



How to Conduct Business with the NIH

Vendor Outreach Session

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NIH Overview



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 2019 Budget: \$35+ Billion

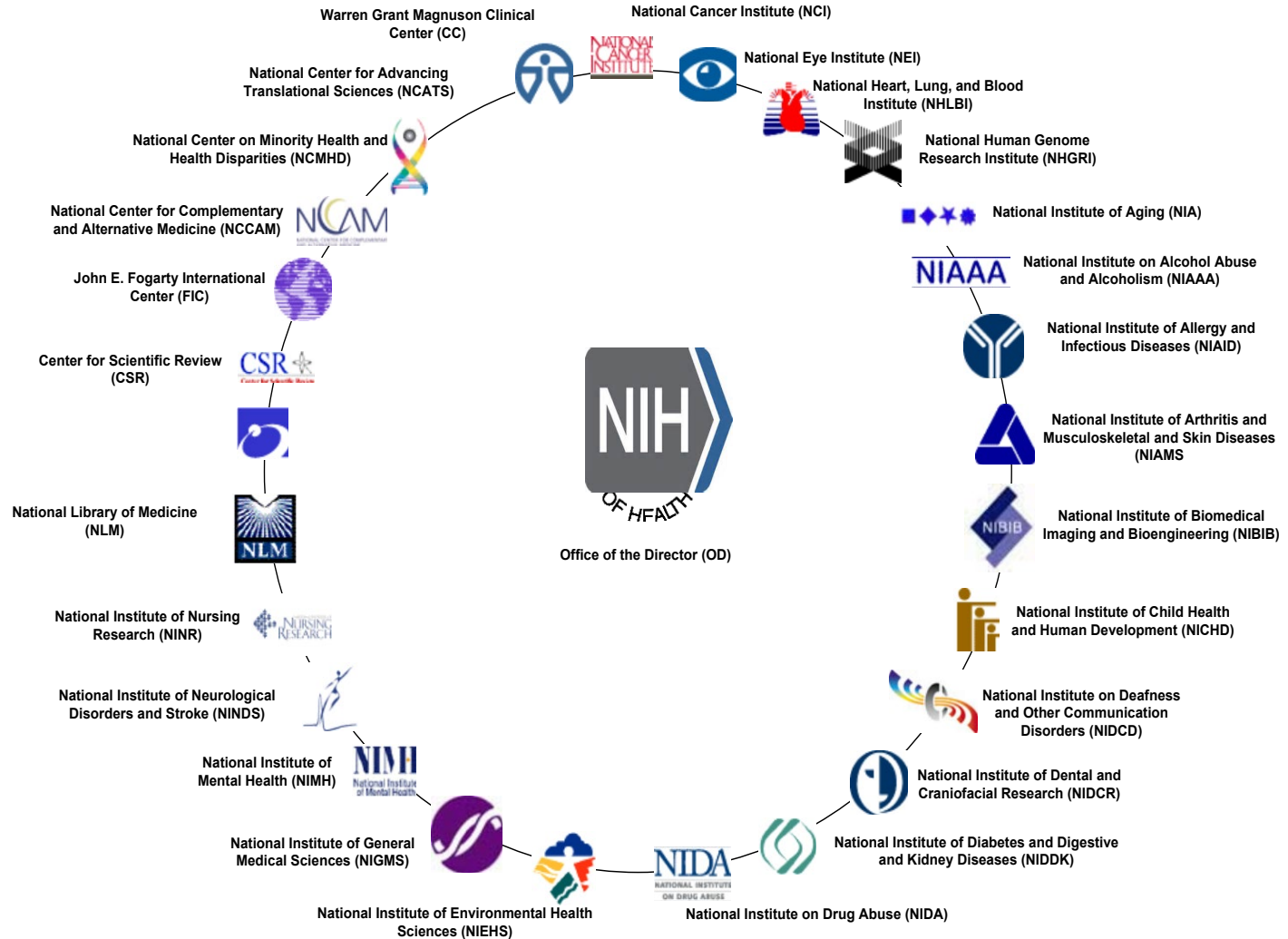


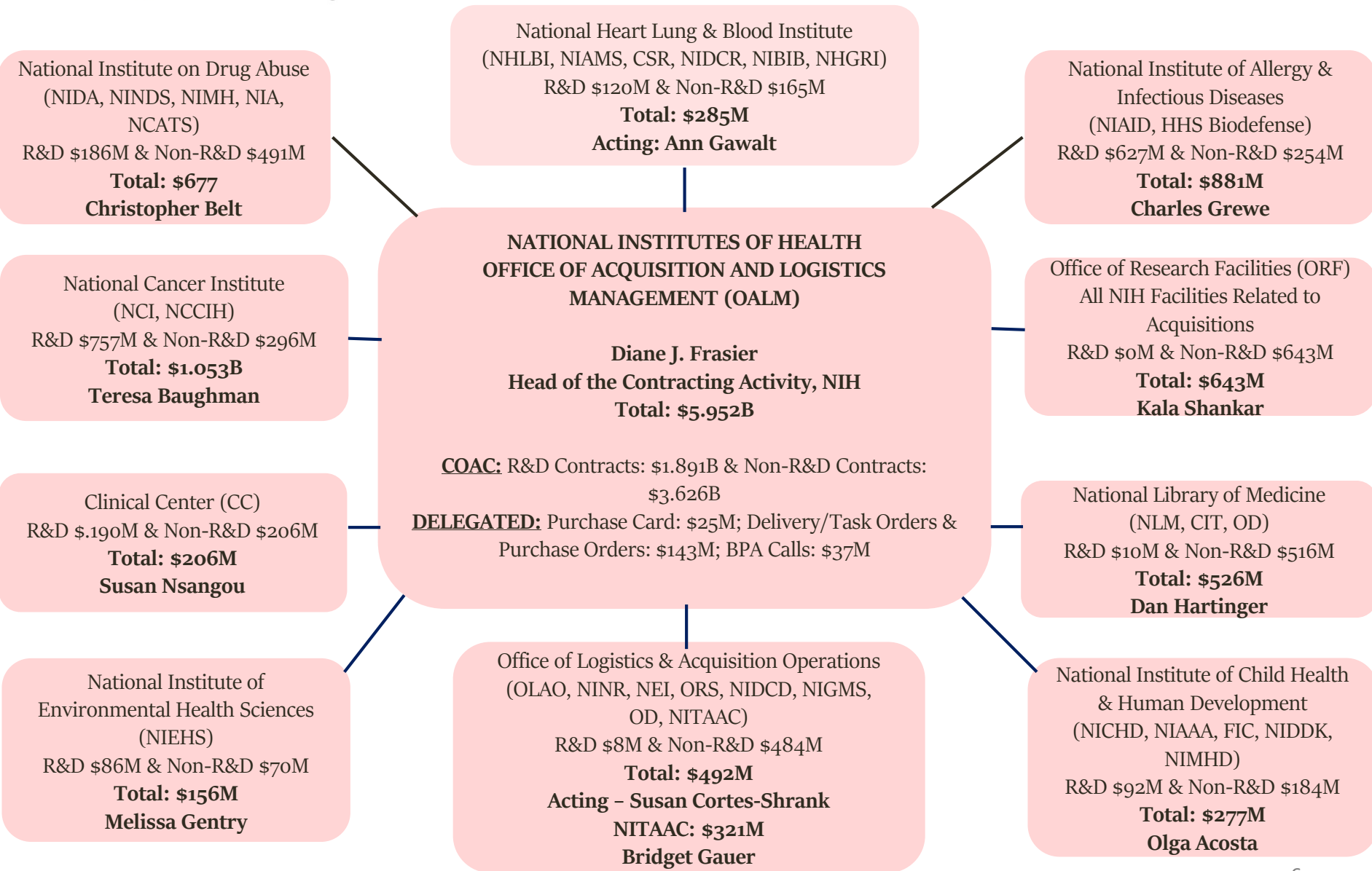
Institute and Centers (IC's) and Offices of Acquisition (OA)

- 27 separate Institutes and Centers
- 10 separate Offices of Acquisitions (OA) that support the IC's with negotiated contracting, simplified acquisitions, GSA Schedules and Micro Purchases, etc.
- <https://oamp.od.nih.gov/acquisition-offices>

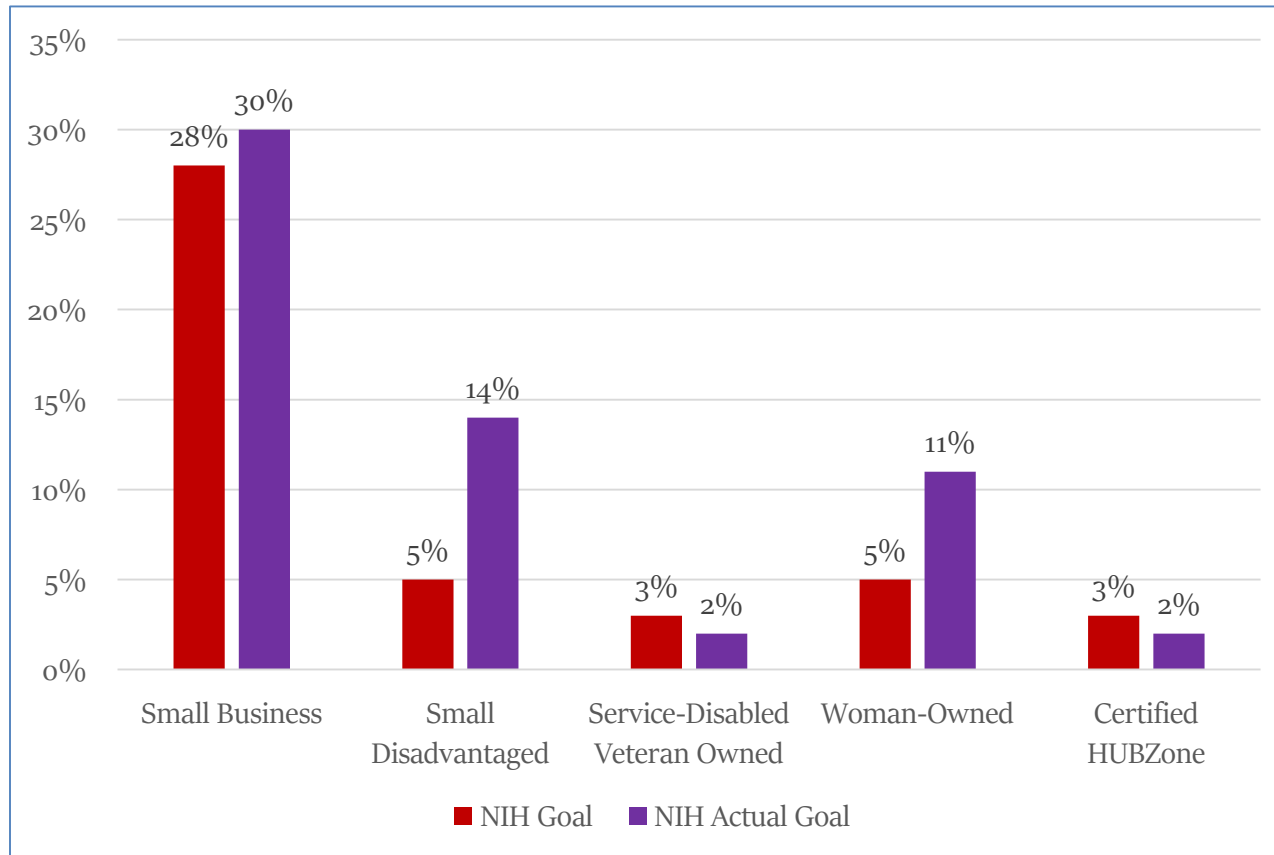


NIH Institutes and Centers





NIH FY 2019 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 2018. Data derived from the FPDS-NG Small Business Goaling Report. *NIH does not have a Veteran-Owned Small Business goal as it is inclusive to the Small Business goal nor does NIH 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.



Major Vendor Listing

- **Top Ten R&D Vendors at NIH (2019)**

Leidos Biomedical Research, Inc.

Westat, Inc.

Duke University Medical Center

Battelle Memorial Institute

PPD Development LP

John Hopkins University

Advanced Bioscience Laboratories INC

SRI International

Technical Resources International, INC

The Emmer Company, LLC

- **Top Ten Non-R&D Vendors at NIH (2019)**

Kelly Services Inc

Medical Science & Computing LLC

Deloitte Consulting LLP

Booz Allen & Hamilton INC

SRA International INC

Coakley & Williams Construction INC

United States Department of Defense

NET Esolutions Corporation

DPR Construction, A General Partnership

Westat, Inc.



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 GWACs

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*

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
9. Enterprise Resource Planning
10. Software Development



NIH Contract Vehicles



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 currently has approximately 500 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 Purchase Card

- Website: <https://oamp.od.nih.gov/dsaps/guides-policies-procedures>
- The purchase card is the primary method of making micro-purchases and is designed to:
 - Streamline payment procedures and paperwork
 - Improve cash management practices
 - Reduce procurement time and processing costs
 - Improve management control and decision making
- You can use the purchase card to accomplish almost all of your purchases under \$3,000.



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 large contractors: Booz Allen Hamilton (BAH), IBM Corporation (IBM), and PricewaterhouseCoopers, PS,LLP (PWC)
- Proposed recompetete 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>
- 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



NIH Public Information and Communication Services (PICS)

- Website: <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



NIH Supply Center

- The NIH Supply Center is the Agency's internal, fee-for-service, FAR approved source for providing lab, medical and office supplies.
- Online orders can be placed through NBS, POTS and the Online Product Catalog (**Coming Soon**) <https://nihscatalog.od.nih.gov>
- The Division of Logistics Services operates the NIH Supply Center and two self-service stores located in Buildings 10 and 31
- The foremost objective of these stores is to provide quality stock in a fast, efficient and economical manner.



NIH Path to Excellence and Innovation



Presidential Executive Order 13779: Initiative to Promote Excellence and Innovation at Historically Black Colleges and Universities (HBCUs)

[Federal] agencies are to develop plans to

- assist in strengthening HBCU’s ability to equitably participate in Federal programs;
- encourage the private sector to improve the capacity of HBCUs; and
- establish how the agency intend to increase the capacity of HBCUs to compete effectively for grants, contracts, or cooperative agreements.

Extracted from White House Executive Order signed February 28, 2017

What is the 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).
- 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.
- 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.



Top University Vendors at NIH

- Top Ten Universities at NIH (2019)

Duke University Medical Center

Johns Hopkins University

Icahn School of Medicine at Mount Sinai

Emory University

Harvard University

University of Chicago

Northwestern University

Tulane University

Trustees of the University of Pennsylvania

Jefferson Thomas University

- Top HBCU's at NIH (2019)

Tougaloo College

Jackson State University

The Morehouse School of Medicine INC



What are SBIR and STTR Programs?

SBIR

The NIH SBIR program funds early stage small businesses that are seeking to commercialize innovative biomedical technologies. This competitive program helps small businesses participate in federal research and development, develop life-saving technologies, and create jobs.

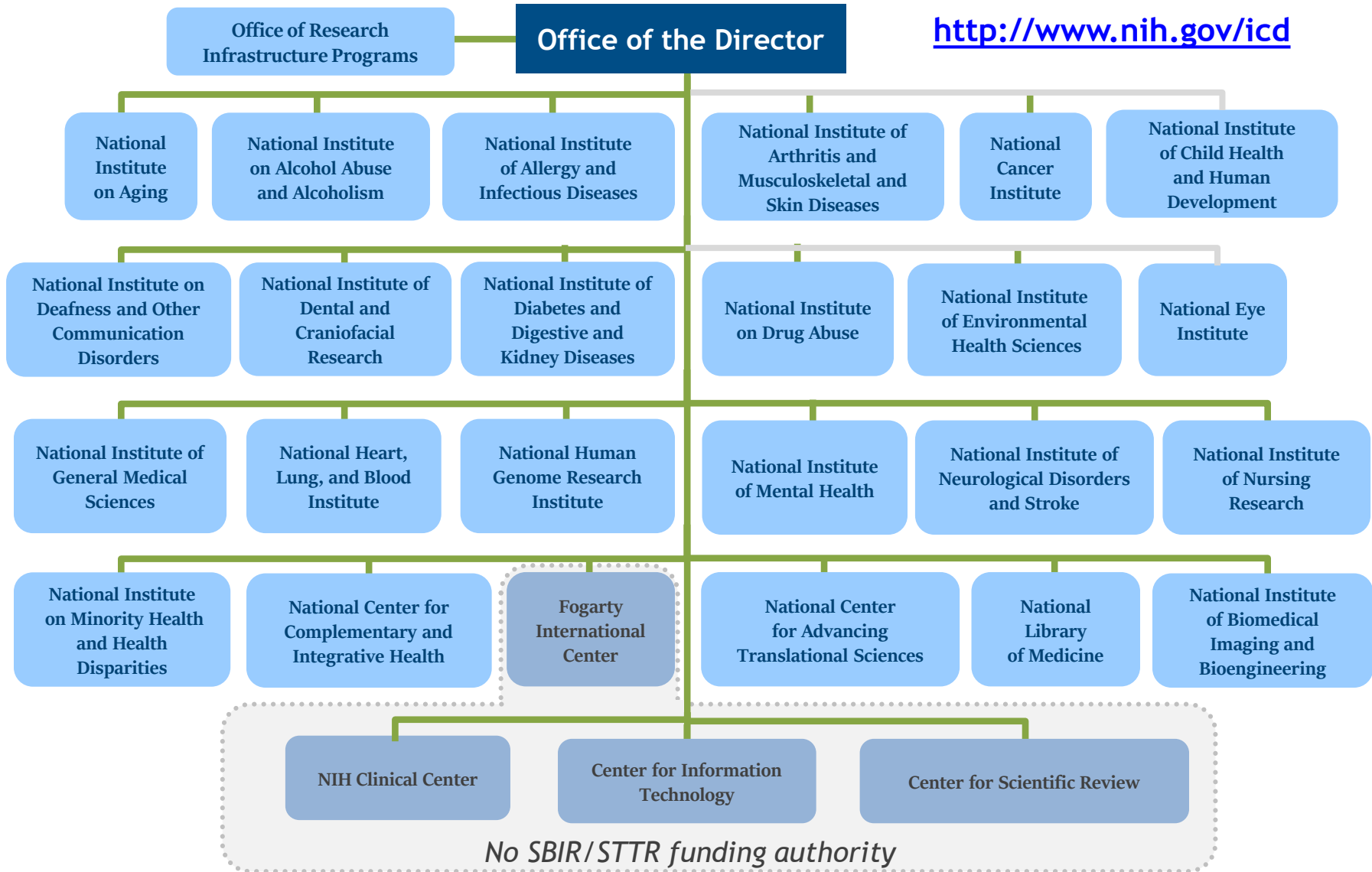
STTR

The NIH STTR program is similar to the NIH SBIR program, but requires that the small business formally collaborate with a research institution in Phase I and Phase II. Learn more [about](#) the NIH SBIR and STTR programs, including their [critical differences](#).

<https://sbir.nih.gov>



<http://www.nih.gov/icd>





NIH Small Business Program Office vs. NIH SBIR/STTR Office

NIH Small Business Program Office

Small Business Act of 1953
Federal Acquisition Regulation
pt.19
Assists small businesses with
acquisition concerns
Advocates on-behalf of small
businesses to the NIH acquisition
community
Hosts vendor outreach forums,
small business industry days, &
newbie open forums.

Located in
NIH, Office
of the
Director

Works with
small
businesses

NIH SBIR/STTR Office

SBIR/STTR Reauthorization as
part of S.2943, the 2017 National
Defense Authorization Act
(NDAA)
Assists small businesses with the
SBIR/STTR program
The most common SBIR/STTR
awards (Phase I & II) are grant
awards
Hosts the annual HHS SBIR/STTR
Conference



Tips COVID-19 Capability



COVID-19 Resources

Is your HBCU or organization positioned to combat COVID-19?

Please email your capability statements to NIHSmallBusiness@mail.nih.gov and follow the guidance on <https://osdbu.hhs.gov/#alert/small-business>.

FEMA Request for Proposal (RFP) COVID-19 PPE & Medical Supplies

- <https://beta.sam.gov/opp/9c09999b72bb4585bafb9b91b3876ffb/view>

COVID-19 Funding and Guidance

- <https://grants.nih.gov/policy/natural-disasters/corona-virus.htm>
Scroll to the bottom for funding opportunities
- <https://nexus.od.nih.gov/all/2020/04/13/covid-19-funding-and-funding-opportunities/>
Explains how NIH's emergency funding works & which Institutes received additional funds.



COVID-19 Resources

Assistance for Small Businesses

The Paycheck Protection Program prioritizes millions of Americans employed by small businesses by authorizing up to \$349 billion toward job retention and certain other expenses. Small businesses and eligible nonprofit organizations, Veterans organizations, and Tribal businesses described in the Small Business Act, as well as individuals who are self-employed or are independent contractors, are eligible if they also meet program size standards.

- [For a top-line overview of the program CLICK HERE](#)
- [If you're a lender, more information can be found HERE](#)
- [If you're a borrower, more information can be found HERE](#)
- [Final Borrower Application Form](#) *NEW*
- [Lender Electronic Data Form](#) *NEW*
- [Paycheck Protection Program – Interim Final Rule](#) *NEW*



COVID-19 Resources

Information for Businesses:

- [Interim Guidance for Businesses and Employers](#)
- [Information for Communities, Schools, and Businesses](#)
- [Environmental Cleaning and Disinfection Recommendations – Community Facilities](#)
- SBA: [COVID-19 Resources](#)
- SBA: [Supporting Small Businesses](#)
- SBA: [Disaster Assistance](#)
- DOL: [Guidance for Preparing Workplaces for Coronavirus](#)
- DOL: [OHSA Resources for Workers and Employers on COVID-19](#)
- DOL: [Unemployment Insurance Resource Map](#)
- WHO: [Get Your Workplace Ready for COVID-19](#)
- CISA: [Risk Management for COVID-19](#)
- EPA: [Disinfectants for Use Against COVID-19](#)
 - [PDF](#)



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
- 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
 - Natasha Boyce: Natasha.Boyce@nih.gov



Helpful Websites

- Review NIH Procurement Forecast (updated quarterly) on our homepage
 - NIH SBPO Webpage: <https://oamp.od.nih.gov/NIHSmallBusiness>
- Beta.Sam.gov: <https://beta.sam.gov/>
- Small Business Resources: <https://oamp.od.nih.gov/content/small-business-resources>
- Federal Procurement Data System:
https://www.fpds.gov/fpdsng_cms/index.php/en/
- SBA Contracting Guide: <https://www.sba.gov/federal-contracting/contracting-guide>



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**Supports the NIH BPA Office and the Small Business Program Office*