



## Dear SDV Business Owner

I want to update you on the VA's MSPV Gen-Z Program. Last week the Coalition for Government Procurement held its spring conference in Falls Church, VA.

Besides the great government-wide discussions on Cyber Security and AI, the MSPV program was front and center on the agenda. Speakers from VA included Phil Christy, Chris Parker, Katie Hulse, Craig Hilliard, Mike Easley, and Crystal Phillips among others.

Some of the big take-aways are as follows:

- Last week VA published an RFI proposing a methodology for awarding upcoming BPAs.
- Awards for distribution by VISN will be announced shortly to the 5 prime vendors.
- Awards will be staggered.
- Once awards are made, the prime vendors have 60 days to put "commercial agreements" in place with the BPA holders.
- VA will not offer nor provide any assistance in negotiating "commercial agreements".
- VA will not disclose the terms and conditions of the contract awards to the prime vendors.

As a result of what we learned last week the SDV-MPG is modifying our approach in our discussions with the prime vendors. First, a big THANK YOU to Concordance and Owens & Minor for engaging in meaningful discussions with us. We will continue to have discussion with them as real progress is being made. For the other three, our teams will identify the specific clauses in the commercial agreements and more specifically the "Policy Documents" that are of concern to SDV BPA holders. This awareness will help each firm develop the agreement most acceptable to them. We will also identify specific issues with the current prime vendors which are not addressed in current agreements and ensure they are addressed in Gen-Z agreements. We will then share the issues with VA leadership and others, so all are aware of the extreme disadvantage the SDV BPA holders face in dealing with the VA's prime vendors.

Thank you to those SDV firms who have joined our efforts and joined the SDV-MPG. There is strength in numbers! If you haven't already, I encourage you to join our efforts.

Please reach out to me at [contact@sdvmpg.org](mailto:contact@sdvmpg.org).

Thank you!

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