

# 2024 Women-Owned Small Business Fair

*Hosted by the U.S. Food and Drug Administration*



# Welcome & Opening Remarks

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Leonard Grant  
Head of Contracting Activity  
Food & Drug Administration

- ❑ **The Food and Drug Administration (FDA) recognizes that Small Businesses are the backbone of the US Economy**
  - America's 32 million small business owners are the engine of job creation and economic growth in this country
  - Understand the need for greater support (education, information, access) for Small Businesses to advance equity
  - Need Small Businesses to thrive not just survive
- ❑ **It is important to the FDA to partner with the Small Business Community**
  - FDA historically meets or exceeds its annual Small Business Goals; FY23 we met our SB goals except for WOSB & SDVOSB; Greater effort in FY24
  - FDA host 2 Small Business Vendor Fairs in FY24 [ 1 general SB and 1 specific]
  - Updated FDA's Procurement Forecast was recently released in HHS' Small Business Customer Experience (SBCX) portal
  - Looking to increase Small Business "Meet and Greets" throughout the year
- ❑ **OAGS staff works closely with the SBA, HHS Office of Small and Disadvantaged Business Utilization (OSDBU), and our Small Business Specialist (Cynthia Anderson) to support access to federal contracting opportunities within the FDA**
  - HHS OSDBU Small Business Customer Experience (SBCX) - <https://osdbu.hhs.gov/>
  - Actions go through our Small Business Specialist, Cindy Anderson, and if necessary, SBA PCR for review and concurrence
- ❑ **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)**



# OAGS Contact Information



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- Sandy Bellinger, Director, Division of Acquisition Programs (DAP) [[Facilities and Lab Support/Services/Supplies](#)] 240-402-7524 / [sandra.bellinger@fda.hhs.gov](mailto:sandra.bellinger@fda.hhs.gov)
- Kimberly Pendleton, Director, Division of Grants, Agreements, and Acquisition Support (DGAAS) [[Grants](#)] 240-402-7610 / [kimberly.pendleton@fda.hhs.gov](mailto:kimberly.pendleton@fda.hhs.gov)
- Vidya Vish, Director, Division of Acquisition Operations (DAO) [[Professional Services, Training, Research \(BAA\)](#)] 240-402-7576 / [vidya.vish@fda.hhs.gov](mailto:vidya.vish@fda.hhs.gov)
- Phillip Frame, Acting Director, Division of Information Technology Acquisitions (DITA) [[All IT](#)] 240-402-7578 / [Phillip.Frame@fda.hhs.gov](mailto:Phillip.Frame@fda.hhs.gov)
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**HHS OSDBU Specialist, Cynthia Anderson,** [Cynthia.Anderson@hhs.gov](mailto:Cynthia.Anderson@hhs.gov)



# Office of Acquisition and Grant Services Overview

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*Kofo Adenola*



- FDA Mission
- OAGS Mission, Vision, & Goals
- Organizational Structure
- Small Business Goals & Statistics
- How to Do Business with FDA
- Key Contacts



- 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.



# What Does FDA Regulate



- **Foods, including:**
  - dietary supplements
  - bottled water
  - food additives
  - infant formulas
  - other food products (although the U.S. Department of Agriculture plays a lead role in regulating aspects of some meat, poultry, and egg products)



- **Drugs, including:**
  - prescription drugs (both brand-name and generic)
  - non-prescription (over-the-counter) drugs

- **Biologics, including:**
  - vaccines for humans
  - blood and blood products
  - cellular and gene therapy products
  - tissue and tissue products
  - allergenics



- **Medical Devices, including:**
  - simple items like tongue depressors and bedpans
  - complex technologies such as heart pacemakers
  - dental devices
  - surgical implants and prosthetics



- **Veterinary Products, including:**
  - livestock feeds
  - pet foods
  - veterinary drugs and devices

# What Does FDA Regulate



## ▪ **Electronic Products that give off radiation, including:**

- microwave ovens
- x-ray equipment
- laser products
- ultrasonic therapy equipment
- mercury vapor lamps
- sunlamps



## ▪ **Cosmetics, including:**

- color additives found in makeup and other personal care products
- skin moisturizers and cleansers
- nail polish and perfume



## ▪ **Tobacco Products, including:**

- cigarettes
- cigarette tobacco
- roll-your-own tobacco
- smokeless tobacco
- Cigars
- Hookah
- E-cigarettes (tobacco and non-tobacco derived nicotine)



# FDA Centers and Offices (Our Stakeholders)

The FDA logo, consisting of the letters "FDA" in white on a blue rectangular background.

**Center for Biologics Evaluation and Research (CBER)**  
**Center for Drug Evaluation and Research (CDER)**  
**Center for Devices and Radiological Health (CDRH)**  
**Center for Food Safety and Applied Nutrition (CFSAN)**  
**Center for Tobacco Products (CTP)**  
**Center for Veterinary Medicine (CVM)**  
**National Center for Toxicological Research (NCTR)**  
**Office of Digital Transformation (ODT)**  
**Office of Regulatory Affairs (ORA)**  
**Office of the Commissioner/Office of Operations (OC/OO)**

For more information on each Center/Office and its mission, please visit [FDA.gov](https://www.fda.gov)

- Research Studies**
- Investigations, surveys**
- Test and analysis of a scientific or medical nature**
- Inspections and Compliance reviews**
- Professional Services**
- Administrative Support/Temporary Services**
- Conference Support/Event Planning**
- Document Management**
- Training**
- Facilities renovation**
- Architect/Engineering Support**
- Operation and Maintenance of Facilities**
- Facilities Support (e.g. custodial, trash, guard services)**
- Moving Services**

# Commodities and Services Continued...



- 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.)**

# OAGS Mission, Vision, & Goals



## Mission



To provide high quality acquisitions and assistance agreements outcomes to FDA.

## Vision



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



- Build effective **partnerships** with our FDA Customers and Stakeholders
- **Mature** our Acquisition Practices
- Institute a **Performance Culture**
- **Develop** our Organization and our People

# How We are Organized



## Innovation, Systems & Data Quality Branch

Provides system support and serves as the PRISM, UFMS, FPDS, ALP and AAP focal point for OAGS. Tracks and analyze acquisition data, performs audits of acquisition actions, and supports program acquisition needs. Looks for innovative ways to promote office efficiency and effectiveness. Purchase Card Audit and Administration Program

## Grants and Assistance Agreements Branch

Negotiate, award and monitor federal funds awarded through various grant mechanisms.

## CTP Contracts Branch

Contracts to support the compliance and enforcement of The Family Smoking Prevention and Tobacco Control Act (TCA). Contracts with states, territories, private contractors and tribal governments, to conduct compliance check inspections of tobacco product retailers

## ORA 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

## 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

## Information Technology Branches (IT Acquisitions, Strategic Support & Systems Technology)

All information technology related contracts and simplified acquisitions

## Service Contracts 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.

## Contract Operations Branch

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

## Contract Admin Branch

Serves as a central support function for contract administration of all transactions from the time the contract is awarded through closeout. Has the responsibility of tracking and processing invoices. Serves as the conduit for the preparation, processing, coordination, execution, administration, and close-out of Interagency Agreements (IAAs), which are currently phasing out. G-Invoicing is now being implemented in its place.

## Training & Development Branch

Provides training and developmental courses to promote staff growth and development. Conducts specialized training for entry level Contracts Specialists. Provides Acquisition Career Management overseeing the certification programs, FAC-C (Professional & Digital Services), FAC-COR, FAC-P/PM

## Scientific Support Branch

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



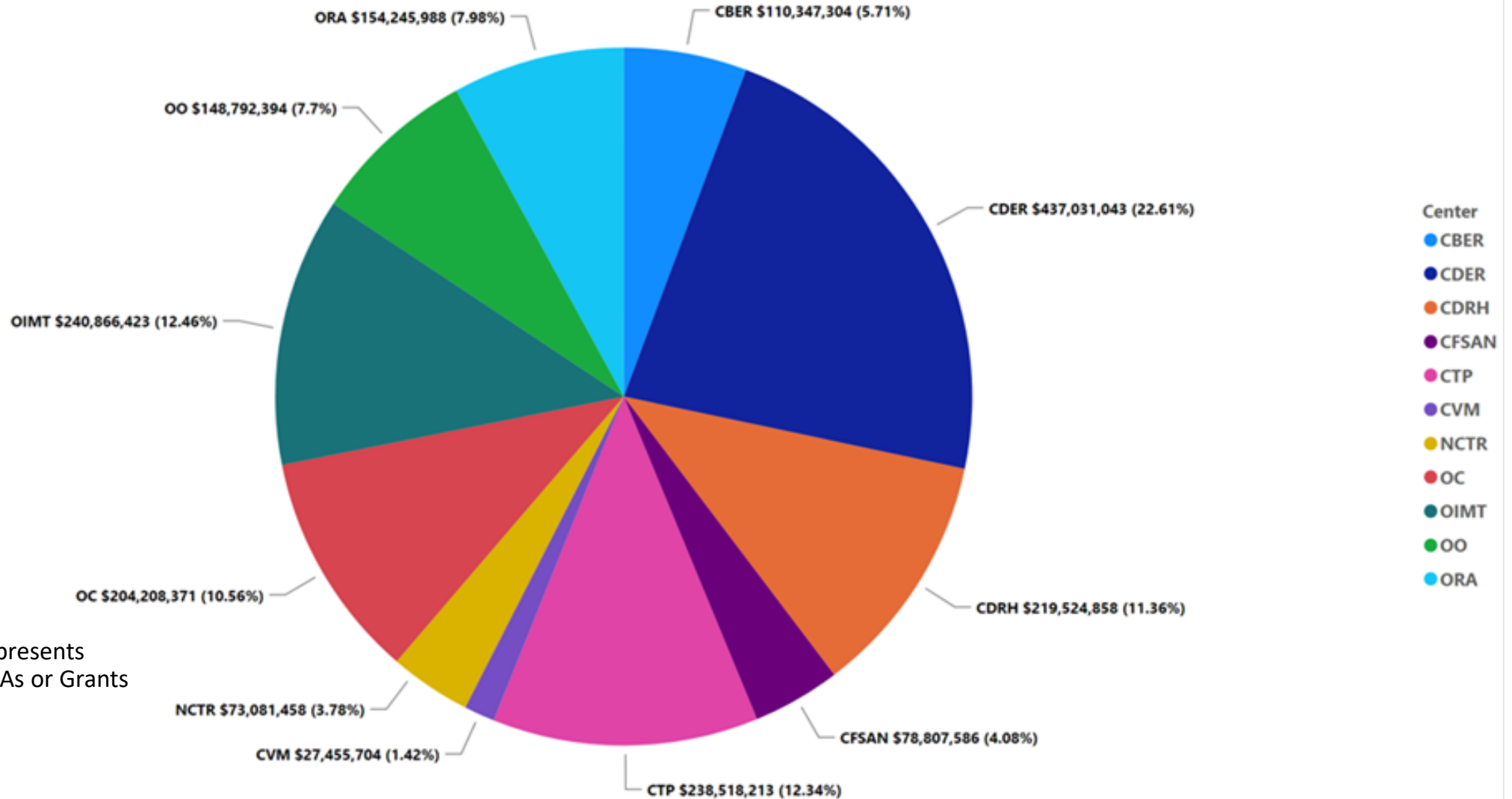
- Learn more about OAGS here: [Doing Business With FDA | FDA](#)
  - OAGS Points of Contact
  - Forecast Link
  - FDA eBid Board: an electronic portal designed to promote awareness of and competition in business opportunities for contract actions with an anticipated value between \$15,001 - \$25,000.
  - Vendor Payment FAQs
  - Past Small Business Events Information
  - Grants Information



# FY23 Statistics for OAGS

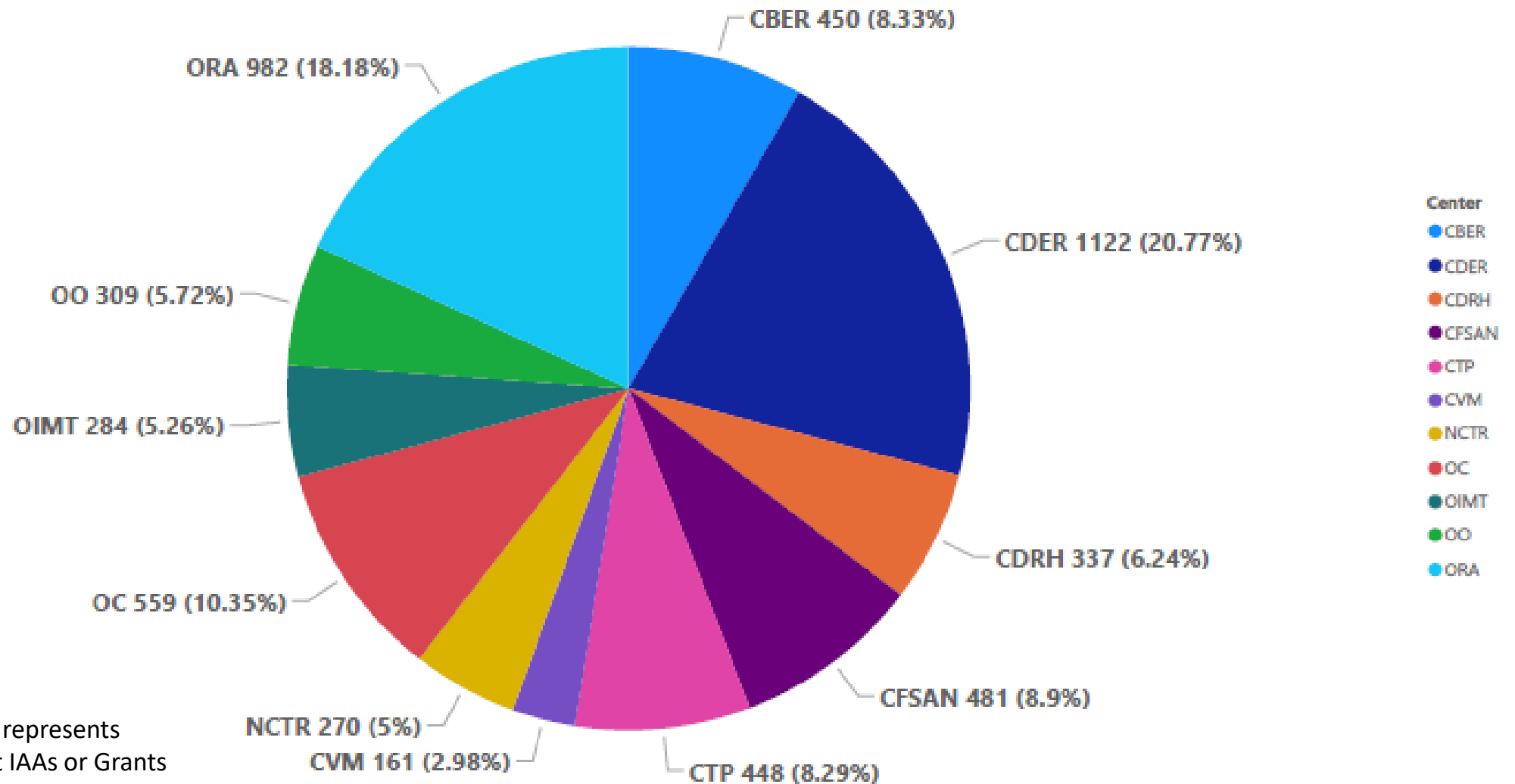


Action Dollars by Center



Note: This data only represents Contract Awards, not IAAs or Grants

## Action Count by Center



Note: This data only represents Contract Awards, not IAAs or Grants

# FDA Socioeconomic Goals



Small Business Award Categories	FY Goal (FY15-21)	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23 Goal	FY23
Small Businesses	38%	48.50%	39.64%	36.80%	39.06%	40.09%	34.33%	33.49%	37.09%	38.02%
Small Disadvantaged Businesses	5.00%	27.90%	24.31%	25.00%	27.14%	26.96%	23.84%	23.96%	25.20%	25.84%
Women-Owned Small Businesses	5.00%	17.80%	14.22%	14.10%	14.13%	12.68%	10.33%	11.01%	11.99%	11.58%
HubZone Businesses	3.00%	2.00%	1.40%	1.80%	2.75%	4.09%	3.81%	4.48%	4.94%	4.37%
Service-Disabled Veteran Owned	3.00%	4.90%	3.42%	3.40%	2.81%	3.91%	2.29%	3.22%	3.80%	3.79%

**In 2023, FDA awarded more than \$755 Million to Small Businesses!**

# Top 10 Contract Expenditure Categories for FY 2023



## Top 10 Vendors

Vendor Name	Sum of Dollars Obligated
DELOITTE CONSULTING LLP	\$ 144,858,874.83
BOOZ ALLEN HAMILTON INC.	\$ 130,818,922.77
TRUE NORTH COMMUNICATIONS INC.	\$ 95,800,000.00
REI SYSTEMS, INC.	\$ 47,124,299.11
AMERIND BG JV, LLC	\$ 43,333,253.00
PERSPECTA ENTERPRISE SOLUTIONS LLC	\$ 41,716,356.77
HARVARD PILGRIM HEALTH CARE INC	\$ 39,292,974.85
INTERNATIONAL BUSINESS MACHINES CORPORATION	\$ 35,401,037.25
EAGLE HILL CONSULTING, LLC	\$ 34,663,336.19
PRECISE SOFTWARE SOLUTIONS, INC.	\$ 34,316,436.40
<b>Grand Total</b>	<b>\$ 647,325,491.17</b>

## Top 10 NAICS

Top 10 NAICS by Expenditures	Sum of Dollars Obligated
CUSTOM COMPUTER PROGRAMMING SERVICES – 541511	\$ 299,832,202.89
ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES – 541611	\$ 267,879,063.23
COMPUTER SYSTEMS DESIGN SERVICES - 541512	\$ 266,626,999.76
OTHER COMPUTER RELATED SERVICES - 541519	\$ 203,476,980.63
ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES – 541990	\$ 144,452,853.99
ADVERTISING AGENCIES – 541810	\$ 97,676,040.32
COMPUTING INFRASTRUCTURE PROVIDERS, DATA PROCESSING, WEB HOSTING, AND RELATED SERVICES – 518210	\$ 91,118,793.55
RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY (EXCEPT NANOBIOLOGY) – 541714	\$ 79,906,499.25
ADMINISTRATION OF PUBLIC HEALTH PROGRAMS – 923120	\$ 57,584,222.32
COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION – 236220	\$ 52,698,622.00
<b>Grand Total</b>	<b>\$ 1,561,252,277.94</b>

# Top 10 Small Business Contract Expenditure Categories for FY2023



## Top 10 Small Business Vendors

Top 10 SB Contract Expenditures	Sum of Dollars Obligated
AMERIND BG JV, LLC	\$ 43,333,253.00
PRECISE SOFTWARE SOLUTIONS, INC.	\$ 34,316,436.40
MPF-ZAI SOLUTIONS, LLC	\$ 33,788,070.98
BRILLIANT CORPORATION	\$ 31,152,710.77
INTERNATIONAL CONSULTING ASSOCIATES INC	\$ 19,004,078.64
SPATIAL FRONT INCORPORATED	\$ 14,447,558.74
PN-HEITECH, LLC	\$ 13,915,653.22
EQUINOXYS INC.	\$ 12,214,944.23
SOFTWARE INFORMATION RESOURCE CORP.	\$ 11,117,085.65
SUNTIVA, LLC	\$ 11,056,093.63
<b>Grand Total</b>	<b>\$ 224,345,885.26</b>

## Top 10 Small Business NAICS

Top 10 NAICS (Small Business Contracts)	Sum of Dollars Obligated
COMPUTER SYSTEMS DESIGN SERVICES - 541512	\$ 102,433,722.87
ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES – 541611	\$ 95,490,716.46
OTHER COMPUTER RELATED SERVICES – 541519	\$ 89,271,534.67
CUSTOM COMPUTER PROGRAMMING SERVICES – 541511	\$ 69,595,359.04
ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES – 541990	\$ 60,115,010.62
COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION – 236220	\$ 52,698,622.00
COMPUTER FACILITIES MANAGEMENT SERVICES – 541513	\$ 21,632,974.93
FACILITIES SUPPORT SERVICES – 561210	\$ 18,105,882.52
RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY (EXCEPT NANOBIOLOGY) – 541714	\$ 14,940,622.25
OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES – 541690	\$ 8,439,252.31
<b>Grand Total</b>	<b>\$ 532,723,697.67</b>

# Top 10 Women-Owned Small Businesses by Dollars for FY 2023



Top 10 WOSB Contract Expenditures	Sum of Dollars Obligated
Spatial Front Inc.	\$14M
MPF-ZAI Solutions LLC	\$10M
Software Information Resource Corp	\$10M
Avcor Construction	\$9M
FCN Inc.	\$6M
A-Tek Inc.	\$6M
Chags Health Information Technology LLC	\$6M
AC Integrity Partners LLC	\$4M
Ivyhill Technologies LLC	\$4M
Tyrula LLC	\$3M
<b>Grand Total</b>	<b>\$72M</b>

# Women-Owned Business Awardees by Dollars for FY 2023



Category	Dollars Awarded	Contracts Awarded
Women-Owned (WO)	\$ 141,764,564	167
Women-Owned Small Business (WOSB)	\$ 103,895,991	125
Economically Disadvantaged Women-Owned Small Business (EDWOSB)	\$ 63,339,896	81
<b>Total</b>	<b>\$ 309,000,451</b>	<b>373</b>

# Sources for Women-Owned Small Business Awards for FY 2023

Acquisition Vehicles	Dollars Awarded
Existing FDA Vehicles	\$40M
NASA SEWP	\$21M
FAS/GSA	\$11M
NIH/NITAAC	\$9M
<b>Total</b>	<b>\$81M</b>
Open Market	\$24M

**Tip: *Get on an Acquisition Vehicle!***





# Are You Procurement Ready?

**Procurement ready means have you done your homework? Do you have capabilities the FDA is seeking (including past performance) and have you done the necessary research to be successful?**

- Are you registered in the System for Award Management (SAM.gov)?
- Have you confirmed that FDA buys what you sell/perform?
- Have you reviewed each FDA Center's mission/responsibilities?
- Have you registered your company in the HHS Small Business Customer Experience Portal (SBCX)?
- Have you uploaded your capability statement to SBCX? Is your SBCX profile complete?
- Have you searched for HHS Opportunities on the forecast posted on SBCX?
- Have you prepared your [5-Slide Capability Briefing](#)?
- Have you reached out to FDA's SB Specialist/Requiring Office POC from the forecast?
- Have you attended an HHS or FDA outreach event to meet decision makers?
- Have you positioned your company on a GSA Schedule, GWAC, BIC tool?
- Do you have strategic partnerships with other SBs or LBs (i.e. JVs, MPAs)?
- Have you obtained certifications that are critical to your success?

## Target your Engagement

- Focus on Primary NAICS codes and consider teaming/partnering
- Learn about FDA market and the goods and services it procures
- Get on an Acquisition Vehicle

## Develop Allies

- Engage with [FDA SB Specialist](#)
- Participate in FDA and HHS [outreach events](#)

## Own Your Future

- Be Procurement Ready
- Review FDA [Forecast of Opportunities](#)
- Understand how to write a [Capability Statement](#) and perform a Capability Briefing
- Know the Rules ([FAR](#) and [GAO Case Law-Protest Decisions](#))

## Update

- SAM profile and SBCX profile
- Marketing materials as you gain experience
- POCs so we can contact you

## Respond

- Sources Sought announcements, RFIs, and Draft Solicitations

## Engage

- FDA Small Business Specialist, FDA Acquisition Community, and other SB and LBs (for establishing partnerships)
- Apex Accelerators (previously known as Procurement Technical Assistant Centers)
- Vendor Engagement Sessions, GROW (held quarterly for new HHS contractors), and other HHS and FDA industry events

# HHS Small Business Customer Experience (SBCX)



osdbu.hhs.gov



Home Contact Login Register Help

Search SBCX ...

## Welcome to the U.S. Department of Health and Human Services OSDBU!!

Office of Small and Disadvantaged Business Utilization (OSDBU) manages the development and implementation of appropriate outreach programs, aimed at heightening the awareness of the small business community to the contracting opportunities available within HHS.



### OSDBU Communications and Events

2024 HHS OSDBU National Small Business Training Conference Register at: [bit.ly/HHSOSDBU2024SBNTC](https://bit.ly/HHSOSDBU2024SBNTC)

HHS Events Schedule [Small Business Calendar of Events at HHS.gov](#)

HHS [Vendor Engagement Sessions](#) (VES)

More Information for [Industry](#) or [Government Professionals](#).

[Home](#)[Contact](#)[Login](#)[Register](#)[Help](#)

Event Name	Date
<a href="#">Get Ready for Procurement Opportunities With (G.R.O.W) HHS Session</a>	Tuesday, March 5, 2024
<a href="#">Service-Disabled Veteran Owned Small Business (SDVOSB) Industry Day</a>	Monday, March 11, 2024
<a href="#">March 12, 2024 Vendor Engagement Session (VES)</a>	Tuesday, March 12, 2024

[See all OSDBU Events...](#)

## Search Small Business Directory

Locate small businesses for procurement opportunities.



## Search All HHS Opportunities

Search by title, NAICS, and operating division.





**SBCX** Register Help Search SBCX ...

Search Opportunities

FDA

541611  Clear Filters

Title	Primary NAICS
OC OGPS Organizational Excellence Support- Base Year	541611 : Adm
Executive Leadership Retreats for Change Management	541611 : Adm
OSEM/OSO - Mission-Critical Subject Matter Expertise & Administrative Support	541611 : Adm

### OSEM/OSO - Mission-Critical Subject Matter Expertise & Administrative Support

FDA/OSEM/OSO requires highly skilled personnel to support the FDA/OSEM/Office of Security Operations' security programs. OSEM/OSO ensures a secure and safe workplace for all employees, contractors and visitors, as well as administers the following FDA-wide security programs: Personnel Security, Physical Security, Foreign Visitor and...

Show More ...

<b>Status</b>	Published
<b>Anticipated Acquisition Strategy</b>	To be determined
<b>Primary NAICS</b>	541611 : Administrative Management and General Management Consulting Services
<b>Total Contract Range</b>	>= \$1.5M and < \$3M
<b>Target Solicitation Month/Year</b>	1 / 2024
<b>Target Award Month/Year (Award by)</b>	8 / 2024
<b>Operating Division</b>	FDA
<b>Program Office POC Name</b>	JAMES FREE
<b>Program Office POC Email</b>	JAMES.FREE@fda.hhs.gov
<b>Program POC Office</b>	75F401: FDA OFFICE OF ACQ GRANT SVCS
<b>Contracting Office</b>	75F401: FDA OFFICE OF ACQ GRANT SVCS
<b>CO Name</b>	TBD TBD
<b>CO Email</b>	TBD@fda.hhs.gov
<b>Incumbent Contractor (if applicable)</b>	Not Provided
<b>Existing Contract number (if applicable)</b>	Not Provided

Export

Program Office POC First Name	Actions
RAFFAELE	⋮
ASHLEY	⋮
JAMES	⋮

# New Small Business Customer Experience (SBCX) Teaming Partner Portal



**LAUNCHED IN APRIL**

Designed to further facilitate collaboration and partnership opportunities for small businesses.

The SBCX Teaming Partner Portal feature offers:

- SBCX Prime Business (OTSB or SB) users the ability to publish teaming opportunities tailored to target small business partners, by socio-economic category, NAICS, and keywords.
- Prime business users can efficiently manage responses, make notes, and select preferred partners for collaboration.
- It allows small business users of SBCX the ability to view new opportunities in a public dashboard, to easily track Teaming Opportunities they've been personally invited to, and the ability to respond to those invitations.

Visit [osdbu.hhs.gov](https://osdbu.hhs.gov) for more information

# OAGS Contracting Officer Panel

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*Thank you for submitting your questions during Registration.*



# Panel Introductions

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Kim Davis, DAO

Ian Weiss, DAO

Jay O'Keefe, OD-Training

Sheneil Greene, DAP

Phillip Frame, DITA

**Question:** How does the FDA collect the information for the Forecast of Opportunities? Where is this information posted? How often is this information updated? What are your Forecast Opportunities in the 4th Quarter for WOSB companies?

**Question:** How open is FDA to working with woman-owned small businesses or small businesses that are not currently working at FDA?

**Question:** How can small businesses learn about opportunities that are under \$25,000?

**Question:** When is the best time to reach out for capabilities briefings?  
How to schedule capability meetings?

**Question:** What are unique attributes about FDA procurement practices that contractors should know?

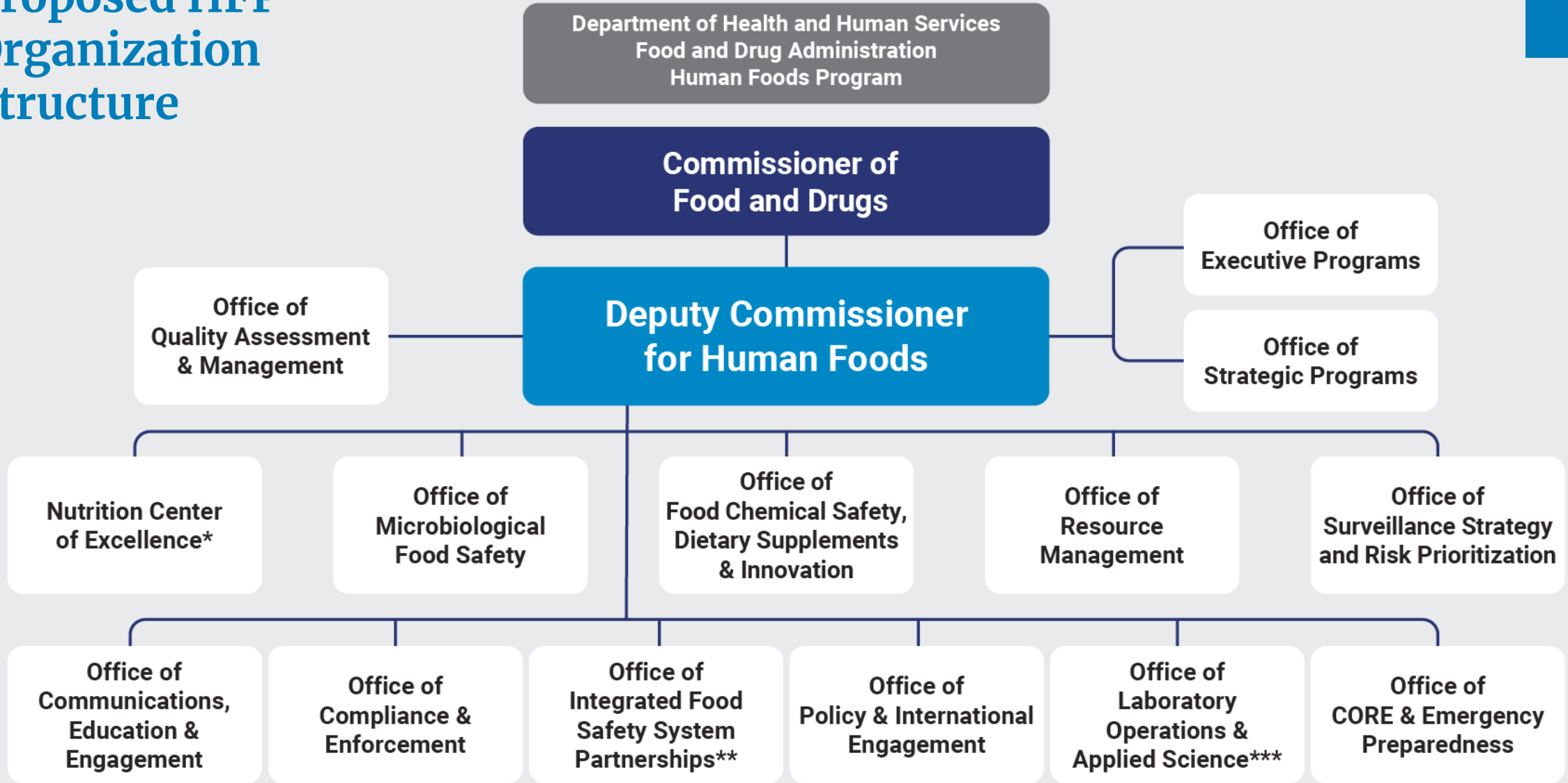
**Question:** What research opportunities are available for WOSBs?

**Question:** How has the utilization of Best-in-Class, GWACs, and Category Management impacted Information Technology procurements at FDA?

**Question:** What are your tips for successful matchmaking?

**Question:** What is the most important thing that a WOSB must do to compete effectively for business from FDA?

# Proposed HFP Organization Structure



\*Includes Office of Critical Foods

\*\*OIFSSP will work in close coordination with the Center for Veterinary Medicine

\*\*\*OLOAS will work in close coordination with the Office of the Chief Scientist and Center for Veterinary Medicine

Note: The proposed changes reflected here are not approved and will not be implemented until all required reorganization steps have been met.

# Unified HFP Functional Model

## Risk management functions

*managing public health risks through 3 areas of focus:*

- nutrition; microbiological food safety; and chemical safety

## Strategic management functions

*leveraging data to better prioritize activities and resources based on risk*

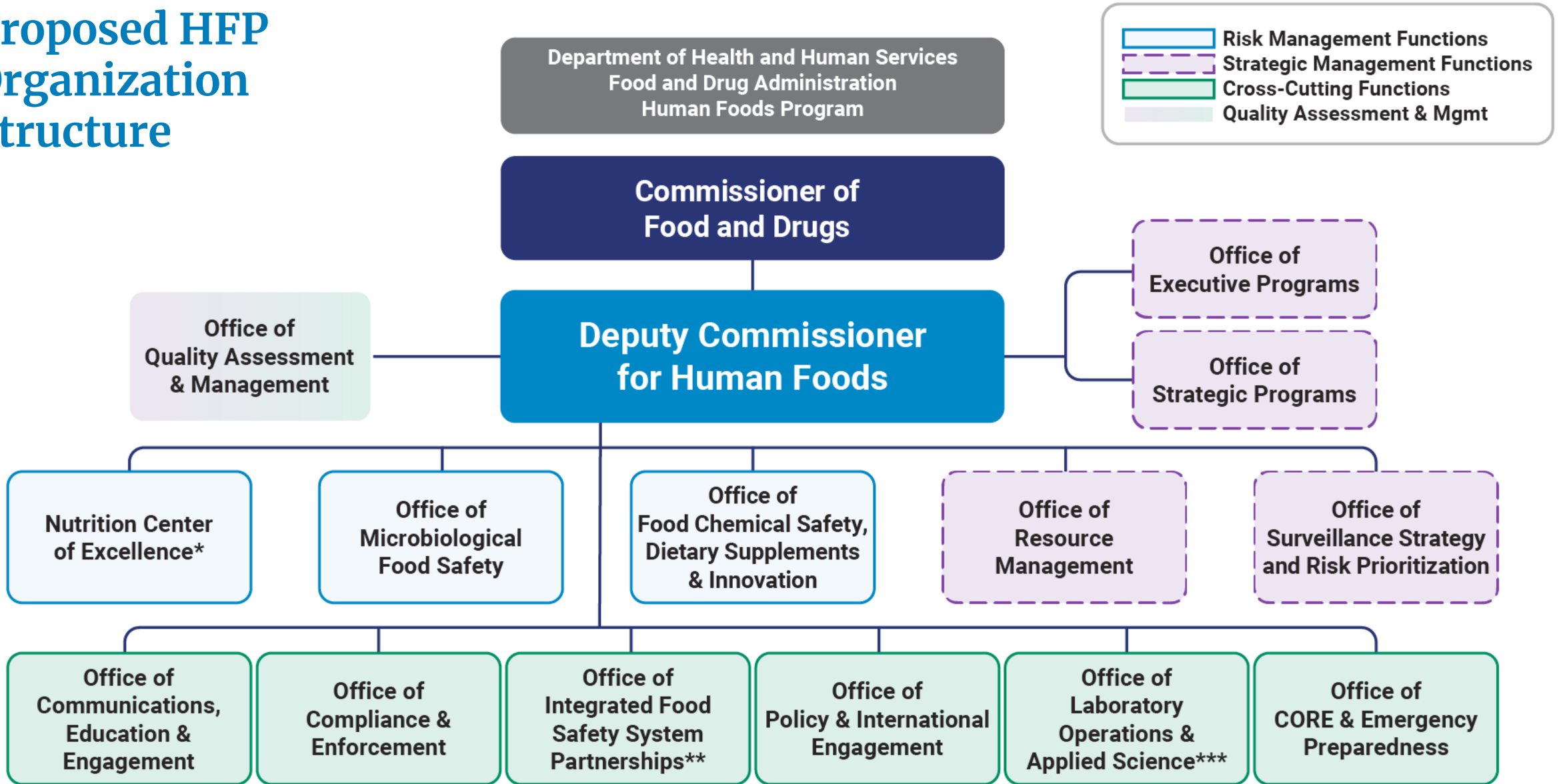
- surveillance strategy; risk-informed decision framework; and resource management for HFP and related field activities

## Cross-cutting functions

*the “tools” supporting risk management priorities*

- integrated food safety system partnerships; laboratory operations and applied science; compliance and enforcement; policy; and communications and engagement

# Proposed HFP Organization Structure



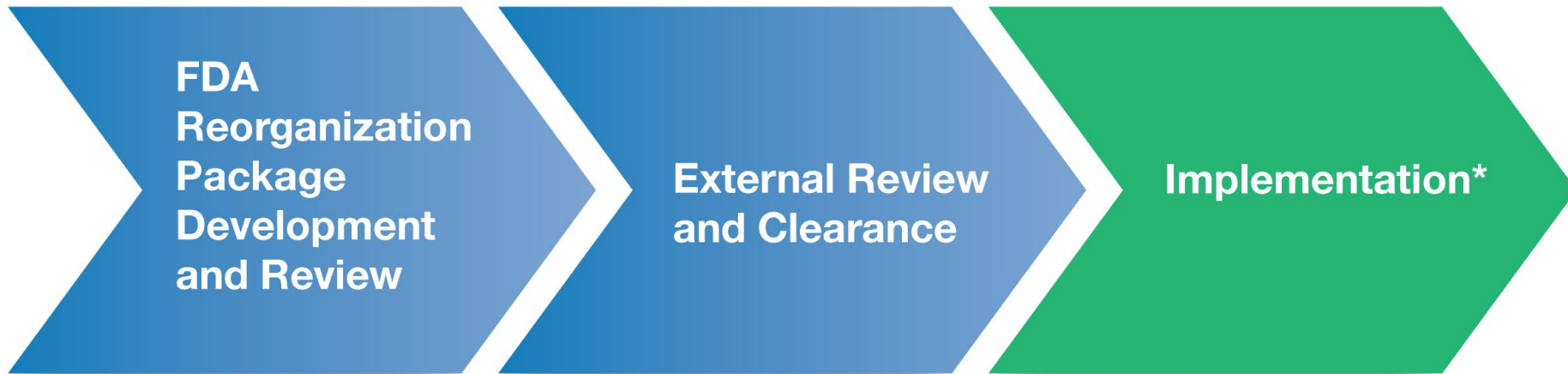
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# Timeline for the Proposed FDA Reorganization



**Completed Dec. 2023**

**📍 We are here**

**\*To include bargaining with FDA's unions as appropriate**



# For More Information

The screenshot shows a web browser window displaying the FDA's official website. The page title is "FDA's Proposal for a Unified Human Foods Program and New Model for the Office of Regulatory Affairs". The header includes the FDA logo and navigation links. Below the title, there are social media sharing options for Facebook, X Post, LinkedIn, Email, and Print. A large graphic with a blue and green background features the text "Proposal for a Unified Human Foods Program & New ORA Model". To the right of the graphic, it states "Content current as of: 12/13/2023". At the bottom, a paragraph explains the FDA's focus on transforming the agency to be more efficient and ready for the future.

U.S. FOOD & DRUG ADMINISTRATION

Home / About FDA / FDA Organization / FDA's Proposal for a Unified Human Foods Program and New Model for the Office of Regulatory Affairs

## FDA's Proposal for a Unified Human Foods Program and New Model for the Office of Regulatory Affairs

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FDA's Proposal for a Unified Human Foods Program and New Model for the Office of Regulatory Affairs

Content current as of: 12/13/2023

Proposal for a **Unified Human Foods Program & New ORA Model**

The FDA is focused on transforming the agency to be more efficient, nimble and ready for the future with the ever-changing and complex industries we regulate, including the emergence of new food technologies, the impacts of globalization, climate change and other factors that require the FDA to quickly adapt to an evolving world.

# Center for Biologic Evaluation and Research (CBER) Overview

Presented by: Lisa Portner, Branch Chief & Niquwana Bullock, Sr. Program Analyst

# Center Overview - Center Location



Buildings 51\*, 52/72, 71, and 75



Building 71- Leadership and Administrative



Building 52/72- Lab Activity



Building 75- HIVE

\*Building 51 houses WOC-AP Vivarium and is located under Buildings 52/72

# CBER Overview – CBER Strategic Plan

Goal 1: Facilitate the development and availability of safe and effective medical products through the integration of advances in science and technology

Goal 2: Conduct research to address challenges in the development and regulatory evaluation of medical products

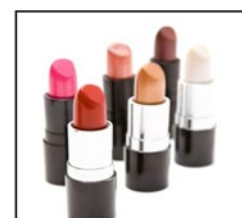
Goal 3: Increase preparedness for emerging threats and promote global public health

Goal 4: Manage for strategic excellence and organizational accountability

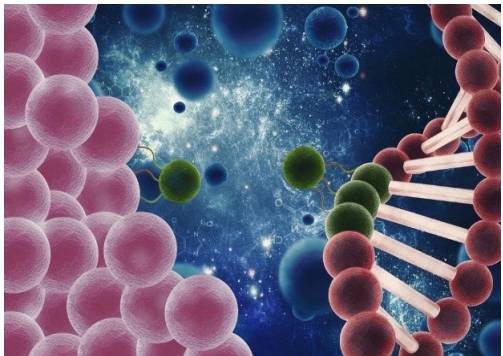
# Role of a Regulatory Agency

*Definition:* A regulatory agency, such as the FDA, is responsible for exercising complete authority over some area of human activity in a regulatory capacity (restricting according to rules or principles).

- FDA regulates \$1 trillion worth of products a year, approximately \$0.24 of every dollar spent in the U.S.



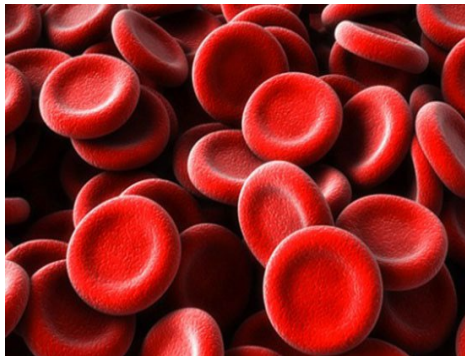
# CDER Regulates Complex Products



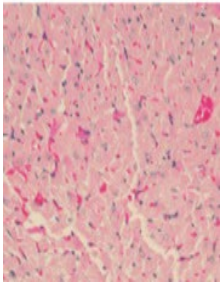
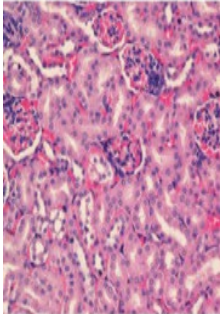
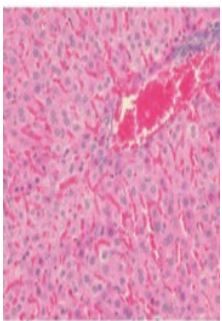
Cell & Gene Therapies



Vaccines: Preventive & Therapeutic



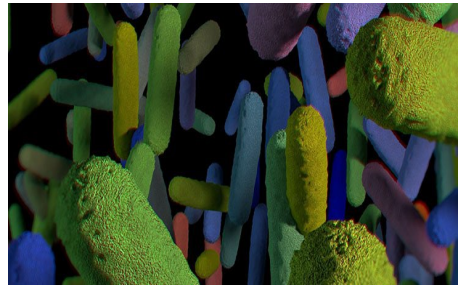
Blood, Blood Components & Derivatives



Related Devices



Allergenic Products



Live Biotherapeutics

Tissues

# ACQUISITION STRATEGIES

- Strategic Sourcing/Category Management
- GSA Federal Supply Schedules (FSS)
- Government Wide Acquisition Contracts (8(a) STARS II, CIOSP3 (SB), Alliant SB, NASA SEWP)
- Open Market
  - Indefinite delivery/indefinite quantity vehicles
  - Contracts
  - Purchase orders

# What We Buy

<p>General/Science Support Services</p>	<ul style="list-style-type: none"> <li>• Scientific Support Services (i.e. Lab Technician, Animal Care Technicians, etc.)</li> <li>• Sequencing Services</li> <li>• Consultation Services</li> <li>• Executive Coaching</li> </ul>
<p>Scientific Equipment</p>	<ul style="list-style-type: none"> <li>• Mass Spectrometers</li> <li>• Cytometers</li> <li>• Advanced Microscopes</li> <li>• Sample Storage Ultra Low Freezers</li> </ul>
<p>Information Technology (IT)</p>	<ul style="list-style-type: none"> <li>• Small System Development</li> <li>• Support Services and Consultation</li> </ul>
<p>Scientific Samples</p>	<ul style="list-style-type: none"> <li>• DNA/RNA Protein Samples</li> <li>• Virus/Bacteria Specimen Samples</li> <li>• Derivation Samples</li> </ul>
<p>General Laboratory Supplies</p>	<ul style="list-style-type: none"> <li>• Laboratory Glass Ware (Pipettes, Beakers, Petri dishes, etc.)</li> <li>• Safety Products (Latex Gloves, Disposable Lab Coats, etc.)</li> <li>• Cleaning Products and Solutions</li> </ul>



# Top 10 Small Business Product Service Codes(PSC) Awarded by CBER

**FY 2024 YTD Small Business New CBER Awards by PSC**

Product Service Code Description	Actions Awarded
IT AND TELECOM - BUSINESS APPLICATION SOFTWARE (PERPETUAL LICENSE SOFTWARE) - 7A21	2
LABORATORY EQUIPMENT AND SUPPLIES – 6640	2
MAINT/REPAIR/REBUILD OF EQUIPMENT- INSTRUMENTS AND LABORATORY EQUIPMENT - J066	2
SUPPORT- MANAGEMENT: OTHER - R799	2
FORAGE AND FEED – 8710	1
LIVE ANIMALS, NOT RAISED FOR FOOD – 8820	1
MAINT/REPAIR/REBUILD OF EQUIPMENT- FURNITURE - J071	1
SPECIAL STUDIES/ANALYSIS- SCIENTIFIC DATA - B529	1
SUPPORT- ADMINISTRATIVE: OTHER - R699	1
SUPPORT- PROFESSIONAL: HUMAN RESOURCES - R431	1

**FY 2023 Small Business New CBER Awards by PSC**

Product Service Code Description	Actions Awarded
LABORATORY EQUIPMENT AND SUPPLIES - 6640	21
SUPPORT- PROFESSIONAL: OTHER - R499	14
SUPPORT- MANAGEMENT: OTHER - R799	6
IT AND TELECOM – BUSINESS APPLICATION/APPLICATION DEVELOPMENT SUPPORT SERVICES (LABOR) - DA01	4
SUPPORT- PROFESSIONAL: VETERINARY/ANIMAL CARE - R416	4
SPECIAL STUDIES/ANALYSIS- SCIENTIFIC DATA - B529	3
MAINT/REPAIR/REBUILD OF EQUIPMENT- INSTRUMENTS AND LABORATORY EQUIPMENT - J066	2
IT AND TELECOM - APPLICATION DEVELOPMENT SOFTWARE (PERPETUAL LICENSE SOFTWARE) - 7A20	2
SUPPORT- ADMINISTRATIVE: TRANSLATION AND INTERPRETING - R608	2
SUPPORT- PROFESSIONAL: HUMAN RESOURCES - R431	2

**FY 2022 Small Business New CBER Awards by PSC**

Product Service Code Description	Actions Awarded
LABORATORY EQUIPMENT AND SUPPLIES – 6640	26
MAINT/REPAIR/REBUILD OF EQUIPMENT- INSTRUMENTS AND LABORATORY EQUIPMENT - J066	8
SUPPORT- PROFESSIONAL: OTHER - R499	8
SUPPORT- MANAGEMENT: OTHER - R799	6
SPECIAL STUDIES/ANALYSIS- SCIENTIFIC DATA - B529	5
IT AND TELECOM - BUSINESS APPLICATION SOFTWARE (PERPETUAL LICENSE SOFTWARE) - 7A21	3
IT AND TELECOM - APPLICATION DEVELOPMENT SOFTWARE (PERPETUAL LICENSE SOFTWARE) - 7A20	2
SPECIAL STUDIES/ANALYSIS- OTHER - B599	2
SUPPORT- PROFESSIONAL: OPERATIONS RESEARCH/QUANTITATIVE ANALYSIS - R405	2
CHEMICAL ANALYSIS INSTRUMENTS - 6630	1

# QUESTIONS



# Office of Digital Transformation

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*Mahesh Choksi  
Director,  
Acquisition Strategies and Partnership Division*

# Our Journey

**FDA's Technology Modernization Action Plan (TMAP)**

September 18, 2019

2019

**Data Modernization Action Plan**

March 3, 2021

**Introduction: Science-based regulation of evolving technologies will require FDA to develop new ways of interacting with data**

Data have always formed the basis of science-based regulatory decision-making. These data may come from traditional sources—for example, measurements submitted to FDA from clinical trials or observations from FDA field inspections. As technology becomes more sophisticated and our world becomes more connected, data from many new sources can help us understand how medical products are performing, pinpoint the source of foodborne illness, or understand emerging public health threats.

At the same time, FDA's regulatory mission is growing more complex with the technological evolution of FDA-regulated products. New technologies hold enormous promise to patients and consumers—and unique challenges for responsible regulation. Without modern expertise and approaches to managing and analyzing data, FDA will miss critical opportunities to benefit patients and improve public health.

**Data Modernization at FDA**

In today's world, most interactions and processes are instrumented and digitized creating an abundance of data. Leveraging this data using modern data techniques will unlock new insights and value for public health.

Decades ago, much of the information submitted to FDA was not in digitized form—think of a hand-drawn graph representing the observations of an experiment. However, as digital technologies have become the norm over the past few decades, our society's ability to capture, analyze, and display data has created opportunities to analyze these data in powerful new ways.

2021

**Enterprise Modernization Action Plan (EMAP)**

May 2022

2022

**Cybersecurity Modernization Action Plan**

U.S. Food and Drug Administration

Office of Information Security  
Office of Digital Transformation

November 2022

**Leadership Modernization Action Plan (LMAP)**

December 2022



## ODT Mission

Serve as the leading force in technology and data to advance FDA's public health mission.

## ODT Vision

Unleash FDA's technology and data potential to improve health for all.

## ODT Core Values

- Accountability
- Empowerment
- Effective Execution



# Challenges

- Rapidly changing environment
- Aging systems and equipment
- Data sharing
- Budget and costs
- Talent turnover
- Cultural silos

“ We need the ability to create systems that **allow us to keep up** with the complexities of the industries and products we regulate, with **immense consequences** for the health of all Americans.

- **Robert M. Califf** M.D., MACC, FDA Commissioner



# Goals

**1**

**Create a Shared OneFDA Ecosystem**

**2**

**Strengthen IT Infrastructure**

**3**

**Modernize Enterprise Services and Capabilities**

**4**

**Share Data for Mission Outcomes**

**5**

**Adopt Artificial Intelligence and Mission-Driven Innovations**

**6**

**Cultivate Talent and Leadership**



# IT Roadmap

**6** Goals

**13** Initiatives



# Our Strategy and Operating Plans are living documents.

We'll keep listening to our stakeholders and integrating their feedback every year.





**We have tough tasks ahead.**

We'll achieve them as **OneFDA.**

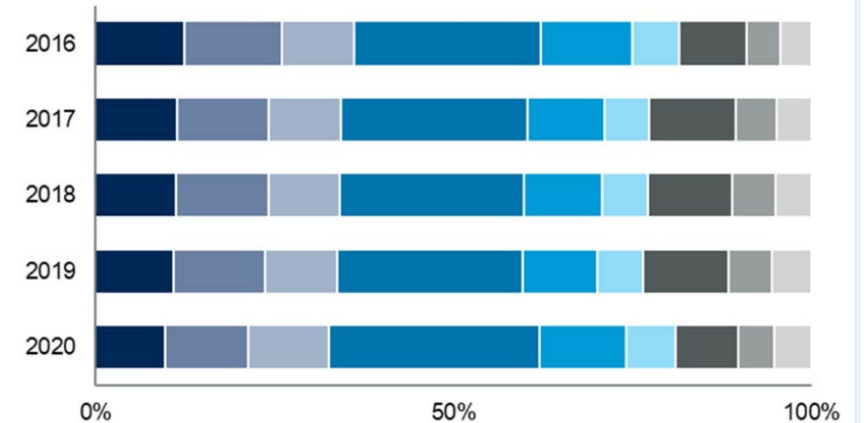
# Enterprise IT Acquisition Strategy

- 1) Created \$15B 10 Years FDA IT acquisition strategy in 2024 to meet the goals of OneFDA
- 2) Purpose
  - Expand sharing of FDA-wide buying data, leading to better-informed business decisions.
  - Maximize FDA's shared purchasing power, allowing FDA to leverage volume discounts
  - Help FDA operate more efficiently by reducing administrative costs and contract duplication
  - Socio-economic goals alignment
  - Governance and oversight

# Expectations

- Be a Strategic Partner and not a billing partner
- Collaborate to achieve FDA Mission and be innovative
- Cooperate with Standard language
  - Weekly Status and monthly Financial Reporting
  - Resource Management
  - Place of Performance – hybrid work environment
  - Cloud Migration
  - O&M Cost Reduction
- Check your spending

Application Development Lifecycle



	2020	2019	2018	2017	2016
■ Project Management	10%	11%	11%	11%	12%
■ Requirements Analysis & Mgmt	12%	13%	13%	13%	14%
■ Design	11%	10%	10%	10%	10%
■ Development Time & Unit Testing	29%	26%	26%	26%	26%
■ System Testing	12%	10%	11%	11%	13%
■ Defect Removal	7%	6%	6%	6%	7%
■ Implementation & Deployment	9%	12%	12%	12%	9%
■ Quality Management	5%	6%	6%	6%	5%
■ Training & Other	5%	5%	5%	5%	4%

Source: Gartner (2020)  
ID: 737634

# Most used PSC codes for FDA IT

## FDA-Wide TOP 10 FY22-FY23 IT PSC Codes

Product or Service Code	PSC Description	FDA-Wide IT PSC - FY22	FDA-Wide IT PSC - FY23
R499	SUPPORT- PROFESSIONAL: OTHER	699	536
DA01	IT AND TELECOM - BUSINESS APPLICATION/APPLICATION DEVELOPMENT SUPPORT SERVICES (LABOR)	133	108
DF01	IT AND TELECOM - IT MANAGEMENT SUPPORT SERVICES (LABOR)	107	67
R408	SUPPORT- PROFESSIONAL: PROGRAM MANAGEMENT/SUPPORT	107	58
D318	IT AND TELECOM- INTEGRATED HARDWARE/SOFTWARE/SERVICES SOLUTIONS, PREDOMINANTLY SERVICES	78	20
R699	SUPPORT- ADMINISTRATIVE: OTHER	74	33
R406	SUPPORT- PROFESSIONAL: POLICY REVIEW/DEVELOPMENT	73	58
R410	SUPPORT- PROFESSIONAL: PROGRAM EVALUATION/REVIEW/DEVELOPMENT	66	19
DA10	IT AND TELECOM - BUSINESS APPLICATION/APPLICATION DEVELOPMENT SOFTWARE AS A SERVICE	60	7
J049	MAINT/REPAIR/REBUILD OF EQUIPMENT- MAINTENANCE AND REPAIR SHOP EQUIPMENT	60	7
	Total	1457	913

# Most used NAICS codes for FDA IT

FDA Wide FY22-FY23 IT NAICS Code			
NAICS Code	NAICS Description	FDA-Wide NAICS - FY22	FDA-Wide NAICS - FY23
541519	OTHER COMPUTER RELATED SERVICES	12	520
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	30	386
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	10	265
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	115	783
611430	PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING	131	71
518210	DATA PROCESSING, HOSTING, AND RELATED SERVICES	12	127
511210	SOFTWARE PUBLISHERS	299	61
238210	ELECTRICAL CONTRACTORS AND OTHER WIRING INSTALLATION CONTRACTORS	635	6
334111	ELECTRONIC COMPUTER MANUFACTURING	840	40
443120	COMPUTER AND SOFTWARE STORES	497	20
541330	ENGINEERING SERVICES	105	11
	Total	2686	2290

# Questions?

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# Delivering WOSB Excellence

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**U.S. Food and Drug Administration  
WOSB Fair  
May 29, 2024**





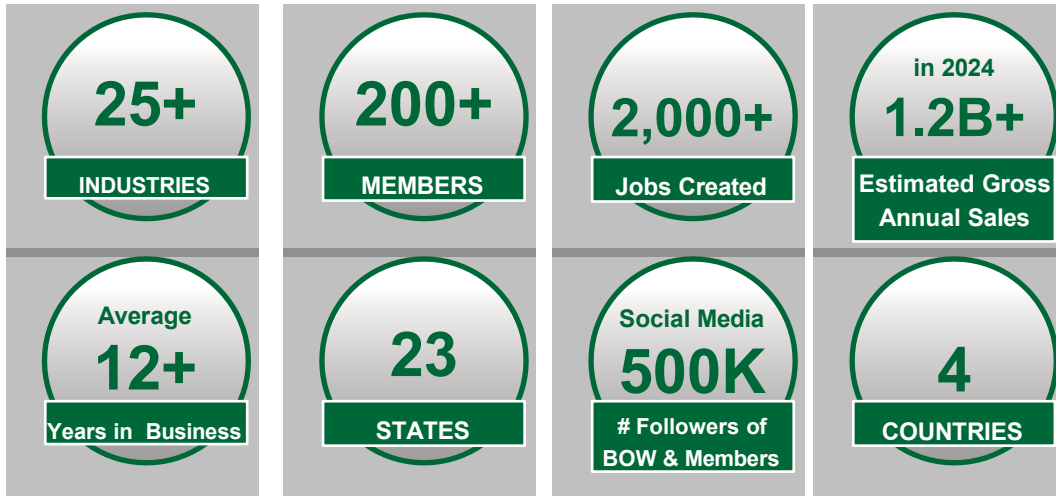
WELCOME TO  
the  
**BOW**  
COLLECTIVE



# WHAT IS THE BOW COLLECTIVE?

The BOW Collective is a business development sisterhood of the Nation's top Black Women Owners. We build and scale our businesses, together. The Ladies of the BOW Collective focus on sharing resources and relationships and on the 3Cs of business growth: Capital, Communications and Contracts/Clients.

As of 2024:

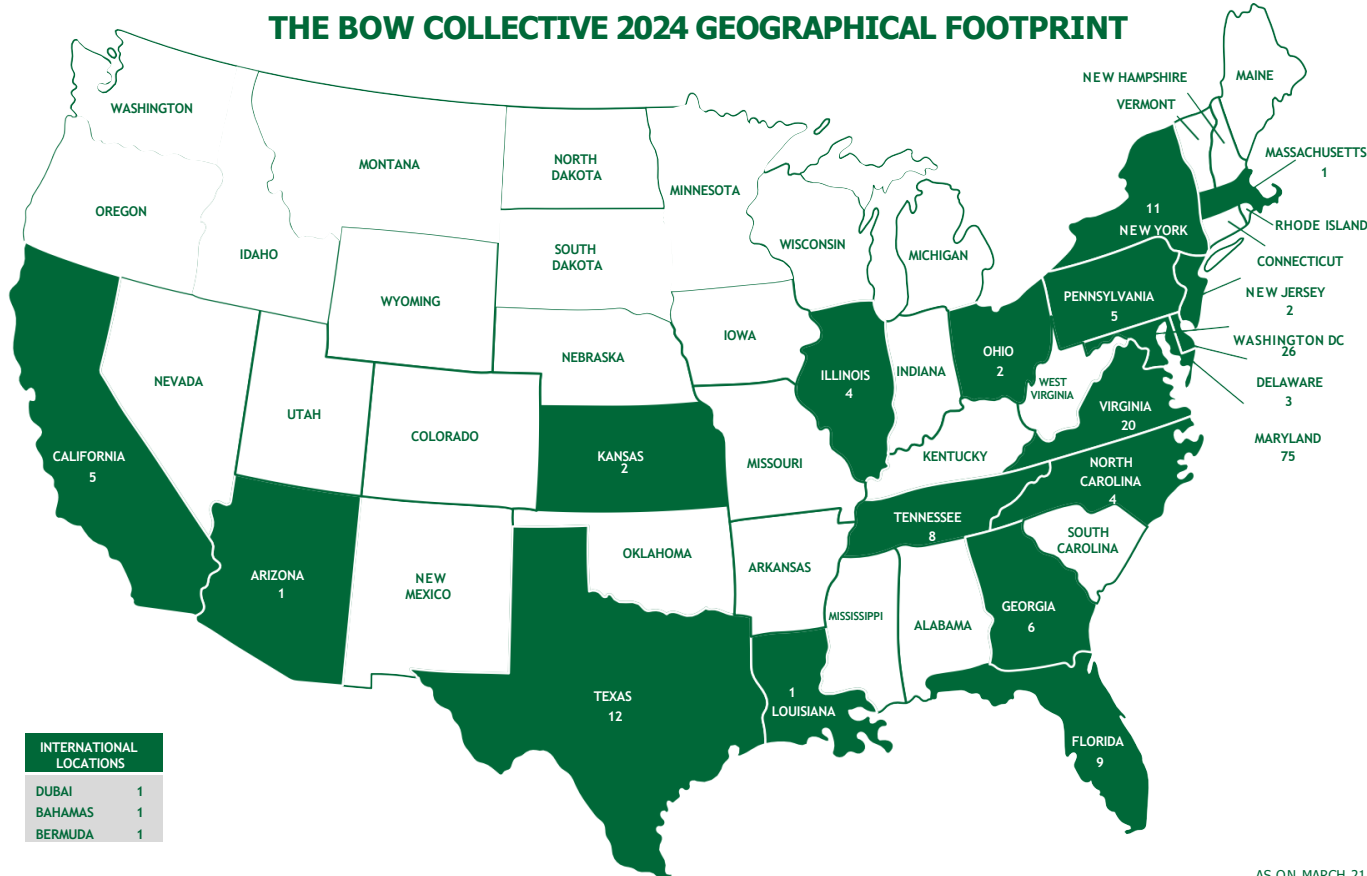


The organization has been featured in media outlets such as **Black Enterprise, Enterprising Women, and the Washington Business Journal** for its innovative and collaborative effort.



# WHERE WE ARE LOCATED

THE BOW COLLECTIVE 2024 GEOGRAPHICAL FOOTPRINT



AS ON MARCH 21, 2024

# BOW INDUSTRIES

- ACCOUNTING
- ARCHITECTURE
- BUSINESS CONSULTING
- CHILDCARE
- CHEMICALS & DISTRIBUTION
- CLEANING & MAINTENANCE
- COMMERCIAL INTERIOR DESIGN
- COMMUNICATIONS
- DIVERSITY & INCLUSION TRAINING
- DENTISTRY
- EVENT MANAGEMENT
- FINANCIAL ADVISORY SERVICES
- GOVERNMENT CONTRACTORS
- HEALTHCARE
- HOSPITALITY
- HUMAN RESOURCES
- INSURANCE
- IT SOLUTIONS
- LEGAL
- LOGISTICS & MOVING
- MANUFACTURING
- MARKETING
- NONPROFITS
- PROJECT & PROGRAM MANAGEMENT
- PERFORMING ARTIST
- PUBLIC RELATIONS
- REAL ESTATE BROKERAGE
- REAL ESTATE CONSTRUCTION & MANAGEMENT
- REAL ESTATE DEVELOPMENT
- RETAIL

# EXECUTIVE BOARD & OFFICERS

The BOW Collective is more than just an organization; it's a dynamic sisterhood and a hub for social capital strategically aligned to elevate the presence of our businesses collectively. Our mission is to create awareness, foster collaboration, and provide a unified platform for our members. Many of our CEOs bring a wealth of experiences from globally recognized professional services organizations, leveraging their industry knowledge to market their products and services effectively. The strength of our collective lies in our unity, collaboration, and the shared commitment to growing our businesses together.

As we embark on this conference journey, let us strengthen our bonds, exchange valuable insights, and collectively work towards a paradigm shift of scaling new heights of success. Thank you for being an integral part of The BOW Collective, where empowerment, growth, and collaboration thrive.



Founder & CEO

**Nicole Cober Johnson**

CJRD



VP & COO

**Ticki Favaro**  
HR&Co.



Treasurer & CFO

**S. Kathryn Allen**  
Answer Title & Escrow LLC



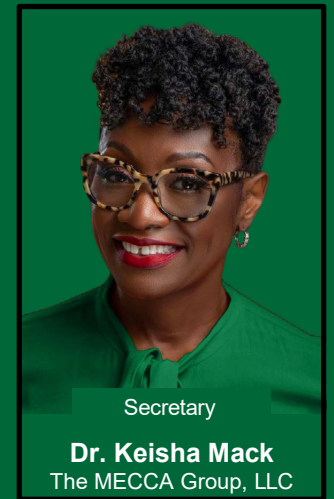
Historian

**Theresa Harrison**  
GEORGE STREET Services, Inc.



General Counsel

**Aimee Griffin**  
Life & Legacy Counselors LLC

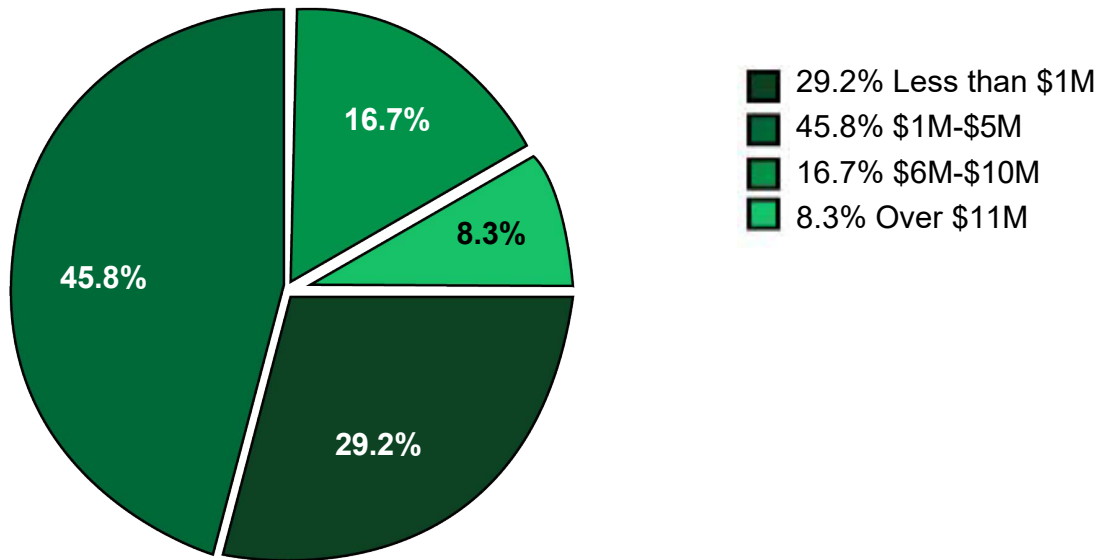


Secretary

**Dr. Keisha Mack**  
The MECCA Group, LLC

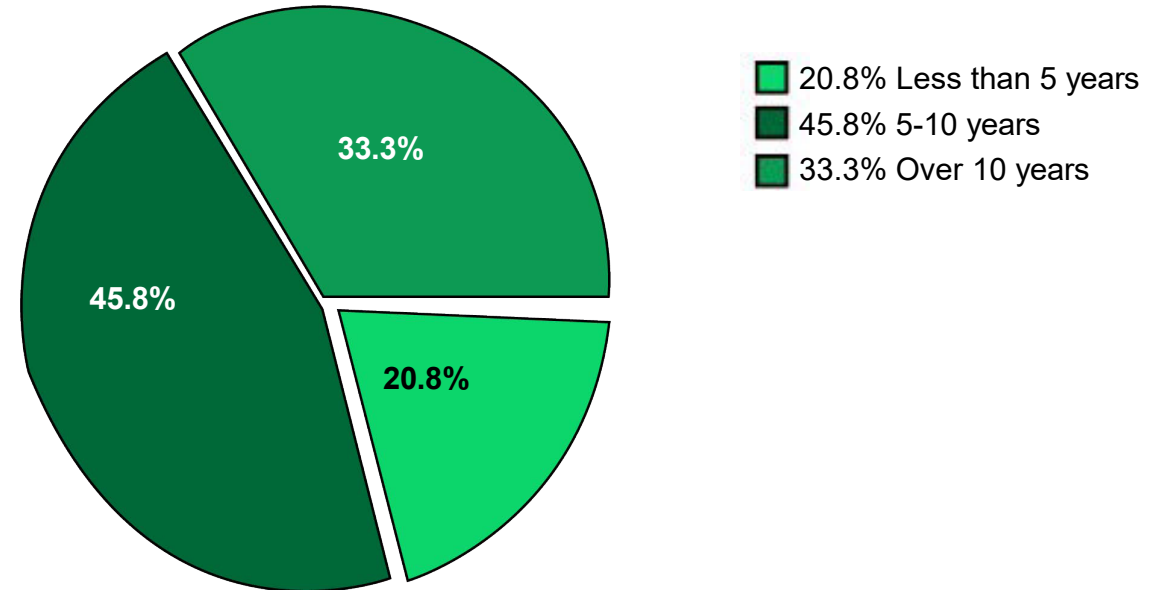
## ANNUAL REVENUE

Annual revenue ranges of BOW members in GovCon.



## FEDERAL CONTRACTING

Over 60 percent of the BOW have been successfully supporting Government agencies for more than 5 years.



## DEPARTMENTS & AGENCIES

- U.S. Department of Agriculture
- U.S. Department of Commerce
  - National Oceanic and Atmospheric Administration
- U.S. Department of Defense
  - Air Force
  - Army Navy
  - Army Corps of Engineers Defense Logistics Agency
  - National Geospatial-Intelligence Agency
- U.S. Department of Energy
- U.S. Department of Health and Human Services
  - Administration for Children and Families
  - Administration for Community Living
  - Centers for Disease Control and Prevention Centers for Medicare & Medicaid Services
  - Food and Drug Administration
  - National Institutes of Health
  - Health Resources and Services Administration
- Substance Abuse and Mental Health Services Administration
- U.S. Department of Homeland Security
- U.S. Department of Housing and Urban Development
- U.S. Department of Justice
  - Drug Enforcement Administration
  - Federal Bureau of Investigation
  - Office of Justice Programs
- U.S. Department of Labor
- U.S. Department of State
- U.S. Department of Transportation
  - Federal Highway Administration
- U.S. Department of the Treasury
- U.S. Department of Veterans Affairs
- U.S. General Services Administration
- Federal Deposit Insurance Corporation
- U.S. Nuclear Regulatory Commission

# CERTIFICATIONS

- Women-owned (WOSB)
- Economically Disadvantaged Women-Owned (EDWOSB)
- 8(a)
- Certified Business Enterprise/Minority Business Enterprise/Small Business Enterprise/Women Business Enterprise (CBE/MBE/SBE/WBE)
- Veteran-owned (VOSB)
- Service-disabled Veteran-owned (SDVOSB)
- Historically Underutilized Business Zones (HUBZone)

# GovCon LEADERSHIP TEAM



**MICHELLE TAYLOR**  
GovCon Committee, Co-Chair  
President and CEO



Email: [mtaylor@betah.com](mailto:mtaylor@betah.com)  
<https://www.betah.com>



**JACKIE LOPEZ**  
GovCon Committee, Co-Chair  
President



Email: [jklopez@pesolutions-it.com](mailto:jklopez@pesolutions-it.com)  
<https://www.pesolutions-it.com>



**THERESA HARRISON**  
BOW Executive Leadership Team  
Sr. Managing Partner



Email: [theresa@georgestreetinc.com](mailto:theresa@georgestreetinc.com)  
<https://www.georgestreetinc.com/>



**BOW MEMBERS  
DELIVERING EXCELLENCE**



## CONTACT INFORMATION

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[Jenna.Reese@Connect-Centric.com](mailto:Jenna.Reese@Connect-Centric.com)

**Phone:**

(703) 650-5680

**Website:**

<https://connectcentric.com>

# JENNA REESE

## CEO CONNECT CENTRIC

**YEARS IN BUSINESS:** 15 Years

### GOVERNMENT CUSTOMERS:

- U.S. Food and Drug Administration
- U.S. Department of Defense
- U.S. Department of the Treasury
- U.S. Department of Interior
- U.S. Environmental Protection Agency
- U.S. General Services Administration

### CORE CAPABILITIES:

- Enterprise IT Application Development and Automation
- Process Maturity (DevSecOps, Data Governance, Workflow Optimization, Analytics)
- Contact Center Technology
- IT Product Delivery
- Operations and Maintenance
- Technology Enablement

### CERTIFICATIONS & AWARDS:

- Women-Owned Small Business
- Economically Disadvantaged Women-Owned
- SBA Emerging Leader 2019
- 2022 Goldman Sachs 10ksb





# AALIYAH MUHAMMAD

## CEO EMBARQ SOLUTIONS

**YEARS IN BUSINESS:** 12 Years

### **GOVERNMENT CUSTOMERS:**

- U.S. Food and Drug Administration
- U.S. General Services Administration
- National Oceanic and Atmospheric Administration
- U.S. Department of Defense
  - Naval Facilities Engineering Systems Command
  - U.S. Department of the Army
  - U.S. Department of the Army Corps of Engineers
  - U.S. Department of the Air Force

### **CORE CAPABILITIES:**

- Facilities Maintenance
- Janitorial
- Grounds Maintenance
- Project Management

## CONTACT INFORMATION

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**Phone:**

(410) 303-1113

**Website:**

<https://www.embarqsolutions.com>



EMBARQ SOLUTIONS



## CONTACT INFORMATION

**Email:**

[sjowens@ji-solutions.com](mailto:sjowens@ji-solutions.com)

**Phone:**

(240) 417-1764

**Website:**

<https://ji-solutions.com>

# SYLVIA L. JOHNSON

## PRESIDENT/CEO JI-SOLUTIONS LLC

**YEARS IN BUSINESS:** 14 Years

**GOVERNMENT CUSTOMERS:**

- U.S. Department of Transportation
- U.S. Department of the Treasury
- State and Local Government

**CORE CAPABILITIES:**

- Acquisition & Talent Management
- Health IT & Biomedical Consulting Services

**CERTIFICATIONS & AWARDS:**

- SBA 8(a) Certified
- Women-Owned Small Business
- Economically Disadvantaged Women-Owned Small Business
- Disadvantaged Business Enterprise
- Small Disadvantaged Business
- Minority Business Enterprise, MDOT
- Minority Business Enterprise, Prince George's County
- North Carolina HUB Certified
- North Carolina Small Business Enterprise

**JI-SOLUTIONS**  
*Business Made Simple*



## CONTACT INFORMATION

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**Phone:**

(202) 904-2323

**Website:**

<https://www.pmcsllc.com>

# LASHELLE FRANKLIN

## CO-OWNER/GENERAL COUNSEL PROFESSIONAL MANAGEMENT CONSULTING SERVICES, LLC.

**YEARS IN BUSINESS:** 18 Years

**GOVERNMENT CUSTOMERS:**

- Internal Revenue Service
- Office of Personnel Management
- Nuclear Regulatory Commission
- National Science Foundation
- U.S. Department of the Army
- U.S. Department of Health and Human Services
- DC Department of General Services

**CORE CAPABILITIES:**

- Management
- Organizational Transformation
- Information Technology
- Staffing

**CERTIFICATIONS & AWARDS:**

- 8(a) certified
- Small Disadvantaged Business
- ISO/IEC 20000:2018 IT Service Management
- 8(a) STARS III
- GSA MAS
- OASIS



## OUR PANELISTS



**AALIYAH MUHAMMAD**

CEO



EMBARQ SOLUTIONS

Email: [amuhammad@embarqsolutions.com](mailto:amuhammad@embarqsolutions.com)

<https://www.embarqsolutions.com>



**SYLVIA L. JOHNSON**

President/CEO



Email: [sjowens@ji-solutions.com](mailto:sjowens@ji-solutions.com)

<https://ji-solutions.com>



**LASHELLE FRANKLIN**

Co-Owner/General Counsel



Email: [lfranklin@pmcsllc.com](mailto:lfranklin@pmcsllc.com) or  
[contactus@pmcsllc.com](mailto:contactus@pmcsllc.com)

<https://www.pmcsllc.com>



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For more information, contact us at  
[partners@thebowcollective.org](mailto:partners@thebowcollective.org)  
or  
[membership@thebowcollective.org](mailto:membership@thebowcollective.org)  
**(214) 807-0413**

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# Closing Remarks

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*Kaitlyn Lowe  
Branch Chief,  
Innovations, Systems, and Data Quality*



# LUNCH

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*12 PM – 1 PM*

*Please order from the Great Room Kiosk in the lobby*

# 2024 Women-Owned Small Business Fair

*Hosted by the U.S. Food and Drug Administration*

