CLINICAL CENTER VENDOR OUTREACH SESSION

9 AM - 12 PM
JUNE 26, 2019
• Over $125 Million Budget
• Procures goods and services for the entire research hospital
• Utilizes the purchase card, blanket purchase agreements, purchase orders, delivery/task orders and IDIQ contracts.
• Supplies and services for a functioning clinical research hospital.

About Us
The NIH Clinical Center, Office of Purchasing and Contracts is a team of purchasing agents, Contract Specialists and Contracting Officers.
Our customers - their needs

Pharmacy
Equipment, supplies and OPC

Nursing
Staffing from the Patient Care Technician to the Pediatric Oncology Nurse

Patient Support Services
Travel and lodging for certain patients

Laboratory Medicine
Laboratory testing and equipment

Transfusion Medicine
Laboratories and Cellular Engineering staff and equipment
How does the NIH Clinical Center, Office of Purchasing, work with their programs and customers?

Daily Activities

Planning
Pre-Negotiated Instruments

Soliciting
Fedbizopps
GSA Ebuy
NITAAC
NIH LTASC

Awarding
BPA calls, Purchase Orders, IDIQ's
Small Business

How does the NIH Clinical Center, Office of Purchasing and Contracts, consider the Small Business Community?

Program
Conduct market research or meetings

Small Business Specialist
Assist in finding sources or capability statements

Small Business Administration
Our offering letters or guidance

Pre-Negotiated Instruments
Ability to filter to small businesses and by socioeconomic status
Share the goals and metrics

How is the NIH Clinical Center, Office of Purchasing and Contracts, meeting the Small Business Goals in FY2019?
<table>
<thead>
<tr>
<th>SB</th>
<th>SDB</th>
<th>WOSB</th>
<th>HUBZone</th>
<th>SDVOSB</th>
</tr>
</thead>
<tbody>
<tr>
<td>%</td>
<td>$</td>
<td>%</td>
<td>$</td>
<td>%</td>
</tr>
<tr>
<td>FY 19 goal</td>
<td>28%</td>
<td>$1,430,871,530</td>
<td>5%</td>
<td>$255,512,773</td>
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<td>Obligations YTD</td>
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<td>$643,200,159</td>
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<td>$114,857,171</td>
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<tr>
<td>Actual</td>
<td>33.80%</td>
<td>$776,515,641</td>
<td>14.24%</td>
<td>$327,019,019</td>
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</table>
## Small Business Goals Breakdown by COAC

<table>
<thead>
<tr>
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<th>SB</th>
<th>SDB</th>
<th>WOSB</th>
<th>HUBZone</th>
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<tr>
<td><strong>Goals</strong></td>
<td>28%</td>
<td>5%</td>
<td>5%</td>
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<tr>
<td><strong>FY 19 goal</strong></td>
<td>$28,014,950.88</td>
<td>$13,353,392.38</td>
<td>$14,748,463.11</td>
<td>$5,498,478.80</td>
<td>$1,178,400.81</td>
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<tr>
<td>CC</td>
<td>22.70%</td>
<td>10.82%</td>
<td>11.95%</td>
<td>4.46%</td>
<td>0.95%</td>
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<tr>
<td></td>
<td>$28,014,950.88</td>
<td>$13,353,392.38</td>
<td>$14,748,463.11</td>
<td>$5,498,478.80</td>
<td>$1,178,400.81</td>
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<tr>
<td>NCI</td>
<td>26.25%</td>
<td>11.52%</td>
<td>9.63%</td>
<td>2.51%</td>
<td>0.91%</td>
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<td>$44,085,713.22</td>
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<tr>
<td>NHLBI</td>
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<td>7.41%</td>
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<td>$70,863,134.82</td>
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<td>NIAID</td>
<td>27.75%</td>
<td>3.12%</td>
<td>15.80%</td>
<td>0.20%</td>
<td>0.16%</td>
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<tr>
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<td>$110,049,602.11</td>
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<td>$62,533,185.76</td>
<td>$774,137.48</td>
<td>$628,628.11</td>
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<td>NICHDI</td>
<td>30.29%</td>
<td>13.59%</td>
<td>14.70%</td>
<td>0.48%</td>
<td>1.95%</td>
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<td>NIDA</td>
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<tr>
<td>NIEHS</td>
<td>20.16%</td>
<td>3.95%</td>
<td>2.94%</td>
<td>1.14%</td>
<td>5.58%</td>
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<tr>
<td></td>
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<tr>
<td>NLM</td>
<td>62.08%</td>
<td>28.93%</td>
<td>24.86%</td>
<td>1.83%</td>
<td>6.39%</td>
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<tr>
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<td>$74,916,225.39</td>
<td>$64,369,878.66</td>
<td>$4,747,682.73</td>
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<td>OLAO</td>
<td>48.63%</td>
<td>22.57%</td>
<td>12.83%</td>
<td>1.01%</td>
<td>2.23%</td>
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<tr>
<td></td>
<td>$110,183,543.06</td>
<td>$51,130,929.82</td>
<td>$29,073,934.54</td>
<td>$2,258,870.18</td>
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<tr>
<td>ORF</td>
<td>32.92%</td>
<td>32.92%</td>
<td>11.20%</td>
<td>3.10%</td>
<td>3.18%</td>
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<tr>
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<td>$95,792,433.89</td>
<td>$55,067,048.97</td>
<td>$32,602,086.29</td>
<td>$9,029,506.56</td>
<td>$5,239,573.89</td>
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</tbody>
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Funding

FYTD 2019 Summary

<table>
<thead>
<tr>
<th>Award Categories</th>
<th>Obligated Amount</th>
<th>Percentage of Total</th>
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<tbody>
<tr>
<td>BPA CALL</td>
<td>$8,901,338</td>
<td>6.65%</td>
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<tr>
<td>CONTRACT</td>
<td>$62,345,541</td>
<td>46.58%</td>
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<tr>
<td>P. CARD</td>
<td>$11,356,956</td>
<td>8.48%</td>
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<tr>
<td>RELEASE (TO/DDO)</td>
<td>$36,145,704</td>
<td>27.00%</td>
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<tr>
<td>STANDARD PO</td>
<td>$15,104,604</td>
<td>11.28%</td>
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</tbody>
</table>
Thank You

NIH Clinical Center, Office of Purchasing and Contracts

Susan Nsangou, Chief
Susan.Nsangou@nih.gov

6707 Democracy Boulevard, Suite 106, Bethesda, MD 20892
CLINICAL CENTER VENDOR OUTREACH SESSION

9 AM - 12 PM
JUNE 26, 2019
How to Conduct Business with The National Institutes of Health (NIH)

Rachel Kenlaw Ramirez
Office of Acquisition & Logistics Management
Program Analyst, NIH Small Business Program Office
AGENDA

- NIH Mission and Organization
- What NIH Buys
- NIH Wide Contracts
- Teams and Subcontracting
- Helpful Hints
NIH Mission

• The world’s foremost center for biomedical and behavioral science research, and the foundation that supports U.S. efforts to fight disease

• The NIH mission is to discover knowledge that will lead to better health for everyone

• NIH FY 2017 Budget: $33+ Billion
Institute and Centers (IC’s) and Offices of Acquisition (OA)

• 27 separate Institutes and Centers

• 10 separate Offices of Acquisitions (OA) support the IC’s by performing negotiated contracting and simplified acquisitions

• [https://oamp.od.nih.gov/acquisition-offices](https://oamp.od.nih.gov/acquisition-offices)
NIH FY 2017 Small Business Goals

Percentages are based on the number of eligible obligations, per small business goal, divided against the eligible total small business obligations for NIH in FY 2017. Data derived from the FPDS-NG Small Business Goaling Report. *In FY 2017 NIH did not have a Veteran-Owned Small Business goal, therefore 0% has been noted. In addition, NIH does not have an 8(a) goal as it is inclusive to the Small Disadvantaged goal.
What NIH Buys

PRODUCTS:
Supplies, textile goods, office furniture, chemicals, paper products, machinery, office machines, computer equipment, laboratory equipment, instrumentation and communication equipment

INFORMATION TECHNOLOGY:
IT products, management services, data entry, training, software development, maintenance, and analysis

CONSTRUCTION SERVICES:
Architectural and engineering services, construction of dwellings, office buildings, laboratories and medical facilities, renovations and alterations
What NIH Buys

SERVICES:
Consulting, studies, conferences, training, planning, technical assistance, clearinghouse, survey, data collection/analysis, logistical and management support, evaluations, biomedical research and public awareness programs.

RESEARCH AND DEVELOPMENT:
Includes clinical trials, pharmacological studies, genetics and biology investigations, vaccine development and testing, and environmental research. Most of the contract obligations stem from this.
Research and Development (R&D) Acquisitions

• Most of NIH’s R&D acquisitions are for services

• Products used in labs for on-campus intramural research are also procured
  ➢ Products include centrifuges, spectrometers, incubators, microscopes, sterilizers, sequences, etc.

• Most R&D services are conducted at extramural universities, hospitals and private labs
  ➢ Services include studies, clinical trials, testing, evaluating of diseases, medicines, etc.
  ➢ Most R&D project entail several years of research (beyond 5 years) and multi-million dollar projects
NIH Wide Contracts

BPAs
GSA Federal Supply Schedules
Beckham Coulter
LARC
LTASC II
NIHBPSS
NIHCATS II
NITAAC
PICS
NIH-Wide Blanket Purchase Agreements (BPAs)

- BPAs are a simplified method of filling anticipated repetitive needs for supplies or services by establishing “accounts” with qualified sources of supply” (FAR 13.303)

- Used for a “wide variety of items in a broad class of supplies or services” where the exact items, quantities and delivery are unknown

- Can be established with a single or multiple suppliers

- Generally limited to purchases $25,000 or under within the NIH
NIH-Wide Blanket Purchase Agreements (BPAs)

- NIH currently has approximately 700 BPAs
- Vendors provide discounts off catalog prices with buyers able to request and receive additional discount against an established BPA.
- Very expedited ordering process
- Contact the NIH BPA Program Branch at 301-496-5212 for more information.
GSA Federal Supply Schedules (FSS)

- GSA Federal Supply Schedule (FSS)
  - Website: www.gsa.gov
  - “long-term government-wide contracts with commercial companies to provide access to millions of commercial products and services at volume discount pricing.”
  - Allows vendors (FSS holders) to “connect with a wide range of government opportunities”
  - Allows government to “meet small business goals and comply with environmental and socioeconomic regulations”
  - Fast, easy, streamline method of acquisition
  - Covers a variety of services/commodities
  - GSA RFQs posted on GSA E-Buy: https://www.ebuy.gsa.gov/
  - GSA Advantage ordering tool used by buyers to order against GSA Schedule Contracts: https://www.gsaadvantage.gov
NIH Laboratory Animal Research Contract (LARC)

- A multiple award contract providing animal care and technical research support services to the NIH intramural research community.
- This contract vehicle supports most NIH Institutes through numerous Task Orders for specific requirements.
- The LARC provides direct access to experienced providers of laboratory animal research support services.
NIH Long Term Administrative Support Contract (LTASC) II

- Website: https://ltasc.od.nih.gov/

- Provides long term (a period of at least 12 months) administrative support to NIH

- Multiple award IDIQ contracts

- 15 small business vendors
NIH Business Professional Support Services Contract (NIHBPSS)

- Website: https://nihbpss.olao.od.nih.gov/
- Provides business operation and professional support services to NIH
- Indefinite Delivery/Indefinite Quantity (IDIQ) contract
- Three prime contractors: Booz Allen Hamilton (BAH), IBM Corporation (IBM), and PricewaterhouseCoopers, PS,LLP (PWC)
- Proposed recompete requirement will be a partial set-aside
NIH Conference, Administrative, and Travel Services Contract (NIHCATS) III

- Website: [https://nihcatsii.olao.od.nih.gov/index.html](https://nihcatsii.olao.od.nih.gov/index.html)
- Provides a wide range of conference, administrative and travel services to NIH and other Federal agencies for services performed in the US and abroad
  - Indefinite Delivery/Indefinite Quantity contract using firm fixed price and time and materials task orders
    - Uses FAR 16.505 – Fair Opportunity competition for individual task order awards
  - 19 vendors (11 are small businesses)
  - Helps NIH and other Federal agencies meet their small business contracting goals
NITAAC Overview

- NIH Information Technology Acquisition & Assessment Center (NITAAC)
  - Designated by OMB to administer three “Best in Class” Government-Wide Acquisition Contracts (GWACs)
  - CIO-SP3 – Services
  - CIO-SP3 Small Business – Services and Small Business Goals
  - CIO-CS – Commercial Commodities and Solutions
- Any Federal Agency may use them without further delegation
- Expanded capabilities to include our new full-service Assisted Acquisition program
- Believes in quality customer service and support
- Continually improving to assist federal agencies in obtaining better IT solutions
- Fulfilled $5B of federal IT requirements last year
CIO-SP3 & CIO-SP3 Small Business Scope

### CIO-SP3

- 53 Contract Holders
- Large & Small Businesses
- Eligible in All 10 Task Areas
- NCAF 0.65% ($150K Annual Cap)
- Orders Range From $50K-$700M

### CIO-SP3 Small Business

- 153 Contract Holders
- Small & Large Businesses
- Not Eligible in All 10 Task Areas
- NCAF 0.55% ($150K Annual Cap)
- Orders Range from $15K-$400M
- 5 Socioeconomic Categories*  
*Note: Recently added new SDVOSB and HUBZone contract holders

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**Everything IT!**

**Services and Solutions Across**

**10 Task Areas**

1. IT Services for Biomedical Research Health Science & Healthcare
2. Chief Information Officer (CIO) Support
3. Imaging
4. Outsourcing
5. IT Operations and Maintenance
6. Integration Services
7. Critical Infrastructure Protection and Information Assurance
8. Digital Government
10. Software Development
NIH Public Information and Communication Services (PICS)

- Website: [https://pics.olao.od.nih.gov/](https://pics.olao.od.nih.gov/)
- Provides information and communication services to NIH: communications and outreach; graphic design, web, and data support; and exhibit support
- Multiple award indefinite delivery/indefinite quantity contracts
- Uses FAR 16.505 – Fair Opportunity for individual task order awards
- 25 small business vendors
Teams and Subcontracting

• Top Ten R&D Vendors at NIH (2016)
  Leidos Biomedical Research, Inc.              Westat, Inc.
  Duke University Medical Center                Technical Resources, Inc.
  Social and Scientific Systems, Inc.          SRI International
  EMMES Corporation                            Advanced Biosciences Laboratories, Inc.
  Battelle Memorial Institute                   Johns Hopkins University

• Top Ten Non-R&D Vendors at NIH (2016)
  Kelly Services Inc                          Westat
  Medical Science & Computing LLC              Sobran, Inc.
  Deloitte Consulting LLP                      ICF Incorporated, LLC
  SRA International, Inc.                      University of Washington
  Potomac Electric Power Co.                   Leidos Biomedical Research, Inc.
Joint Ventures

- Joint Ventures
  - Involves 8(a) firms – must be approved by the Small Business Administration (SBA) at the time of award
  - The NIH Office of Research Services has the largest participation in this program through its 8(a) construction projects
Teams & Subcontracting

• Market to these organizations for subcontracting opportunities
• Pay attention to FedBizOpps for new awards as they may offer opportunities
• Find a large contractor in your area(s) of expertise
Helpful Hints

• Starting out it is difficult to deal with all 27 Institutes and Centers
  ➢ Focus on a niche health area or service area and align with a couple ICs
  ➢ Contact the Director of the respective Office of Acquisition only for leads – focus on meeting with program areas
  ➢ Review information on the selected ICs internet site and FedBizOpps to better understand NIH requirements and prime contractors

• Visit scientific conferences, provide demos of cutting edge/niche products and services, and market to the programs

• Work towards subcontracts if the prime contracts are not forthcoming – learn from existing contractors

• Start with small Blanket Purchase Agreements (BPA) or purchase orders, if necessary
Helpful Hints

• Participate in NIH Outreach events including NIH Industry Day

• Attend Vendor Outreach Sessions

• Review [NIH Procurement Forecast](#) (updated quarterly).

• Contact the NIH Small Business (SB) Specialist and introduce yourself and your company so that the SB Specialist knows your firm’s capabilities
  ➢ [NIH Small Business Specialists](#)
    ➢ Anita Allen: Anita.Allen1@cms.hhs.gov
    ➢ Wayne Berry: Wayne.berry@nih.gov
    ➢ Jonathan Ferguson: Jonathan.Ferguson@nih.gov
Path to Excellence and Innovation

- The Path to Excellence and Innovation is a comprehensive plan to expand the existing National Institutes of Health (NIH) Small Business Program in the Office of Acquisition and Logistics Management (OALM).

- The NIH Small Business Program is developing an *HBCU Portal for Acquisition and Grants* (HPAG) to provide technical assistance and training for Historically Black Colleges and Universities (HBCUs).
  - The HPAG will support HBCUs and prepare them to compete and receive more Federal acquisition funding that will diversify the revenues for the universities and create more business/research opportunities.

- Currently there are six pilot schools and each school has chosen one or more Minority Business Enterprise (MBE) teaming partners to support their efforts in this pilot program.
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