

Business Opportunities Session 1
National Cemetery Administration
(NCA)

Mr. Richard Chandler

Deputy Under Secretary for Management

Head of Contracting Activity

January 28, 2019



Overview

- Over the past several months, we have convened a panel of experts from across the National Cemetery Administration to discuss the quality, timeliness, and cost of providing headstones, markers, and niche covers (HMNC) to our nation's Veterans.
- Today we are engaging with our industry partners to discuss your thoughts on how we can improve the products we provide and processes we follow.



Acquisitions and Contractual Authority Disclaimer:

Acquisitions and contractual commitments can only be made by Government officials having expressed authority to enter into such agreements on behalf of the United States Government. The only Government officials with such authority are Warranted Contracting Officials. Any discussions of procurement requirements do not constitute contractual direction or authorization of any kind. Future contractual directions, if any, shall only come from the cognizant Department of Veterans Affairs Warranted Contracting Officer.

Memorial Products Service

- Provides burial and memorial benefits for Veterans and their eligible family members, and maintains national cemeteries as national shrines, sacred to the honor and memory of those interred or memorialized there

NAICS	Description
• 327991	Cut Stone and Stone Product Manufacturing
• 488510	Freight Transportation Arrangement
• 492110	Couriers and Express Delivery Services



Things to Think About for the Roundtables

- Innovation
 - Are there products other than marble and granite that we should be looking at?
 - How is the market inscribing headstones & markers differently than the NCA?
 - How can HMNC be better packaged for delivery?
 - How best can the NCA provide high quality headstones and markers, worthy of our nation's Veterans, of high quality and at a reasonable cost?



Things to Think About for the Roundtables

- Current Product Issues
 - Thoughts on marble versus granite?
 - Thoughts on lithochrome durability?
 - Thoughts on inscription depths and blowouts?
 - Quality control – crowns not balanced, niche covers not square, marbling, thickness, misspelling, template glue residue, wrong emblems.
 - Thoughts on transportation & packaging?
 - Thoughts on NCA timelines for delivery?



- Is there anything that you think we need to talk about at each table?



Business Opportunities Session 2
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Forecast of Opportunities

- 24 expiring contracts over the next three fiscal years (FYs)
 - Seven (7) in FY 20
 - Nine (9) in FY 21
 - Eight (8) in FY 22
- Combination of on-site and nationwide and various marker types
- Potential to consolidate or expand



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Opportunities Forecast FY 2019—2020

Acquisition Team	Description	Description	Ultimate Completion Date	FY Expiring	Award Amount
MPS - Nationwide	VA786-16-C-0015	MEDAL OF HONOR, OFF-SITE BLANKS/INSCRIPTIONS FOR NATIONWIDE	09/30/2020	FY20	\$35,419.00
MPS - Nationwide	VA786-16-C-6000	OFF-SITE BLANK/INSCRIPTIONS OF (YA) FOR NATIONWIDE DISTRIBUTION	09/30/2020	FY20	\$0.00
MPS - Pacific	VA786-16-C-6005	To supply inscription services on flat markers, upright headstones and memorial wall markers at Eagle Point and (satellite site) Roseburg NC.	09/30/2020	FY20	\$106,092.50
MPS - Southeast	VA786-16-D-0034	On site inscription services for wall markers, niche covers, headstones, reverse Cape Canaveral National Cemetery	09/30/2020	FY20	\$0.00
MPS - Pacific	VA786-16-D-0038	ON-SITE INSCRIPTIONS FOR SACRAMENTO NATIONAL CEMETER.	09/30/2020	FY20	\$0.00
MPS - Southeast	VA786-16-D-0066	IDC-CON for replacement niche covers for existing columbaria at Sarasota National Cemetery.	09/30/2020	FY20	\$0.00



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VA



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Opportunities Forecast FY 2019—2020 (cont'd)

Acquisition Team	Contract Number	Description	Ultimate Completion Date	FY Expiring	Award Amount
MPS - Nationwide	VA786-17-D-0047	Off-Site Manufacture & Nationwide Distribution Program for Flat Bronze Markers	09/30/2020	FY20	\$0.00
MPS - Midwest	VA786-17-D-0005	IDC-CON - On-Site Inscriptions - Jefferson Barracks National Cemetery.	09/30/2021	FY21	\$0.00
MPS - Pacific	VA786-17-D-0007	IDC-CON - On-site Inscription Service - Riverside National Cemetery.	09/30/2021	FY21	\$0.00
MPS - Midwest	VA786-17-D-0593	On-Site Inscription Services Contract for Great Lakes National Cemetery	09/30/2021	FY21	\$0.00
MPS - Midwest	VA786-17-D-0594	Fort Snelling National Cemetery On-Site Inscription Inscribed Flat Granite Marker (J1) Inscribed Niche Inscription Marble (I1) Inscribed Upright Marble Headstone (U1/R2)	09/30/2021	FY21	\$0.00



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Opportunities Forecast FY 2019—2020 (cont'd)

Acquisition Team	Contract Number	Description	Ultimate Completion Date	FY Expiring	Award Amount
MPS - Nationwide	VA786-17-D-0595	Small, Medium, and Large, Bronze Medallions for Nationwide delivery	09/30/2021	FY21	\$0.00
MPS - Southeast	VA786-17-D-0596	IDC-CON FOR ON-SITE INSCRIPTION SERVICE AT FLORIDA NATIONAL CEMETERY.	09/30/2021	FY21	\$0.00
MPS - North Atlantic	VA786-17-D-0597	On-Site Inscriptions for Calverton & Long Island National Cemeteries. .	09/30/2021	FY21	\$0.00
MPS - Midwest	VA786-17-D-0598	On-Site Inscription Services at Abraham Lincoln National Cemetery.	09/30/2021	FY21	\$0.00
MPS - Southeast	VA786-17-D-0599	IDC-CON On-Site Inscription Service for Georgia National Cemetery.	09/30/2021	FY21	\$0.00
MPS - Nationwide	36C78618D0008	Blank thin flat granite markers(J1) for nationwide distribution	09/30/2022	FY22	\$0.00



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Opportunities Forecast FY 2019—2020 (cont'd)

Acquisition Team	Description	Description	Ultimate Completion Date	FY Expiring	Award Amount
MPS - Nationwide	36C78618D0013	Thermoplastic-Thermosetting Graveliners Nationwide for National Cemeteries (Poly-Liner Contract).	09/30/2022	FY22	\$0.00
MPS - Midwest	36C78618D0098	NEW CONTRACT FY-18: BASE CONTRACT Fort Snelling National Cemetery; Concrete Burial Vaults: Subject to the availability of FY18 funds. Please make base year plus 4-5 option years	09/30/2022	FY22	\$0.00
MPS - Nationwide	36C78618D0108	New contract to provide contemporary style headstones to Federal and State operated veterans cemeteries nationwide; subject to availability of FY18 funds. Contracting Officer: Twillie Curry	09/30/2022	FY22	\$0.00
MPS - Nationwide	36C78618D0117	Provide marble headstones primarily to private cemeteries. Subject to availability of FY18 funds. Contracting Officer: Twillie Curry. New contract beginning Jan 1, 2018.	09/30/2022	FY22	\$0.00
MPS - Nationwide	36C78618D0131	MPS: Nationwide Bronze Medallion to manufacture small, medium and large bronze medallions (CONUS & OCONUS).	09/30/2022	FY22	\$0.00



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Opportunities Forecast FY 2019—2020 (cont'd)

Acquisition Team	Description	Description	Ultimate Completion Date	FY Expiring	Award Amount
MPS - Midwest	36C78618D0133	On-Site Inscription Services - MPS - Midwest Rock Island and Keokuk NC Subject to the availability of FY18 funds. CO - Sheryl Palacio-Davis.	09/30/2022	FY22	\$0.00
MPS - Midwest	36C78618D0136	New Contract with Correct DUNS for On-Site Inscription Services - MPS - Midwest Rock Island and Keokuk NC Subject to the availability of FY18 funds. CO - Sheryl Palacio-Davis.	09/30/2022	FY22	\$0.00

