

# Department of Veterans Affairs National Cemetery Administration

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## Centralized Contracting Division Information Sheet

### Background:

There are many procurement opportunities available to small business concerns desiring to contract with the National Cemetery Administration (NCA) to provide headstones, grave markers, and inscription services on a local and nationwide basis.

NCA purchases in excess of 300,000 headstones and grave markers annually to mark and honor the final resting-places of our Nation's veterans. Headstones and grave markers are provided for burials and memorials in National, State Veterans', military post and private cemeteries. NCA is the single largest customer of the monument industry.

### Goal:

Increase participation in the acquisition process by organizations and entities that are under-represented and historically under-utilized as resources to meet the requirements of the NCA.

### How You Can Participate:

NCA traditionally satisfies its headstone and grave marker requirements and associated inscription needs, as well as all other services that are needed to maintain the National Cemetery System through numerous contracts awarded to many contractors around the country. The Logistics Management Division actively seeks an enhanced field of vendors to ensure a continuous and diverse population of contractors.

In soliciting offers, NCA takes the offeror's price and adds other factors such as past performance and technical which gives us the best value to the Government. Price is not the most important factor when considering a contractor for award. Multiple contract awards may be made due to the various manufacturing capacities of our contractors. Some firms can produce thousands of headstones and grave markers per month, while others may produce only a few hundred. A specified minimum and maximum order limitation is also provided to prospective offerors which enables even the smallest of firms, if competitive in pricing, to receive a contract award.

- There are special provisions authorized by the Federal Acquisition Regulation (FAR) ([www.arnet.gov](http://www.arnet.gov)) to provide special consideration to award contracts to certain socioeconomic categories as defined by the FAR:

- Service Disabled Veteran Owned Small Business
- Veteran-Owned Small Business
- Section 8(a) of the Small Business Act
- HUBZone
- Small Business

- There are also goals to award a percentage of all contract funds to Disadvantaged, Minority and Women-owned vendors.

**For More Information:** These procurement opportunities are posted on the Federal Business Opportunities website. The website may be accessed free of charge at the following URL: <http://www.fedbizopps.gov>. Additional information concerning business opportunities with the Department of Veteran Affairs can be found at the following URL: <http://www.va.gov> under Business Opportunities.