BARDA Industry Day Boston

Requirements, Market Research, and Getting Started

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Overview

- Requirements
- Market Research
- Solicitation
- Getting Started
Generation of Requirements

• Department of Homeland Security (DHS)
  • Terrorism Risk Assessment (TRA)
  • Material Threat Assessment (MTA)
  • Material Threat Determination (MTD)

• Health and Human Services (HHS)
  — Public Health and Emergency Medical Countermeasures Enterprise (PHEMCE)
    • Scenario Based Requirement (SBR) = amount of MCM
    • Product Specific Requirement (PSR) = type of MCM

• Enterprise Senior Council
  — Approve requirements

• AMCG/BARDA
  — Market research
  — Issue solicitation

Informal Market Research

• Market Resources
  – Google
  – Publications
    • News, medical and scientific journals, test reports, etc.

• Databases
  – Dun and Bradstreet
    • SRM (Supplier Risk Management Tool update to D&Bi)
    • Hoovers
    • Library & Information Technology Association (LITA)

• Government Offices
  – Past Procurements
  – Sources Lists
  – Other government agencies
Formal Market Research

• Conferences/Workshops
  – BARDA Industry Day, Boston 2011
  – PHEMCE Workshop

• Tech Watch

• Sources Sought Notice

• RFI (Request for Information)

• AOA (Analysis of Alternatives)
  – Public Health vs Vaccine
  – Diagnostic + Treatment vs Vaccine

• Draft RFP (Request for Proposal)
Determination to Issue a Solicitation

Formal ↔ Informal

Market Research Report (MRR)

BAA
Draft RPF
RFP
How does a perspective contractor get started?

• Companies must register with
  – Dunn and Bradstreet
  – Central Contractor Registration (CCR)

• Federal Business Opportunities (FedBizOps)

• Public Health Emergency.gov