



## Dear SDV Business Owner

Recently I reached out to you as you are identified as a VA Blanket Purchase Agreement (BPA) holder for VA's Medical/Surgical Prime Vendor Program (MSPV). I asked you to consider joining other SDVOSBs in the Service-Disabled Veteran Medical Products Group (SDV-MPG). We have come together to ensure VA's MSPV Gen-Z V 1 contract is fair to SDVOSB BPA holders. I want to update you on our progress to date.

Over the past few months, SDV-MPG members have drafted a "commercial agreement", between the prime vendors and BPA holders. This agreement is required by the VA MSPV contract. We have always found the agreements proposed by the large prime vendors protect the prime vendors and shift the risks of the MSPV contracts to the BPA holders. This needs to STOP! We have presented our commercial agreement, which we believe to be fair to all parties, to the five prime vendors and expect to begin negotiations in the very near future. There is strength in numbers when negotiating so the more BPA holders who join the SDV-MPG the better position, we will be in.

We continue to work with SBA and others to protect and expand the Non-Manufacturer Rule waiver in place for medical products. These are critical for having SDVOSB set-aides at VA as required by VETS-First. We know VA leadership does not support the current waivers in place and will not request new waivers for future BPAs. The SDV-MPG plans to request blanket waivers from SBA for future BPAs to protect and expand opportunities for SDVOSBs. As you know, the government wide SDVOSB goal has been raised from 3% to 5% because of the recently enacted NDAA for 2024. We recently entered discussions with the Department of Health and Human Services (HHS) to expand SDVOSB opportunities for our members. HHS has never met the 3% goal and wants to expand opportunities for SDVOSBs. We want to help HHS do that!

There is strength in numbers and again encourage you to consider joining the SDV-MPG as we support, protect, and expand opportunities for the SDVOSB medical products community. I invite you to visit our website at [www.sdvmppg.org](http://www.sdvmppg.org) and reach out to me with any questions at [contact@sdvmppg.org](mailto:contact@sdvmppg.org).

Thank you!

**Scott Denniston, Executive Director**



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