Office of Small Business Programs (OSBP)

Doing Business with the Defense Health Agency
Information Brief

August 2016

"Medically Ready Force . . . . Ready Medical Force"

Agenda
DHA Office of Small Business Programs (OSBP)

- DHA Small Business Policy
- About the DHA's OSBP
- Doing Business with DHA
- What DHA Buys
- DHA Procurement Organization
- Commonly used Contract Vehicles
- Mandatory Sourcing Policy for Health IT Requirements
- FY15 and FY16 Small Business Goals & Achievements
- Questions

DHA *Small Business Policy*

The Defense Health Agency (DHA) is a joint, integrated Combat Support Agency that enables the Army, Navy, and Air Force medical services to provide a medically ready medical force to Combatant Commands in both peacetime and wartime

- **We are committed** to promoting the use of small businesses in procurements throughout the Agency
  - Small businesses provide critical resources that contribute to DHA's mission
- **We are dedicated to ensuring small businesses have the maximum opportunity to participate in procurements** both as Prime contractors and Subcontractors

The DHA's Office of Small Business Programs (OSBP)

- **The OSBP is responsible for all aspects of the DHA Small Business Programs**, including but not limited to:
  - Enables the DHA to gain access to the efficiency, innovation, and creativity offered by the small business industrial base
    - Outreach events; one-on-one vendor meetings
  - Integral player and value-added advisor in the development of DHA acquisition strategies to ensure compliance with laws, directives, goals, and objectives related to small business initiatives
  - Serves as an advocate and champion for small business interest in DHA acquisition process; providing guidance and technical assistance to advance the growth and development of small businesses in becoming competitive contractors.

The DHA's Office of Small Business Programs (OSBP) (cont'd)

- Ensure that all acquisitions are reviewed for participation by small businesses
  - **Primary objective is to ensure that acquisition strategies result in a positive outcome for small businesses**
  - For small business set-aside recommendations, we must be able to demonstrate that there are sufficient small businesses with the capability to perform the services we need in a quality manner and at a reasonable price to meet our agency needs
- Review all subcontracting plans and offers recommendations; monitor contractor performance
- Facilitate communication with the appropriate requirements office and contracting personnel to further market your product or services

Doing Business with the DHA

- **Start by "Doing Your HOMEWORK!" Know what DHA does and understand Mission, Vision, and Goals**

- Meet with the DHA OSBP Director
  - Ensure that your interests as a small business are compatible with the mission of DHA
  - Discuss your capabilities
    - Develop a concise and professional capability statement prior to introducing your company; no "one size fits all" - tailor your approach and target your market
    - Differentiators count: Define your core strength (what you do best, what you are known for in the marketplace); Show your unique value (why you are special, reliable and more effective than current process).

Doing Business with DHA (continued)

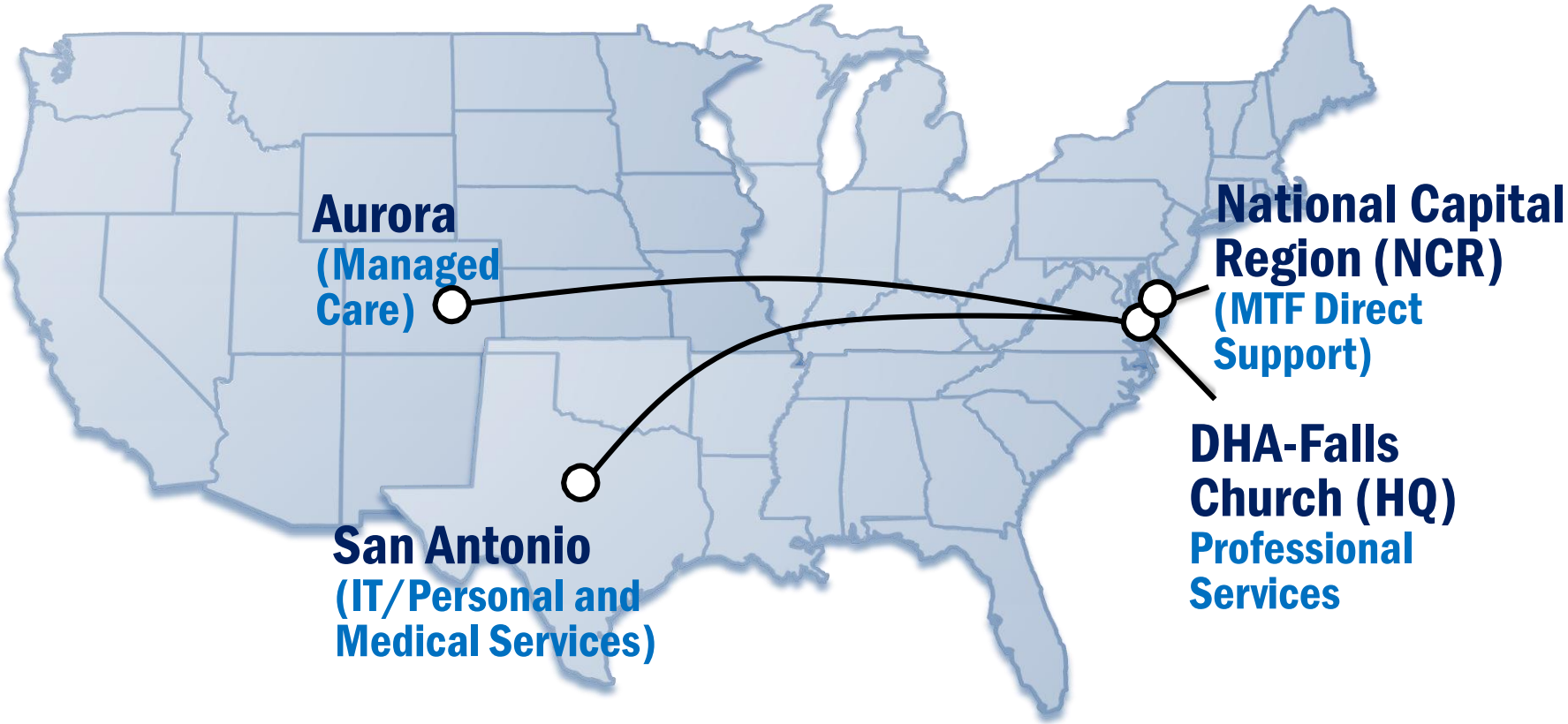
- Investigate the GSA Schedule Program: www.gsa.gov
  - Blog within the DHA HIT-DHA/GSA Partnership community at GSA Interact site
- Provide quality responses to our Requests for Information (RFI)/Sources Sought Notices posted on FedBizOpps
- Monitor FedBizOpps for SB events/engagements, Industry day announcements, and other solicitations
- Submit your Vendor Information Form (VIF) (www.health.mil/VIF)
- Provide sterling performance on all the work you do for us!

What DHA Buys

- DHA provides the Agency and the Military Health System (MHS) with superior health IT and medical service procurement solutions (healthcare, dental, pharmaceutical) at the best value to positively influence the patient experience, health, and readiness of those entrusted to our care
- Other services DHA procures include:
  - --Information Technology Services,
  - --Information Management Services,
  - --Consulting and Analytical Services, and
  - --Management and Administrative Support

DHA Procurement Organization

Four Contract Operating Branches (COB)



DHA Procurement Organization

Four Contract Operating Branches (COB)

Defense Health Agency

COB-Aurora, CO (COB-A)

- Center of Excellence for **Managed Care contracts (TRICARE)**
- Supports DHA offices and programs that typically originate from Aurora, CO or DHA Healthcare Operations Directorate

COB-Falls Church, VA (COB-FC)

- Center of Excellence for Category R (**Professional/Administrative/Management Services)**
- Supports DHHQ offices and programs that typically originate from DHHQ in Falls Church, VA

DHA Procurement Organization

Four Contract Operating Branches (COB)

Defense Health Agency

COB-National Capitol Region (COB-NCR)

- Provides direct support to the **NCR Directorate** to support Medical Treatment Facility (MTF) operations in the National Capitol Region

COB-San Antonio (COB-SA)

- Center of Excellence for Category D (**IT and Telecommunications)** and Category Q (Strategically sourced **Medical Services)**
- Supports DHA Offices and programs that typically originate from Shared Services, the HIT Directorate (HITD), and San Antonio-based offices
- **GSA Assisted Acquisition and other contracting support agencies (such as US Army Medical Research Acquisition Activity (USAMRAA), SPAWAR, etc.) will be utilized should COB's exceed current capacity**

Commonly Used Contract Vehicles

- Individual small business Set-Aside contracts based on mission requirements
- GSA GWACs
  - Alliant
  - Alliant SB
  - 8(a) STARS II
  - VETS
  - GSA Oasis
- Federal Supply Schedules
  - IT Schedule 70
  - Professional Support Services (PSS)

DHA Champions Small Business Success through Contracts

Mandatory Source Policy for HIT Requirements

1st Priority

- GSA IT Government-wide Acquisition Contracts (GWACs)

2nd Priority

- GSA IT Schedule 70
  - The Health IT Special Item Number (SIN) 132-56 is open for business! Intended for innovations (new tech) but can be used for any HIT
  - https://interact.gsa.gov/dhagsa-health-it-partnership

3rd Priority – Non-GSA awards

- Other contracts via a written waiver approved by COB Chief or Head of Contracting Activity

Mandatory Source Policy for HIT Requirements (continued)

- **Goal is to strategically source at least $1B of Health Information Technology Division (HITD) spending** within the first two years of this strategy
- It is the role of the Oversight and Performance Management Team to calculate savings associated with the use of GSA vehicles, and monitor spending and performance metrics

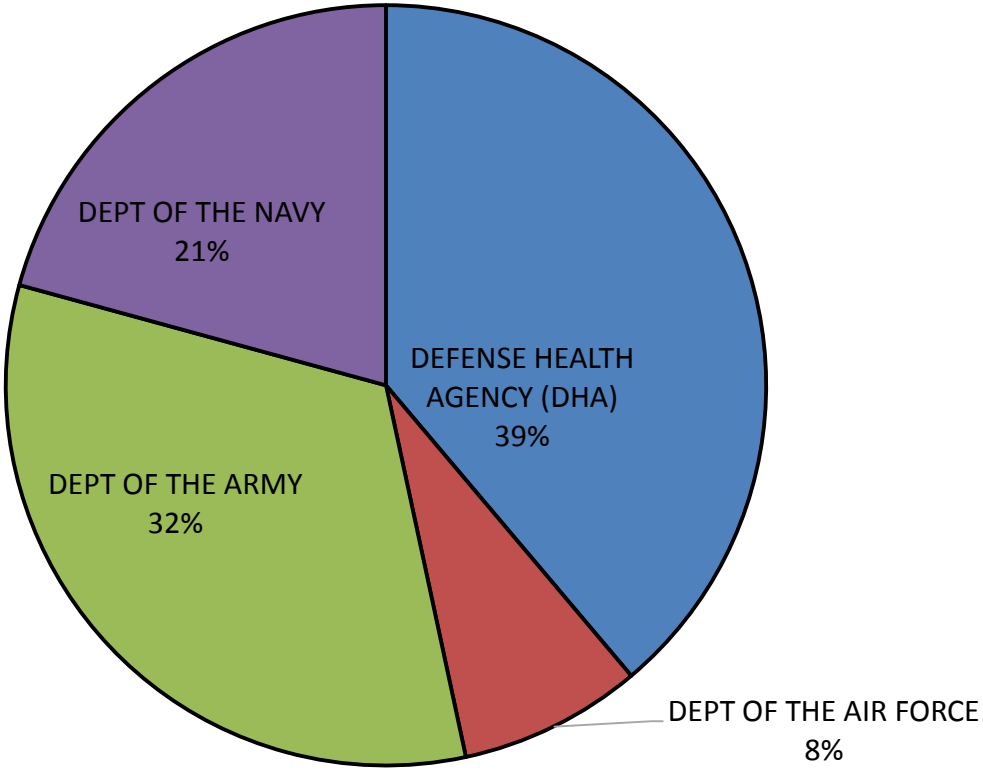
And Now For Our
Small Business Achievements!

FY-15 DHA Small Business (Prime) Contract Goals and Achievements

DHA FY 2015 Prime Contracting Goals		Actual Dollars by SB Category (Total SB Eligible $1,055,599,621)	Total DHA SB Achievements as of (9/30/15)
Small Business	42.00%	$435,299,107	41.24%
Small Disadvantaged Business	5.00%	$266,380,085	25.24%
8(A) Procedure Actions **	0.00%	$127,897,448	12.12%
Veteran-Owned Small Business **	0.00%	$106,897,975	10.13%
Service-Disabled Veteran-Owned Small Business	3.00%	$85,714,706	8.12%
Women-Owned Small Business	5.00%	$126,445,086	11.98%
HUBZone Small Business	3.00%	$24,389,412	2.31%
		Total SB Eligible Actions:	4,845
		Total SB Eligible Dollars:	$1,055,599,621
		Actual Total SB Actions:	2,109
		Actual Total SB Dollars:	$435,299,107

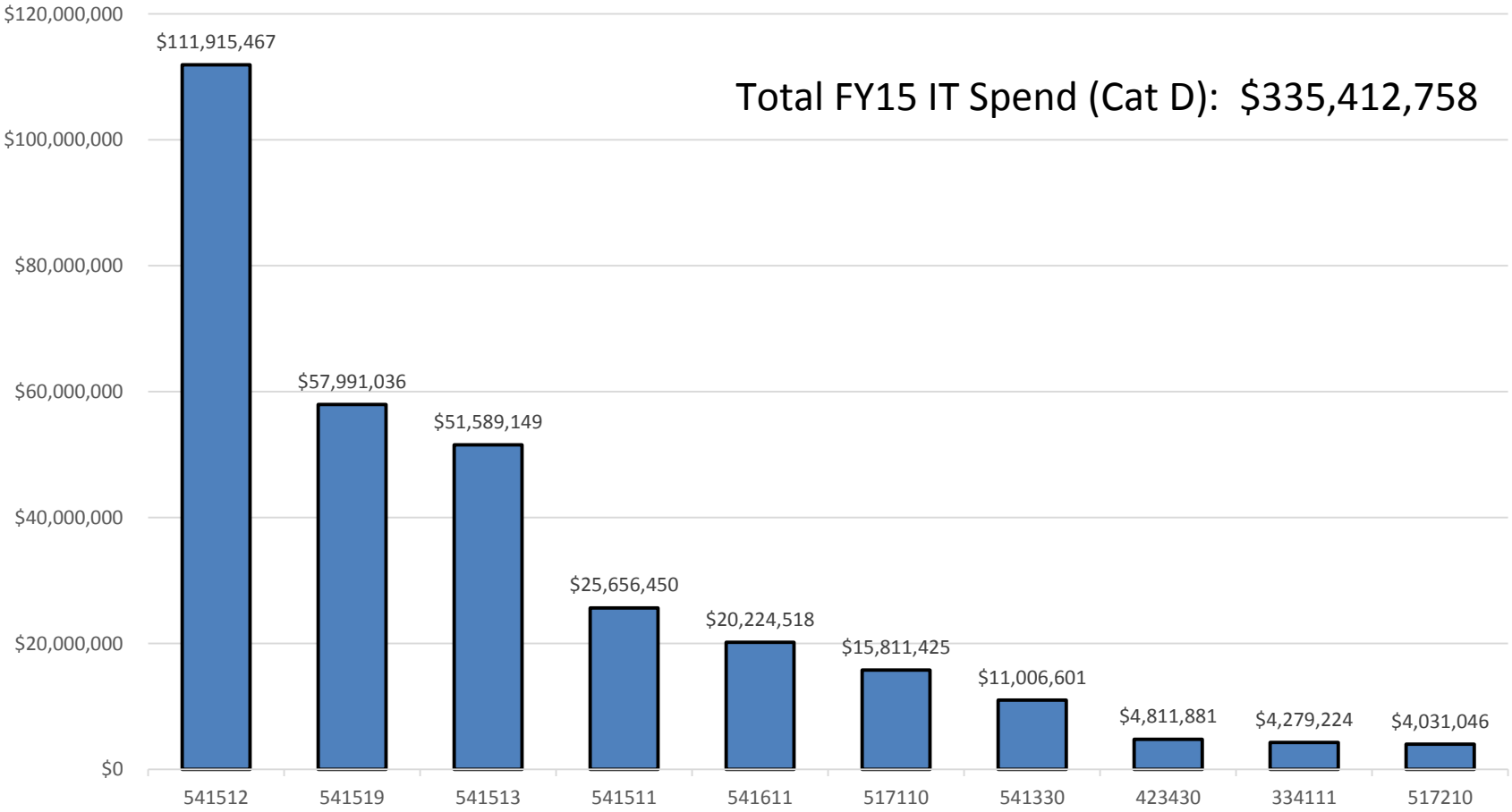
Represents cumulative information based on Total Small Business Eligible Dollars ** No statutory prime contracting goals for this SB category. Achievements as of 9-30-2015: Source FPDS-NG SB report by Awarding Agency

FY15 IT Spend – DHA & Services (Category D Services)

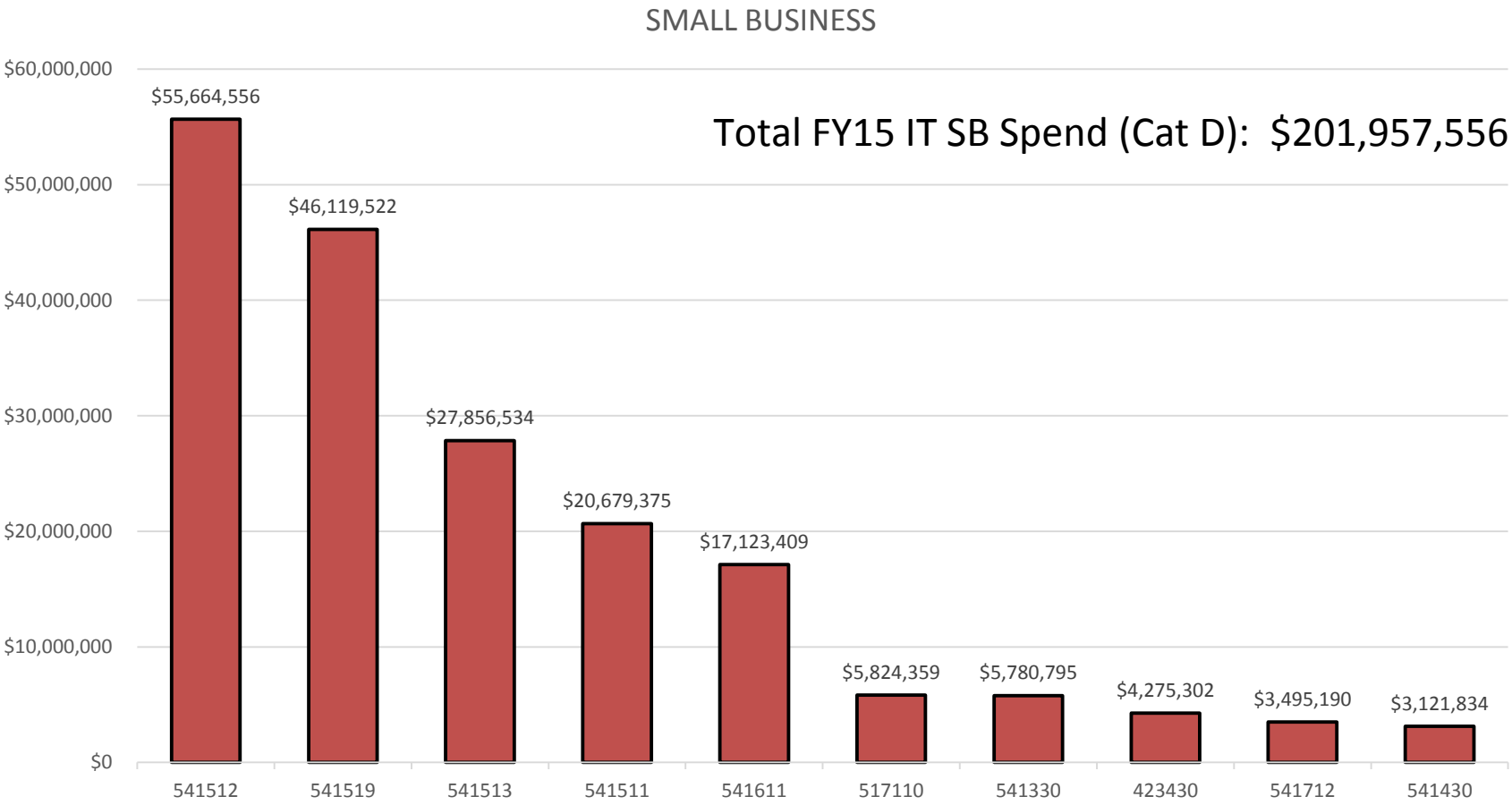


Total FY15 IT Spend (Cat D): $335,412,758

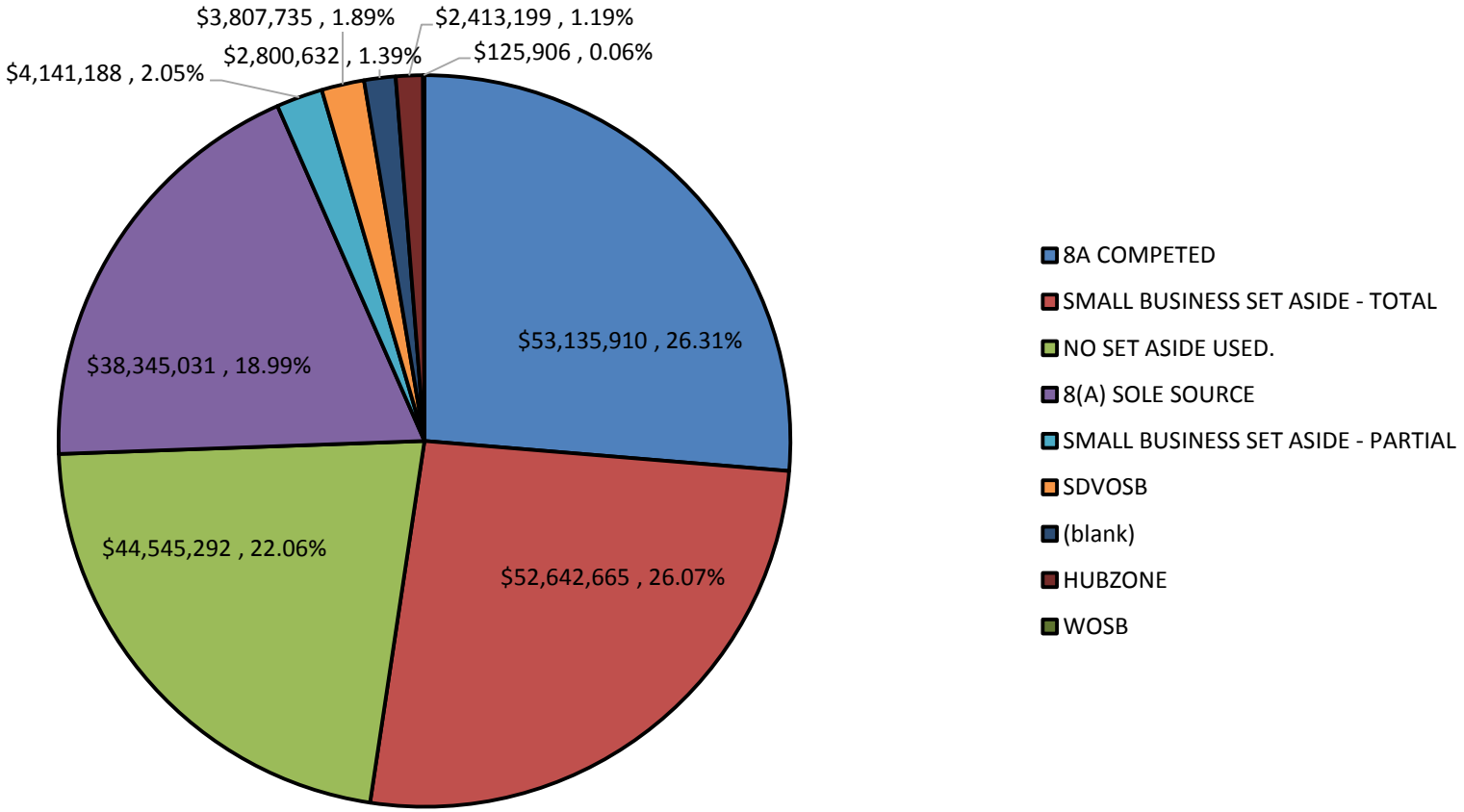
FY15 IT Spend by Top 10 NAICS (Category D Services)



FY15 IT SB Spend by Top 10 NAICS (Category D Services)

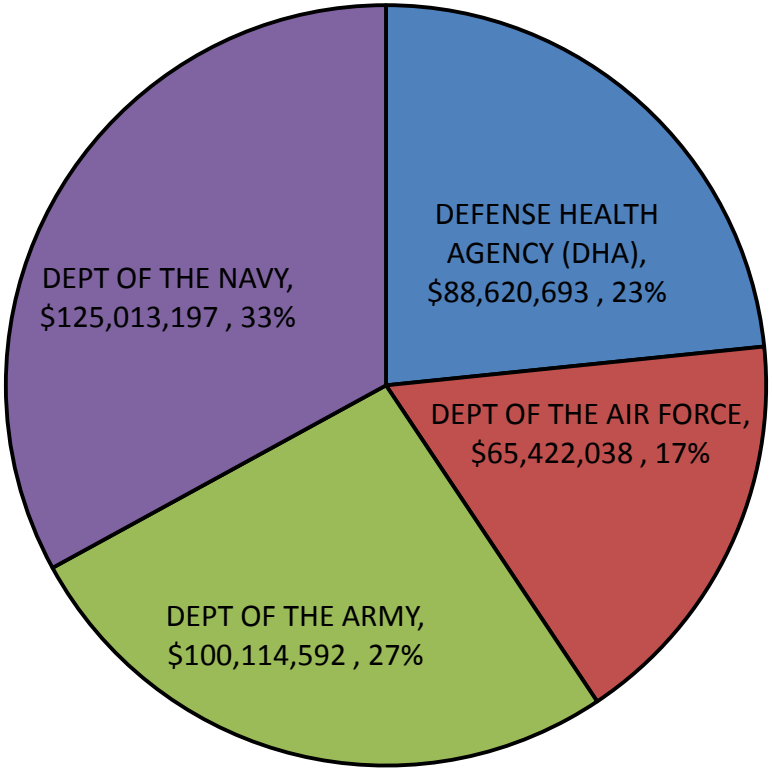


FY15 IT Spend by SB Designation (Category D Services)



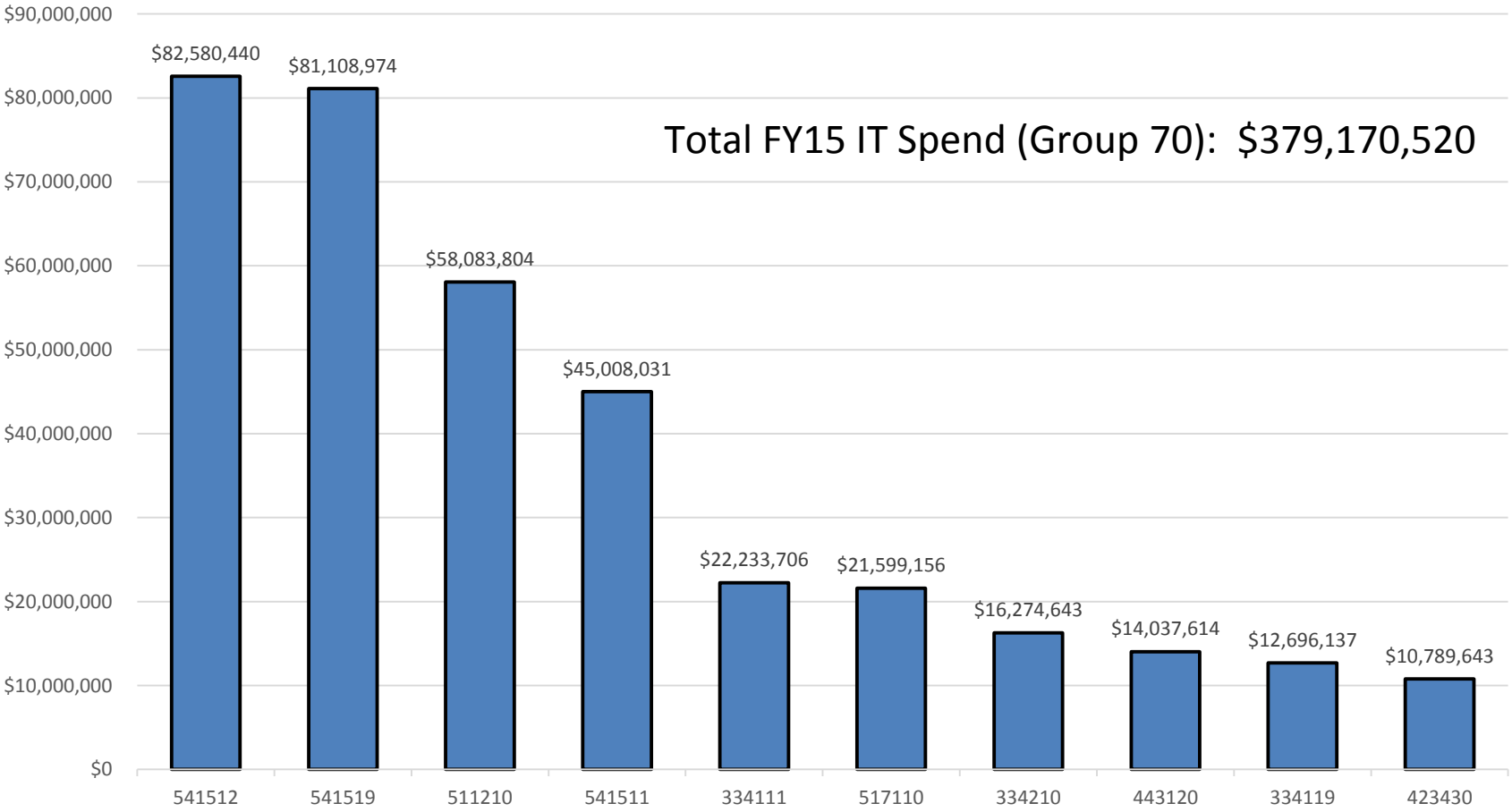
Total FY15 IT SB Spend (Cat D): $201,957,556

FY15 IT Spend – DHA & Services (Group 70 – IT Products)



Total FY15 IT Spend (Group 70): $379,170,520

FY15 IT Spend by Top 10 NAICS (Group 70 – IT Products)



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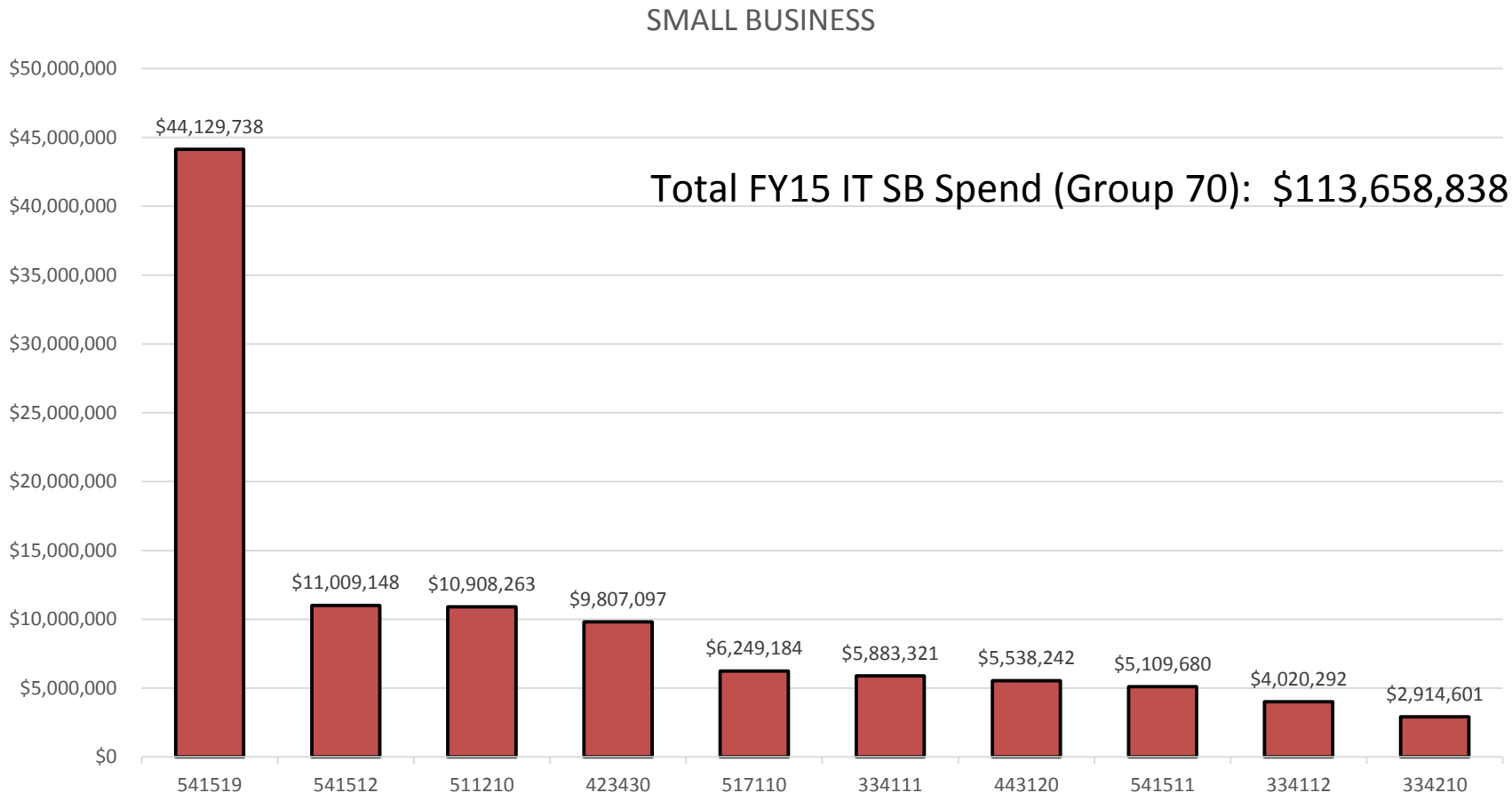
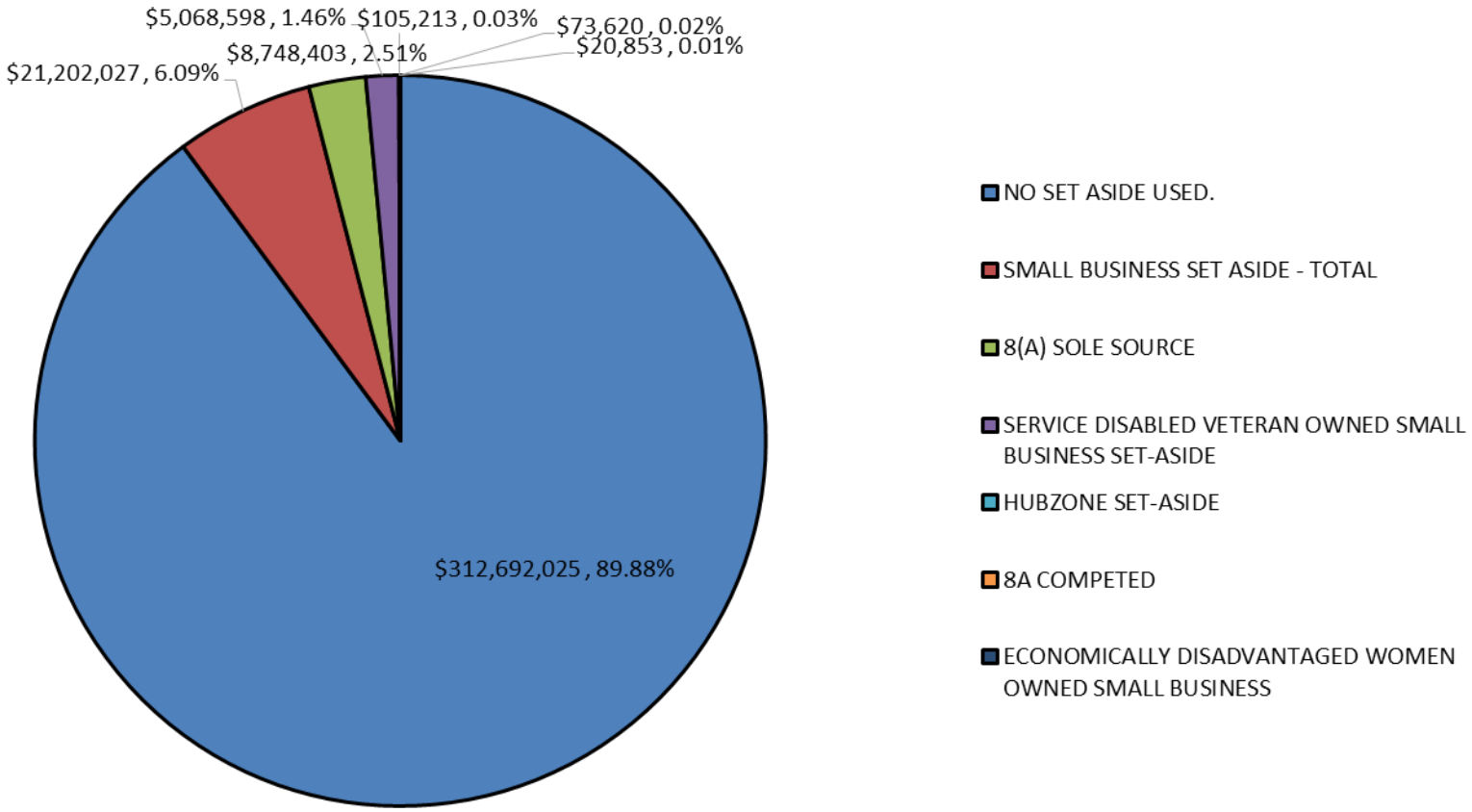
FY15 IT SB Spend by Top 10 NAICS (Group 70 – IT Products)



FY15 IT Spend by SB Designation (Group 70 – IT Products)



Total FY15 IT SB Spend (Group 70): $113,658,838

FY-16 DHA Small Business (Prime) Contract Goals and Achievements (as of 6/30/2016)

DHA FY 2015 Prime Contracting Goals		Actual Dollars by SB Category (Total SB Eligible $901,812,452)	Total DHA SB Achievements as of (6/30/16)
Small Business	40.00%	$377,648,324	41.88%
Small Disadvantaged Business	5.00%	$237,527,148	26.34%
8(A) Procedure Actions **	0.00%	$135,413,019	15.02%
Veteran-Owned Small Business **	3.00%	$109,516,005	12.14%
Service-Disabled Veteran-Owned Small Business	3.00%	$90,967,032	10.09%
Women-Owned Small Business	5.00%	$115,951,820	12.86%
HUBZone Small Business	3.00%	$15,172,536	1.68%
		Total SB Eligible Actions:	2,745
		Total SB Eligible Dollars:	$901,812,452
		Actual Total SB Actions:	1,256
		Actual Total SB Dollars:	$377,648,324

Represents cumulative information based on Total Small Business Eligible Dollars ** No statutory prime contracting goals for this SB category. Achievements as of 9-30-2015: Source FPDS-NG SB report by Awarding Agency

Questions???

Defense Health Agency

To learn more about the DHA visit:

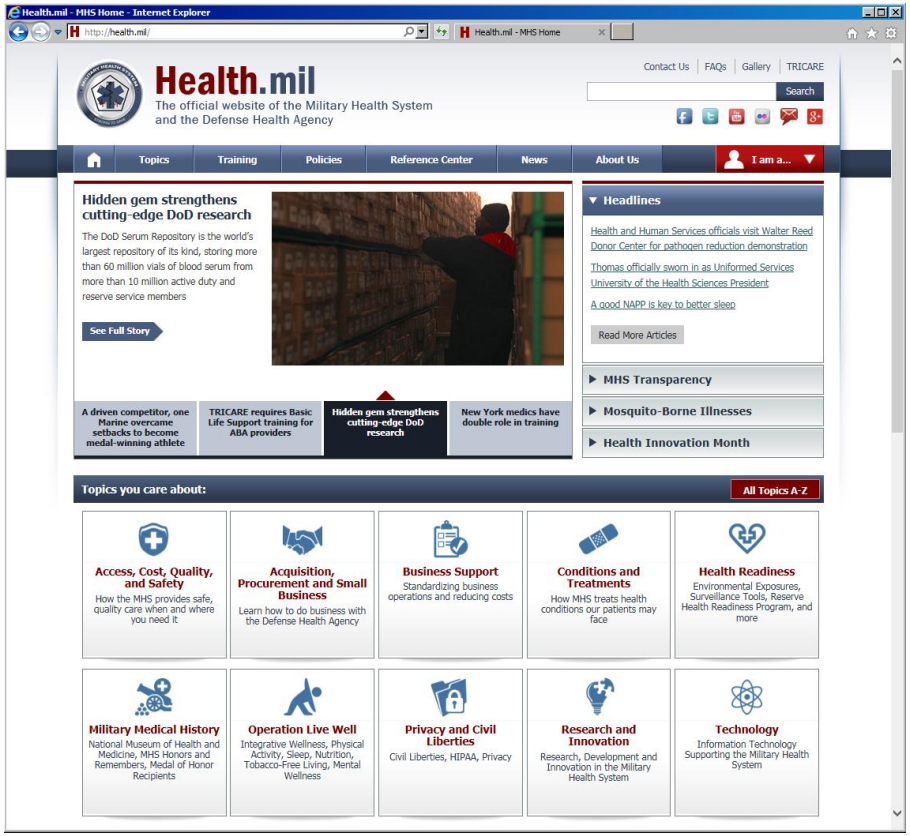
www.health.mil

To access the VIF visit:

www.health.mil/VIF

To contact the OSBP:

www.dha.smallbusinessforum@mail.mil



THANK YOU!

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Questions??

Raise your hand

or fill out a note card and hand it to a DHA representative.