



United States Department of

Health & Human Services

Office of the Assistant Secretary for Preparedness and Response



How Small Businesses Can do business with the Office of Acquisition Management, Contracts, and Grants (AMCG)

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Agenda



- Mission
- How to do Business with AMCG
- Inclusion of Teams and Subcontracting
- Small Business
- Outreach & Web Tools
- AMCG Strategic Alliance with HHS/OSDBU

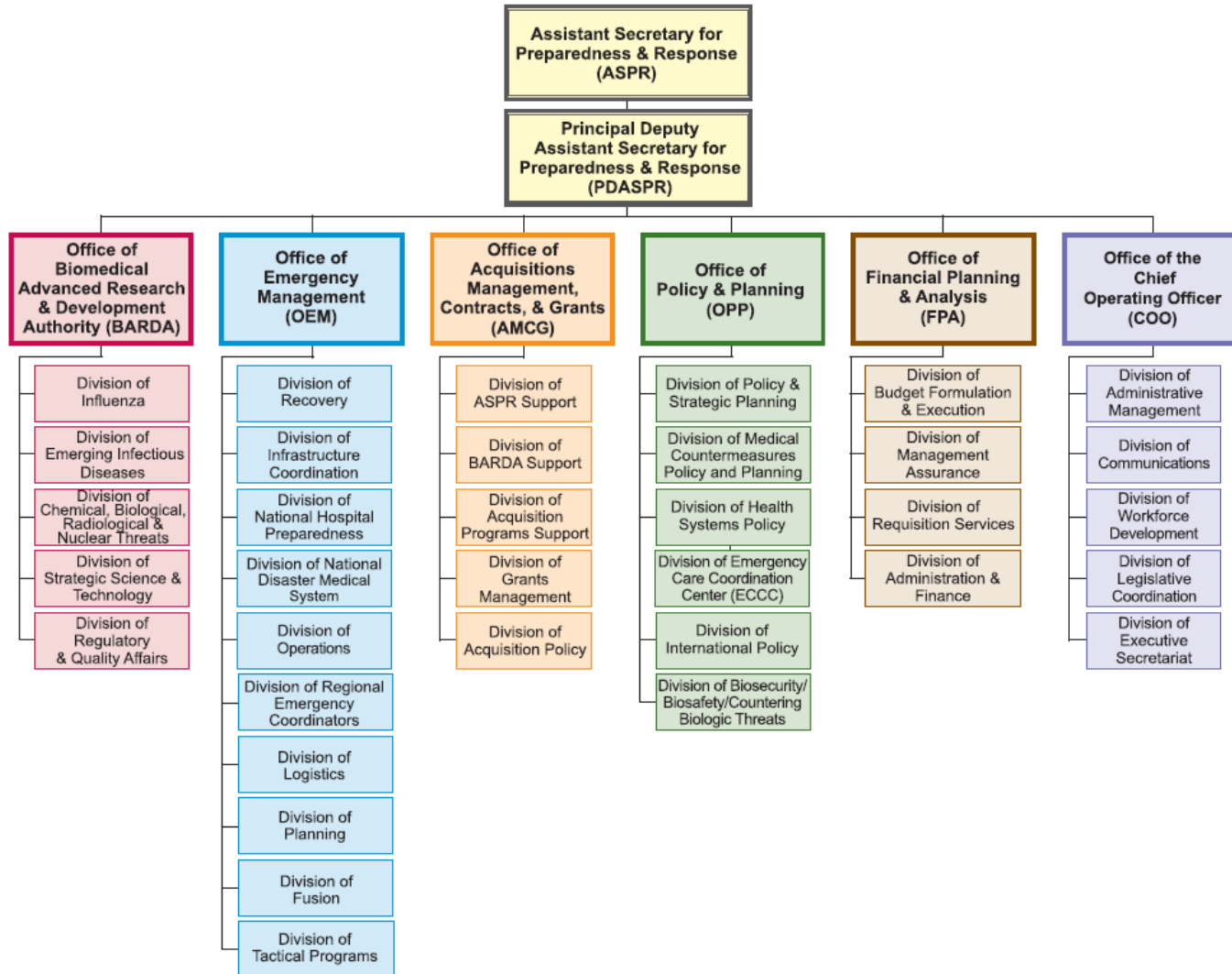


Mission



“Lead the country in preparing for, responding to, and recovering from the adverse health effects of emergencies and disasters by supporting our communities’ ability to withstand adversity, strengthening our health and response systems, and enhancing national health security”

ASPR Organization





How to do Business with Us



- Market Research:
 - TechWatch
- Frequent Buys:
 - Advanced Research & Development
 - CBRN or Influenza
 - Supplies and Services
 - ASPR Support
- Preferred Acquisition Strategies:
 - Broad Agency Announcements
 - Federal Supply Schedules





How to do Business with Us



- TechWatch
 - Method for a vendor to inform the Government about current medical countermeasures
 - Vendor presents to scientific SME's, project management staff (ASPR, BARDA, NIH, FDA, CDC, DoD) and contracting staff
 - Meetings are for informational purposes only



How to do Business with Us



- Broad Agency Announcements
 - Competitive procedure used to acquire advanced research and development
 - Two-step process:
 - Submit a white paper
 - If chosen, submit a full proposal
 - Small businesses are encouraged to participate as primes or subcontractors

Teams and Subcontracting

- Small businesses are encouraged to form Joint Ventures, Teams, or subcontracting relationships, if unable to perform the entire requirement alone
- HHS Mentor Protégé Program
 - HHS OSDBU approves an agreement in which a large business provides developmental assistance to a small business
- Subcontracting
 - Prime contractors are required to utilize small business concerns, consistent with efficient performance





Small Business



	SB		SDB		WOSB		HZ		SDVOSB	
Estimated Total Obligations \$1.262B	15%		5%		5%		3%		3%	
Total SB Eligible \$946M	35.85%	\$339M	3.77%	\$35m	4.46%	\$42M	0.00%	\$25K	0.15%	\$1.3M
	2013									

- Romark Laboratories was awarded a contract with the U.S. Department of Health and Human Services (HHS) to complete the advanced development of NT-300 (nitazoxanide) as a treatment of acute uncomplicated influenza. The value of the cost plus fixed-fee contract is up to \$44 million.



Outreach & Web Tools



- BARDA Industry Day
 - Stakeholders participate in forums that provided an overview of BARDA's current programs and forecast goals
 - AMCG provides participants with an interactive walkthrough of a fictitious procurement
- ASPR Business Tool Kit
 - Provides companies that are new to developing project plans and proposals intended for product development with a step-by-step guide to the various documents that may be required when responding to a solicitation
 - <http://phe.gov/about/amcg/toolkit/Pages/default.aspx>



AMCG Strategic Alliance with HHS/OSDBU



- OSDBU and AMCG work together to:
 - Find requirements appropriate for small-business set-asides
 - Assess subcontracting plans to ensure appropriate small-business participation
 - Ensure Annual Procurement Forecast is updated quarterly
 - Find small businesses capable of performing

AMCG Strategic Alliance with HHS/OSDBU



- Contacts
 - Small businesses should first contact the OSDBU Small Business Specialist
 - Dwight Deneal
dwight.deneal@hhs.gov
 - Then, small businesses should contact AMCG at
 - Kevin Nilles
Tel: 202-245-0969
kevin.nilles@hhs.gov



SMALL BUSINESS IS BIG BUSINESS **ASPR** ASSISTANT SECRETARY FOR PREPAREDNESS AND RESPONSE

THANK YOU FOR YOUR COMMITMENT

We appreciate

YOUR BUSINESS!



ASPR: Resilient People. Healthy Communities. A Nation Prepared.