



January 24, 2021

Michael Parrish
Principal Executive Director and Chief Acquisition Officer
Office of Acquisition, Logistics and Construction (OALC)
U.S. Department of Veterans Affairs
810 Vermont Avenue NW
Washington, DC 20420

Subject: Acquisition Strategy for the Medical/Surgical Prime Vendor (MSPV) Program

Mr. Parrish,

The Coalition for Government Procurement (“the Coalition”) sincerely appreciates the open dialogue and partnership between the U.S. Department of Veterans Affairs (VA) and industry on the modernization of the medical supply chain that supports the health and well-being of our nation’s veterans.

As you may recall, the Coalition is a non-profit association of firms selling commercial services and products to the Federal Government. The Coalition’s Healthcare Committee members provide more than \$12 billion worth of healthcare products/services and pharmaceuticals to support the healthcare needs of the nation’s veterans. Our members include small, medium, and large businesses. We are proud to have worked with Government officials for more than 40 years towards the mutual goal of common-sense acquisition.

Our members appreciate all the information and updates that the VA has provided over the past few months regarding the status of the MSPV program and the ongoing Supply Chain Assessment (SCA). It is our understanding the SCA is a comprehensive initiative, examining the VA’s medical, IT, and facilities supply chains as part of an overall, enterprise-wide strategy for supply chain management. Given the size, scope, and complexity of VA operations, SCA will likely be a multi-year effort. In particular, the development of logistics system requirements supporting the future prime vendor program, at the VA or in concert with the Defense Logistics Agency, will require a robust, holistic, and sound review of medical logistics operations across the VA. Moreover, the challenges identified with the current DMLSS pilot make such a review especially critical in establishing the necessary baseline for the VA’s data management system requirements.

As such, Coalition members support the timely reinstatement/recompete of the MSPV 2.0 Prime Vendor solicitation requirements, with appropriate amendments to the requirements consistent with the bid associated protest decision and the VA’s changed circumstances. Competitively awarded, multi-year Prime Vendor contracts are in the best interests of the VA, veterans, and industry. Importantly, new Prime Vendor contracts will leverage the Veterans Health Administration’s (VHA’s) supplier Blanket Purchase

Agreements (BPAs), providing stability in the supply chain over time as the VA conducts the SCA. The VHA currently has BPAs with 121 different suppliers covering over 70,000 products. The term of these BPAs is five years. VHA has also established a team dedicated to managing the BPAs. Quickly moving to a new, competitively-award set of Prime Vendor contracts will ensure the VA has access to tens of thousands of products at fair and reasonable prices. It will also support the long-term health of the medical supply chain for the VA and its industry partners.

Coalition members also support the development of a public “dashboard” for the SCA that tracks and reports on the VA’s progress. A dashboard will serve as a key management tool for the VA while providing stakeholders with timely information and updates on the VA’s efforts. Finally, as the VA continues to address the medical logistics system, the Coalition respectfully provides the enclosed MSPV Principles for your consideration.

We sincerely appreciate your consideration of these principles and recommendations as the VA conducts the SCA. In addition, our members also would appreciate the opportunity to meet with you to discuss the transition and MSPV Principles, as well as provide additional perspectives and information to you and your team. Thank you, again, and if you have any questions, I may be reached at rwaldron@thecgp.org or (202) 315-0975.

Respectfully,

A handwritten signature in black ink, appearing to read 'Roger Waldron', is written over a light gray rectangular background.

Roger Waldron
President