- Industry often provides good data on use, but it takes the VA a long time to verify that data and add the product. Once the VA verifies vendor data, it should accept subsequent data from the vendor and add subsequent products (subject to spot checks for quality control). Any vendor that provides inaccurate data would be subject to the VA verifying data in every instance going forward.

My company is new to working with the VA, and we understand that the VA Med-Surg Prime Vendor (MSPV) program is the preferred method for VA Medical Center (VAMC) logisticians to order medical supplies. How can we secure medical products in the VA MSPV?

The VA Med-Surg Prime Vendor (MSPV) program provides the most streamlined procurement pathway for VA Medical Center (VAMC) buyers and is a mandatory source of supply ([VHA Directive 1761](#)). The scope of the MSPV program is to supply the most highly used consumable medical supplies. Durable Medical Equipment (DME), Reusable Medical Equipment (RME) and prosthetic implants are not within the scope of the MSPV program. The Veteran Health Administration (VHA) is responsible for managing a list of products in this program to meet a large percentage of the medical supply needs across VHA through contracted prime vendor distributors. By channeling the bulk of medical supply procurements through this program, VHA can reduce manual ordering, reduce government purchase card use, and reduce the additional effort/duplication of contracting resources.

Key elements for a medical supplier to consider include:

- **Utilization Requirement:** Medical products considered for inclusion in the VA MSPV program and MSPV Product List are based on *demand* in the VA health system. The VHA Program Office overseeing the program monitors utilization to identify medical supply products that meet a threshold for consideration for inclusion on the Product List. Once an item has met the demand threshold, VHA will publicly post a solicitation for *exact match items* in the System for Award Management (SAM). This posting is done quarterly.
- **Supply Blanket Purchase Agreement (BPA) Requirement:** Suppliers meeting the utilization requirement must then be awarded a competed supply agreement (called Blanket Purchase Agreements or BPAs) by VHA contracting for products to be added to the Product List. The supplier must be the OEM or an authorized distributor for the OEM, and there is no requirement for the BPA items to be on any another government contract. Medical items are required to be Trade Agreement Act (TAA) compliant to receive a BPA award, and evaluations of offers are done by VHA through a tiered evaluation process per [VAAR 819.7010](#) (i.e. prioritizing Service-Disabled Veteran Owned Small Business (SDVOSB) and Veteran Owned Small Business (VOSB)).
- **Distributor Contract Requirement:** Suppliers who wish to offer their products through the VA MSPV program are also required to have distribution contracts in place with each of the [multiple MSPV Prime Vendor distributors](#) and be EDI capable.

Coalition Consults

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The Coalition for Common Sense in Government Procurement is the most effective voice for commercial companies selling in the Federal market.

Coalition Consults

The Coalition is proud to offer our latest resource, Coalition Consults, to members interested in delving deeper into specific aspects of Federal Procurement. If you have suggestions for additional resources, please contact us.

Department of Veterans Affairs (VA)

[VA Med-Surg Prime Vendor \(MSPV\) program](#) (April 2025)

[VA & DoD High Tech Medical Equipment \(HTME\) program](#) (May 2025)

[VA Medical Device Implant program](#) (May 2025)

[VA Non-Expendable \(NX\) program](#) (May 2025)

[VA Durable Medical Equipment \(DME\) program](#)

Department of Defense (DoD)

[DoD Medical Materiel Enterprise Standardization Office \(MMESO\) program](#) (Jan 2025)

[DLA Med-Surg and Manufacturer Direct Programs](#)

[DoD Medical Equipment Program](#)

[DoD MSPV](#)



UPCOMING EVENTS

[Medical/Surgical Equipment Committee Meeting, April 13](#)

[Update from GSA's Office of Professional Services & Human](#)

Engagement at Spring Training Conference

- **VA Make PPE in America Industry Day, May 12 starting at 8 AM at the Fairview Park Marriott**
 - This event is intended to bring together suppliers, manufacturers, and industry stakeholders involved in the production and distribution of Personal Protective Equipment (PPE) to support the VA's Medical/Surgical Prime Vendor Program.
 - **MSPV Make PPE in America Industry Day Agenda:**
 - Welcome and Introduction
 - VA's MSPV PPE Procurement Needs and Processes
 - Q&A Session
 - Supplier Presentations and Innovations in PPE (individual times will be on a signup sheet in the future)
 - Register by April 7 at 12:30 PM (ET) by contacting Matthew McDonell (Matthew.McDonell@va.gov) and Sarah Scott (Sarah.Scott1@va.gov).
- **VA Med/Surg Supplies One-on-One Meetings**
 - On May 13, Day 1 of the Coalition's Fall Training Conference the VA will be holding one-on-one meetings for industry.
 - Details Coming Soon. Members will receive contact information for attending Contracting Officers and instructions for sign up.

Healthcare Day, May 14

– Morning Keynote, Healthcare Budget & Legislative Updates

- Moshe Schwartz, Coalition Defense Fellow and President of Etherton & Associates

– Lunch Keynote, The National Security Strategy for Medical

- Wayland Coker, Acting Deputy Director and Supply Chain Optimization Director at the Administration for Strategic Preparedness and Response (ASPR)

– VA Leadership Panel (Pending approval)

- Phil Christy, Principal Executive Director and Chief Acquisition Officer, OALC, VA
- Christopher Parker, Deputy Principal Executive Director & Deputy Chief Acquisition Officer, OALC, VA
- Jeffrey Neil, Senior Procurement Executive and Executive Director, OAL, VA

– Additional speakers from Department of Health and Human Services, VA, Indian Health Services and Defense Logistics Agency invited. To view the full agenda, click [here](#).



Questions and Topics for Conference

- Accepting member suggestions for topics and questions for government speakers at the Healthcare Day of the Conference:
 - VA Leadership Panel (Acquisition Policy, Organization and Logistics)
 - VA Contracting Programs Panel (VA NAC, SAC and TAC)
 - Healthcare Customer Agency Panel (HHS, DLA, VA)
 - Indian Health Service Pharmacy Program
 - VA Medical/Surgical Supplies
 - DLA Medical Troop Support (ECAT and DAPA)
 - VA Pharmacy Program
 - VA Prosthetics
- Send your input to Joseph Snyderwine at Jsnyderwine@thecgp.org.

Coalition Comment Calendar

- The Coalition has launched a new **Comment Calendar** to help members track upcoming regulatory and policy opportunities for industry input.
- Provides a current list of open requests for information (RFIs), rulemakings, and other Federal agency requests that the Coalition is planning to respond to.
- Posted each week in the *Friday Flash* and *Tuesday Tracker*.

Topic	Relevant Document	Coalition Due Date	POC
FAR Rule on Prohibition on Certain Semiconductor Products and Services	Proposed Rule: Prohibition on Certain Semiconductor Products and Services	April 3	Greg Waldron

Upcoming Events

- **What Contractors Need to Know About the New DEI Clause, April 16 at 12 PM**
 - Jonathan Aronie, Anne Perry; and Ryan Roberts, Sheppard Mullin
 - To register, click [here](#).
- **Future-Proofing Your Contracts: Legal Compliance Updates for Government Contractors, April 23 at 12 PM**
 - Nichole Atallah, Partner, PilieroMazza
 - To register, click [here](#).
- **GSA & VA Schedule Contracting Training for In-House Counsel, May 12 at 9:30 AM**
 - Robert Burton, Partner, Crowell & Moring; Ken Dodds, Executive Vice President & General Counsel, The Coalition for Common Sense in Government Procurement; and Jason Workmaster, Member, Miller & Chevalier Chartered
 - To register, click [here](#).
- **Make PPE in America Industry Day, May 12 Falls Church VA**
 - Interested parties contact Matthew McDonell (Matthew.McDonell@va.gov) and Sarah Scott (Sarah.Scott1@va.gov)
- **Coalition Spring Training Conference, The New GSA for the Federal Market, May 13-14 Falls Church, VA**
 - View the full Governmentwide Day agenda [here](#)!
 - To register, click [here](#).



Thank you

