



National Institutes of Health
Office of Management

National Institutes of Health (NIH) HUBZone CONSORTIUM

Acquisition Management
Committee Meeting

July 10, 2018





Purpose

- The NIH HUBZone Consortium was established to assist the National Institutes of Health in reaching, and exceeding, the 3% HubZone goal for Small Business Procurements.
 - Per the **CFR Part 126.100-101**, *The purpose of the HUBZone program is to provide federal contracting assistance for qualified SBCs located in historically underutilized business zones in an effort to increase employment opportunities, investment, and economic development in such areas.*
 - *The HUBZone Program applies to all federal departments or agencies that employ one or more contracting officers.*



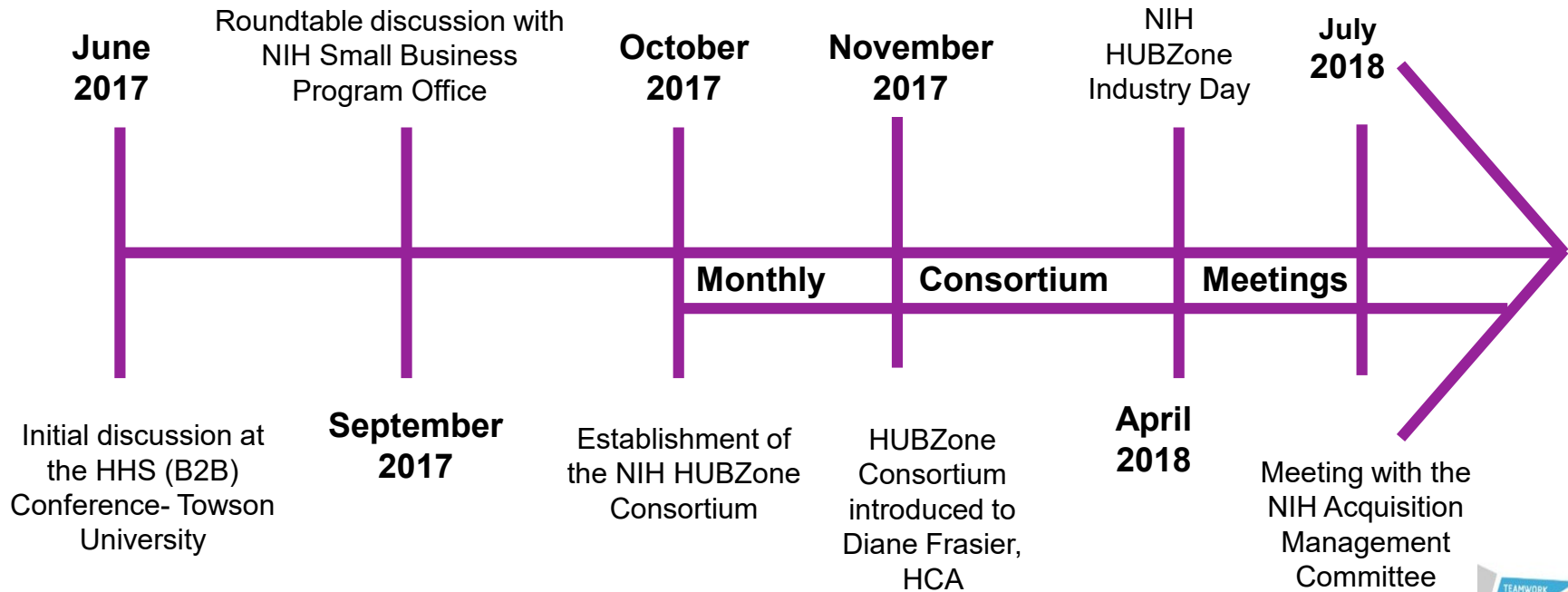
MISSION

The NIH HUBZone Consortium is a group of 15 certified companies committed to developing a common understanding of the capabilities that HUBZone firms can offer to achieve the NIH's mission in enhancing the health for all Americans.





NIH HUBZone Consortium Timeline



IC SB Achievements FY17

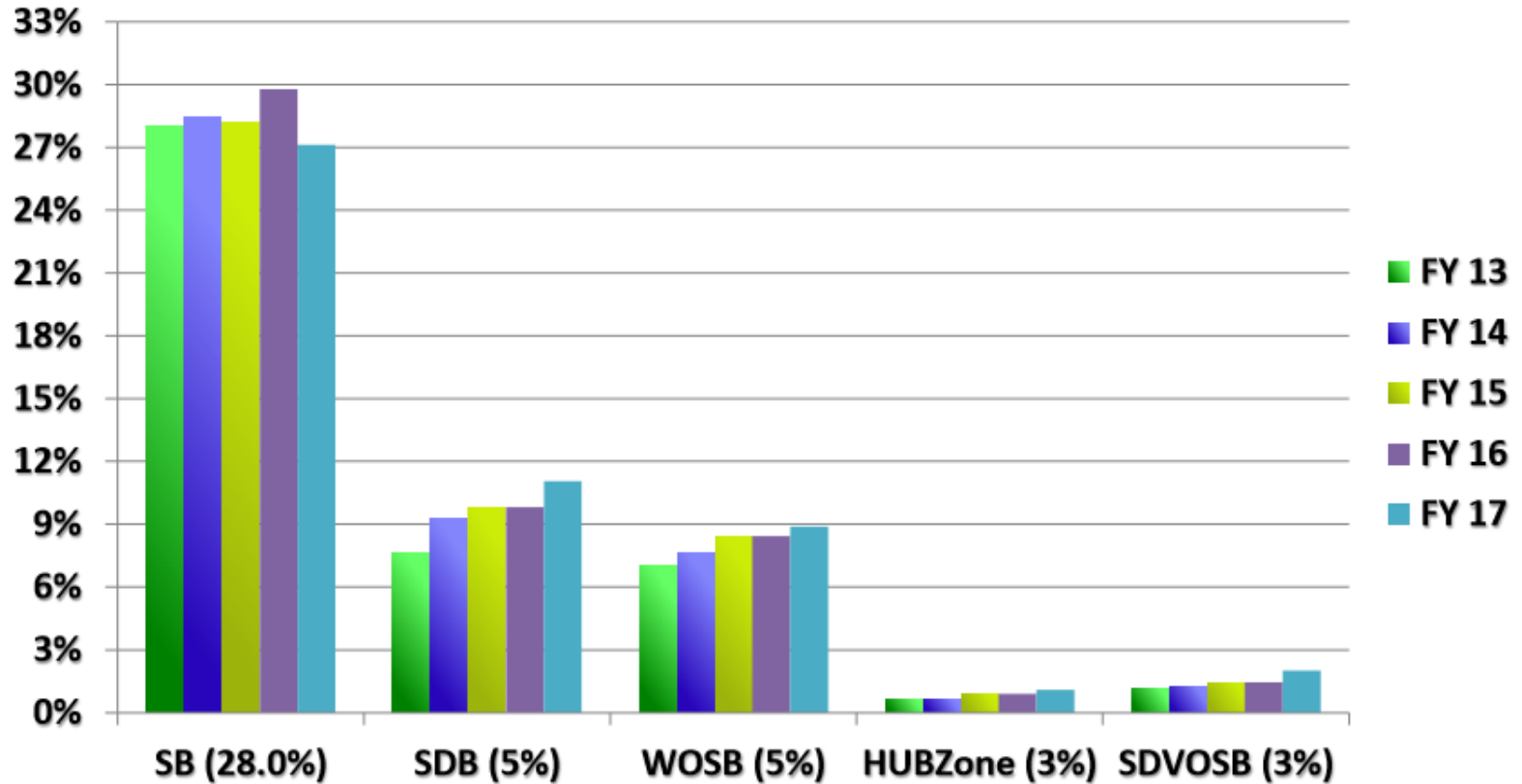
IC	HUBZone 3%
NIDDK (75N94A)	0.0%
CSR (75N92A)	.5%
NHGRI (75N92E)	.3%
NIH – OD (75N98E)	0.0%
NIA (75N95D)	2.7%
NIMH (75N95B)	.6%
NINDS (75N95A)	3.3%
NINR (75N98F)	2.3%
NIDCR (75N92C)	2.8%
NIAAA (75N94A)	3.2%

IC	HUBZone 3%
NCI (75N910)	.4%
NIAID (75N930)	0%
ORF (75N990)	1.5%
NLM (75N970)	2.6%
NIDA (75N950)	.3%
OLAO (75N980)	1.1%
NHLBI (75N920)	2.8%
NICHD (75N940)	.55%
NIEHS (75N960)	3.6%
NITAAC (75N981)	.1%
CC (75N900)	0%

IC	HUBZone 3%
NIBIB (75N92D)	0.0%
NIMHD (75N98A)	0.0%
NIDCD (75N98C)	0.0%
NEI (75N98B)	1.5%
NCCIH (75N91A)	0.0%
FIC (75N94C)	0.0%
NCATS (75N95C)	8.1%
NIGMS (75N98D)	0.0%
CIT (75N97A)	0.0%
NIH Achievement	1.09%



SB Goal Achievement (FY13-17)





HUBZone Capabilities

- **Research and Development**

Clinical trials, pharmacological studies, vaccine development & testing, genetics & biology investigations, and environmental research

- **Services (Management Consulting, Biomedical, etc.)**

Consulting, studies, conferences, training, planning, clearinghouse, survey, data collection/analysis, logistical and management support, evaluations, biomedical research & public awareness programs

- **Construction Services**

Architectural and engineering services, construction, office buildings, laboratories and medical facilities, renovations and alterations

- **Products**

– Laboratory & computer equipment, paper products, chemicals, office furniture, instrumentation and communication equipment

- **Information Technology**

Software development, maintenance, analysis, cybersecurity, IT products, management services, data entry, and training



Federal Prime Contract Awards Since 2016

Company	Core Capabilities	NIH	HEALTH AND HUMAN SERVICES	Federal Contracts
Akira Technologies, Inc Name: David Ruddell Phone: 301-787-1559 Email: druddell@akira-tech.com	Technology, Business, and Data Consulting, Program and Project Management, Data Analytics and Intelligence, Software Development and Systems Integration, Network Infrastructure Services, and Value-Added Resale.	~3 million	FOOD AND DRUG ADMINISTRATION, OFFICE OF THE ASSISTANT SECRETARY FOR ADMINISTRATION (ASA), INDIAN HEALTH SERVICE, CENTERS FOR MEDICARE AND MEDICAID SERVICES, HEALTH RESOURCES AND SERVICES ADMINISTRATION	Over 100 Million HOMELAND SECURITY, DEPT OF DEFENSE, NATIONAL AERONAUTICS AND SPACE ADMINISTRATION, JUSTICE, INTERIOR, TREASURY, GENERAL SERVICES ADMINISTRATION, COMMERCE, STATE
AttainIt Name: McKenzie Evers Phone: 760-835-8968 Email: mevers@attainit.net	Industrial Supply Chain Management, Audit Trials and Online Ordering/Integrated eCommerce Platform.	~500K	FOOD AND DRUG ADMINISTRATION, CENTERS FOR DISEASE CONTROL AND PREVENTION, INDIAN HEALTH SERVICE	Over 15 Million DEPT OF DEFENSE, GENERAL SERVICES ADMINISTRATION, VETERANS AFFAIRS, AGRICULTURE, COMMERCE, NATIONAL AERONAUTICS AND SPACE ADMINISTRATION, HOMELAND SECURITY, TREASURY, INTERIOR
B-Logic Professionals, LLC Name: Bryan Woolsey Cell: 301-974-5500 Office: 803-998-1022 Email: bryan@blogicprofessionals.com	Medical/Scientific Program Support, Information Technology/Management, Program Management, and Administrative Support.	None	None	Not Applicable Commercial Clients
Delmock Technologies, Inc Name: Lily Milliner Cell: 240-620-8005 Office: 301-772-9400 Email: lily@delmock.com	Operations & Maintenance, Program & Data Management, Application Development and Maintenance, Enterprise Security Solutions, Systems Engineering and Integration, Business Process Improvement, CMMI- Level 3 (Development and Services), and ISO 9001:2015.	None	CENTERS FOR MEDICARE AND MEDICAID SERVICES	Over 25 Million TREASURY, DEPT OF DEFENSE, GENERAL SERVICES ADMINISTRATION, EDUCATION, COMMERCE
FEFA, LLC Name: Tyson Bellamy Phone: 301-998-6584 Email: tbellamy@fefallc.com	IT Security, Help Desk Management, Network Management, and Database Management.	~10 Million	FOOD AND DRUG ADMINISTRATION, OFFICE OF ASSISTANT SECRETARY FOR ADMINISTRATION AND MANAGEMENT, OFFICE OF ASSISTANT SECRETARY FOR PREPAREDNESS AND RESPONSE	Over 20 Million DEPT OF DEFENSE, GENERAL SERVICES ADMINISTRATION, ENVIRONMENTAL PROTECTION AGENCY, TREASURY, AGRICULTURE, COMMERCE, TRANSPORTATION, OFFICE OF PERSONNEL MANAGEMENT
IPAK Name: Joe Schreiber Phone: 856-283-6018 Email: jschreiber@ipak.com	Design and Manufacture Education, Strategic Communication Marketing Products and Technology, Warehousing, and Fulfillment.	None	None	Not Applicable Commercial Clients
MPF Federal Name: Anna Gilmore Hall Phone: 202-776-0655 Email: agilmorehall@mpffederal.com	Scientific Research, Regulatory Compliance, Staff Support, Training, Laboratory Equipment, and ISO 9001:2015	None	FOOD AND DRUG ADMINISTRATION	Over 8 Million GENERAL SERVICES ADMINISTRATION, DEPT OF DEFENSE, ENVIRONMENTAL PROTECTION AGENCY, TREASURY, JUSTICE, INTERIOR



Federal Prime Contract Awards Since 2016 (continued)

Company	Core Capabilities	NIH	HEALTH AND HUMAN SERVICES	Federal Contracts
Paradyme Management Name: Viraj Gandhi Phone: 301-220-1345 Email: vghandi@paradymemanagement.com	Custom Software Development, Data Analytics/ Visualization Infrastructure, Enterprise Integration, and Systems Implementation.	None	CENTERS FOR MEDICARE AND MEDICAID SERVICES	Over 60 Million COMMERCE, GENERAL SERVICES ADMINISTRATION, STATE, DEPT OF DEFENSE, AGRICULTURE
SEBA Professional Services, LLC Name: Erhivue Abu Phone: 703-856-2078 Email: eabu@sebapro.com	Program Management, Financial Advisory, Healthcare Staffing, Survey Services, Facilitation Services, Construction Management, Conference Planning, and Information Technology Consulting	~4 Million	NATIONAL INSTITUTES OF HEALTH	Over 11 Million DEPT OF DEFENSE, SOCIAL SECURITY ADMINISTRATION, HOUSING AND URBAN DEVELOPMENT, GENERAL SERVICES ADMINISTRATION, INTERIOR
TDEC Name: Lisa Flynn Phone: 301-718-0703 x310 Email: lflynn@tdec.com	Application/Claims/Tax Processing, Call Center Services, Data Entry, Document/Records Management, Remittance Services, and Support Services.	~600K	CENTERS FOR DISEASE CONTROL AND PREVENTION	Over 13 Million COMMERCE, LABOR, DEPT OF DEFENSE, GENERAL SERVICES ADMINISTRATION, OFFICE OF PERSONNEL MANAGEMENT
Ten92, LLC Name: George Kosmides Phone: 410-830-9826 Email: gkosmides@noospherics.com	Custom Computer Programming, Computer Systems Design, Information Technology/Management, Engineering Services, and Administrative Support.	None	None	Not Applicable Commercial Clients
The Leading Niche Name: Pam Piper Phone: 301-919-3218 Email: pam.piper@theleadingniche.com	IT and Information Management, Global Laboratory Testing & Analysis, Program Management & Process Improvement, Big Data Analytics, and ISO 9001 Certified.	None	CENTERS FOR DISEASE CONTROL AND PREVENTION	Over 7 Million SECURITIES AND EXCHANGE COMMISSION, GENERAL SERVICES ADMINISTRATION, BROADCASTING BOARD OF GOVERNORS, EDUCATION, DEPT OF DEFENSE
Versa Integrated Solutions Name: Dana Quinn West Phone: 301-577-7760 Email: dwest@versais.com	IT Training, Solutions, and Help Desk Services, Network Design/Engineering/Convergence, Data Management, Facility Design and Digital Signage, Cloud Analysis, Design, and Implementation, Operations Center Design, Implementation, and Management.	~13 Millions	FOOD AND DRUG ADMINISTRATION, OFFICE OF THE ASSISTANT SECRETARY FOR ADMINISTRATION (ASA)	Over 19 Million GENERAL SERVICES ADMINISTRATION, COMMERCE, DEPT OF DEFENSE, HOMELAND SECURITY, LABOR
Williams Consulting, LLC Name: Antoinette Williams Phone: 855-597-9666 Email: awilliams@williamsconsultingllc.com	Health IT, Grants Management, Program Management, Education and Outreach, Training, Surveys, Administrative Support, and Management Consulting.	None	CENTERS FOR DISEASE CONTROL AND PREVENTION, OFFICE OF THE INSPECTOR GENERAL	Over 200K GENERAL SERVICES ADMINISTRATION



Consortium Accolades

- Received the American Public Health Association prestigious **Community Services Award for Outstanding Service**
- Received the **Research Innovation and Engagement Award** from Morgan State University
- Performed critical forensic **DNA research and analysis** for the Armed Forces Medical Examiners System (**AFMES**)

HUBZone Companies are capable of managing large contracts, fulfilling customer needs, and exceeding customer expectations!





NIH HUBZONE CONSORTIUM INDUSTRY DAY

Over 25 HUBZone Companies Attended



- Education of HUBZone Program and Capabilities
- Target RFIs
- Reinforce Small Business Participation Plans
- Utilize HUBZone Sole Source Opportunities
- Development of an NIH HUBZone Sole-Source IDIQ
- Meetings with Contracting and Program Personnel





Challenges Conducting Business at NIH

About the Metrics – data- enhancing health, health disparity

1. Educating NIH Stakeholders on HUBZone Capabilities
Everything, Agencies, size, 50M+, we becoming
National success Model – HBZ National Council
2. Early Acquisition Plans **bake it in there**
3. Targeted Sources Sought/RFIs and Debriefing
 1. **Power debriefing, Golden nugget is debriefing of some kind, Process improvement, Rule of 2 DEMONSTRATED CAPABILITES...**
4. Meetings with Contracting and Program Personnel
 1. **Difficulty in getting information before the acquisition hits the street, Industry Day**





Challenges Conducting Business at NIH

About the Metrics – data- enhancing health, health disparity

1. Utilization of HUBZone Sole Source
 1. Legislation Guide lines
2. Development of an NIH HUBZone IDIQ
 - History other agencies Proof-Points (CDC, ARMY, Treasury, Commerce, DOT)
 - Army: 35M: software engineering and administrative operations services in support, 25M: Advanced Prototype Development and Experimentation , Six Sigma and Lean techniques training, 35M: Engineering and Operations Support
 - NIST- R--Master BPA - Disaster Recovery Operations Support Services
 - NOAA-Administrative, Technical, and Non-Scientific Support Services
 - CDC: 45M: Medical/Scientific, Administrative, and Professional/Technical Support Services
 - DOT: Strategic Planning and Program Verification and Validation
1. Subcontracting with Large Prime Contractors
 1. Great teams , eager but lack of follow through on Primes; Puzzles; no pressure; throw pressure
2. Category Management
 - Legislation Guide lines, national conversation
 - 7 that have HBZ track: OASIS, Alliant, NASA, SEWP, NITAAC CIO-CS, GSA Schedule 70, Office Supply's 3



NIH Milestones

- **The Consortium:**

- Monthly Meeting to strategize on ways to increase the percent of NIH HUBZone contracts (teaming arrangements, subcontracting, forecast, etc.)
- Involvement with Sources Sought & Request for Information
 - Champions, Collaborators, Communicators, Purveyors of Lessons-Learned
- Create a quarterly newsletter
 - Share our goals, work, and accomplishments with stakeholders
- Expand and further formalize NIH HUBZone Consortium
 - Include more members, develop charter documents and structure

- **NIH Stakeholders:**

- Facilitate an open dialogue about opportunities and needs
 - How can we work together to meet common goals?
- Create focused meetings with NIH Contract Officers
 - Reinforcing the need for follow-ups





Contract Vehicles

- GSA IT Schedule 70
- CIO-SP3 HUBZone (pending)
- NASA SEWP HUBZone
- GSA Schedule Health IT
- GSA 8(a) Stars II GWAC
- NIH BPA Program
- LTASC II
- NCATS III
- BPSS
- PICS





Contact

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HUBZone Consortium Point of Contact





Thank You For Your Consideration Questions?

