Welcome to the 2020 FDA Virtual Small Business Fair

Virtual Event

June 9, 2020

Welcome

Leonard Grant

Director of the Office of Acquisitions & Grants Services, FDA

HCA Welcome

- The Food and Drug Administration (FDA) recognizes that Small Businesses are the backbone of the US Economy.

  o **America's 30 million small business owners are the engine of job creation and economic growth in this country.**

- FDA takes the role of competing and awarding contracts to the Small Business Community seriously.

  o **OAGS historically meets or exceeds its annual Small Business Goals (except for HUBZone).**

  o **Over the years we've hosted two annual Small Business Fairs; one general and one targeting either HUBZones or SDVOSBs.**

  o **As a result of the current health crisis only hosting one in FY20 (virtual).**

  o **Starting to collect and plan for FY21 requirements**

- OAGS staff works closely with the SBA, HHS OSDBU, and our Small Business Specialist (Natasha Boyce) to support access to federal contracting opportunities within the FDA.

- Take advantage of this virtual event and the opportunities provided to understand our mission, meet and network with the attending FDA staff (to include Contracting, Program, and the CTO).

OFBA
Office of Finance, Budget & Acquisitions

Opening Remarks

Vid Desai

Chief Technology Officer, FDA

OIMT TMAP Priorities

Office of Information Management and Technology (OIMT)

February 2020

OIMT Strategic Direction

The FDA's Technology Map (TMAP) drives the direction of the organization's IT strategy for FY 2020 and beyond. The TMAP focuses on **five strategic priorities**.

These priorities are designed to **enhance the mission capabilities** of all FDA Centers/Offices.

Cloud Forward
Implement repeatable processes, provide packaged cloud offerings, and ensure that our infrastructure is built to support agile migration of FDA applications into Cloud.

Financial Management
Better align the overall infrastructure investment and gain better insight on IT Spend which will allow for better management of lifecycle costs

User Experience
Market and communicate IT offerings and strategies and develop standards and best practices to deliver services to our customers.

Process Improvements
Nail the fundamentals to stabilize the infrastructure and implement an asset management program which will provide improved lifecycle planning.

People and Culture
Provide needed support, training and tools to empower and encourage staff.

OIMT | Office of Information Management and Technology

FDA Office of Acquisitions and Grants Services Overview

Bryan Jones

Director of Division of Policy, Systems, and Program Support, OAGS

We Enable FDA's Mission

FDA is responsible for:

- **Protecting the public health** by assuring foods, drugs (human and veterinary), biological products, medical devices, cosmetics, and dietary supplements are safe and properly labeled; and ensuring the safety of our nation's food supply, cosmetics, and products that emit radiation.

- **Protecting the public** from electronic product radiation.

- **Regulating tobacco products**; including the manufacturing, marketing, and distribution of tobacco products and to reduce tobacco use by minors.

- **Advancing the public health** by helping to speed product innovations that make medical products more effective and safer.

- **Helping the public get accurate science-based information** to use medicines, devices, and foods to improve their health.

- **Plays a role in the Nation's counterterrorism capability** by ensuring the security of the food supply and by fostering development of medical products to respond to deliberate and naturally emerging public health threats.

What FDA's Mission Means for OAGS

- **The Food and Drug Administration is responsible for protecting the public health by ensuring the safety, efficacy, and security of human and veterinary drugs, biological products, and medical devices; and by ensuring the safety of our nation's food supply, cosmetics, and products that emit radiation.**

- **FDA also has responsibility for regulating the manufacturing, marketing, and distribution of tobacco products to protect the public health and to reduce tobacco use by minors.**

- **FDA is responsible for advancing the public health by helping to speed innovations that make medical products more effective, safer, and more affordable and by helping the public get the accurate, science-based information they need to use medical products and foods to maintain and improve their health.**

- **FDA also plays a significant role in the Nation's counterterrorism capability. FDA fulfills this responsibility by ensuring the security of the food supply and by fostering development of medical products to respond to deliberate and naturally emerging public health threats.**

OAGS Mission, Vision, & Goals

FDA

Mission

Our mission is to provide **high quality acquisitions and assistance agreements outcomes** to FDA.
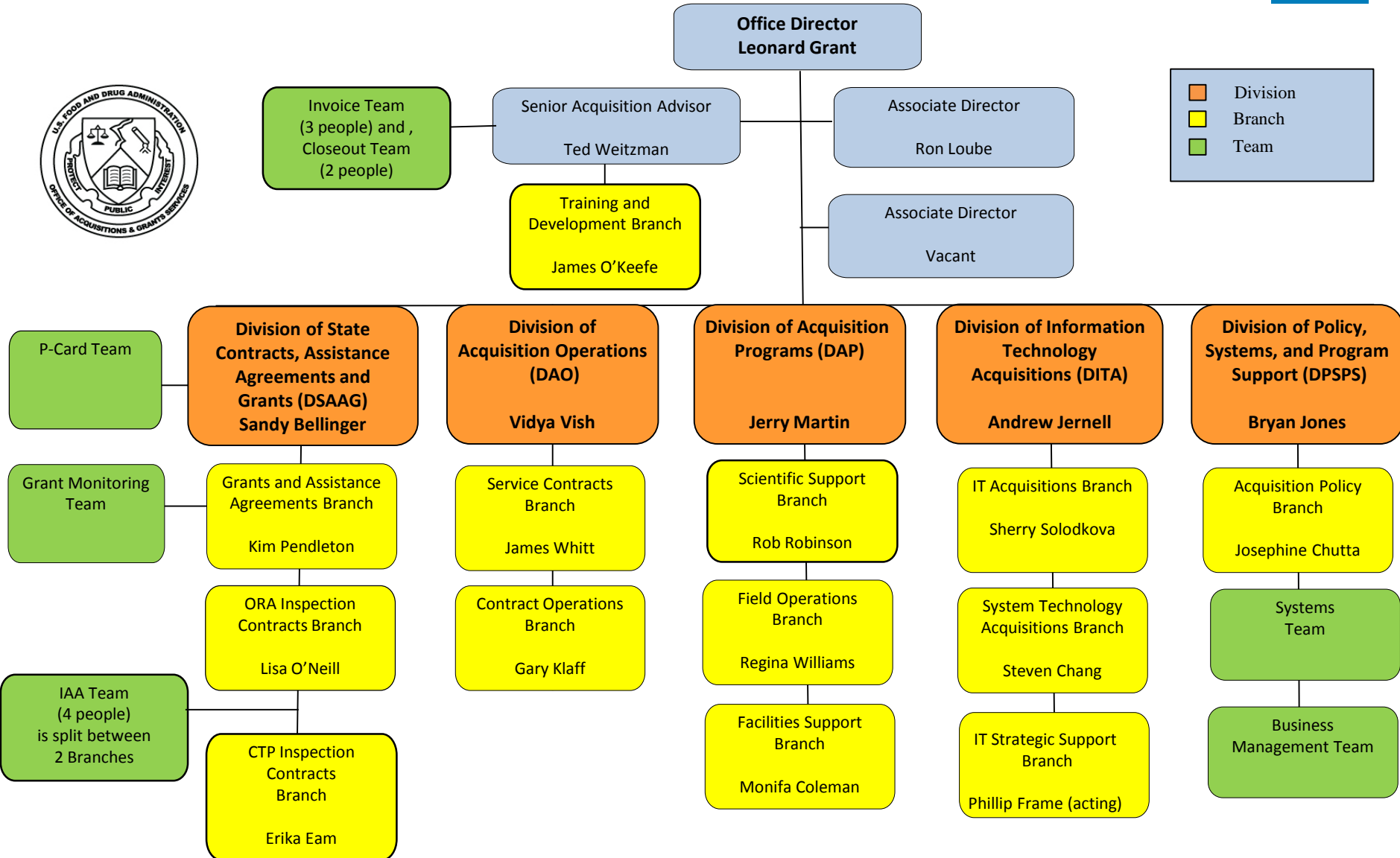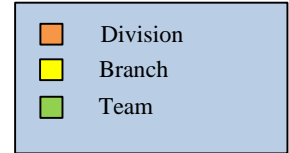
Vision

Our goal is to be an acquisition center of excellence by fostering **strategic collaboration** with our partners and **empowering our workforce** to achieve results that protect and promote the health of all Americans while maintaining the public trust.
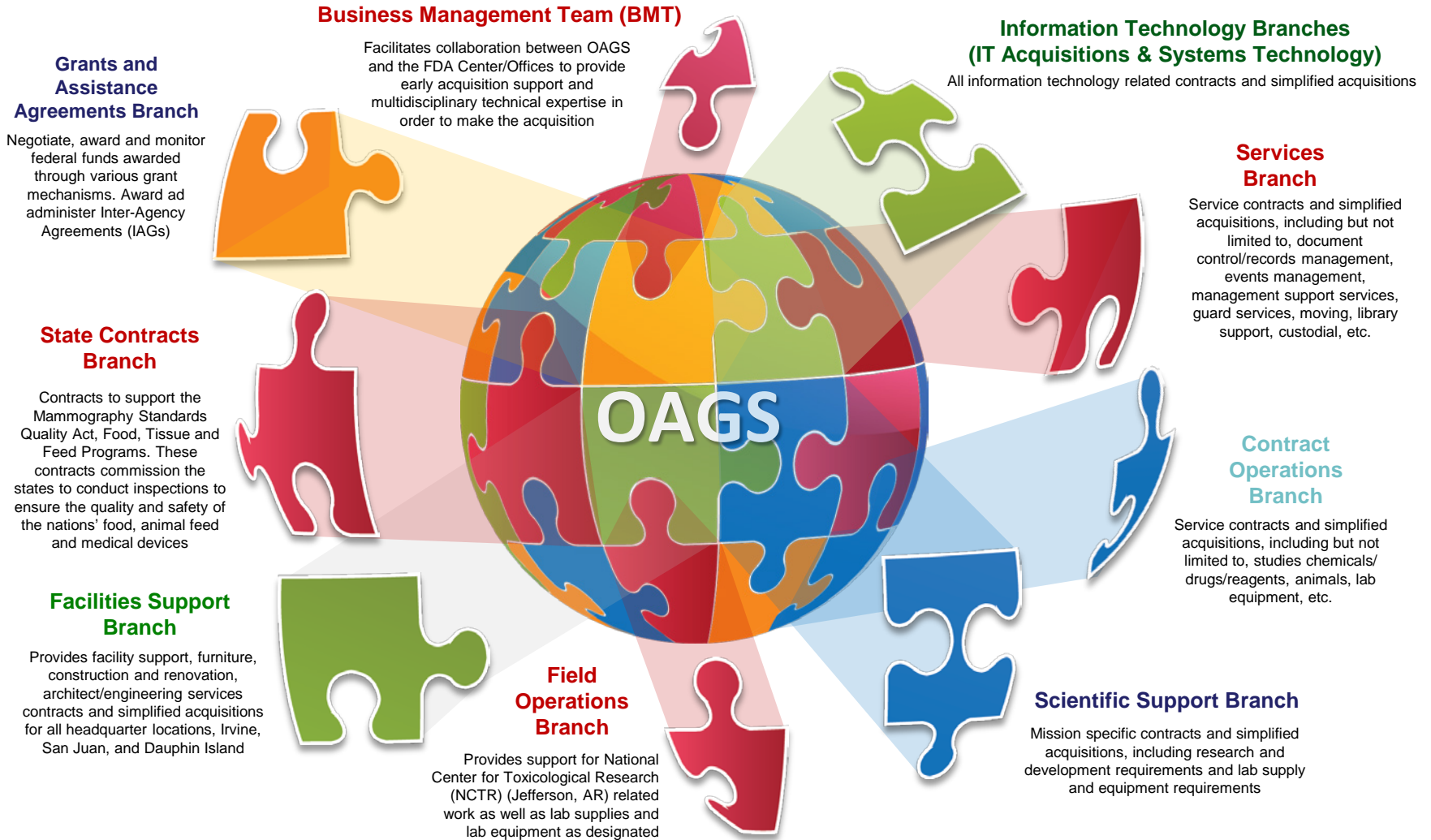
Goals

1. **Build effective partnerships with our FDA Customers and Stakeholders**

2. **Mature our Acquisition Practices**

3. **Institute a Performance Culture**

4. **Develop our Organization and our People**

OFFICE OF ACQUISITIONS AND GRANTS SERVICES

FDA

Office Director
Leonard Grant

Invoice Team
(3 people) and ,
Closeout Team
(2 people)

Senior Acquisition Advisor

Ted Weitzman

Associate Director

Ron Loube

Training and
Development Branch

James O'Keefe

Associate Director

Vacant

Legend:
- Division (orange)
- Branch (yellow)
- Team (green)

P-Card Team

Division of State Contracts, Assistance Agreements and Grants (DSAAG)
Sandy Bellinger

Division of Acquisition Operations (DAO)
Vidya Vish

Division of Acquisition Programs (DAP)
Jerry Martin

Division of Information Technology Acquisitions (DITA)
Andrew Jernell

Division of Policy, Systems, and Program Support (DPSPS)
Bryan Jones

Grant Monitoring
Team

Grants and Assistance
Agreements Branch

Kim Pendleton

Service Contracts
Branch

James Whitt

Scientific Support
Branch

Rob Robinson

IT Acquisitions Branch

Sherry Solodkova

Acquisition Policy
Branch

Josephine Chutta

ORA Inspection
Contracts Branch

Lisa O'Neill

Contract Operations
Branch

Gary Klaff

Field Operations
Branch

Regina Williams

System Technology
Acquisitions Branch

Steven Chang

Systems
Team

IAA Team
(4 people)
is split between
2 Branches

CTP Inspection
Contracts
Branch

Erika Eam

Facilities Support
Branch

Monifa Coleman

IT Strategic Support
Branch

Phillip Frame (acting)

Business
Management Team

How We are Organized

FDA

Grants and Assistance Agreements Branch

Negotiate, award and monitor federal funds awarded through various grant mechanisms. Award ad administer Inter-Agency Agreements (IAGs)

Business Management Team (BMT)

Facilitates collaboration between OAGS and the FDA Center/Offices to provide early acquisition support and multidisciplinary technical expertise in order to make the acquisition

Information Technology Branches (IT Acquisitions & Systems Technology)

All information technology related contracts and simplified acquisitions

Services Branch

Service contracts and simplified acquisitions, including but not limited to, document control/records management, events management, management support services, guard services, moving, library support, custodial, etc.

State Contracts Branch

Contracts to support the Mammography Standards Quality Act, Food, Tissue and Feed Programs. These contracts commission the states to conduct inspections to ensure the quality and safety of the nations' food, animal feed and medical devices

OAGS

Contract Operations Branch

Service contracts and simplified acquisitions, including but not limited to, studies chemicals/ drugs/reagents, animals, lab equipment, etc.

Facilities Support Branch

Provides facility support, furniture, construction and renovation, architect/engineering services contracts and simplified acquisitions for all headquarter locations, Irvine, San Juan, and Dauphin Island

Field Operations Branch

Provides support for National Center for Toxicological Research (NCTR) (Jefferson, AR) related work as well as lab supplies and lab equipment as designated

Scientific Support Branch

Mission specific contracts and simplified acquisitions, including research and development requirements and lab supply and equipment requirements

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Goals and Statistics

FY19 Statistics for OAGS

FDA

Purchase Card Data	FY 17	FY 18	FY 19
Transaction	$65.8 M	$66.2 M	$70.6 M
# of Transactions	99,260	92,225	87,172
Cardholder Accounts (Average)	847	815	804
Convenience Check Spend	$142,315	$153,822	$118,584
Convenience Check Transaction #	178	146	124
Rebates Earned	$1.03 M	$0.94 M	$1.05 M

Grant Data	FY 17	FY 18	FY 19
New Competing Grants	161	165	145
Non-competing Continuation Grants	385	389	405
Total Obligated	$187.2 M	$199.2 M	$225M

Fiscal Year Totals*	FY 17	FY 18	FY 19
Actions Awarded	8,141	6,074	6,115
Total Obligated	$1.76 B	$2.00 B	$2.11B

*Doesn't include P-Card Data which is obligated external to OAGS nor IAA Reimbursable Dollars which are not considered obligations.

Interagency Agreement Data	FY 17	FY 18	FY 19
Reimbursable IAAs	64	55	61
Reimbursable IAA Dollar Value (Funds-in)	$42.7 M	$33 M	$32 M
Service IAAs (Funds-out)	625	601	478
Service IAAs Total Value	$271.8 M	$402.7 M	$288.8 M
Total Awarded	689	656	539
Total Obligated	$271.8 M	$402.5 M	$320.8 M

Contracts (Including PO) Data (DCIS)	FY 17	FY 18	FY 19
Awarded Contracts	6,906	4,864	5,087
Total Obligated	$1.3 B	$1.4 B	$1.6 B

FY19 Statistics for OAGS

NUMBER OF ACTIONS BY CENTER FY19

- CBER, 515, 10%
- CDER, 971, 19%
- CDRH, 268, 5%
- CFSAN, 444, 9%
- CTP, 374, 7%
- CVM, 140, 3%
- NCTR, 267, 5%
- OC, 830, 16%
- OIMT, 380, 8%
- ORA, 898, 18%
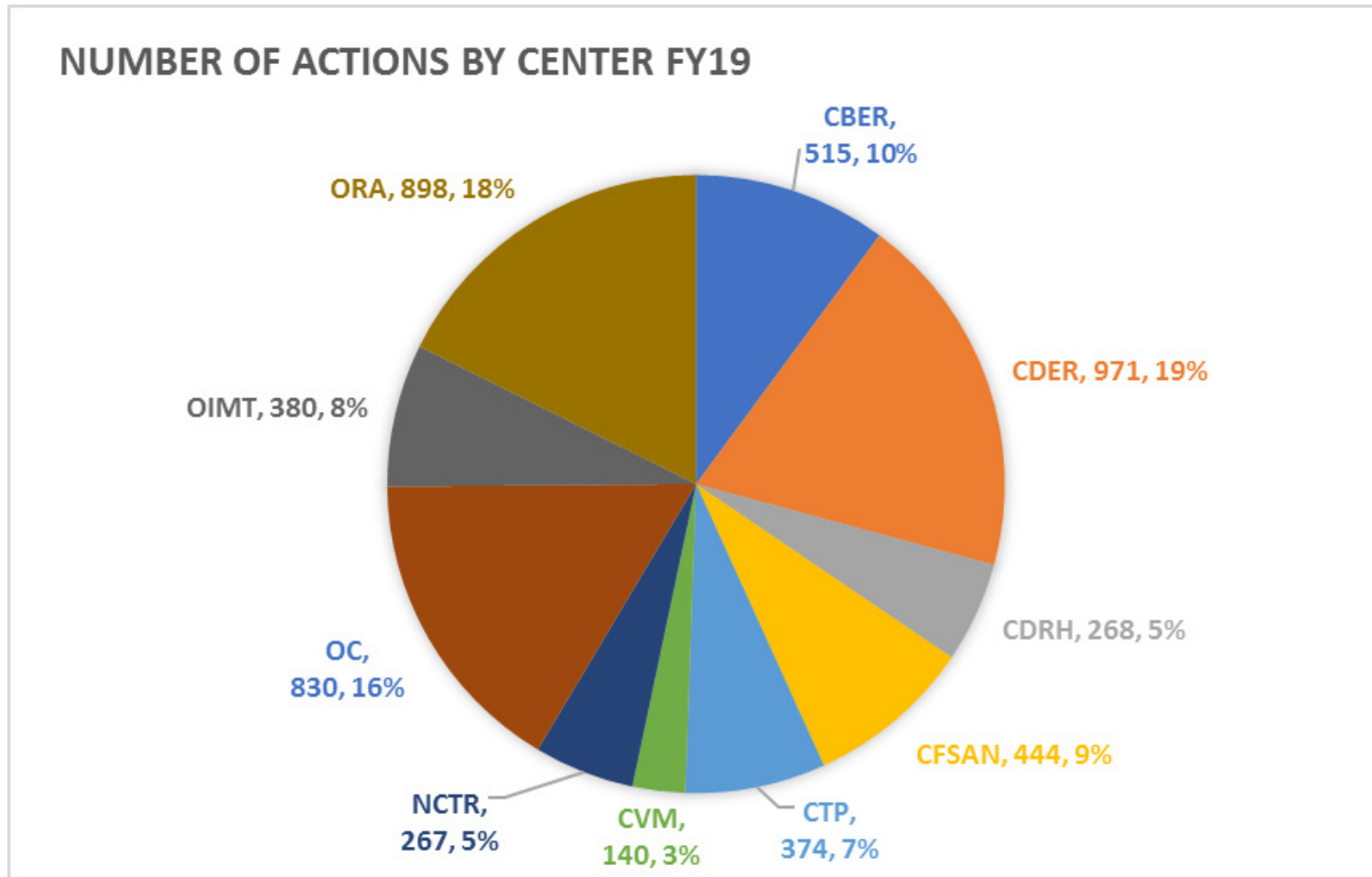
Note: This data only represents Contract Awards, not IAAs or Grants

FY19 Statistics for OAGS

FDA

AMOUNT OBLIGATED BY CENTER FY19

ORA, $106,494,819.26 , 7%

CBER, $106,993,281.58 , 7%

CDER, $342,839,066.74 , 21%

OIMT, $263,744,360.05 , 16%

CDRH, $53,973,471.86 , 3%

CFSAN, $67,551,460.83 , 4%

OC, $247,293,658.22 , 15%

NCTR, $27,712,332.23 , 2%

CVM, $11,793,728.20 , 1%

CTP, $382,578,437.40 , 24%
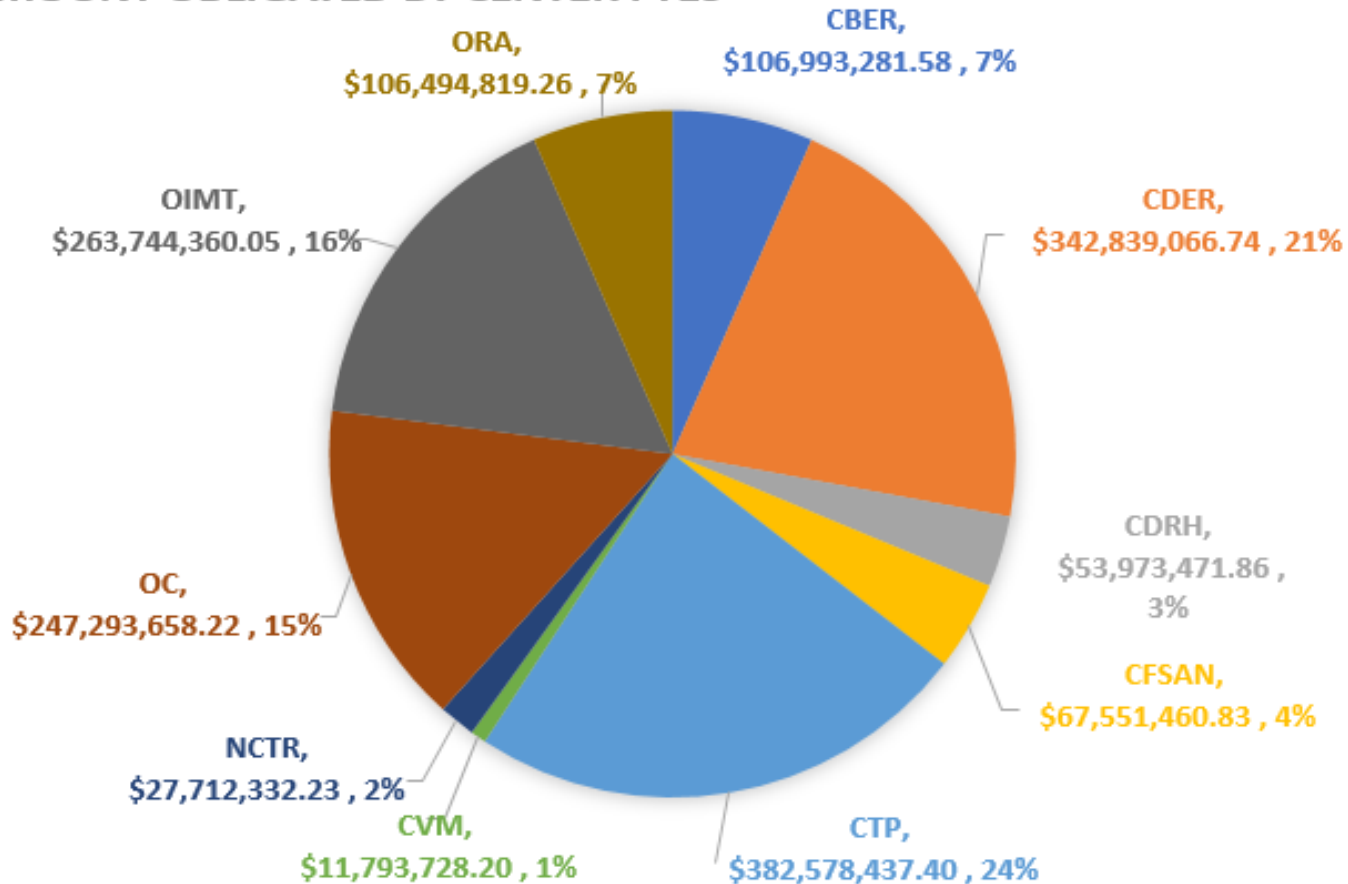
Note: This data only represents Contract Awards, not IAAs or Grants

FDA SOCIOECONOMIC GOALS

FDA

Small Business Award Categories	FY Goal*	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20, as of 04/20
Small Businesses	38% (35% until FY14) (43% in FY 14)	48.93%	43.28%	50.10%	48.5%	39.64%	36.8%	39.06%	92.31%
Small Disadvantaged Businesses	5.0%	30.69%	25.28%	29.50%	27.9%	24.31%	25.0%	27.14%	41.74%
Women-Owned Small Businesses	5.0%	9.92%	13.63%	15.90%	17.8%	14.22%	14.1%	14.13%	39.82%
HubZone Businesses	3.0%	2.59%	3.61%	2.20%	2.0%	1.40%	1.8%	2.75%	1.24%
Service Disabled Veteran Owned	3.0%	2.14%	2.93%	3.17%	4.9%	3.42%	3.4%	2.81%	7.94%

In 2019, FDA awarded more than $621 Million to Small Businesses!!!

FY 19 - TOP 20 NAICS BY ACTIONS

FDA

Rank	NAICS Code	Description	Contract Actions	% of Total Actions
1	334516	ANALYTICAL LABORATORY INSTRUMENT MANUFACTURING	453	14.3%
2	541519	OTHER COMPUTER RELATED SERVICES	400	12.6%
3	541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	280	8.8%
4	541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	188	5.9%
5	923120	ADMINISTRATION OF PUBLIC HEALTH PROGRAMS	188	5.9%
6	811219	OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE	187	5.9%
7	561210	FACILITIES SUPPORT SERVICES	96	3.0%
8	541512	COMPUTER SYSTEMS DESIGN SERVICES	95	3.0%
9	541511	CUSTOM COMPUTER PROGRAMMING SERVICES	77	2.4%
10	511210	SOFTWARE PUBLISHERS	74	2.3%
11	541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES	56	1.8%
12	511120	PERIODICAL PUBLISHERS	46	1.5%
13	541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	38	1.2%
14	325414	BIOLOGICAL PRODUCT (EXCEPT DIAGNOSTIC) MANUFACTURING	36	1.1%
15	561320	TEMPORARY HELP SERVICES	35	1.1%
16	541380	TESTING LABORATORIES	33	1.0%
17	611430	PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING	32	1.0%
18	334111	ELECTRONIC COMPUTER MANUFACTURING	29	0.9%
19	518210	DATA PROCESSING, HOSTING, AND RELATED SERVICES	28	0.9%
20	333315	PHOTOGRAPHIC AND PHOTOCOPYING EQUIPMENT MANUFACTURING	27	0.9%
		Grand Total	**3168**	**100%**

FY 19 - TOP 20 NAICS BY DOLLARS **FDA**

Rank	NAICS Code	Description	Dollars Obligated	Average	% of Dollars Obligated
1	541519	OTHER COMPUTER RELATED SERVICES	$272,515,647	$681,289	16.8%
2	541810	ADVERTISING AGENCIES	$204,692,293	$34,115,382	12.6%
3	541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	$202,794,933	$724,268	12.5%
4	541512	COMPUTER SYSTEMS DESIGN SERVICES	$184,578,989	$1,942,937	11.4%
5	541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	$104,232,639	$554,429	6.4%
6	541511	CUSTOM COMPUTER PROGRAMMING SERVICES	$95,877,390	$1,245,161	5.9%
7	518210	DATA PROCESSING, HOSTING, AND RELATED SERVICES	$68,914,020	$2,461,215	4.3%
8	923120	ADMINISTRATION OF PUBLIC HEALTH PROGRAMS	$66,599,236	$354,251	4.1%
9	334516	ANALYTICAL LABORATORY INSTRUMENT MANUFACTURING	$45,355,891	$100,123	2.8%
10	541380	TESTING LABORATORIES	$40,930,484	$1,240,318	2.5%
11	541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	$31,484,461	$828,538	1.9%
12	541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES	$29,327,765	$523,710	1.8%
13	541513	COMPUTER FACILITIES MANAGEMENT SERVICES	$25,310,667	$2,812,296	1.6%
14	561210	FACILITIES SUPPORT SERVICES	$21,635,763	$225,373	1.3%
15	334111	ELECTRONIC COMPUTER MANUFACTURING	$21,377,180	$737,144	1.3%
16	541714	RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY (EXCEPT NANOBIOTECHNOLOGY)	$13,446,033	$747,002	0.8%
17	541711	RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY	$12,809,462	$640,473	0.8%
18	541720	RESEARCH AND DEVELOPMENT IN THE SOCIAL SCIENCES AND HUMANITIES	$12,542,603	$836,174	0.8%
19	511210	SOFTWARE PUBLISHERS	$10,894,634	$147,225	0.7%
20	811219	OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE	$9,503,463	$50,821	0.6%
	Grand Total		**$1,619,421,580**	**$511,181**	**100%**

Commodities and Services Purchased

FDA

- ❑ Information Technology services, hardware and software
- ❑ Telecommunication products
- ❑ A/V Equipment and maintenance
- ❑ Scientific software
- ❑ Office furniture, equipment, and supplies
- ❑ Animal feed
- ❑ Bedding and cages
- ❑ Chemicals and supplies
- ❑ Reagents
- ❑ Pharmaceuticals, drugs, and intravenous solutions
- ❑ Electronic components and supplies
- ❑ X-ray equipment
- ❑ Scientific equipment
- ❑ Laboratory furniture, equipment, and supplies
- ❑ Animals for research (including horses, calves, cats, dogs, guinea pigs, chicks, hens, etc.)

Commodities and Services Purchased

- Research studies
- Investigations, surveys
- Tests and analyses of a scientific or medical nature
- Examinations, surveys, 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

What FDA Regulates

FDA

HOW TO DO BUSINESS WITH THE FDA

Know the Rules

Federal Acquisition *Regulation* – primary regulation for use by all Federal Executive agencies in their acquisition of supplies and services

HHSAR -The Department of Health and Human Services (HHS) Acquisition Regulation (HHSAR) establishes uniform HHS acquisition policies and procedures that implement and supplement the FAR.

Contains HHS —

- Requirements of law;
- HHS-wide policies;
- Deviations from FAQ requirements

GAO Case Law/Protest Decisions – follow and review

Doing Business with the FDA (1 of 3)

- **Contact Small Business Program Office: www.hhs.gov/about/smallbusiness/**

- **The FDA Forecast Information can be found on the HHS SBCX website: https://mysbcx.hhs.gov/#home**
  - o Click to Government, then Forecast Opportunities, and make a SBCX Account

- **Obtain a DUNS number from Dun & Bradstreet and Register in System for Award Management (SAM).**
  - ➢ A DUNS number is a business identification number and businesses must have a DUNS number to do business with the Federal Government. You must be registered in SAM to do business with the Federal government. www.sam.gov

Doing Business with the FDA (2 of 3)

- **Market Your Business to the Right Contacts and know what FDA buys.**
  - ➢ 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.

- **Visit SAM.gov at https://beta.sam.gov/ & Search by Contract Opportunities**

- **Attend Agency Sponsored Vendor Outreach Sessions, Trade Fairs, and Other Business Networking Events.**
  - ➢ HHS conducts monthly outreach session.
  - ➢ Networking and teaming opportunities.

- **Explore Subcontracting Opportunities; Large Businesses interested in Partnering Information emailed to registrants.**

Doing Business with the FDA (2 of 3)

FDA

- **Respond to Requests for Information (RFI) / Sources Sought Notices**
  - ➢ Submit sufficient details to support contractor capabilities.

- **Obtain one or more GSA Schedule contracts and/or GWACs.**
  - ➢ Being on schedule and/or a GWAC makes good "business sense" and will provide your company with multiple options.

- **Maintain High Standards of Integrity.**
  - ➢ Do not attempt to act outside of the boundaries set in the FAR and various agencies supplements.
  - ➢ Federal officials involved in the procurement process are limited in what information they can disclose to whom and when. Do not pressure them for additional information and do not attempt to circumvent the boundaries set.

Sources Sought Objectives

- What a Sources Sought actually seeks
  - Evidence of <u>relevant</u> experience and expertise
  - <u>Capacity</u> to provide necessary resources
  - Succinct demonstration of <u>understanding</u> of synopsized requirement
  - Evidence of prior <u>adaptability</u>, e.g., teaming, staffing scalability, obtaining expertise
  - Ability to meet the <u>specific need</u> synopsized

- Most of all, a sources sought seeks **DISCRIMATORS**

- Tailor response specifically to the sources sought and provide supporting evidence.

- Document your SB category within NAICS code size standard listed for the proposed acquisition

Effective Capability Statement

- Generally One Page
- Tailor for Specific FDA Center/Program Office
- Core Competencies
- **Differentiators**
- Team Members/ Subcontractors
- Past Performance
- Visually interesting and appealing

Title this document

CAPABILITY STATEMENT

Show your logo and contact information, with a specific person's name, phone and email.

This is a CONTENT guide, not a design guide. Add color & graphic elements as appropriate.

Use this section title: Core Competencies

Short introduction statement relating the company's core competencies to the agency's specific needs followed by key-word heavy bullet points

Tips:
- No long paragraphs.
- Use 2-3 short sentences followed by keyword heavy bullet points
- Create a new document for each agency, prime or teaming opportunity
- Tailor each Capability Statement to the agency mission or specific opportunity
- Call this document a Capability Statement
- Preferably, this Capability Statement is one page, one side
- Go to two sides only if absolutely necessary
- Save and distribute as a PDF, not a Word, PowerPoint or other format
- Keep the file format small, definitely under 1MB
- Use the whole page, keep page margins small

Section Title: Past Performance

List past customers for whom you have done *similar* work. Prioritize by related agency, to all federal to other government to commercial contracts. If the past projects do not relate to the targeted agency's needs, do not list it.

Tip: Ideally, include specific contract details and contact information for immediate references. Include name, title, email, & phone.

Section Title: Differentiators

Identify what makes you different from your competitors and how this benefits the targeted agency

Tip: Relate your key differentiators to specific needs of the agency, prime or teaming partner.

COMPANY DATA

One very brief company description detailing *pertinent* data.

Tips: Readers will visit your web site for additional information. Make sure your web site is constantly updated and government-focused. Use graphics if they help tell your story and describe your fit with the target.

List Specific Pertinent Codes and Data:
- DUNS
- CAGE Code
- NAICS (a reasonable number, fewer than 10)
- Socio-economic certifications: 8(a), HUB Zone, SBVOSB, WOSB.
- Accept Credit and Purchase Cards
- GSA Schedule Contract Number(s) and SIN
- Other federal contract vehicles
- BPAs and other federal contract numbers
- Pertinent teaming agreements

Your logo, address, phone numbers (voice, mobile and fax) email, web site and other related contact information.

Request For Proposal (RFP) Pointers

- Are you capable? Make an intelligent/informed business decision

- Read, read, and re-read: SOW/SOO, proposal instructions, and evaluation criteria

- Answer the mail: "How" are you are going to do the job – do not parrot back the RFP

- Demonstrate your understanding of the requirement (provide your unique solution) & substantiate your costs

- Pay attention to page limitations

- Be aware of Best Value - Lowest cost does not always win

- Always request a debriefing. Learn how to improve

In Summary…. What Really Works?

- **Review HHS Small Business website /Attend Outreach**
- **Know agency mission (which agencies procures your products/services)**
- **Understand federal acquisition process (FAR and agency rules)**
- **Obtain GSA Schedule**
- **Procurement Forecast**
- **FedBizOpps**
- **Past Performance**
- **Subcontracting Opportunities**

Key Opportunities in DITA

FDA

OAGS DIVISION	Purchase Request Title	Detailed Description	Opportunity Type	Anticipated RFP/RFQ Release	Center
DITA	CVM IT Support Services	This is for the development and maintenance of all of various IT systems/applications in CVM.	Greater than $250K	FY21	CVM
DITA	Scientific Computing Support Services	This is an enterprise-wide vehicle for scientific computing support.	Greater than $250K	FY21	Enterprise
DITA	CTP IT Support Services	Multiple award BPA to be awarded; subcontracting opportunities available when task orders are competed	Greater than $250K	FY21	CTP
DITA	FDA IT Helpdesk	The purpose of this contract is to obtain IT support services providing the full range of technical support, project management, and call center management services necessary to manage and maintain a multi-tier IT helpdesk call center; support for account management and peripheral devices; and support for the assessment and validation of new or updated technologies.	Greater than $250K	FY21	OIMT
DITA	FDA Data Center	Running the FDA's data centers and information technology (IT) infrastructure, and to conduct an inventory of the FDA's data centers and IT infrastructure, including hardware and software components. The Contractor shall manage the FDA's data centers, subtask areas include providing Enterprise services, Data Center Operations, Application Operations, Database Operations, and running the System Management Center (SMC) (includes the FDA's SOC and NOC). The Contractor shall manage the FDA's IT infrastructure (Infrastructure Operations). The Contractor shall periodically inventory the hardware and software which comprise the FDA's data centers and IT infrastructure.	Greater than $250K	FY21	OIMT

Key Opportunities in DAP

FDA

OAGS DIVISION	Purchase Request Title	Detailed Description	Opportunity Type	Anticipated RFP/RFQ Release	Center
DAP	Mechanical/Electrical/Plumbing (MEP) Engineering Services	Indefinite Delivery/ Indefinite Quantity (IDIQ) contract type for Mechanical/Electrical/Plumbing (MEP) Engineering Services contract obligating the contractor to provide all predesign, design and post-design services required by the Food and Drug Administration at the Jefferson Lab Complex in Jefferson, AR.	Greater than $250K	FY20	OFEMS
DAP	Architectural and Engineering (A&E) Services	Indefinite Delivery/ Indefinite Quantity (IDIQ) contract type for Architect & Engineering (A&E) Design Services contract obligating the contractor to provide all predesign, design and post-design services required by the Food and Drug Administration at the Jefferson Lab Complex in Jefferson, AR.	Greater than $250K	FY20	OFEMS
DAP	(BEST) Initiative: Community Engagement and Development Initiative Solicitation Number: FDA-20-223-SOL-1224066	A convener organization to provide the FDA with support to collaborate with FDA staff to convene meetings or workshops; coordinate or conduct methods development activities; conduct training and outreach to educate FDA staff and external stakeholders on the CBER BEST system.	Greater than $250K	FY20	CBER

Key Opportunities in DAP

FDA

OAGS DIVISION	Purchase Request Title	Detailed Description	Opportunity Type	Anticipated RFP/RFQ Release	Center
DAP	BEST IDIQ #3	The U.S. Food and Drug Administration (FDA), Center for Biologics Evaluation and Research (CBER) has a requirement to: 1) provide FDA with indirect access to large-scale de-identified United States (US) health care data of tens of millions of patients particularly adjudicated administrative claims data but also electronic health records (EHR) data sources (if available) using a distributed data network which may use a common data model (CDM). The data sources shall provide longitudinal health care data (particularly adjudicated administrative claims) for participating patients and 2) provide access to full medical charts of patients whose health care data (particularly adjudicated administrative claims) are available for review, abstraction, and adjudication in the context of biologic products surveillance activities	Subcontracting Possibility	FY20	CBER
DAP	Transfusion-Transmissible Infections Monitoring System (TTIMS) Donation Database Coordinating Center (DDCC)	The U.S. Department of Health and Human Services, Food and Drug Administration (FDA), Center for Biologics Evaluation and Research (CBER), has a requirement for a Transfusion Transmissible Infections Monitoring System (TTIMS) – Donation Database Coordination Center (DDCC)	Subcontracting Possibility	FY20	CBER

Key Opportunities in DAO

FDA

OAGS DIVISION	Purchase Request Title	Detailed Description	Opportunity Type	Anticipated RFP/RFQ Release	Center
DAO	Security Installation and Maintenance	The purpose of this IDIQ contract will be to obtain security installation and maintenance services. The FDA expects to achieve the following outcomes: Enhance FDA's ability to continually maintain and monitor the performance of all physical security systems; Enable FDA to remain at a state of readiness to ensure that all physical security assets are inspected and certified; Enable FDA to rapidly and effectively respond to urgent physical security related situations; Enhance FDA's ability to accurately retain data and physical security maintenance records; Effectively maintain of all hardware and software associated with the FDA security systems throughout the United States and U.S territories; Effectively address FDA's future requirements by installing new systems and updating or modifying existing systems.	Greater than $250,000	FY 20	OC
DAO	Training Services for ORA Center of Excellence	The Office of Regulatory Affairs (ORA) seeks to develop, acquire and deliver advanced technical training to meet the science, engineering and technology training needs of FDA investigators and compliance staff for the ORA Center of Excellence. This new training will complement existing ORA Office of Training, Education and Development (OTED) training by focusing on more complex scientific and technical curricula. The initial focus of the ORA Center of Excellence will be on medical products. The trainees will at a minimum have 30 credit hours of science. Some will have a background in chemistry, biochemistry, microbiology or engineering.	Greater than $250,000	FY20	ORA

OAGS Contact Information

FDA

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Natasha Boyce, Small Business Specialist, 301-796-3145, natasha.Boyce@fda.hhs.gov or natasha.Boyce@hhs.gov

Please use the Q&A Pod to send in Questions.

CDER Office of Business Informatics Opportunities for Small Businesses

Ekaterina (Kat) Leistner

OBI Acquisition Liaison

Office of Business Informatics (OBI) At a Glance
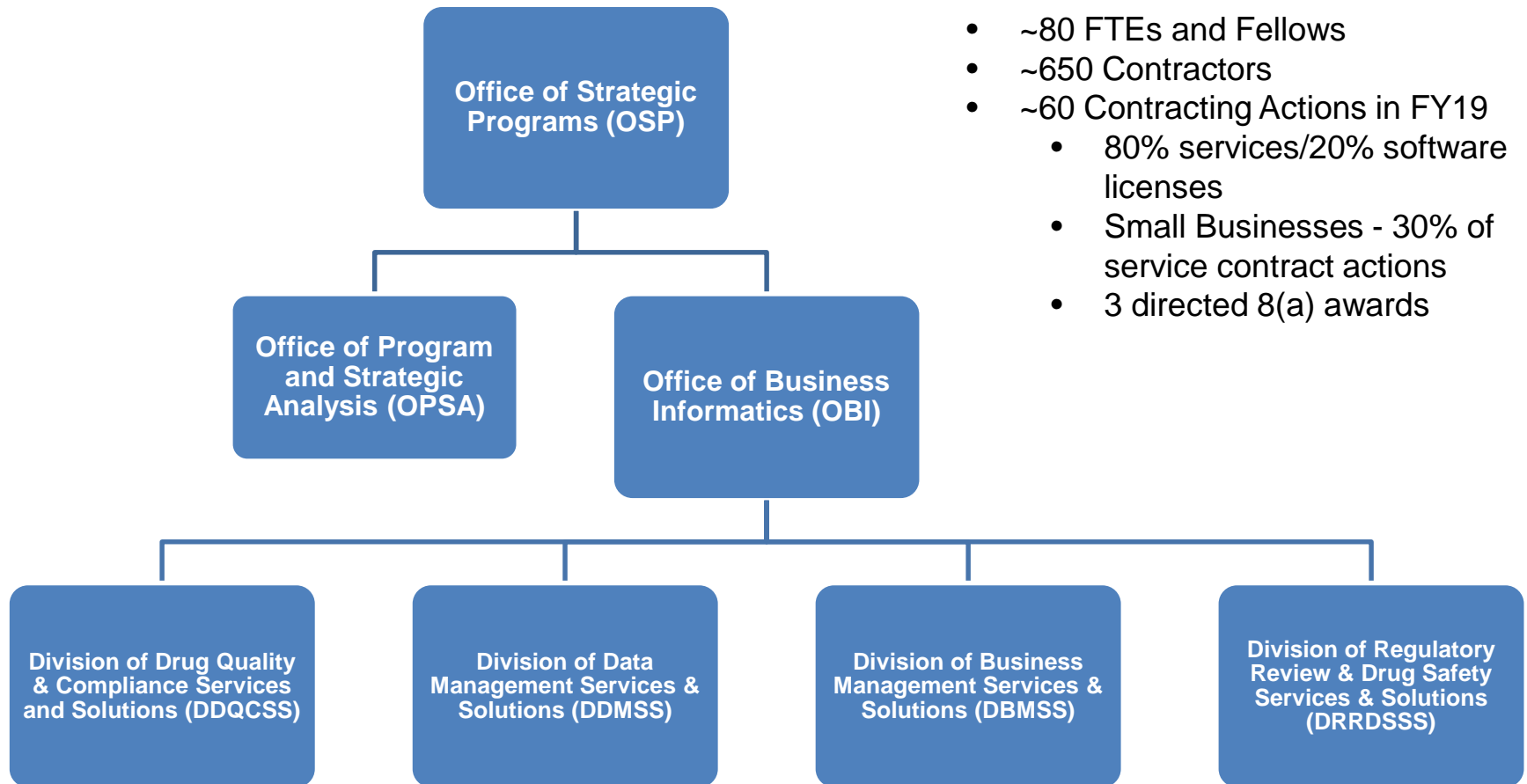
- ~80 FTEs and Fellows
- ~650 Contractors
- ~60 Contracting Actions in FY19
  - 80% services/20% software licenses
  - Small Businesses - 30% of service contract actions
  - 3 directed 8(a) awards

Office of Strategic Programs (OSP)

Office of Program and Strategic Analysis (OPSA)

Office of Business Informatics (OBI)

Division of Drug Quality & Compliance Services and Solutions (DDQCSS)

Division of Data Management Services & Solutions (DDMSS)

Division of Business Management Services & Solutions (DBMSS)

Division of Regulatory Review & Drug Safety Services & Solutions (DRRDSSS)

CDER
INFORMATICS

Office of Business Informatics (OBI)

- Creates products to ensure that safe drugs are distributed in the United States

- Serves as a bridge between FDA business units and technology

- Leads the modernization and operation of integrated data management, integrated workflow management, cloud collaboration, capabilities, business intelligence and publishing

- Works on a variety of projects and cutting-edge technologies— Appian, AWS, Cloud, Informatica, Salesforce, and Tableau

- Collaborative work environment

- Drives innovation and goes above and beyond

- Leadership recently honored with the FED HEALTH IT 100 award and 2020 Informatica Intelligent Disruptor Award.

Regulatory Review Systems Production Support - FY21

Business Analysis (BA), Production Support, and Data Quality support for both the existing DARRTS (Document Archiving, Reporting, and Regulatory Tracking System) program and the transition from DARRTS into the CDER Informatics work management capabilities in order to keep CDER IT systems available and functioning for the user community.

CDER Business Process User Support – FY21

Center Information Technology Liaison (CITL) and end user support for GDUFA/ACA6004, CDER Direct and eSub. Produce reports explaining problem resolution, metrics, and an inventory of inquiries.

Platform Testing

Perform integration testing across the CDER Informatics Platform using real-world scenarios for evaluating communications between impacted systems, components, and other applications.

CDER
INFORMATICS

Communication and Training – FY22

Develop training interventions and strategic communication/outreach programs that prepare and inform CDER employees and stakeholders how to operate the CDER Informatics Platform so stakeholders can use tools and information available to them.

CDER
INFORMATICS

Resource Outreach Support and Marketing for the Informatics Program – FY21

Perform outreach and recruitment services to assist in sourcing qualified operations research analysts, computer scientists, interdisciplinary scientists, and project manager candidates in response to OBI vacancy announcements and to refer those candidates to the appropriate vacancy announcements.

CDER
INFORMATICS

Document Control Center and Records and Information Management

- **Document Room Operations –** Ensure the continuity of the mission critical operation that processes and manages all incoming regulatory submissions throughout the life-cycle of the CDER review process.

- **Scanning –** Reduce the volume of paper submission and accelerate the movement towards a more electronic environment. Improve scanning and conversion processing methods to reduce processing times. Enhance the security controls on this confidential and sensitive material by eliminating physical transport of materials to Reviewer Community. Compliance with future regulatory mandates requiring movement towards a 100% electronic records information management environment.

- **Records Management Initiative –** Promote the management of records throughout their lifecycle in an economical, efficient, and effective manner. Manage the disposition of all records created, received, and used by the Agency to conduct official business, regardless of the media (i.e. paper, audiovisual, video, cartographic, or electronic formats).

CDER
INFORMATICS

PMO and CPIC Support

- Support the Information Technology Investment Management (ITIM) needs for all IT spending across all CDER offices

- OBI Capital Planning and Investment Control Budget Management, Acquisition Support, Cost Modeling / Verification Support

CDER
INFORMATICS

Thank You

Please use the Q&A Pod to send in Questions.

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OBI Acquisition Liaison

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Questions?

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CDER
INFORMATICS

OIMT: FY21 Acquisitions

Jody O'Kash

IT Acquisition Liaison, OIMT, DIO

Inspirational Quote

"Information technology and business are inextricably interwoven. I don't think anybody can talk meaningfully about one without talking about the other."

~ Bill Gates

OIMT Mission

OIMT Mission *To provide high quality, secure, and efficient IT solutions that enable the FDA to promote and protect the public health*

OIMT ensures that the Food and Drug Administration (FDA) has a robust IT foundation that enables interoperability across the agency and allows the development of enterprise wide systems necessary to meet the FDA's mission of promoting and protecting public health in an efficient, effective, productive and timely manner.

CMT Functions

- Develops the architecture, standards, policies, governance, best practices and technology road map that support the business priorities of the Food and Drug Administration (FDA).

- Ensures FDA conformance with the Clinger/Cohen Act.

- Provides leadership and direction regarding all aspects of the FDA's Information Technology (IT) programs and initiatives including operations, systems management, information security, strategic portfolio, and executive coordination and communication activities.

- Works in full partnership with FDA business areas, develops and communicates the overall vision for the FDA's IT programs.

- Provides expert technical evaluations and recommendations for new and emerging technologies to ensure the FDA's IT and innovation technology programs can proactively adjust to changing business needs and technology drivers.

- Establishes policies and procedures for system risk assessments and system business continuity and contingency planning.

OIMT Offices, Divisions, and Leadership

- Chief Information Officer (CIO) – Dr. Amy Abernethy
- Chief Technology Officer (CTO) – Vid Desai
- Office of Information Security Services (OIS) – Stephan Trach
- Office of Technology Delivery (OTD)
  - Division of Application Services (DAS) – William Stevenson
  - Division of Infrastructure Operations (DIO) – Renee Claybrooks
  - Division of Management Support Services (DMSS) – Laurie Ansorge
- Office of Business and Customer Assurance (OBCA) - Joshua Lehman
  - Division of Business Partnership and Support (DBPS)
  - Division of Management Services (DMS) – Tarsha White
- Office of Enterprise Portfolio Management (OEPM) Joseph Montgomery
- Office of Informatic Technology and Delivery -

High Level Organizational Chart
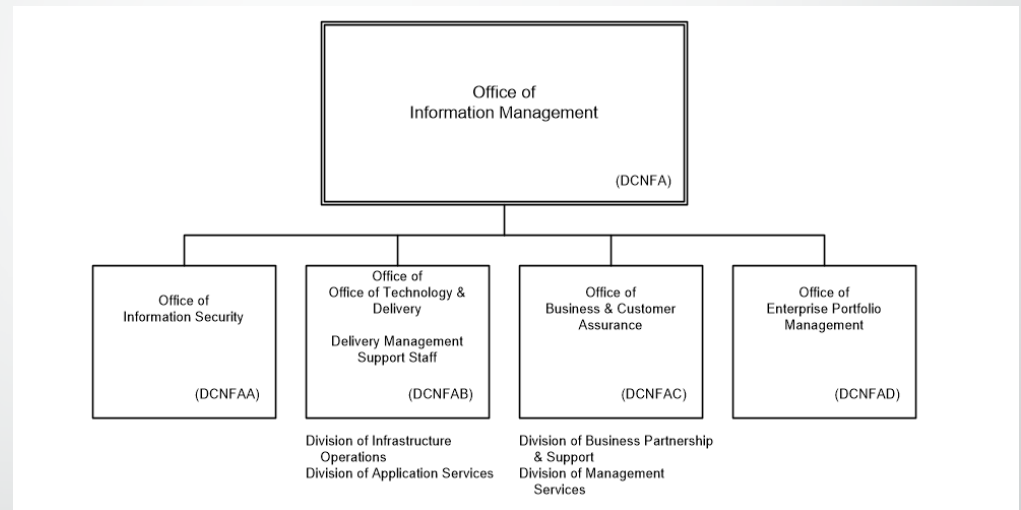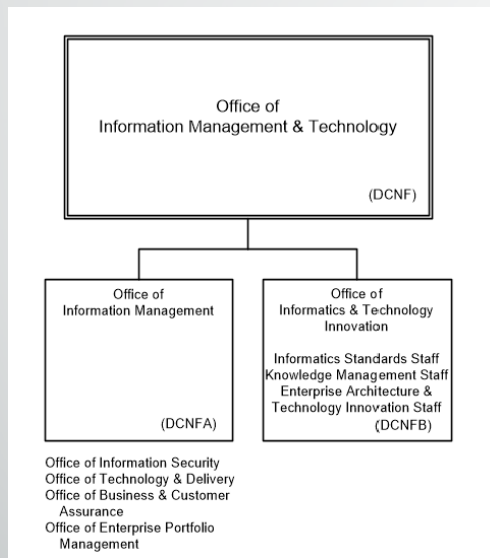
Chief Technology Officer

- Strengthen partnerships with all Agency components, OPDIVs, Departments, Academia, Industry, International collaborators, Law enforcement and Media.

- Provides advice, expertise, and direction in the areas of market research, enterprise architecture, security and privacy, infrastructure including hybrid cloud, mobility, and collaboration. Liaise with the IT PMO and Office of Acquisitions and Grants Services (OAGS) to ensure capital planning and acquisition guidelines are appropriately met for agile development.

- Explores healthcare IT solutions (e.g. electronic medical records, data standards, etc.) for Agency's space in collaboration with ONC, CMS and other OPDIVs.

- Ensures alignment with Agency and Center-specific priorities for agile innovation and technology.

- Conducts studies and analyses and performs capacity planning to determine appropriate IT hardware, software and infrastructure requirements. Ensures Agency infrastructure is kept up to date with Agency technology standards.

- Provides technical consultation to OIM organization structures in identifying appropriate IT hardware, software and infrastructure requirements for new IT applications that support Agency business process needs.

- Ensure adherence of Agency systems activities to enterprise architecture policies, standards and procedures.

- Establishes and implements an Enterprise IT Common Component Framework containing modules/services to be shared across the Agency's information systems and maintains Agency's enterprise applications.

- Evaluate Agency's new enterprise requirements and solutions, or new enhancements where applicable adherence with OMB sanctioned plans such as cloud computing and incremental deliveries.

- Assists in the development and implementation of technical specifications and plans for procurement of cloud services, scientific and high performance computing, and IT equipment (hardware and software) and support resources required for the integrating of new system designs.

- Leads Agency's strategy, development, and implementation of 1) cloud, high performance and scientific computing, b) sharing publicly safe information and applications with the general public, and c) new innovations.

CTO Potential Contract Opportunities

OIMT-21-C-0002 – CTO Architecture Support

Support for architecture and engineering, new research and support for new projects, priorities and special initiatives. Current contract is 75F40120C00022.

OIMT-21-C-0003 – CTO Solution Engineering

Support for implementtion and project execution for initiatives executing from the CTO office. Current contract is 75F40120C00022-0353-20-0317

OIMT-21-C-0014 – AWS High Environment Expansion

The current project to create an environment in AWS to support high authorized systems does not create a stand alone environment. Services from WODC and/or ADC are required. To ensure full DR and business continuity as well as future service efficiency additional services must be added to the environment. This request covers the cost of additional services to be added in a second phase of build out for AWS-high (e.g. additional PKI, SSO, Solarwinds, VPN etc.) FY21 includes acquisitions and implementation costs, maintenance and service costs. Note - This action may be several executed by various DIO teams under the management of the DIO cloud team.

Office of Information Security (OIS)

- Directs and oversees the Information Technology (IT) security program.

- Ensures and promotes the confidentiality, integrity, and availability of the Food and Drug Administration (FDA) IT networks and information in compliance with individual privacy and civil liberties and with Federal, Department and FDA security requirements.

- Oversees FDA IT security policies, standards, and guidelines as necessary to implement the FDA IT Security Program and monitors their implementation.

- Directs, manages, and oversees the intelligence-driven threat mitigation strategy that enables the integration of intelligence, counterintelligence, insider threat, and operational/cyber security principles.

- Establishes and maintains liaison relationships with federal partners on IT and cyber security matters.

- Maintains the Homeland Secure Data Network (HSDN) to support IT security and cyber operations.

OIS FY21 Potential Contract Opportunities

Office of Information Security (OIS)

OIMT-21-C-0039 Cybersecurity – GSA / GWAC (Services)

Improve Internal Controls for FDA information technology processes and strengthen the FDA Cybersecurity Program against future GAO Audits.

Office of Technology Delivery - Division of Application Services

- Designs, develops, implements, maintains and operates FDA-wide enterprise applications, Office of the Commissioner (OC), Office of Regulatory Affairs, Center for Food Safety and Applied Nutrition, Center for Tobacco Products (CTP), Center for Veterinary Medicine (CVM), Center for Drug Evaluation and Research (CDER), Center for Biologics Evaluation and Research (CBER), and Center for Devices and Radiological Health (CDRH) software applications, COTS, Information Technology (IT) systems, systems support and maintenance, and their integration with other Federal agencies, state and foreign governments; and public and private entities by utilizing Office of Management and Budget (OMB) sanctioned plans such as cloud computing, incremental deliveries, and structured governance principles.

- Establishes and implements an Enterprise IT Common Component Framework containing modules/services to be shared across FDA information systems and maintains and operates FDA enterprise applications.

- Designs, develops, implements, and maintains standards-based electronic IT data systems and repositories with an integrated and interoperable information environment to receive, track, report, analyze, and disseminate knowledge on FDA business/program activities.

DAS Contract Opportunities

Contract /Task Order/ Requisition Title	Action Type	POP	Project Officer
Food and Cosemetic Product Database	New Competitive	09/29/2020-09/28/2025	ALMOZA DAMUS
FY20 Sonatype Nexus Repository Pro Licensing	New Competitive	01/01/2021-12/31/2021	WU XIAOYAN
FY21 Enterprise Data Masking Professional Services	New Competitive	10/01/2021-09/30/2022	BOSLEY PATRICIA
Enterprise Business Analytics (EBA) - BPA IT Support Services - As part of the cloud forward strategy outlined in the TMAP, this initiative is to build an FDA agency level tool agnostic cloud data analytics platform in Production to improve productivity and service quality by enhancing data accessibility and data sharing. A phased approach will be used in the deployment and implementation based on the multi-tenant and enterprise-scalable architecture delivered as part of the current Task Order. Expand current Business Intelligence (BI) services into the cloud to include advisory, Subject Matter Experts (SME) consulting services in FY21 and beyond, provide professional services to FDA Centers in integrating, migrating and supporting Centers' BI toolsets into the enterprise cloud data analytics platform. Significant cost savings are expected by consolidating and streamlining the currently dispersed BI toolsets therefore consolidating the support, operational cost and resources for the tools.	New Competitive	03/20/2021-03/19/2026	WILLIAMS ANGELA
FY21 FDA Enterprise API Management	New Competitive	01/01/2021-12/31/2021	WU XIAOYAN
FY21 Opentext TCS Licenses Renewal and Maintenance	New Competitive	03/12/2021-03/11/2022	JOHNSON DELORES
ORA National Food Safety Data Exchange (NFSDX) DME	New Competitive	08/03/2021-08/03/2025	WELSH ANGEL
Opentext Content Bridge & Reports FY20	New Competitive	07/01/2020-06/30/2021	JOHNSON DELORES
RBIS Next Gen BPA Award	New Competitive	06/01/2021-05/31/2022	YAU SIMMY
ACD Licesnes and Support FY21	New Competitive	04/12/2021-04/11/2022	HITTLE PAULINE

CFSAN and CDER Applications / Systems

OM-20-C-2121	Access to Food and Cosmetic Product and Packaging Databases (New IDIQ),BASE	ALMOZA, DAMUS FDA/CFSAN 301-796-1811	09/29/2020 - 09/28/2025
	CAEMS O&M TO6 FY21,BASE	DHINGRA ,SEEMA FDA/CFSAN Woest, Laurel	09/29/2021 - 03/28/2022
	BASE CAEMS TO,BASE	DHINGRA ,SEEMA FDA/CFSAN Woest, Laurel	08/01/2021 - 08/01/2022
	CFSAN CAEMS - PRIMO Licenses,BASE	DHINGRA, SEEMA FDA/C 09/01/2021 - 301-796-7838 FSAN 09/01/2022	
CDER Electronic Submissions Processing (ESP) Program Support (Infotrend Inc.),75F40120C00004, Infotrend Inc,MOD 002		BHASKARAN, TARUN 30179 FDA/OO/OIM 03/22/2021 - 03/21/2022	New Directed 8(a) Contract

Office of Technology Delivery (OTD) - Division of Infrastructure Operations (DIO)

- Partners with the Department and other interagency groups to guide and align the Food and Drug Administration (FDA) to government-wide initiatives regarding information security, technologies and mandates.

- Manages Disaster Recovery and Continuity of Operations Plan (COOP) Activities.

- Designs, deploys, monitors, implements and operates infrastructure hardware and software including servers, storage, network scientific computing, and security devices and infrastructure management related software.

- Manages Enterprise-level configuration design and Tier-3 support of specific core configurations and services that are critical to the information technology (IT) infrastructure.

- Provides direct systems support for dedicated specialized systems within the Cyber Security/Intelligence Office.

DIO Potential FY21 Contract Actions

- Dark Fiber – New Competitive / Steven Schecter
- Identity Access Management Services – New Competitive / Scott Ripley

Office of Technology and Delivery (OTD) - Division of Management Support Services (DMSS)

- Intake Processing

  ○ Technology Review for Master Technology List

  ○ Maintenance of the Request-IT Platform

- Change Control, Configuration, and Release Management

  ○ Manages Configuration Management tools and custom code platform

- Software License and Asset Management

  ○ Responsible for maintenance and upgrades of Agency's Software Manager – ServiceNow. Currently engage in ServiceNow system integrations with HHS EA, Security Archer, auto discovery and asset management.

Office of Business and Customer Assurance (OBCA) Division of Business Partnership and Support (DBPS)

- Oversees day-to-day operations of FDA web development, redesign, collaboration, and web hosting environment.

- Oversees the IT Helpdesk and Desktop Support Contractor, Contractor Service Level Agreement (SLA), Call and Incident Management and other specific related IT desktop support including desk-support programs for the FDA.

- Receives and distributes all IT personal computing items for the FDA and provide IT Assess Management.

- Provides Regional Desktop Support

- Provides Employee Resources and support for administrative Systems (Integrated Time and Attendance System (ITAS) / Unified Financial Management System)

Office of Business and Customer Assurance (OBCA) – Division of Management Services (DMS)

- Establishes administrative policies and processes that are consistent with the Food and Drug Administration (FDA) policies and guidelines and manages all administrative activities for the Office of Information Management and Technology (OIMT).

- Advocates, communicates and manages liaison services between OIMT and external offices/organizations, as well as within OIMT, as it relates to policies and processes for all administrative areas of OIMT.

- Manages strategic operations for OIMT in the following areas: timekeeping, building and parking services, data calls, and purchasing.

- Serves as the OIMT budget liaison and collaborates with the Office of Finance, Budget & Acquisitions (OFBA).

OBACA Potential Contract Opportunities

- CAR Form Application / New Directed 8a Contract / Myla Muise

- FY21 Web Services – New Competitive / Laurel Henry

- IIB Training Contract – GSA / GWAC Services / Heather Chafin

OFFICE OF ENTERPRISE PORTFOLIO MANAGEMENT (OEPM)

- Provides guidance and strategic support to the Food and Drug Administration's (FDA) Chief Information Officer (CIO) on implementing the Clinger-Cohen Act, portfolio management, cost effectiveness, resource utilization, business process improvement, and strategic planning. Responsible for Office of Management Budget (OMB) reporting.

- Provides oversight over the FDA portfolio of investments, services, and enterprise projects ensuring performance accountability through quality assurance activities, designing and monitoring corrective action plans and performance reports and delivering information about the FDA Information Technology (IT) portfolio to executives and stakeholders.

- Establishes common methods, tools, standards and policies for management of the FDA portfolio and for IT staff that support delivery (e.g. EPLC).

- Establishes communication channels and maintains stakeholder engagement by managing FDA's IT governance and creating strategic communications.

- Enables effective decision-making by facilitating portfolio, investment, project and technical governance in order to better enable IT projects to achieve business objectives.

OEPM Potential FY21 Contract Actions

- FY21 Governance and Service Management Support (Operational Level Agreements and Service Level Agreements) –This contract is to acquire contractor support to provide governance support for the Technology Council and the OIMT Financial Council by facilitating all Council meetings and ensuring standardization, accountability, transparency, efficiency and effectiveness in managing meeting progress. Provide support to develop and manage the FDA OIMT Service Level Agreement (SLA) annually. Provide support for the development of Operational Level Agreements (OLAs).

Office of Informatics and Technology Innovation

- Leads and implements enterprise cloud, high performance, and scientific efforts in support of the Food and Drug Administration (FDA) regulatory mission.

- Leads, researches and implements enterprise informatics solutions and standards in support of FDA regulatory mission.

- Focuses on agile practices to develop enterprise beta applications, hybrid cloud, mobility, tools, and software; conducts business and technical requirements analysis.

- Manages FDA's Scientific Computing Board (SCB) and advocates for cloud, scientific, and high-performance computing at the FDA level and advises on the prioritization and governance of major computational science initiatives. Facilitates FDA-wide IT, informatics, standards and scientific governance bodies (IO Council, SCB, FDA Data Standards Council, etc.).

- Conducts technical monitoring including accountability of projects.

- Supports scientific computing workstations, in the areas of deployment, updates including operating systems, Commercial Off-The-Shelf (COTS) and customized software and hardware and troubleshooting of problems with workstation hardware and software.

OITI Potential Contract Actions

- Knowledge Management Support / New Competitive

- Library Resource / New Competitive

- Scientific Computing Workstation / TBD

FDA's Technology Modernization Action Plan (TMAP)

- In September 2019 OIMT developed the TMAP to leverage and develop technologies needed to translate scientific advances into new therapies for patients and new ways to protect the public health.

- FDA's action plan has three elements:

  1. Modernization of FDA's technical infrastructure;

  2. Enhanced capabilities at FDA to develop technology products to support its regulatory mission;

  3. Communication and collaboration between FDA and stakeholders, including the technology industry and other government agencies, to drive technological progress that is interoperable across the system and delivers value to consumers and patients.

- New / modernized technologies such as block chain, genomics, artificial intelligence, data lakes / warehouses, and real time data analytics are advancing the public health and have potential to provide therapeutic information to patients, improve collaborations with industry stakeholders, and monitor the supply chains.

TMAP – Upgrading Infrastructure

- Upgrading Infrastructure to support Modern Technologies and the advancement of Public Health–
  - Software Defined Networking (SDN)
  - New Storage solutions
  - Disaster Recovery
  - SD WAN - SD-WAN supports redundant circuits for increased reliability and seamless fail-over. Centralized configuration and zero-touch provisioning eliminates the need to send specialized IT resources to branch offices. Centralized orchestration significantly reduces WAN operational expense.
  - Upgrade Networks - Broadband Pilots
  - Wireless
  - Distribution Antenna System (DAS) - 5G
  - Reduce Data Center Footprint by adopting digital virtualization, automation, analytics and

OIMT Focus and Improvement Initiatives

- Improve User Experience

- Business Processes Improvements

- Financial Stewardship

- IT Governance

- Inventory Management

- People and Culture

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Please use the Q&A Pod to send in Questions.

Break

Please return at **11:00 AM**

Introduction to FDA Enterprise Vehicles

Natasha Boyce

HHS OSDBU Small Business Specialist

TABLE OF CONTENTS

I. **Introduction**

II. **GSA Schedules**

III. **GWACs**

IV. **Funding Trends**

V. **Top Large Prime Contractors**

VI. **Top Small Prime Contractors**

GSA Schedules

Professional Services Schedule (PSS)

The Professional Services Schedule (PSS) is an indefinite delivery/indefinite quantity (IDIQ) multiple award schedule, providing direct access to simple or complex fixed-price or labor-hour professional services including:

- [Advertising and marketing solutions](#);
- [Business consulting solutions](#);
- [Environmental solutions](#);
- [Financial and business solutions](#);
- [Language services](#);
- [Logistics solutions](#); and
- [Professional engineering solutions](#).

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SMALL BUSINESSES ARE THE ♥ OF THE ECONOMY

Advertising and Integrated Marketing Solutions offers customers who need assistance educating the public with a range of services to help develop and implement a comprehensive media plan.

- Advertising Services
- Public Relations Services
- Web Based Marketing
- Market Research and Analysis
- Video/Film Production
- Exhibit Design and Implementation Services
- Conference, Events, and Trade Show Planning
- Commercial Art and Graphic Design Services

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Financial & Business Solutions provides solutions to financial dilemmas through a wide range of:

- Auditing;
- Financial management;
- Financial asset;
- Business information; and
- Identity protection services.

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Environmental solutions offer customers a wide variety of services from industry experts including:

- Strengthening federal environmental management goals in Electronics Stewardship;

- Environmental management systems;

- Pollution prevention, cleanup and restoration;

- HAZMAT; and

- Training awareness and more.

Business Consulting Solutions: Business services range from consulting, facilitation, quality assurance, analysis, strategy formulation, advisory and assistance, research, and training to acquisition and program support, including:

- Integrated Consulting Services;

- Training Services (Off-the-Shelf Training Devices and Training Materials);

- Acquisition Management Support;

- Integrated Business Program Support Services; and

- DAU and FAI Certified DAWIA and FAC Acquisition Workforce Training.

Scientific Equipment and Services – Schedule 66 provides general purpose and specialized laboratory equipment and furniture, unmanned aerial vehicles, measurement and testing equipment, and laboratory test and analysis services.

- Geophysical and Environmental Analysis Equipment
- Laboratory Instruments, Furnishings and LIMS
- Mechanical, Chemical, Electrical, and Geophysical Testing Services
- Test and Measurement Equipment, Unmanned Scientific Vehicles

Building Maintenance and Operations (BMOS1) services include:

- Electrical Maintenance;

- Elevator Inspection Services;

- Fire Alarm System Maintenance and Repair;

- HVAC Maintenance;

- Janitorial;

- Landscaping/Grounds Maintenance

- Best In Class

A **GSA Schedule BPA** is an agreement established by a government buyer with a Schedule contractor to fill repetitive needs for supplies or services (FAR 8.405-3).

- Buyers reduce administrative burden by eliminating repetitive activities such as searching for sources and needing to prepare new, complete requests for quote for each Schedule order.

- Buyers can use streamlined ordering procedures that allow for quicker turnarounds on orders that use unique terms and conditions (that do not conflict with the underlying Schedule contract) and eliminate repetitive, individual orders. This also reduces administrative costs and saves time.

- FAR 8.405-3 gives preference to establishing multiple-award BPAs.

- Schedule BPAs do not require the obligation of funds. Funds are obligated when orders are placed against a BPA.

Government wide Acquisition Contracts (GWACs)

NASA SEWP

Solutions for Enterprise-Wide Procurement (SEWP, pronounced 'soup'), is a multi-award GWAC vehicle focused on IT products and product based services. It offers a wide range of advanced technology including tablets, desktops and servers; IT peripherals; network equipment; storage systems; security tools; software products; cloud based services; video conferencing systems and other IT and Audio-Visual products. Product based services such as installation, training, maintenance and warranty are also available through SEWP.

GSA IT -70

- Provides 7.5 million innovative IT products, services, and solutions from over 4,600 pre-vetted vendors.

- Best In Class Vehicle

8(a) STARS II provides access to IT solutions such as:

- Systems design;

- Software engineering;

- Information assurance; and

- Enterprise architecture solutions.

- Best in Class

Best-in-Class (BIC) means that something has been designated by the Office of Management and Budget (OMB) as a preferred government wide solution that:

- Allows acquisition experts to take advantage of pre-vetted, government wide contract solutions;

- Supports a government wide migration to solutions that are mature and market-proven;

- Assists in the optimization of spend, within the government wide category management framework; and

- Increases the transactional data available for agency level and government wide analysis of buying behavior.

FUNDING TRENDS

OSDBU
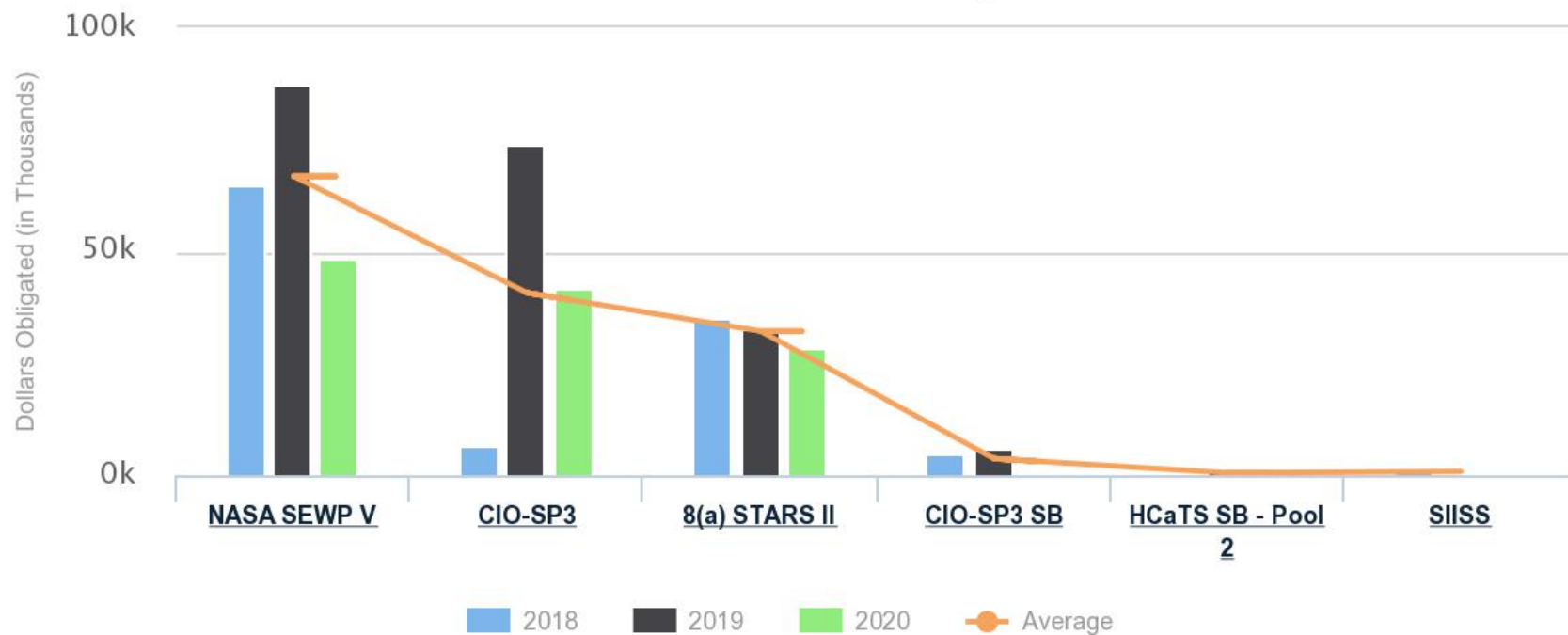OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION
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GWAC/IDIQ Spending by GWAC Nested By Agency

Click columns to drill down to Contract. Click categories to drill down both

Legend: 2018 (blue), 2019 (dark), 2020 (green), Average (orange line)

Categories: NASA SEWP V, CIO-SP3, 8(a) STARS II, CIO-SP3 SB, HCaTS SB - Pool 2, SIISS

Y-axis: Dollars Obligated (in Thousands), 0k to 100k

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GSA Schedule Spending Nested by Agency

Click columns to drill down to Contract. Click categories to drill down both

Legend: 2018 (blue), 2019 (dark gray), 2020 (green), Average (orange line)

Categories: 8A STARS II, 70, 66, BPA, 066, BMOS1

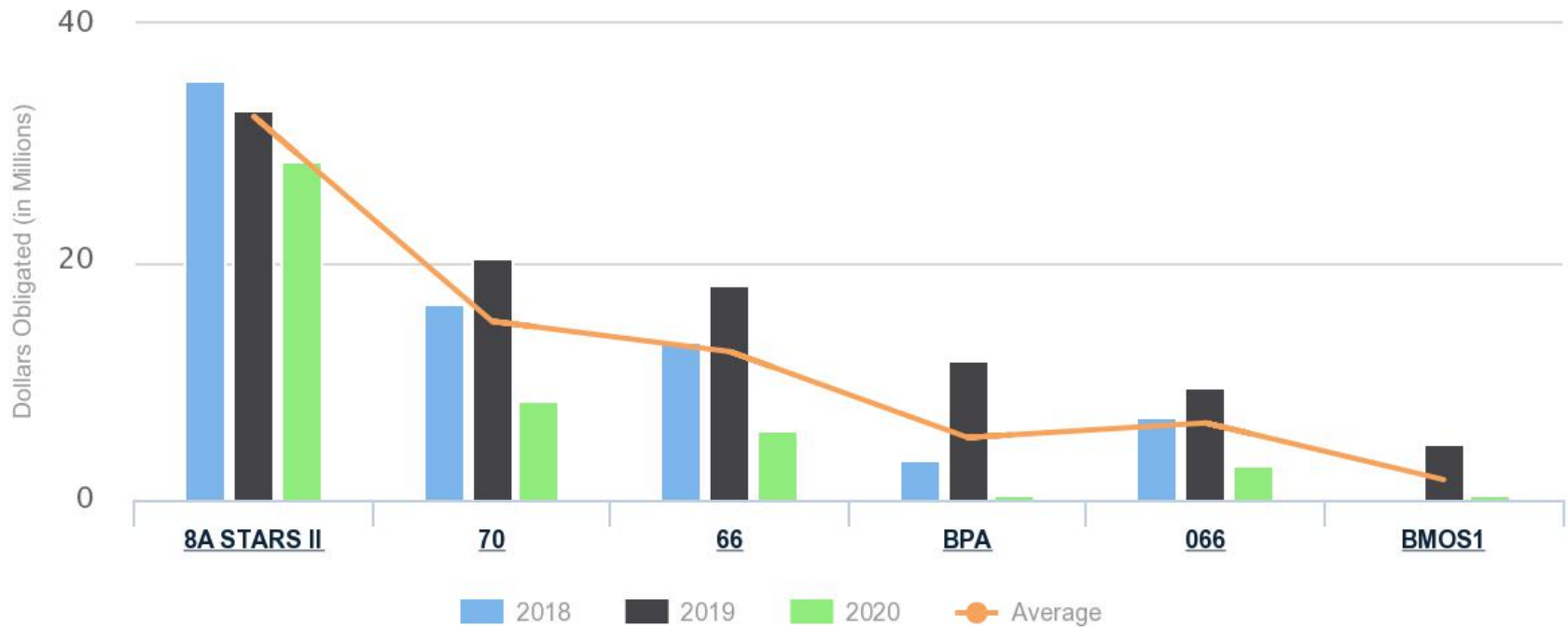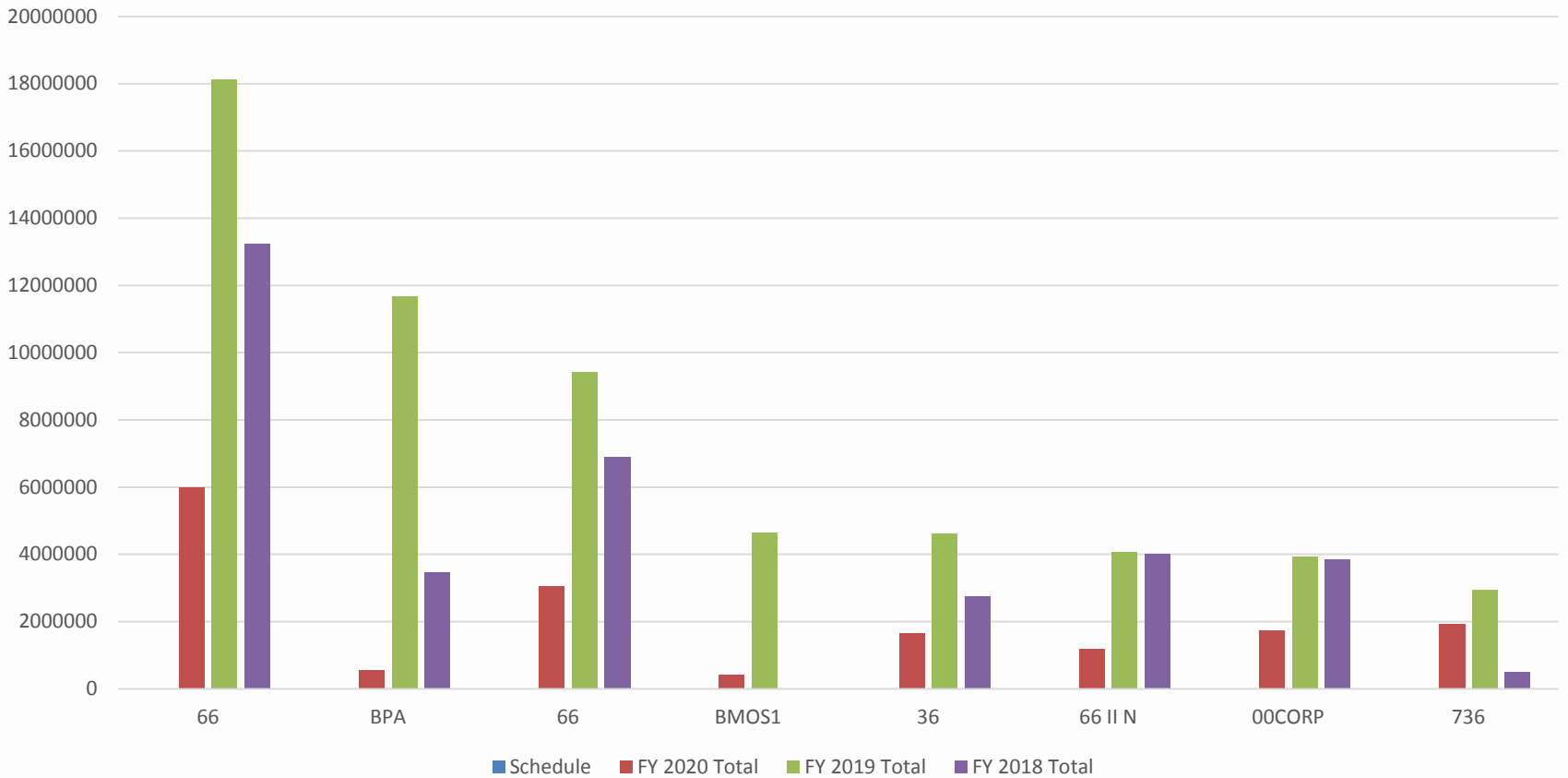Y-axis: Dollars Obligated (in Millions), 0 to 40

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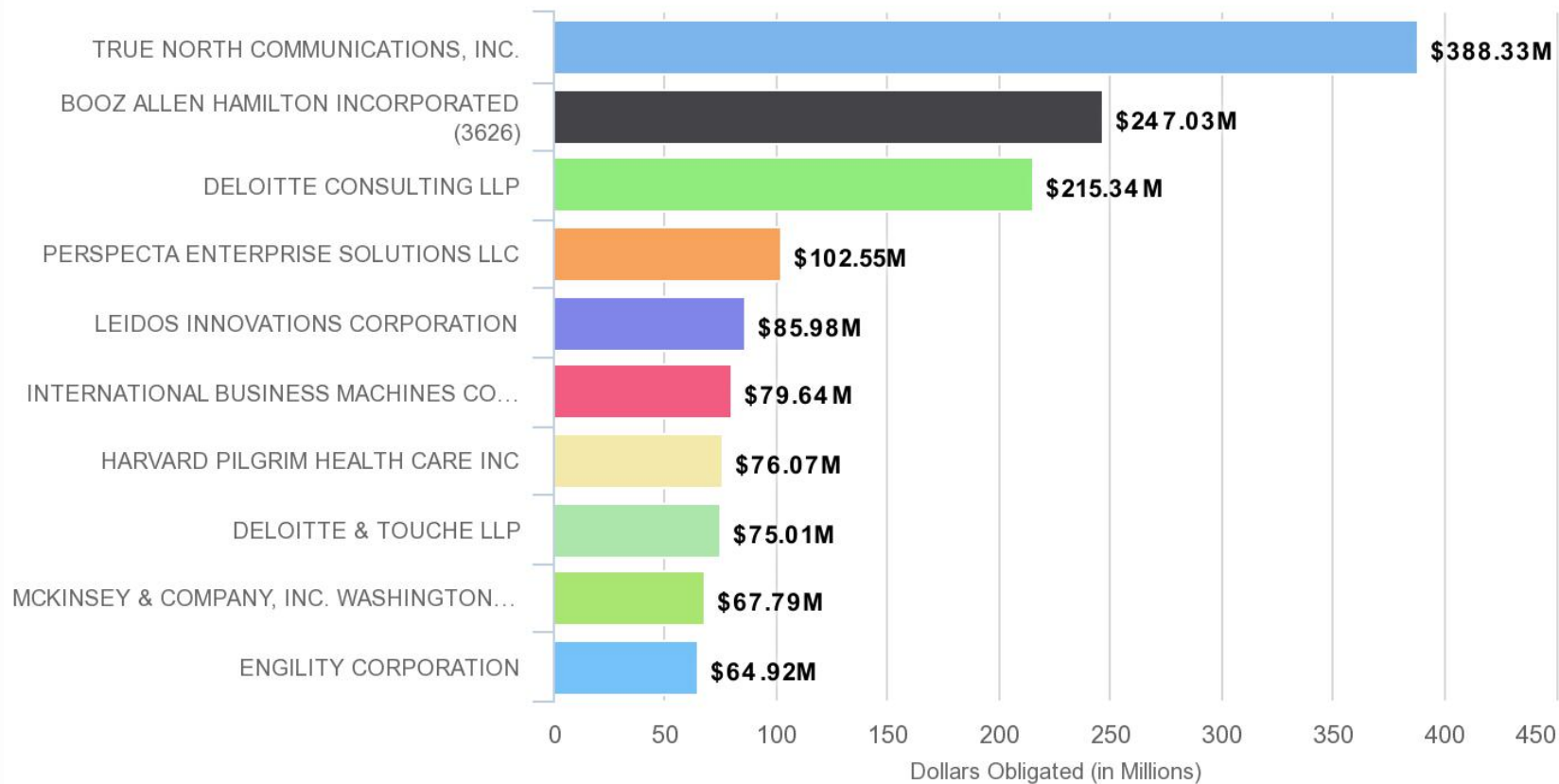
GSA Schedules

Schedule ■ FY 2020 Total ■ FY 2019 Total ■ FY 2018 Total

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Top 10 Prime Contractors

Contractor	Dollars Obligated (in Millions)
TRUE NORTH COMMUNICATIONS, INC.	$388.33M
BOOZ ALLEN HAMILTON INCORPORATED (3626)	$247.03M
DELOITTE CONSULTING LLP	$215.34M
PERSPECTA ENTERPRISE SOLUTIONS LLC	$102.55M
LEIDOS INNOVATIONS CORPORATION	$85.98M
INTERNATIONAL BUSINESS MACHINES CO…	$79.64M
HARVARD PILGRIM HEALTH CARE INC	$76.07M
DELOITTE & TOUCHE LLP	$75.01M
MCKINSEY & COMPANY, INC. WASHINGTON…	$67.79M
ENGILITY CORPORATION	$64.92M

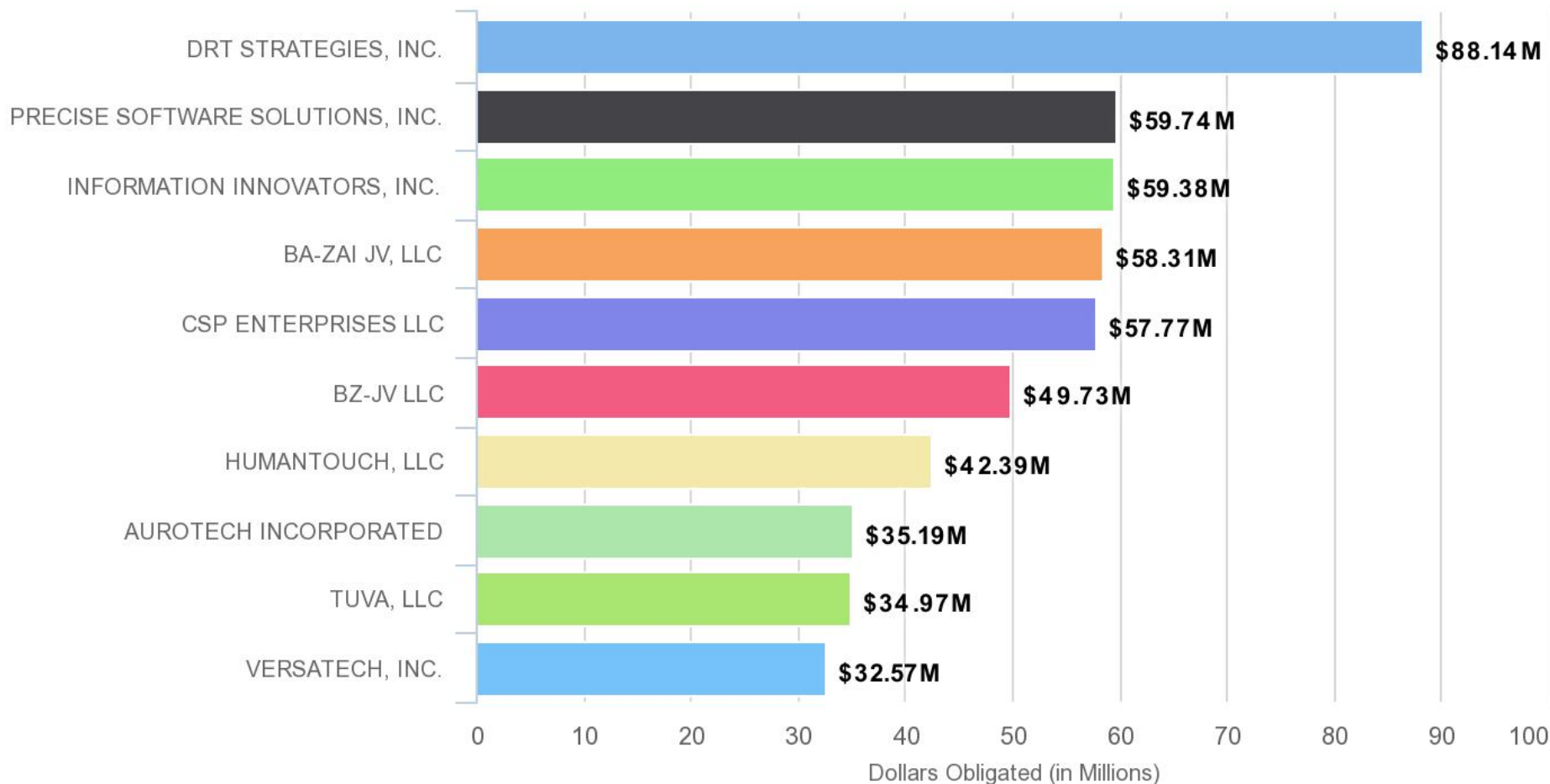Dollars Obligated (in Millions)

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Top 10 Prime Contractors

Contractor	Dollars Obligated (in Millions)
DRT STRATEGIES, INC.	$88.14 M
PRECISE SOFTWARE SOLUTIONS, INC.	$59.74 M
INFORMATION INNOVATORS, INC.	$59.38 M
BA-ZAI JV, LLC	$58.31 M
CSP ENTERPRISES LLC	$57.77 M
BZ-JV LLC	$49.73 M
HUMANTOUCH, LLC	$42.39 M
AUROTECH INCORPORATED	$35.19 M
TUVA, LLC	$34.97 M
VERSATECH, INC.	$32.57 M

Dollars Obligated (in Millions)

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Contact Information

Please use the Q&A Pod to send in Questions.

SMALL BUSINESS SPECIALIST

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Small Business Success Story: Censeo Consulting Group

Derrick Moreira

President

censeo
CONSULTING GROUP

2020 FDA Small Business Fair

Small Business Success Story

June 9th, 2020

Topics

01.

Brief overview of Censeo

02.

Our success story at HHS

03.

Thoughts on building sustainable small business success

Questions/ Discussion

04.

Derrick Moreira, President

Over 18 years of management consulting and industry experience leading and delivering complex organizational and operational effectiveness projects. Key areas of subject-matter expertise include strategic planning, operational planning, organizational design and effectiveness, supply management.

Derrick is a multiple time recipient of the "Pros to Know" recognition by Supply and Demand Chain Executive. He has been a featured blogger at sites such as GovLoop and speaks at events focused on strategic acquisition as well as small business utilization.

Derrick holds an MBA from the Darden Graduate School of Business at the University of Virginia and a Bachelor's in Science in Manufacturing Engineering from Boston University.

Brief Overview of Censeo

Mission-Driven

We strengthen management practices of organizations serving the social or public good.

World-Class Team

Our employees bring a passion for making a difference. We use small, high-caliber teams that are incentivized to deliver results quickly.

Speed to Results

We have a proven record of helping our clients rapidly achieve measurable results and a sustainable impact.

Change Agents

We partner with our clients to make real change happen in complex, multi-stakeholder environments

- Founded in 2003
- SBA Certified Small-Disadvantaged Business
- Headquartered in Washington, DC
- Primarily performs within NAICS 541611
- 50+ Consultants and growing

<u>National Recognition</u>

THE WALL STREET JOURNAL.
Best Small Workplaces
Awarded by Wall Street Journal

seven small jewels

CONSULTING MAGAZINE
Awarded *Consulting Magazine's* "Seven Small Jewels" award for innovative business practices

vault

Ranked Top 10 among national ranking of consulting firms

Censeo Offerings

Our expertise spans four areas, all focused on driving operational excellence and innovation

01. **Acquisition Innovation**
Manage and innovate the supply base
- Category Management
- Emerging Tech Sourcing and Mission-Critical Procurement Support
- Strategic Vendor Management
- Market Intelligence and Supplier Engagement
- Organizational Improvements

02. **Operational Improvement**
Improve internal operations and how work is done
- Data-Driven Decision-Making
- Cost Benchmarking & Cost Reduction
- Program Analysis & Performance Improvement
- Enterprise Risk Management
- Mission Support Optimization

03. **Organizational Design & Human Capital Strategy**
Organize and manage their workforce better
- Workforce Planning & Needs Analysis
- Workforce & Org Effectiveness
- Organizational Design
- Employee Satisfaction & Engagement

04. **Program Management & Results Delivery**
Realize mission outcomes by providing high quality delivery teams
- Strategic Planning and Outcomes Delivery
- Program Governance
- Data Driven Performance Management
- Change Management and Communications

Censeo Clients# Censeo Clients

We have experience working with a broad set of Federal Agencies

SAMPLING OF FEDERAL CLIENTS

U.S. Department of State	U.S. Department of Commerce	U.S. Department of Health and Human Services	U.S. Securities and Exchange Commision	HHS Centers for Medicare & Medicaid Services
U.S. Federal Communications Commission	U.S. Department of Defense	U.S. Department of the Army	U.S. Securities and Exchange Commission	U.S. Environmental Protection Agency
U.S. Marine Corps	U.S. Department of the Interior	U.S. General Services Administration	U.S. Air Force	U.S. Department of Energy

Key highlights of our history

Censeo participated in the 8(a) program and then had to re-evaluate our approach upon graduation

Founded in 2003
- Entered the market with the mission of bringing commercial best practices to the Federal government
- Initially focused in the area of acquisition and strategic sourcing
- Won first Prime Federal work in 2003; DoD acquisition spend analysis and strategic sourcing

Entered 8(a) program in 2004
- Primarily used 8(a) as client access to us for our core work
- Continuously expanded footprint of strategic sourcing work – became recognized as THE firm in this area, supporting 12 different agencies
- Over time organically expanded offerings to adjacent areas where existing clients needed help

Graduated 8(a) program in 2013
- Experienced some slowdown after leaving the program
- For the first time faced the need for contract vehicles so government clients could get to us
- BD became much harder and took longer because of the contract vehicle challenge

Restarted growth trajectory
- Became more focused on a smaller set of clear, differentiated offerings
- Became more focused on a smaller set of target accounts/ clients
- Invested heavily in developing meaningful partnerships
- Invested heavily in key strategic contract vehicles

Our HHS story

Began work with HHS in 2015
- HQ client came to us for Strategic Sourcing/ Category Management support because of strength of our brand in that area
- Worked as a sub to an 8(a) partner because of contract access challenges

Censeo was a "partner" to a large prime on BPSS
- We had no workshare and no involvement in task orders
- But we gained awareness of the contract and the upcoming BPSSII

Actively targeted HHS, specifically through NIH BPSII as the entrée point
- Met with head of contracting to raise awareness and establish credibility
- Responded to the RFI response for NIH BPSSII
- Teamed with the right partners
- Solutioned our response before the BPA RFP

OUTCOMES

- Awarded a spot on BPSSII as an "exceptional" vendor in Spring of 2019

- Since award, we have bid on ~25% of the task orders, with one win thus far. We are currently the only SB to win work on this vehicle

- We are having many discussions across NIH/HHS and are seeing positive interest due to credibility from existing work

- We followed a similar process (responded to RFI, teamed, proposal, award) and won a very strategic support project at CMS Call Center Operations worth $2.5M/year

Reflecting on our successes and challenges

What We Did Well…

Differentiated offerings – Censeo was built on delivering exceptional value for our clients. Our brand has become synonymous with results and quality.

Strong client relationships – Our clients use us again and again; and also refer us to others. Historically, the vast majority of our revenue came directly or indirectly from past clients

Understanding the government contracting environment – partially because of our work in strategic acquisition, we have become experts in understanding government contracting. This is critical to helping clients navigate the process.

If We Only Knew Then…

Suboptimized the 8(a) – We used the channel solely for clients to directly access us. We largely wasted the opportunity the 8(a) offers in gaining access to larger projects and GWACs

Failed to Leverage Partnerships – While an 8(a) we partnered less than 2 or 3 times. We failed to understand the bigger picture of how working with others can broaden our access

Underestimated the BD challenge – We did well with work from existing clients but struggled to gain access to new accounts and clients because of limited contract access and failure to understand their unique environment

Thoughts on building sustainable small business success

Define and commit to who you are as a firm

- Build capabilities that offer something unique…the space is already very crowded, so you need to bring something compelling to the table
- Add experience and credibility that supports and adds to the story of who you are

Establish meaningful partnerships

- Government contracting is not setup for SBs to be successful on their own. SBs need to partner for capability and past performance coverage
- Seek out partnerships that are complementary in terms of capabilities, experience and desired outcomes
- Strategic partnerships can make the pie bigger for both parties…be careful not to destroy a potential long-term partnership over near-term workshare concerns
- Contract-access partnerships have their place…but recognize what you mean to the other party

Be focused in BD targeting

- Identify a specific set of clients or contracts to go after…the government is too large to go after anything and everything
- Spend the time developing (or partnering on) the right solution for the client that fits the way that they want to buy
- Invest in understanding the client environment that you are going after…meet with people and _listen_ to learn as much as you can

Questions? Please use the Q&A Pod to send in Questions.
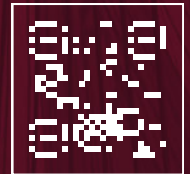
Lunch Break

The morning speaker session is now over.
Thank you for joining!