

Health IT (HIT) Vendor Engagement

Information Brief

August 2016



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Agenda

- Background
- Enhanced Vendor Engagement
- Impact to Vendors
- Vendor Information Form (VIF)
- Enterprise Impact
- Questions/Top FAQ's for IT

Background

- The Defense Health Agency (DHA) has a new vendor engagement process, spearheaded by:
 - The Office of Small Business Programs (OSBP)
 - The Office of the Chief Technical Officer (OCTO)
 - The Health IT Innovation and Advanced Technology Development (IATDD)
- Enhanced process replaces previously separate processes to **provide a single, enterprise solution**



Enhanced Vendor Engagement

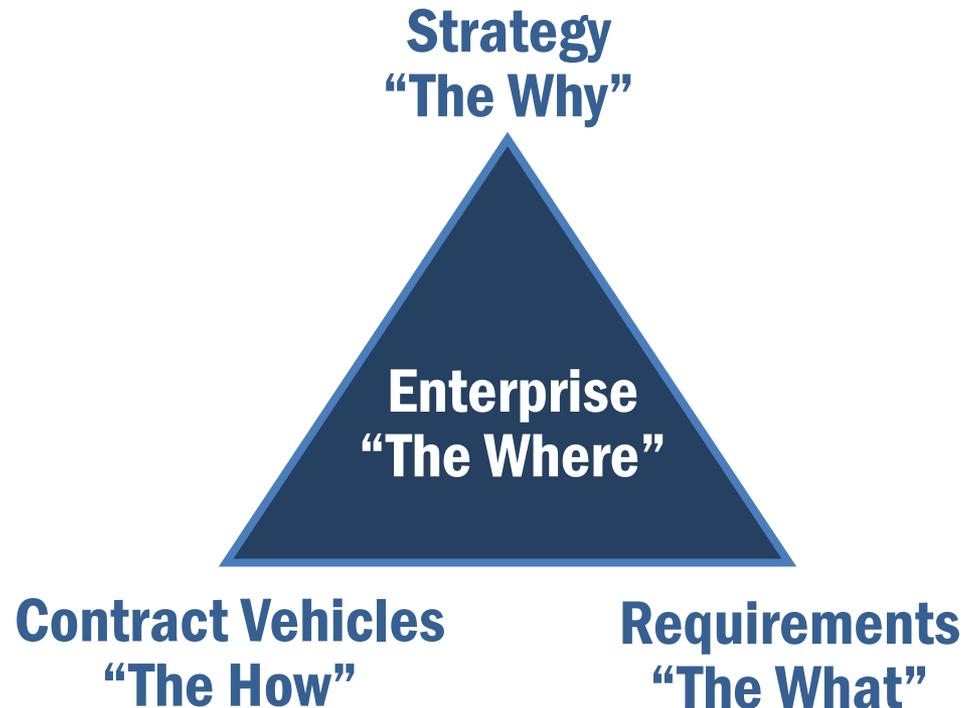
- Establishes a **single, front door** for all vendors
- **Provides a Shared Service** that can be leveraged by the Enterprise
- Enhances the ability to **leverage our analytical tool** SEMOSS
- Assists in **collection of pertinent small business data** for the OSBP
- **Aligns emerging solutions** with DHA mission areas
- Actualizes and **enhances the DHA HIT's Long Range Technical Architecture (LRTA)**
- Leverages **advanced technologies** to enhance DHA and MHS
- **Evaluates the applicability of new technologies** to the military health landscape
- **Generates interest in new Research and Development**, and the overall improvement of the MHS through innovation

Provides 1 database for vendor information

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Impact to Vendors

The updated Vendor Engagement process allows DHA to **remove the subjectivity and bias out of the equation** and focus directly on the results and impact to the Enterprise. That equation is driven by the why, the what, the where and the how.



Vendor Information Form (VIF)

The VIF asks Vendors the most important questions and is purposely designed to leverage the DHA's ongoing LRTA and enterprise analysis efforts.



VIF Captures Data On

1. Vendor Contact Information
 - This includes POC and contact information
2. Product/Service Information
 - This includes Product/Service name and brief description
3. Product/Service Review
 - This includes further description of your Product/Service and the benefit to DHA
4. Small Business Information
 - This includes information about your company

Example Outputs from VIF

- **Select a category** (i.e., IM, management, security) and **subcategory** (i.e., ECM, cloud, data) for your product or service
 - Maps to technologies/the Long-Range Technical Architecture Strategy
- Select the **core competencies** applicable (i.e., engineering, PM, HR, education) *(for Small Business Only)*
 - Maps company to specific areas
- Select your **size designation** (i.e., SB, VOSB, SDVOSB, HUBZone, 8(a)) *(for Small Business Only)*
 - Maps company to appropriate size category

Enterprise Impact

Activity

Impact

Coupling a standard analysis of incoming and industry vendors with the LRTA

...enables the DHA to proactively and cohesively plan for, POM, and implement the most highly rewarding solutions for the MHS on the market today as well as collect additional information for Small Businesses

Integrating new Vendor data with existing Technology data

...enables OCTO/IATDD to deepen our ongoing analyses and evaluate particular solutions within a technology space based on their industry and enterprise ratings—prescribing not only the “what” but the “how”

Connecting analysis of vendor-specific data to our own enterprise data

...drives meaningful new contracting efficiencies and directly supports DOTMLPF

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Top FAQ's for IT

How do I submit my information?	The Vendor Information Form (VIF) is available online at www.health.mil/ITideas
I have multiple products, do I need to complete a VIF for each product?	Yes, each VIF should represent one product. This is because when we conduct analysis, each product will be able to be analyzed.
I am a service provider, do I still need to complete a VIF?	Yes, when we conduct analysis and evaluate VIF's we look at both products and services.
How will I know if my VIF was received?	Once you submit your VIF, you will receive a confirmation message with your control #
Is my control # important?	Yes, should you have any questions or need to contact us about your VIF, you should use your control # in the subject line for any correspondence.
After I submit my VIF, how long does the process take?	Once we received your VIF, our process takes 15-20 Business Days to complete the review and analyze process. Should we have any questions about your VIF, we would contact you during this time for any clarification.
Will my information be shared outside of DHA?	No, your information will be used exclusively for DHA purposes

Questions??



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