Frederick National Laboratory
for Cancer Research

sponsored by the National Cancer Institute

Frederick National Laboratory for Cancer Research (FNL) Operated by Leidos Biomedical Research

SMARTPROC GOVCON

January 22, 2021

DEPARTMENT OF HEALTH AND HUMAN SERVICES • National Institutes of Health • National Cancer Institute

Frederick National Laboratory is a Federally Funded Research and Development Center operated by Leidos Biomedical Research, Inc., for the National Cancer Institute

Frederick National Laboratory (FNL) Overview & Small Business Performance

Beverly Hayes

Director of Contracts & Acquisitions

Background

1971- President Nixon signed the National Cancer Act creating the National Cancer Program

1972- Frederick Cancer Research Center (68 acres, 70 buildings from Army to HHS)

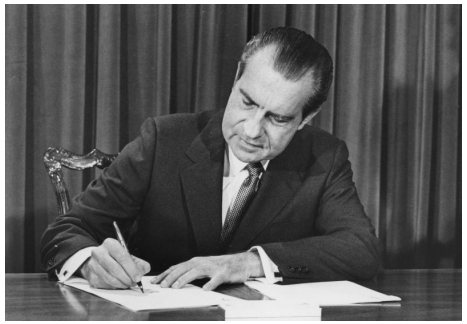
1975- Federally Funded Research & Development Center (FFRDC) Designation (1 of 42)

2011- Advanced Technology Research Facility (ATRF)

2012- "National Laboratory" Designation (1 of 18)

2013- SAIC-Frederick to Leidos Biomedical Research

2015- Frederick National Laboratory for Cancer Research (FNL)



Frederick National Laboratory – History & Overview

Who Are We?

The **Frederick National Laboratory for Cancer Research** (FNLCR) is a United States Federally Funded Research and Development Center (FFRDC) sponsored by the **National Cancer Institute** (under NIH), and managed by the private contractor **Leidos Biomedical Research, Inc.**

NIH

Frederick National Laboratory for Cancer Research
sponsored by the National Cancer Institute

leidos

FNL Overview

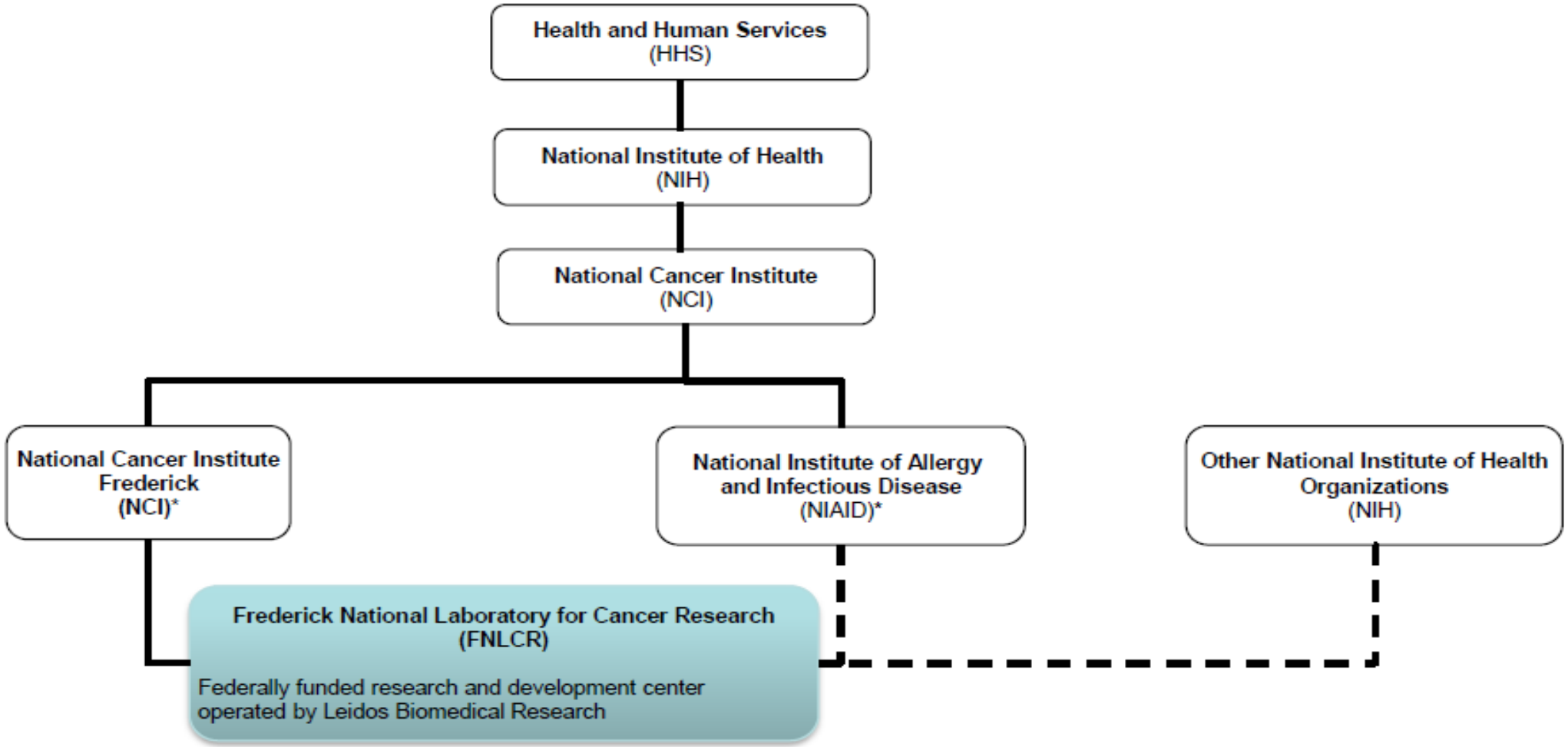
Mission

- Provide a unique national resource for:
  - development of new technologies
  - translation of basic science discoveries into novel agents for the prevention, diagnosis, and emerging infectious diseases

Capabilities

- conduct basic, translational, preclinical, and applied Research & Development (R&D)
- support basic and applied research investigators at universities and institutions across USA
- provide dedicated support to customer/government-sponsored initiatives
- participate in domestic and international clinical trials

The FNL in HHS



Our Contract History

Leidos Biomed was dedicated to the **Operations and Technical Support (OTS)** contract

- OTS Prime: Sept. 2008 – August 30, 2019
  - Largest HHS contract to date ($5.8B for 11 years)

Indefinite Delivery, Indefinite Quantity (IDIQ) & OTS operated jointly starting in Oct. 2015

- IDIQ Prime Contract: Sept. 2015 – August 30, 2019 with 82 currently awarded task orders and many extend through 2024
  - Estimated value up to $1.5B

NCI-FFRDC Contract awarded on June 26, 2019 for 5-years (replaced OTS contract)

- Contract Ceiling Value $6.6B
- New Task Orders were awarded and base year performance started August 31, 2019
- Currently in second year of performance and additional task orders awarded starting August 31, 2020
- To date, the FNL has spent approximately $445 Million in purchasing & subcontracts.

FNL & COVID-19

FNL pivoted resources in 2020 as part of an interagency collaboration responding to COVID-19, including:

- Applying the HPV Serology Laboratory's expertise and resources to work on antibody testing for the novel coronavirus.
- Using FNL's screening library to identify compounds that could potentially provide new therapies against the novel coronavirus.
- Conducting studies alongside and at the behest of the National Cancer Institute, the National Institute of Allergy and Infectious Diseases, and the National Human Genome Research Institute to rapidly identify genetic variants associated with a person's severity of infection.
- Supporting human clinical trials for investigational treatments such as the antiviral drug remdesivir.

On April 24, 2020, Congress appropriated $306 Million to NCI for COVID-19 Relief Efforts

LBR Small Business Achievement

Year 2020 Individual Subcontracting Report

Category	Goal %	Actual $	Actual %
Small Business	33%	$188,107,655	47%
Large Business	N/A	$207,823,66	53%
Total SubK		$395,930,821	
SDB	5%	$17,675,508	4%
WOSB	5%	$28,929,131	7%
HUBZone	3%	$18,881	0%
VOSB	3%	$43,461,418	11%
SDVOSB	3%	$5,068,007	1%
ANC	0%	$5,230,678	1%

Semi-annual Individual Subcontracting Reports (ISRs) capture cumulative spend under a single prime contract from inception through the end of a given reporting period.

HUBZONE awards - $2.9M Award made to HUBZone company on 10/9/2020. Two additional IDIQ agreements have been awarded to HUBZone contractors.

FNL Subcontracts: Overview & Opportunities

Josh Ensor, Subcontracts Manager

Contracts & Acquisitions

- Our Acquisitions Directorate supports the national laboratory with high quality products and services to achieve its national mission.
- Our support to the national laboratory includes: facility infrastructure, laboratory operations and maintenance, supply chain operations, and support to an onsite occupational health service.
- Subcontracting and outsourcing plays a large role in the day-to-day operations of the Frederick, Md., facilities, regional off-site operations, and at locations around the world

Rapid response to customer needs

Reasonable and competitive cost solutions

Timely delivery of products and services

Suppliers We Rely On

Commercial goods/services

- Laboratory equipment & supplies
- Industrial services & supplies
- Animals and animal supplies
- Testing services
- Maintenance and repair services
- Furniture (office and laboratory)
- Office supplies/general administrative supplies
- Cleaning/Janitorial supplies

Research and development services and subcontracts

- Vaccine development, pharmaceutical development and manufacturing, R&D services
- Biomedical research services
- Clinical studies
- Rapid response to outbreaks of infectious diseases
- Tissue specimens, cell production services, and DNA sequencing
- Consultant services (scientific and administrative)

Construction & Facilities Services

- General contractor services for new construction and renovation activities (all trades)
- Architect and Engineering services
- Demolition and Abatement services
- Facilities maintenance
- Snow removal
- Office and Laboratory Relocation Services

What We Look For

Business Requirements

- Active registration on SAM.gov
- Adequate Insurance Coverage
  - Workers' Comp. - $1M
  - Commercial General Liab. - $1M occurrence/ $2M aggregate
  - Automobile - $1M
  - Professional Liability - $1M, if applicable
  - All Risk Property Insurance
- Ability to comply with terms and conditions - located: https://frederick.cancer.gov/Vendor/

Technical Requirements

- Demonstrated experience of three (3) similar projects in cost and scope within the last five years
- Sound technical approach to Statement of Work
- Project Team
- Project Plan and Schedule
- Cost/Price reasonableness
- Management Approach
  - Project risk management
  - Subcontractor management, if any
  - Financial tracking

Personnel

- Key Personnel have demonstrated relevant experience for the project
- If solicitation is T&M, Labor Hour, or Fixed Price Level of Effort, all personnel proposed meet the minimum requirements for the specified labor category proposed

Current and Recent Opportunities Under Research & Development

Open Solicitations | Awarded Solicitations

NAICS	SOLICITATION #	SOLICITATION TITLE	CONTACT	PROPOSAL DUE DATE
541512	21X113F	NIAID Data Ecosystem Framework (NDEF) RESEARCH & DEVELOPMENT SERVICES & SUBCONTRACTS The objective of this project is to establish and maintain a federated data ecosystem for NIAID.	Dan Reichlin	2/19/2021
425998, 334516	B21-220	Blanket Purchase Agreement For Sequencing Supplies COMMERCIAL GOODS/SERVICES Blanket Purchase Agreement for Illumina brand biologicals, reagents, kits and consumable sequencing supplies.	Ed Gauvreau	2/1/2021
541714	S21-121	Molecular Characterization In CLIA Setting RESEARCH & DEVELOPMENT SERVICES & SUBCONTRACTS Leidos Biomed seeks preliminary capability and pricing estimate information from potential vendors capable of performing molecular characterizations,	Kayla Williams	1/22/2021
	S21-112F	Image Annotation For NCI Cancer Imaging Archive Datasets RESEARCH & DEVELOPMENT SERVICES & SUBCONTRACTS This project will focus on annotation of images in datasets hosted on The Cancer Imaging Archive (TCIA) from select NCI Clinical Trials Network (NCTN)	Joshua Wynne	1/22/2021
	S21-123F	Audit And Compliance Software Solution COMMERCIAL GOODS/SERVICES The overarching goal of this project is to identify a commercial off the shelf (COTS) software package that can be leveraged to address the specific n	Josh Wynne	1/20/2021

Open Solicitations | Awarded Solicitations

NAICS	SOLICITATION #	SOLICITATION TITLE	CONTACT	AWARD DATE
561900	B21-215	Decontamination Services RESEARCH & DEVELOPMENT SERVICES & SUBCONTRACTSDECONTAMINATION SERVICES	Jean Eyler	2/5/2021
621991	M21-221	Mobile/In-Home Infusion Services RESEARCH & DEVELOPMENT SERVICES & SUBCONTRACTSMOBILE/IN-HOME INFUSION SERVICES	Jean Eyler	1/19/2021
541690	S21-118	GD2 CAR-T Cell Therapy Clinical Trial Site Administration And Cell Distribution Logistics RESEARCH & DEVELOPMENT SERVICES & SUBCONTRACTSLEIDOS BIOMED IS SEEKING AN ORGANIZATION TO MANAGE CELLULAR PRODUCT DISTRIBUTION LOGISTICS FOR AN AUTOLOGOUS CAR T-CELL STUDY IN PEDIATRIC NEUROBLASTOMA AND OSTEOSARCOMA. THE PURPOSE OF THIS PROJECT IS TO COLLABORATE WITH AN ORGANIZATION THAT IS WELL-VERSED IN OVERSIGHT OF AUTOLOGOUS CELLULAR THERAPY LOGISTICS AND SITE ADMINISTRATION TO ENSURE CONSISTENT CELL THERAPY COLLECTION AND CRYOPRESERVATION PROCESSES AND PROCEDURES ACROSS CLINICAL TRIAL SITES, ENSURE STANDARDIZED PROCESSES ARE DEVELOPED AND MAINTAINED FOR AUTOLOGOUS CELL CHAIN OF CUSTODY, ENSURE SHIPMENT OF CELLS ARE CONDUCTED IN A CONTROLLED AND CONSISTENT MANNER TO MAINTAIN VIABILITY AND INTEGRITY IN QUALIFIED SHIPPING SYSTEMS, COORDINATE TIMING AND CRYOGENIC MONITORING OF SHIPMENTS TO AND FROM THE CLINICAL SITES WITH THE CLINICAL STAFF AT THESE SITES AND THE MANUFACTURING FACILITY, AND TO ENSURE ALL PROCESSES AND PROCEDURES ARE CONDUCTED IN ACCORDANCE WITH APPLICABLE LOCAL, STATE AND FEDERAL REGULATIONS.	Heather Housaman	12/7/2020

COVID-19 Activity and Highlights

➢ Serological Sciences Network Capacity Building Centers:

Awarded Subcontracts to four research institutions to develop serological assays to test for coronavirus antibodies and to conduct surveillance studies. Each center will have the capacity to test at least 5,000 people per week and return results to people tested.

➢ All of Us Study:

Awarded Subcontracts to two laboratories to determine seroprevalence of SARS-CoV-2 as well as to determine the percentage of adults in the United States who may have been exposed to SARS-CoV-2, using a validated SARS-CoV-2 serological assay with evidence of high specificity and sensitivity.

➢ Emergency Response Subcontracts:

The Emergency Response (ER) IDIQ subcontracts were put in place with key Clinical Research Organizations with capabilities to respond rapidly to an emergency health crisis. This allowed for streamline, efficient and quick implementation of new awards under Authorizations to Proceed based on already agreed to terms and conditions.

➢ COVID-19 PUBLIC FACING WEBSITE

NIAID submitted an emergency request to support development of a COVID-19 Public Facing Website and Database. Solicited, negotiated and awarded a single source ID/IQ Task Order Subcontract for $845,000 during CY ‘20 and $2.2 million in CY’ 21. Solicitation, negotiation and award was on an expedited basis and was completed in 15 days. https://covid19treatmentguidelines.nih.gov/

FNL Purchasing & Best Practices

Nancy Mayo, Purchasing Manager I

Procurement & COVID-19

- ✓As a Federally Funded Research and Development Center, we are asked to tackle problems that confront the public's health, such as AIDS and cancer. But we are also fashioned for rapid response to new and emerging threats, such as the novel coronavirus pandemic.

- ✓Commercial Goods and Services: Support essential services, new programs and staff.

- ✓Overcome COVID-19 Challenges: Supply Chain disruptions – Costs

- ✓ Strategic Sourcing and Commodity Management Initiative: Focus on opportunities for strategic sourcing, improved cycle-times, supplier service levels, and cost savings.

Suppliers We Rely On

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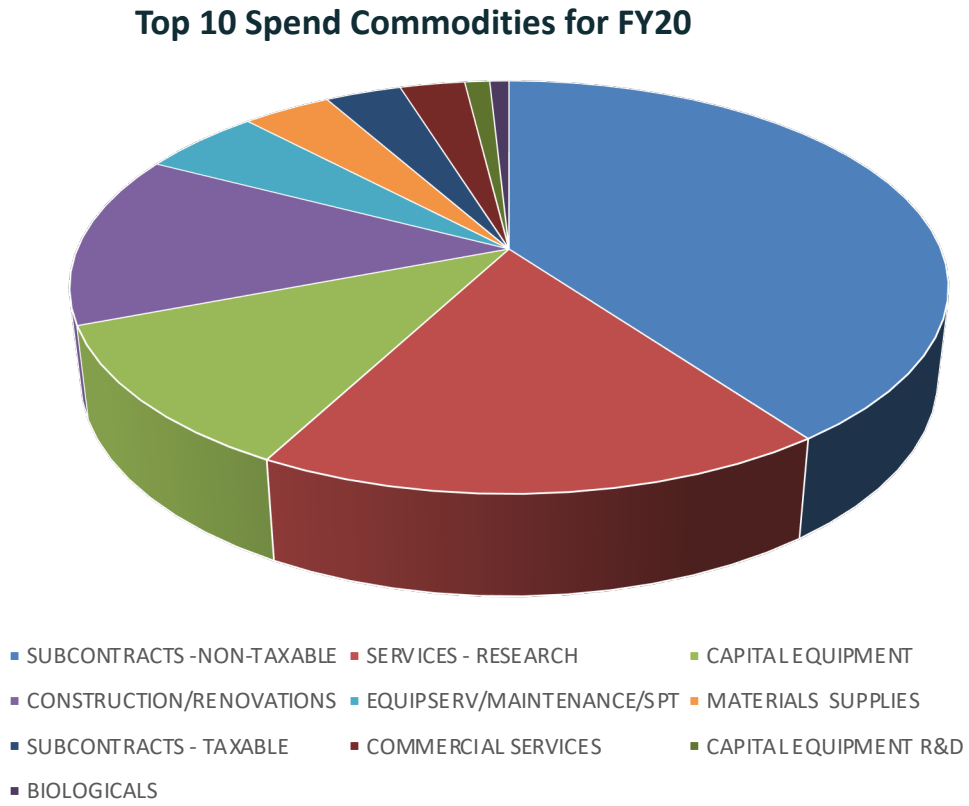
What We Buy

COMMODITY	Total
SUBCONTRACTS -NON-TAXABLE	$ 173,137,258
SERVICES - RESEARCH	$ 76,981,149
CAPITAL EQUIPMENT	$ 49,305,752
CONSTRUCTION/RENOVATIONS	$ 58,505,531
EQUIPSERV/MAINTENANCE/SPT	$ 22,904,424
MATERIALS SUPPLIES	$ 16,899,927
SUBCONTRACTS - TAXABLE	$ 14,495,346
COMMERCIAL SERVICES	$ 12,359,160
CAPITAL EQUIPMENT R&D	$ 4,747,624
BIOLOGICALS	$ 3,660,782



FAR PART 51.103 Government Supply Schedules. Leidos Biomedical Research Inc. is authorized to use Government Sources under their Contract for the National Cancer Institutes Frederick National Laboratory for Cancer Research

Small Business Do's & Don'ts

DO

- Register your company in the FNL Potential Supplier Database
- Register on Subcontract Award Management (SAM) System (https://sam.gov/SAM/)
- Tailor your capabilities statement specific to what you can offer the FNL
- Network- Follow up with your FNL connections (4-6 months)
- Team strategically (Subcontracting, NIH vehicles, etc.)
- Be patient

DON'T

- Bombard with emails and phone calls
- Tell us that you do everything
- Cast aside subcontracting experience
- Ask for a mentor-protege agreement
- Ignore branding or marketing
- Bypass resources (PTAC/PTAP, NCMA, FNL)
- Be humble- Show us what makes your company great!
- Work for free

Current and Upcoming Opportunities

Find New Opportunities:

Open Solicitations can be found at our “Work With Us” webpage:
https://frederick.cancer.gov/workwithus/solicitations

Vendor Registration:
https://frederick.cancer.gov/Vendor/Registration.aspx

How to Engage Us

- Contracting with the Frederick National, Vendor Information and Registration: https://frederick.cancer.gov/workwithus/procurement
- Contact any of the following individuals:

Contact Area	Name	Title	Email
Acquisitions	Chad Hildebrand	Senior Manager, Subcontracts	chad.hildebrand@nih.gov
Acquisitions	Matthew Hull	Manager, Construction Subcontracts	matthew.hull@nih.gov
Acquisitions	Joshua Ensor	Manager, Research Subcontracts	joshua.ensor@nih.gov
Purchasing	Debra Hogarty	Senior Manager, Purchasing	debra.hogarty@nih.gov
Purchasing	Nancy Mayo	Manager, Purchasing, Supplies	nancy.mayo@nih.gov
Purchasing	Valerie Ferrone	Manager, Purchasing, Equipment/Maintenance	valerie.ferrone@nih.gov