

## ACQUISITION PROGRAMS

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**Small Business Innovation Research Program (SBIR) & Small Business Technology Transfer (STTR):** Designed to provide funding for domestic small business concerns to engage in research/research and development that has the potential for commercialization.

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**NIH Category Management & Strategic Sourcing:** Leverages the purchasing power of NIH and reduces the costs associated with procuring certain goods and services.

<https://olao.od.nih.gov/content/category-management-strategic-sourcing-and-data-analysis-branch-for-competition-requirements>

**NIH Blanket Purchasing Agreements (BPAs):** Similar to charge accounts, BPA's are established at \$0 with no NIH commitment and only activated when orders are placed against them. The BPA Office entertains new BPAs with small businesses typically looking to negotiate standard discounts off commercial list prices.

<https://oamp.od.nih.gov/dsaps/bpa-program>

**NIH Government Purchase Cards:** Helps reduce the burden in procuring items under the simplified acquisition threshold. NIH strongly recommends that vendors accept the card, as an increasing number of simplified acquisition orders are placed with this card.

<http://oampintranet.od.nih.gov/purchasecard/purchasecard.html>

## CONTACT US

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**NIH Quarterly Procurement Forecast Data**  
[www.oamp.od.nih.gov/NIHSmallBusiness](http://www.oamp.od.nih.gov/NIHSmallBusiness)

**HHS Annual Procurement Forecast Data**  
[www.procurementforecast.hhs.gov](http://www.procurementforecast.hhs.gov)



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## Small Business Program Office



## ABOUT THE NIH

### Mission

NIH's mission is to seek fundamental knowledge about the nature and behavior of living systems and the application of that knowledge to enhance health, lengthen life, and reduce illness and disability.

### Description

The NIH is comprised of 27 separate institutes and centers, including the Office of the Director. Its budget has increased to over \$37.3 billion in fiscal year 2018. The NIH has a decentralized buying structure, with thousands of employees making purchases on its behalf. This makes it perhaps the best market within the federal government for small businesses, but a difficult one to navigate.

### What NIH Buys

- Biomedical research and development support
- Acquisition data processing services
- Construction Services
- Management Consulting Services
- Products

### Small Business Program Office

The NIH Small Business Program Office serves as an advocate for small businesses at the NIH and represents the NIH to industry. Its primary mission is to deliver counseling to small businesses, technical assistance to both the NIH and small business community, and participate in outreach events.

## ABOUT THE NIH SBPO

### Functions

- Provides technical assistance to the NIH acquisition community.
- Represents NIH at various small business outreach events.
- Advises the NIH Head of Contracting Activity on small business matters related to the NIH.
- Promotes the use of Small and Disadvantaged, Women-Owned, Historically Under-Utilized Business Zone and Service-Disabled Veteran-Owned Small Businesses for NIH contract awards.
- Participates in training, counseling sessions, and industry day events.

Small Business Categories	Govt-Wide	HHS	NIH
Small Business	23%	23%	28%
Small Disadvantaged Business (SDB)	5%	5%	5%
Women-Owned (WOSB)	5%	5%	5%
HUBZone	3%	3%	3%
Service Disabled Veteran-Owned (SDVOSB)	3%	3%	3%

## PROGRAMS

### The Path to Excellence & Innovation

- Established in accordance with Presidential Executive Order 13779 *White House Initiative to Promote Excellence and Innovation at Historically Black Colleges and Universities (HBCUs)*
- The Path to Excellence and Innovation provides training and technical assistance to HBCUs applying for NIH contracts and grants.
- Currently, there are six pilot schools and each school has chosen one or more Minority Business Enterprise teaming partners to support their efforts in this pilot program.

### NIH HUBZone Consortium

- The NIH HUBZone Consortium was formed to help address roadblocks in contracting, educating staff, and help the NIH meet its HUBZone goals.
- The consortium consists of a group of HUBZone's who believe in collaboration and advocacy.

*Please contact the NIH SBPO for additional details.*