

06 Mar 2019 | News

QUOTED. March 06, 2019. Roger Waldron.

by

Changes to the US Department of Veterans Affairs' medical and surgical supply purchasing program could open new opportunities for device makers, but also present drawbacks. See what Roger Waldron, president of the Coalition for Government Procurement, said about it here.

"While the exact extent of small business participation in the program has yet to be determined, it appears that SD/VOSBs (service-disabled and veteran-owned small businesses) will be part of the MSPV supply chain. In many cases, manufacturers will sell through SD/VOSBs to the prime vendors rather than selling directly to the prime vendors. Manufacturers will need to strategically partner with small business to successfully compete in the program. At the same time, we can expect that the VA will be monitoring the price, performance, and risk of adding layers to the supply chain." –Roger Waldron, president, Coalition of Government Procurement

- Find out more: [VA Medical Supply Purchasing Reform Could Open New Doors](#)

[Click here](#) for a free trial of *Medtech Insight*