



The Office of Acquisitions and Logistics Operations (OLAO) manages six multiple vehicle, NIH wide contracts available for contract offices.

1. Beckman Coulter Inc., Laboratory Equipment
2. NITAAC: IT Products and Services
3. Long Term Administrative Support Contract (LTASC)
4. NIH Business and Professional Support Services (NIHBPSS)
5. NIH Conference and Administrative and Travel Services (NIHCATS III)
6. Public Information and Communication Services contract (PICS II)



Tips for Conducting Business with the NIH

NIH Blanket Purchase Agreements

- Blanket Purchase Agreements (BPAs) is a simplified method of fulfilling repetitive needs for supplies/services by establishing "charge accounts"
- The BPA Program is looking for businesses that sell medical/research products/services

BPA Program Helpline: 301-496-5212

BPA Program Email: BPAProgramBranch@od.nih.gov

*Distributed by the NIH Small Business Program Office
NIHSmallBusiness@mail.nih.gov*

- Become familiar with Federal Contracting Procedures.
 - Federal agencies must follow certain rules relating to procurement, which can be different than typical business practices.
 - The Federal Acquisition Regulation (FAR) is the primary source of guidance on federal contracting. Most agencies have agency-specific supplements to the FAR. The NIH uses the Health and Human Services Acquisition Regulation (HHSAR)
- Respond to Requests for Information (RFI)/Sources Sought Notices
- Obtain one or more GSA Schedule contracts and/or GWACs.
- Maintain High Standards of Integrity.

NIH's Mission

To seek fundamental knowledge about the nature and behavior of living systems and to apply that knowledge to enhance health, lengthen life and reduce illness and disabilities.

NIH's Objectives

- Advance Opportunities in Biomedical Research
- Foster Innovation by Setting NIH Priorities
- Enhance Scientific Stewardship
- Excel as a Federal Science Agency by Managing for Results

NIH Small Business Program

Points of Contact

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What the NIH Buys

- Research studies
- Surveys
- Scientific/medical test analyses
- Examinations, inspections, and reviews
- Professional Services
- Conference support/events planning
- Document management
- Training
- Facility renovation
- Administrative support/temporary services
- Architect/engineering support
- Operation and maintenance of facilities
- Facility support (e.g. custodial, trash, guard services)
- Moving Services
- IT services, hardware and software
- Telecommunication products
- A/V Equipment and maintenance
- Scientific software
- Office/Laboratory furniture, equipment, and supplies
- Animals for research and animal feed
- Bedding and cages
- Chemicals
- Pharmaceuticals, drugs, and intravenous solutions
- Electronic components and supplies

Tips for Conducting Business with the NIH

- Obtain a DUNS number from Dun & Bradstreet and Register in System for Award Management (SAM).
- Visit your local Procurement Technical Assistance Center (PTAC).
- Review NIH's Procurement Forecast
 - <https://oamp.od.nih.gov/NIHSmallBusiness> (Updated quarterly)
 - <https://procurementforecast.hhs.gov/Contract> (updated annually)
 - Visit the FedBizOpps Website at www.fbo.gov.
- Do not send information to the highest official that you can find. It is more effective to send information to the contracting office, the Small Business Specialist, or the appropriate program official.
- Explore subcontracting opportunities.
- Attend agency sponsored vendor outreach sessions, trade fairs, and other business networking events.