



OSDBU

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

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

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U.S. Department of Health and Human Services



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AGENDA

- Overview of Small Business Program(s)
- AMCG Strategic Alliance with HHS/OSDBU
- How to do Business with AMCG
- Inclusion of Teams and Subcontracting
- Outreach & Web Tools
- Contact Information





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Small Business Act, 1953

“It is the Declared Policy of the Congress
...to insure that a fair proportion of the total purchases
and contracts or subcontracts for property and services
for the Government ...be placed with small business
enterprises...to maintain and strengthen the overall
economy of the Nation.”





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RESPONSIBILITIES

The OSDBU Director and delegated staff are responsible for advocating and promoting the maximum practicable use of all small businesses in the federal acquisition process and OSDBU Director reports directly to the Deputy Secretary (HHS/OS)

Responsibilities include:

- **Outreach Activities**
- **Advocacy**
- **Unification of the Business Process**





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TERESA L.G. LEWIS OSDBU DIRECTOR

SHAUNTA JOHNSON DEPUTY DIRECTOR

CYRIL JONES DEPUTY DIRECTOR

OPERATIONS

ANNETTE OWENS-
SCARBORO/
COURTNEY
CARTER
NIH

WAYNE BERRY
NIH/HRSA

JONATHAN
FERGUSON
NIH/IHS

ANITA ALLEN
CMS

NATASHA BOYCE
FDA

GWEN MILES/
ALLYSON BROWN
CDC

DWIGHT D. DENEAL
AHRQ//ASPR/SAMSHA

ANTHONY JOSEY
PSC

ADMINISTRATION

LINDA WATERS
Senior Advisor/COR

RICHARD KIM
HQ

QUINCY DILLARD
HQ

RUDI ANGER
HQ





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FY 13 SMALL BUSINESS REPORT

ASPR TOTAL ACQUISITION OBLIGATION: [\\$818,815,822](#)

Small Business Socio-Economic Categories	ASPR FY 13 GOAL	ASPR FY 13 ACHIEVED
Small Business	15%	33.78%
Small and Disadvantaged Business (SDB)	5%	4.28%
Women-Owned Small Business (WOSB)	5%	5.07%
Historically Under-Utilized Business Zone (HUBZone)	3%	0.01%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	3%	0.17%





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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
- Find small businesses with appropriate past performance and capabilities.





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HOW TO DO BUSINESS WITH AMCG

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





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HOW TO DO BUSINESS WITH AMCG

- **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





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INCLUSION OF TEAMS AND SUBCONTRACTING

- Small businesses are encouraged to form Joint Ventures, Teams, or subcontracting relationships, if unable to perform the entire requirement alone
- Subcontracting Prime contractors are required to utilize small business concerns, consistent with efficient performance
- HHS subcontracting goals are included in applicable solicitations/contracts:



SB	SDB	WOSB	HUBZone	VOSB	SDVOSB
33%	5%	5%	3%	3%	3%



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SUCCESS =

- The “Successful” Small Business Firm **Working in the federal marketplace** understands:
 - Core competencies
 - Customer’s Need(s)
 - Marketing and relationship building
 - Schedules/Multiple award contracts
 - Open Market procurement (FEDBIZOPPS)
 - Prime contracting
 - Subcontracting





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WEB TOOLS & OUTREACH

- 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>





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WEB TOOLS & OUTREACH

- www.sam.gov
- www.fpds.gov
- www.phe.gov
- www.medicalcountermeasures.gov
- www.fedbizopps.gov
- www.sba.gov/gcclassroom
- <http://www.osdbu.gov/>
- <http://www.aptac-us.org/new/index.php>
- <http://www.score.org/>





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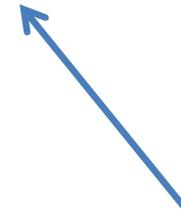
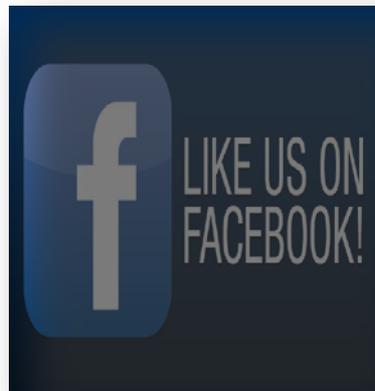
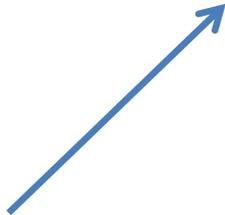
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STAY CONNECTED

HHS OSDBU





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OSDBU CONTACT

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