



How to Conduct Business with the NIH

SMARTPROC Conference

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January 22, 2020

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NIH Overview



NIH Mission

- ▶ The world's foremost center for biomedical and behavioral science research, and the foundation that supports U.S. efforts to fight disease
- ▶ The NIH mission is to discover knowledge that will lead to better health for everyone
- ▶ NIH FY 2020 Budget: Approximately \$42+ Billion

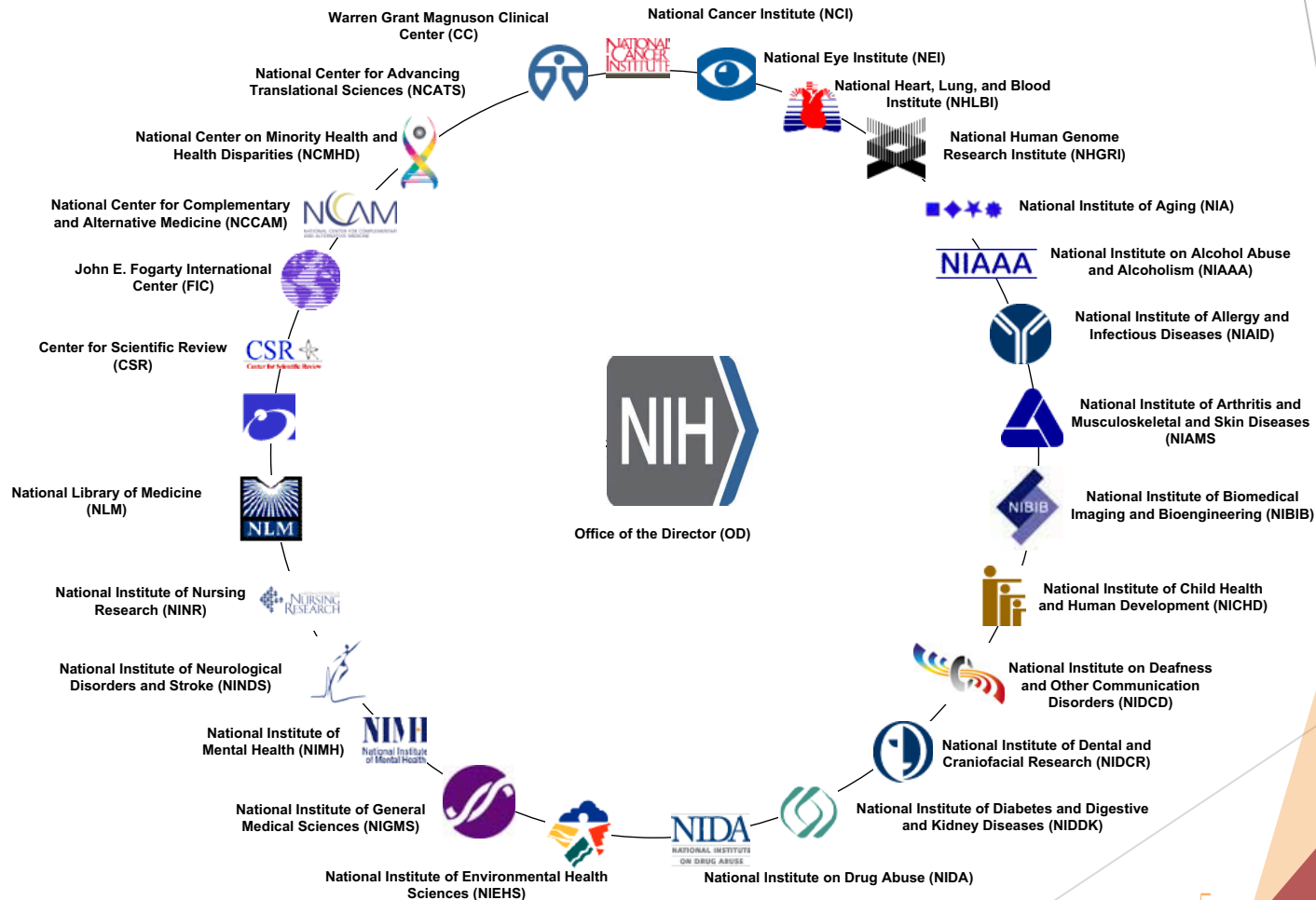
**(COVID Funds Included)*



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

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

NIH Institutes and Centers





What NIH Buys

PRODUCTS:

Supplies, textile goods, office furniture, chemicals, paper products, machinery, office machines, computer equipment, laboratory equipment, instrumentation and communication equipment

INFORMATION TECHNOLOGY:

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

CONSTRUCTION SERVICES:

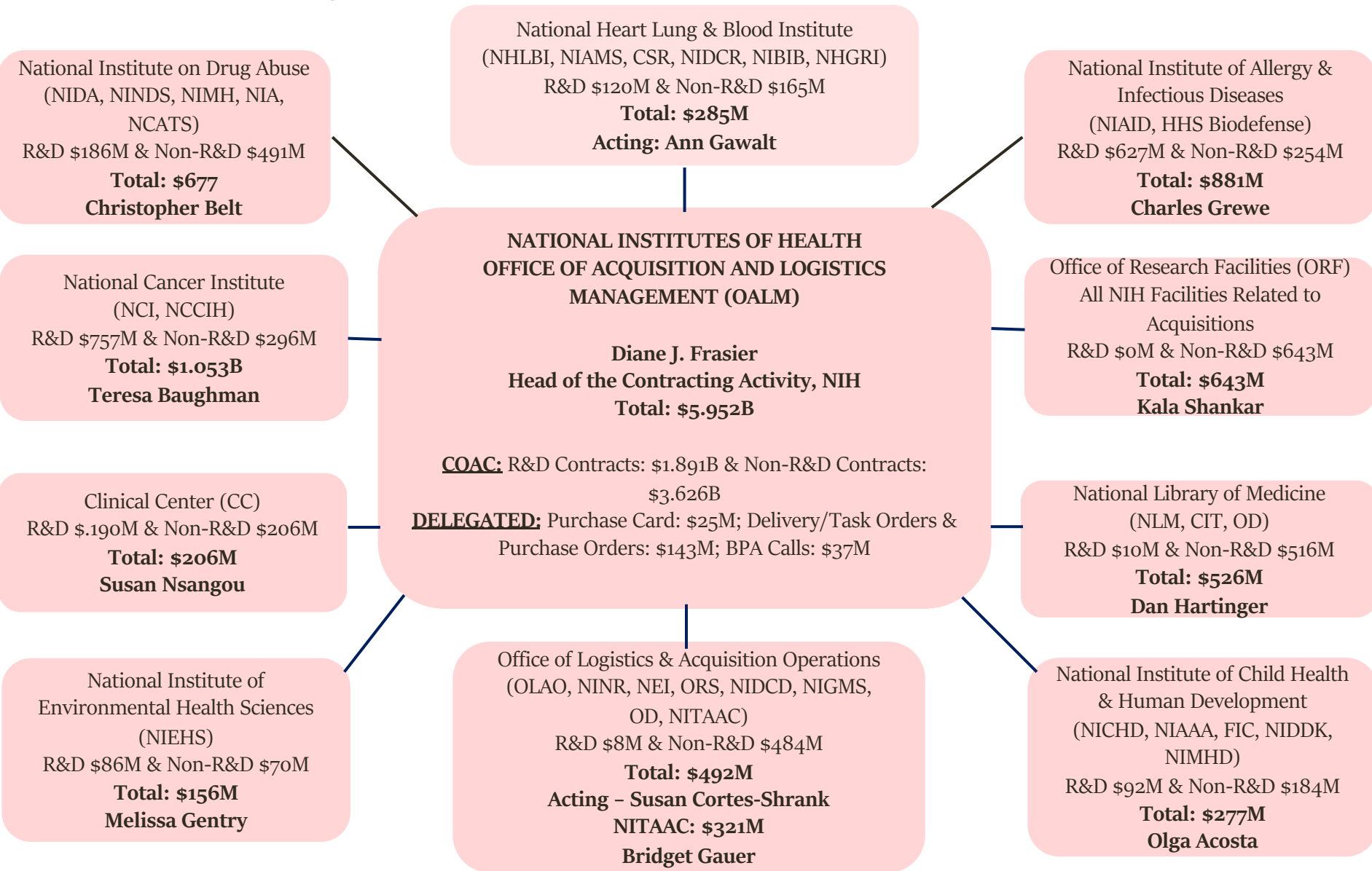
Architectural and engineering services, construction of dwellings, office buildings, laboratories and medical facilities, renovations and alterations

SERVICES:

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

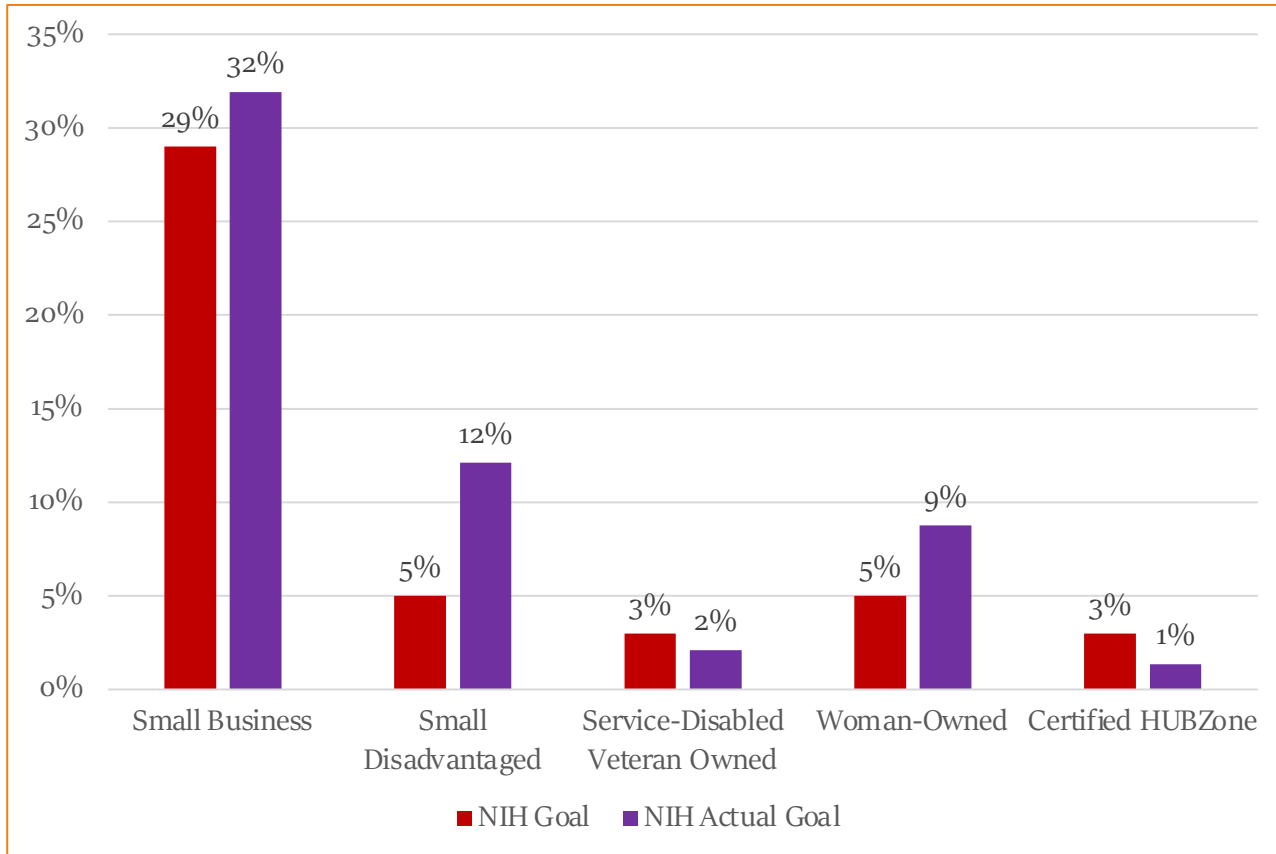
RESEARCH AND DEVELOPMENT:

Includes clinical trials, pharmacological studies, genetics and biology investigations, vaccine development and testing, and environmental research. Most of the contract obligations stem from this.





NIH FY 2020 Small Business Goals



Percentages are based on the number of eligible obligations, per small business goal, divided against the eligible total small business obligations for NIH in FY 2018. Data derived from the FPDS-NG Small Business Goaling Report. *NIH does not have a Veteran-Owned Small Business goal as it is inclusive to the Small Business goal nor does NIH have an 8(a) goal as it is inclusive to the Small Disadvantaged goal.



NIH GWAC

- **NIH Information Technology Acquisition & Assessment Center (NITAAC)**
 - Designated by OMB to administer three “Best in Class” Government-Wide Acquisition Contracts (GWACs)
 - CIO-SP3 – Services
 - CIO- SP3 Small Business – Services and Small Business Goals
 - CIO-CS – Commercial Commodities and Solutions
- Any Federal Agency may use them without further delegation
- Expanded capabilities to include our new full-service Assisted Acquisition program
- Believes in quality customer service and support
- Continually improving to assist federal agencies in obtaining better IT solutions



NIH Contract Vehicles

- **NIH Supply Center**
 - <https://nihscatalog.od.nih.gov>
- **NIH Public Information and Communication Services (PICS)**
 - <https://pics.olao.od.nih.gov/>
- **NIH Conference, Administrative, and Travel Services Contract (NIHCATS) III**
 - <https://nihcats.olao.od.nih.gov/about.html>
- **NIH Business Professional Support Services Contract (NIHBPSS)**
 - <https://nihbpss.olao.od.nih.gov/>
- **NIH Long Term Administrative Support Contract (LTASC) II**
 - <https://ltasc.od.nih.gov/>
- **NIH Laboratory Animal Research Contract (LARC)**
 - **The site content is currently being updated**
[https://www.ors.od.nih.gov/sr/dvr/facility/Pages/Laboratory%20Animal%20Research%20Contract%20\(LARC\).aspx](https://www.ors.od.nih.gov/sr/dvr/facility/Pages/Laboratory%20Animal%20Research%20Contract%20(LARC).aspx)
- **NIH Purchase Card**
 - <https://oamp.od.nih.gov/dsaps/guides-policies-procedures>
- **NIH-Wide Blanket Purchase Agreements (BPAs)**
 - Contact the NIH BPA Program Branch at 301-496-5212 or email BPAProgramBranch@od.nih.gov for more information.



NIH Path to Excellence and Innovation



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

[Federal] agencies are to develop plans to

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



What is the Path to Excellence and Innovation?

- The mission of the PEI Initiative is to empower HBCUs with the knowledge, resources, and skills they need to effectively and consistently compete for and win contracts from the National Institutes of Health and thereby diversify revenue streams and create more research opportunities for those academic institutions.



The PEI Upcoming Expansion

- During fiscal year 2021, the Path to Excellence and Innovation (PEI) initiative will begin offering more extensive acquisition training and technical assistance for Historically Black Colleges and Universities (HBCUs). The expanded program also will foster partnerships between HBCUs and businesses.
 - The ultimate goal of the next phase of the PEI Initiative will be to assist the Small Business Program Office in empowering HBCUs to secure 2% of NIH contracts.
 - If you are interested in becoming apart of the PEI 2.0 cohort, applications are currently accessible via the [PEI website](#) and will no longer be accepted after February 12, 2021.
- The PEI Database will be launched and will provide users with the following:
 - Streamlined communication with NIH officials
 - Streamlined communication with other PEI participants (HBCUs & Business Partners)
 - Ability to view a consolidated listing of NIH contract & grant opportunities in real-time
 - Opportunities will be filtered based on user's organizational capabilities and NIH Institutes and Centers (IC's) of interest
 - Increase transparency between the NIH and your organization



Procurement Helpful Hints

- ▶ Starting out it is difficult to deal with all 27 Institutes and Centers
 - Focus on a niche health area or service area and align with a couple ICs
 - Contact the Director of the respective Office of Acquisition only for leads – focus on meeting with program areas
 - Review information on the selected ICs internet site and FedBizOpps to better understand NIH requirements and prime contractors
- ▶ Visit scientific conferences, provide demos of cutting edge/niche products and services, and market to the programs
- ▶ Work towards subcontracts if the prime contracts are not forthcoming – learn from existing contractors
- ▶ Start with small Blanket Purchase Agreements (BPA) or purchase orders, if necessary



Procurement Outreach

- ▶ Participate in NIH Outreach events including NIH Industry Day
- ▶ Attend Vendor Outreach Sessions
- ▶ Contact the NIH Small Business (SB) Specialist and introduce yourself and your company so that the SB Specialist knows your firm's capabilities
 - ▶ **NIH Small Business Specialists**
 - ▶ Anita Allen: Anita.Allen1@cms.hhs.gov
 - ▶ Wayne Berry: Wayne.berry@nih.gov
 - ▶ Jonathan Ferguson: Jonathan.Ferguson@nih.gov
 - ▶ Natasha Boyce: Natasha.Boyce@nih.gov



Procurement Resources

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



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