DO BUSINESS WITH VA

Pathfinder

Welcome

Interested in doing business with VA? To get started, we need you to answer a few questions. Once you submit the form, our team will review your submission and may reach out with more information.

Note: Submitting this form does not guarantee an owner for procurement; VA will record your capabilities to support ongoing market research.

Don't think you're in the right place? Check out Pathfinder to find other ways to get involved with VA, such as innovating with us to further advance your product or solution.

Please **do not close your browser once you begin the form**, as your progress will not save until you submit.

ATTENTION: Please note that any entered information will only be recorded upon submission and receipt of a confirmation number.

Ready?

Legal, Privacy & Preparation

Privacy Act Statement - Personal information (e.g., contact information) will only be used to evaluate your submission. VA will only share the information provided to us with another government agency if your submission relates to that agency, or otherwise as required by law. Your information will never be shared with private organizations.*

○ I understand

Intellectual Property Rights - Title of any and all data and/or information submitted through this portal shall be retained by the respective submitting persons/entities. Should any submitted data/information be subject to copyright, it shall be clearly marked with any and all appropriate markings and/or restrictive legends. Any/all submitted information shall not be copied, distributed, transmitted, or disclosed outside of the Government.*

○ I understand

Note: Any/all information submitted by you to VA will be used strictly for informational purposes only. Submission of your interest, including but not limited to the completion and submission of any/all intake forms submitted through this portal or any other medium, does not guarantee that you will receive an Offer, or any form of contract award, from the Government. By clicking "I agree," you agree that all information provided to us is accurate to the best of your knowledge.*

○ I agree

Is your product or service market ready? Your product or service is considered market ready if it's ready for the Veteran market and requires no further development. One example indicator if your product or service is market ready is if it has existing customers or is available to the public.*

○ Yes
○ No

> **NOTE:** If your product or service is **not** market-ready, you will be directed to submit to Pathfinder's innovation track.
>
> If your product or service **is** market ready, please continue to the next questions.

About Your Company

About Your Company

Please tell us a bit about your company!

Company Name *

[   ]

Company Website *

[   ]

Country (Headquarters) *

[▾]

> **NOTE:** If your organization is headquartered in the USA, you will be asked to add the address, city, state, and postal code.

About Your Company

About Your Company

Is your company verified by the United States Small Business Administration (SBA) as a Veteran-Owned Small Business (VOSB) or a Service-Disabled Veteran-Owned Small Business (SDVOSB)? Starting January 1, 2024, all VOSBs and SDVOSBs must be registered with SBA's Veteran Small Business Certification (VetCert) website – regardless of previous verification status by VA. Click **here** to begin the verification process!*

○ My company is a SBA-verified VOSB
○ My company is a SBA-Verified SDVOSB
○ My company is not SBA-verified, but is a VOSB
○ My company is not SBA-verified, but is a SDVOSB
○ My company is neither a VOSB or a SDVOSB

Please indicate any other Socio-Economic Business Status relevant to your company. Select all that apply.*

☐ SB - Small Business
☐ SDB - Small Disadvantaged Business
☐ WOSB – Women-Owned Small Business
☐ HUBZone
☐ 8(a)
☐ Non-Profit
☐ Federally Funded Research and Development Centers (FFRDC)
☐ Large Business
☐ N/A

SAM (System for Award Management)

Are you registered through SAM (System for Award Management) for the U.S. Government? Before becoming a vendor at VA, you must register with SAM - the US government's "System for Award Management." Learn more here.*

○ Yes
○ No

NAICS code: A North American Industrial Classification System code is used by the federal government to classify businesses in order to determine their eligibility to bid on certain contracts. Learn more about NAICS codes **here**. If you are having trouble obtaining a UEI number due to registration delays, please type "N/A" or "Pending". Please enter your NAICS code(s).*

[   ]

Is your company a manufacturer, distributor, or service provider?*

○ Manufacturer
○ Distributor
○ Service Provider
○ Manufacturer & Distributor

NOTE: If you select that you are the **distributor** of a product, you will be presented with an extra question asking who the original manufacturer of the product is.

Past Contracting History

Past Performance/Contracting Footprint

Has your company been a prime contractor with any federal agency in the last 5 years? Not sure if your company was a prime contractor? No worries! Just pop in your past contract numbers at **Federal Procurement Data System** to find out. *

○ Yes
○ No

> **NOTE:** If you have been a contractor with any federal agency **in the last 5 years** you will need to answer a few additional questions.

∨ Prime Contractor Questions

Has your company been a prime contractor with the VA in the last 5 years?*

○ Yes
○ No

Has your company received a CPARS rating?*

○ Yes
○ No

About Your Product or Service

How to Do Business

Let's learn about your product or service! VA's ability to fulfill its mission and serve our Nation's Veterans relies on quality Vendors like you, who provide valuable products and services for our operations. We appreciate your contribution!
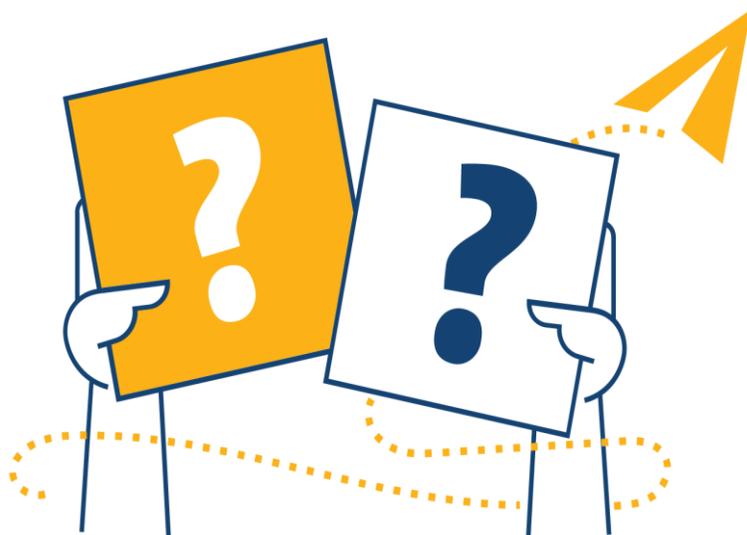
How would you categorize your product or service? The Office of Management and Budget (OMB) and the Category Management Leadership Council (CMLC) developed 10 government-wide product and service categories to support federal procurements. Learn more **here**. *

> **NOTE:** You will be asked different follow-up questions about your product or service based on the category you choose.

○ Facilities & Construction
○ Professional Services
○ Office Management
○ Human Capital
○ Security and Protection
○ Transportation and Logistics Services
○ Office of Information and Technology (OIT)
○ Medical
○ Travel
○ Industrial Products & Services

About Your Product or Service

How to Do Business

⌄ Medical Questions

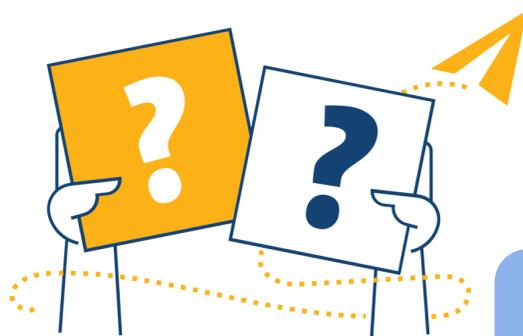Which of the following Medical sub-categories best apply to your product or service?

○ Drugs and Pharmaceutical Products
○ Healthcare Services
○ Medical Equipment and Accessories and Supplies

Which of the following Medical sub-categories best apply to your product or service?

☐ My product is FDA registered: this means the FDA is aware of the product (the registration process varies by product type).

☐ My product is FDA regulated: An FDA regulated product does not always undergo pre-market approval, but the FDA has the authority to act on your product when safety issues arise.

☐ My product is FDA cleared: the FDA has determined that my product is a moderate-risk item in Class II (e.g. catheters) and is similar enough to another product already on the market. Learn more here.

☐ My product is FDA approved: the FDA has determined that the benefits of my product outweigh the known risks for intended use, and deemed the product approved.

☐ My product is not yet registered, regulated, cleared, or approved by the FDA.

☐ Does not apply

About Your Product or Service

How to Do Business

NOTE: If you selected **Information Technology** as the category for your product or service, you will be asked the questions on the next two pages.

∨ Information Technology Questions

Which of the following OIT sub-categories best apply to your product or service? *
- ○ IT Professional Services
- ○ Capability as a Service
- ○ Products

Are your software/hardware products 508 compliant? Learn more **here**. *
- ○ Yes
- ○ No

Does your solution intend to collect or utilize Protected Health Information (PHI) or Personally Identifiable Information (PII)? *
- ○ Yes
- ○ No

Does your solution have the capability to integrate into other systems? *
- ○ Yes
- ○ No

Is your solution FIPS 140-2 compliant? FIPS 140-2 is an information technology security accreditation program for validating that cryptographic modules produced by private sector organizations meet federal security standards. Learn more **here**. *
- ○ Yes
- ○ No
- ○ N/A

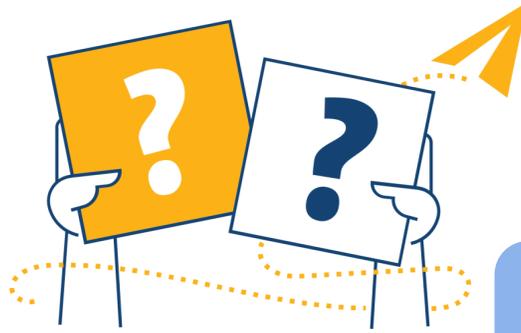Please select all that apply as your core capabilities. *
- ☐ Collaboration and Electronic Workplace
- ☐ Platforms and Storage
- ☐ Information Management Technology
- ☐ Application Technology
- ☐ Network and Telecom
- ☐ VHA/Health (Diabetes, Telehealth, etc.)
- ☐ Systems Management
- ☐ Managed Services
- ☐ Security
- ☐ Other

Are you providing cloud-based products or services? *
- ○ Yes
- ○ No

About Your Product or Service

NOTE: If you selected **Information Technology** as the category for your product or service, you will be asked the questions on this page.

∨ Information Technology Questions

FedRAMP

Is your company FedRAMP Certified? FedRAMP, Federal Risk and Authorization Management Program, provides a standardized approach to security authorizations for Cloud Service products or services. For additional info about FedRAMP, click **here**.*

○ Yes
○ No
○ Pending

Are you an IT integrator?*

○ Yes
○ No

Are you an IT reseller?*

○ Yes
○ No

Are you a current T4NG Prime or Partner? T4NG is an IDIQ (indefinite delivery/indefinite quantity) contract vehicle that supports the VA in IT-related acquisitions. Learn more **here**.*

○ Yes
○ No

Are you an SEWP supplier? The NASA SEWP (Solutions for Enterprise-Wide Procurement) is a contract vehicle utilized by VA that provides the latest in Information and Communications Technology (ICT) and Audio-Visual (AV) products and services for all Federal Agencies and their approved contractors. Learn more **here**.*
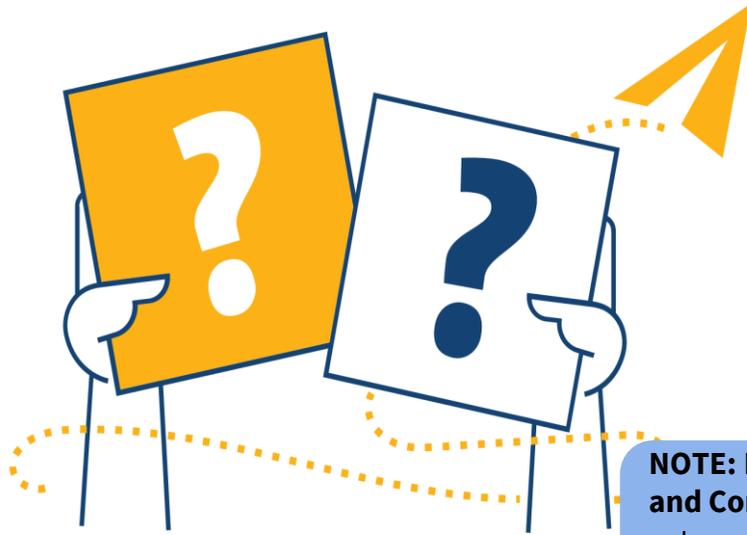
○ Yes
○ No

Are you an Original Equipment Manufacturer (OEM)?*

○ Yes
○ No

About Your Product or Service

How to Do Business

NOTE: If you selected **Facilities and Construction** as the category for your product or service, you will be asked the questions on this page.

⌄ Facilities and Construction Questions

Which of the following Facilities & Construction sub-categories best apply to your product or service?*

- ○ Construction Related Materials
- ○ Construction Related Services
- ○ Facilities Purchase & Lease
- ○ Facility Related Materials
- ○ Facility Related Services

Is your company familiar with Project Labor Agreement (PLA) and its use on construction projects? A PLA is defined as a pre-hire Collective Bargaining Agreement with one or more labor organizations that establishes the terms and conditions of employment for a specific construction project and is an agreement described in 29 U.S.C. 158(f). The PLA questionnaire must be filled out and returned to the Contracting Officer.*

- ○ Yes
- ○ No

Would your company likely submit a proposal for the VA construction solicitation that requires the use of a PLA?*

- ○ Yes
- ○ No

If VA requires a PLA, would your proposed construction cost likely to increase or decrease and what is the likely percentage of cost increase or decrease?*

[   ]

Does the VA requirement to use a PLA on a construction project restrict competition?*

- ○ Yes
- ○ No

Do you expect subcontractor resistance should VA require the use of a PLA on this construction solicitation? *

- ○ Yes
- ○ No

Do you have additional comments regarding the use of a PLA for this project?

[   ]

About Your Product or Service

How to Do Business

∨ Professional Services Question

Which of the following Professional Services sub-categories best apply to your service?*

- ○ Business Administration
- ○ Legal Services
- ○ Management & Advisory Services
- ○ Social Services
- ○ Technical & Engineering Services

NOTE: If you selected **Professional Services** as the category for your product or service, you will be asked this follow-up question.

∨ Office Management Question

Which of the following Office Management sub-categories best apply to your product or service?*

- ○ Furniture
- ○ Office Management Products
- ○ Office Management Services

NOTE: If you selected **Office Management** as the category for your product or service, you will be asked this follow-up question.

∨ Human Capital Question

Which of the following Human Capital sub-categories best apply to your product or service?*

- ○ Employee Relations
- ○ Human Capital Evaluation
- ○ Strategy, Policies & Operations Plan
- ○ Talent Acquisition
- ○ Talent Development

NOTE: If you selected **Human Capital** as the category for your product or service, you will be asked this follow-up question.
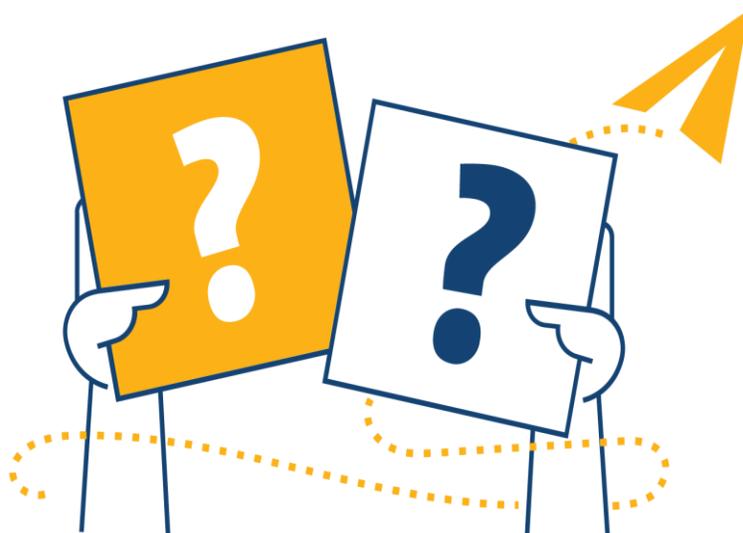
∨ Security and Protection Question

Which of the following Security and Protection sub-categories best apply to your product or service? *

- ○ Ammunition
- ○ Protective Apparel and Equipment
- ○ Security Services
- ○ Security Systems
- ○ Weapons

NOTE: If you selected **Security and Protection** as the category for your product or service, you will be asked this follow-up question.

About Your Product or Service

How to Do Business

Transportation and Logistics Services Question

Which of the following Transportation and Logistics Services sub-categories best apply to your product or service? *

- ○ Logistics Support Services
- ○ Motor Vehicles
- ○ Package Delivery & Packaging
- ○ Transportation Equipment
- ○ Transportation of Things

NOTE: If you selected **Transportation and Logistics Services** as the category for your product or service, you will be asked this follow-up question.

Travel Question

Which of the following Travel sub-categories best apply to your product or service?*

- ○ Employee Relocation
- ○ Lodging
- ○ Passenger Travel
- ○ Travel Agent & Misc. Services

NOTE: If you selected **Travel** as the category for your product or service, you will be asked this follow-up question.

Industrial Products & Services Question

Which of the following Industrial Products & Services sub-categories best apply to your product or service?*

- ○ Basic Materials
- ○ Fire/Rescue/Safety Environmental Protection Equipment
- ○ Industrial Products Install/Maintenance/Repair
- ○ Machinery & Components
- ○ Test & Measurement Supplies

NOTE: If you selected **Industrial Products & Services** as the category for your product or service, you will be asked this follow-up question.

Details About Your Product or Service

About Your Product or Service

Tell us: What are you interested in selling to VA?*
- ○ I have a product or good
- ○ I have a service

Tell us about your product and the value it could provide to VA.*

[text area]

1500 character limit

Please provide a name for your product or service.*

[text field]

100 character limit

What is your market distribution reach? *
- ○ Distribute locally
- ○ Distribute nationally

NOTE: If you select **distribute locally**, you will be asked to describe your local market distribution reach.

Does your product or service qualify for the Buy American Act? If you are not sure, click to learn more **here**. *
- ○ Yes
- ○ No
- ○ Not Sure

Do you have patents for the product or service you are trying to sell? *
- ○ Yes
- ○ No

About You or Best Point of Contact

About You

NOTE: Here, we ask for the **name**, **phone number**, and **email** of a person in your organization so we can provide updates on your submission.

First Name *

Last Name *

Email *

Additional Email

Phone Number *

Title

We'd like your feedback!

How did you hear about VA Pathfinder?

○ Social media (Facebook, Twitter, LinkedIn, etc.)

○ VA website or newsletter

○ Word of mouth (Friends, family, colleagues)

○ Web search (Google, Bing, etc.)

○ Referral from another VA program or department

○ Event or conference (please specify)

○ Online ad or article

○ Direct mail or email campaign

○ Other (please specify)

I found the learning resources on Pathfinder valuable.

○ Strongly Agree

○ Agree

○ Neutral - Neither Agree nor Disagree

○ Disagree

○ Strongly Disagree

It was easy to navigate the Pathfinder website.

○ Very Easy

○ Somewhat Easy

○ Neutral

○ Somewhat Difficult

○ Very Difficult

I felt prepared answering the questions in this submission form.

○ Strongly Agree

○ Agree

○ Neutral - Neither Agree nor Disagree

○ Disagree

○ Strongly Disagree

File Upload

If you have any supporting documents about your product or service, please upload it here. Size limit 5 MB. File upload supports the following file types: PDF, Word, Excel, PPT, png, jpg.

[Choose File] No file chosen

SUBMIT