

Defense Health Agency (DHA) General Services Administration (GSA)

DHA-GSA Health IT Acquisition –
Effective Joint Procurements



“Medically Ready Force...Ready Medical Force”

Agenda



- DHITS Integrated Product Team (IPT) Results
- DHA's Strategic partner
- Win-Win for DHA and GSA

DHITS Points of Contacts (POCs)



Defense Health Agency:

- Mr. Joe Mirrow, DHA Director – Office Performance Management Committee (OPMC)/ Component Acquisition Executive (CAE)
- Mr. Dave Colbert, CO – Contracting Office Branch (COB) - San Antonio (SA)
- Mr. Rich Morvatz, DHA PM – OPMC/CAE
- Ms. Margie Naylor, CS – COB SA

General Services Administration:

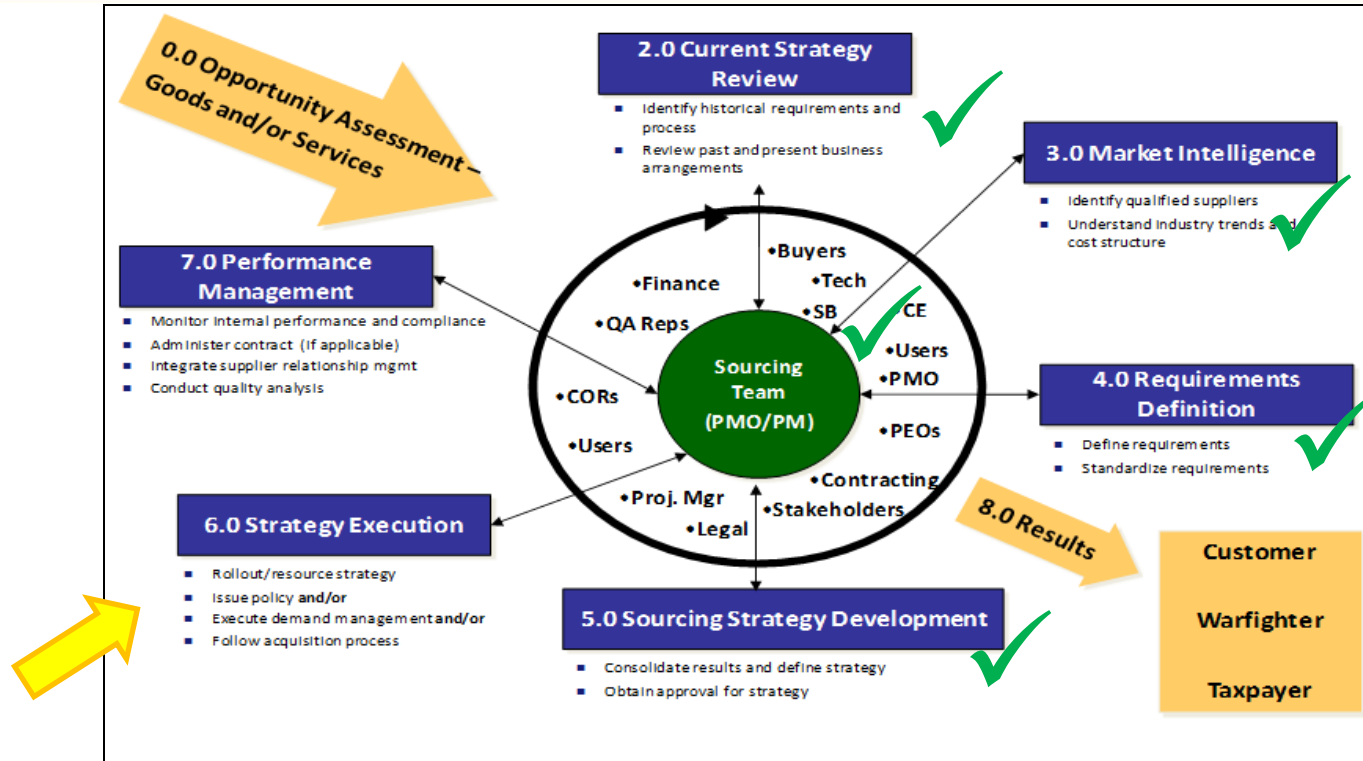
- Ms. Jen Auble, Program Manager
- Ms. Roya Konzman, Schedule 70
- Mr. Casey Kelley, Government Wide Acquisition Contracts (GWACs)

Integrated Product Team (IPT) Program Requirements



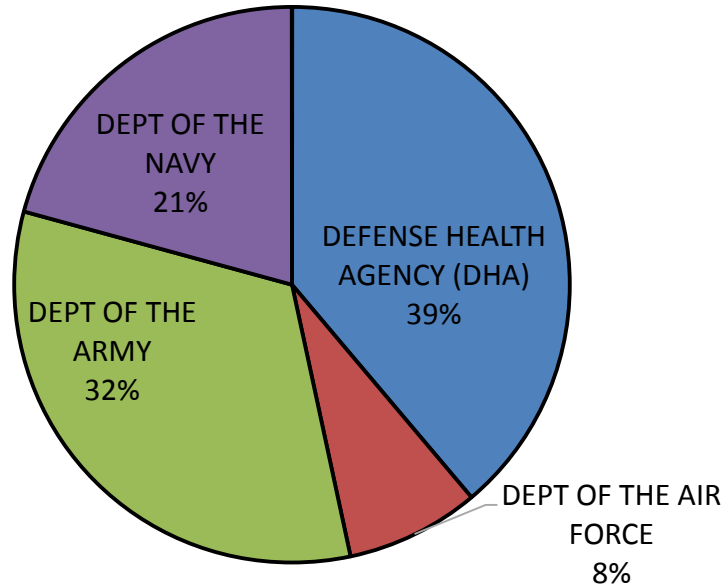
- Develop and implement a consolidated sourcing strategy for DHA Health Information Technology Directorate (HITD) products and services in order to deliver quality and timely support in its MHS provider role.
- In order to support its mission, DHA HITD purchases the following categories of products and services:
 - Health Information Technology and Communications Services (D Services)
 - Professional, Administrative, and Management Services (R Services) supporting Health Information Technology (HIT) and
 - Automatic Data Processing Equipment, Software, Supplies and Support Equipment (Group 70 Products)

DODI 5000.74 Strategic Sourcing Framework



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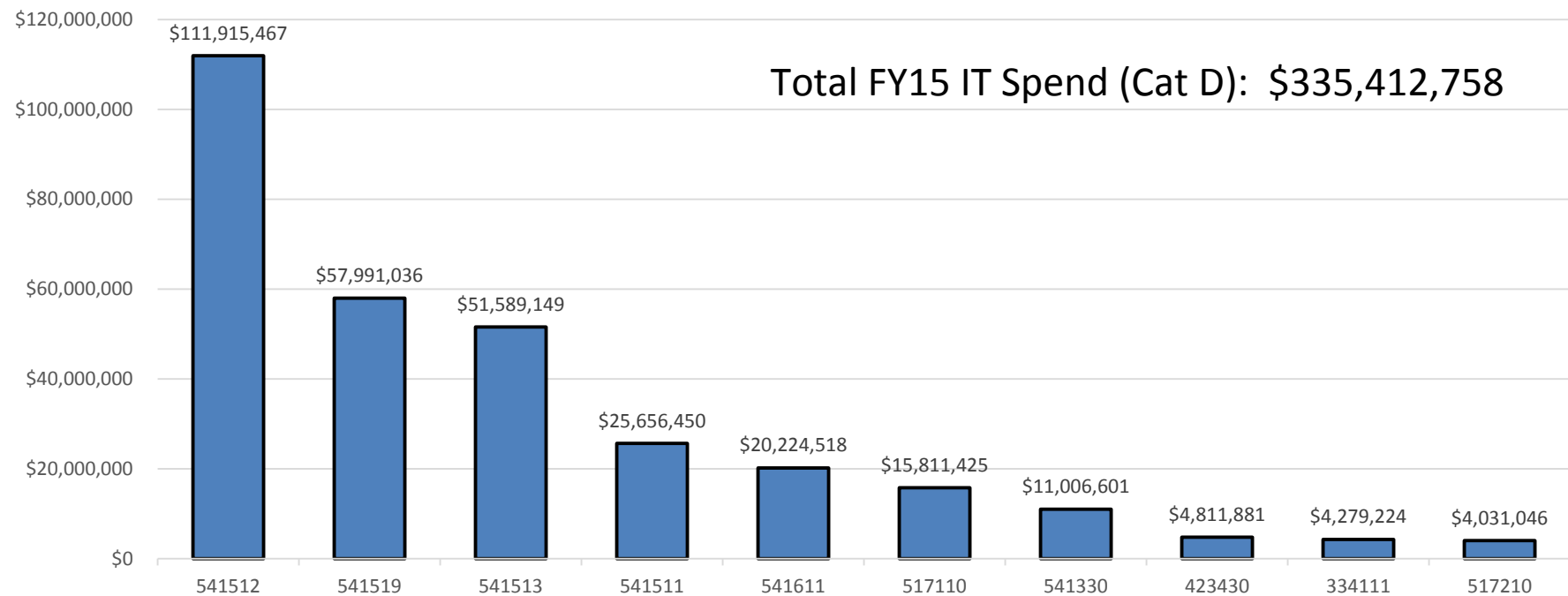
FY15 IT Spend – DHA & Services (Category D Services)



Total FY15 IT Spend (Cat D): \$3:

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

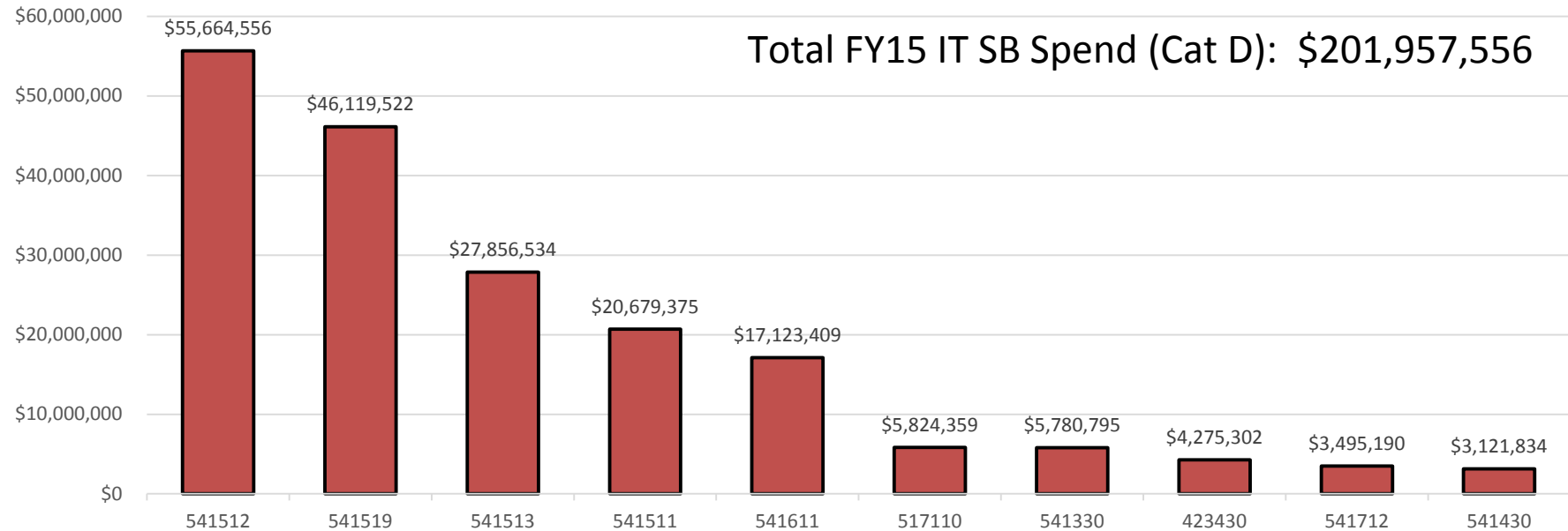


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FY15 IT SB Spend by Top 10 NAICS (Category D Services)

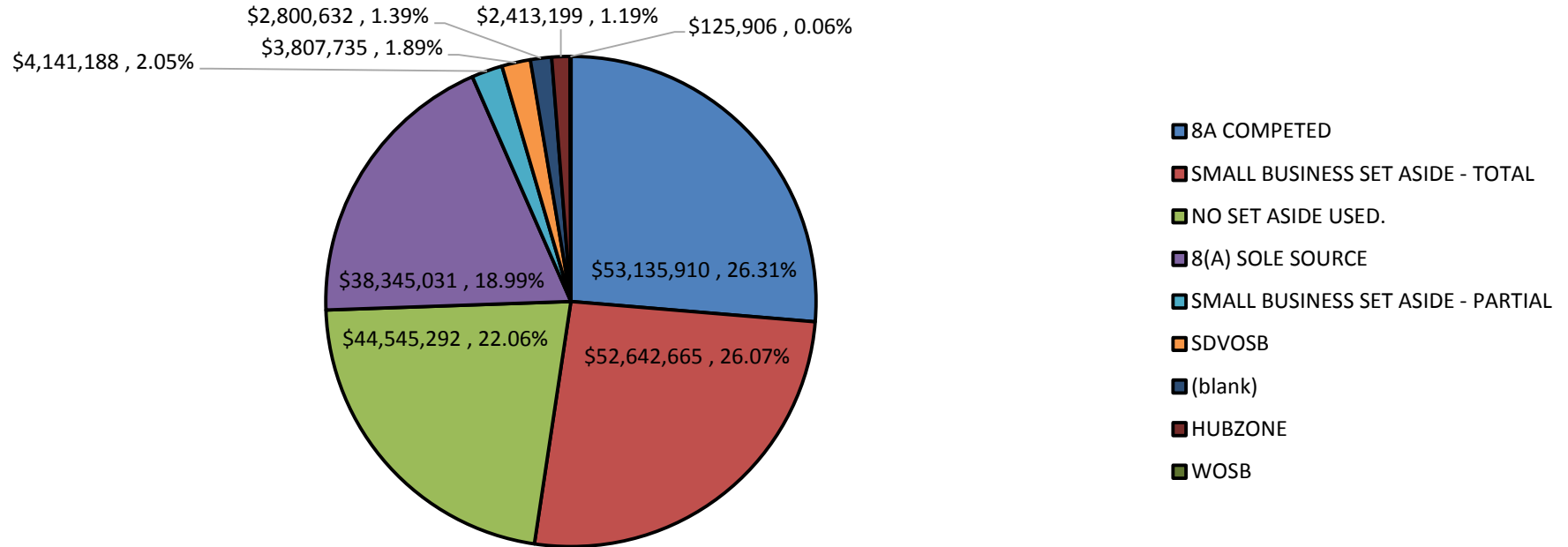


SMALL BUSINESS



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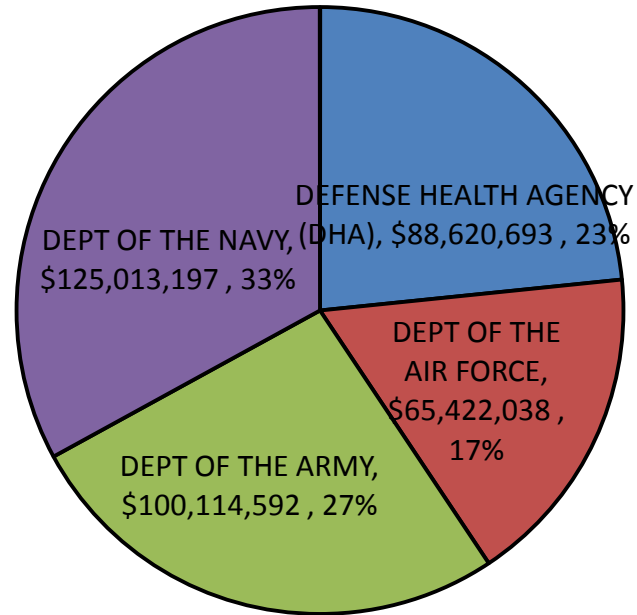
FY15 IT Spend by SB Designation (Category D Services)



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

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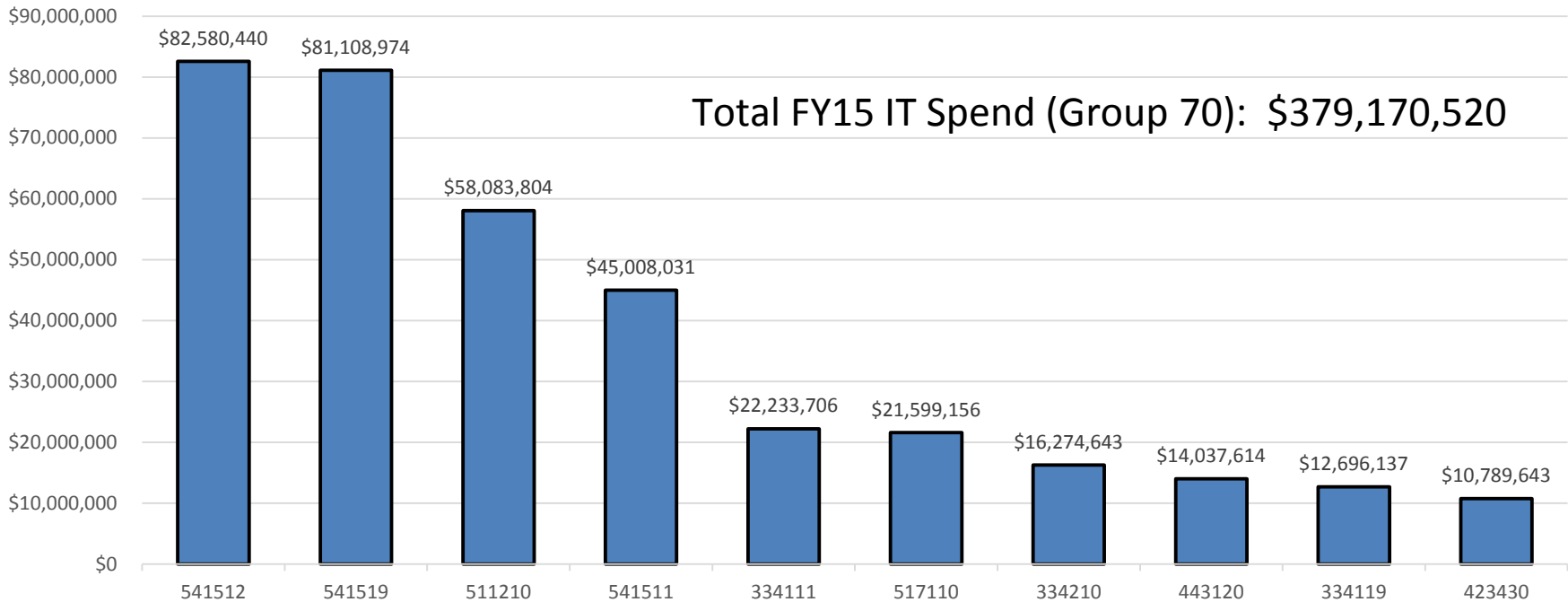
FY15 IT Spend – DHA & Services (Group 70 – IT Products)



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

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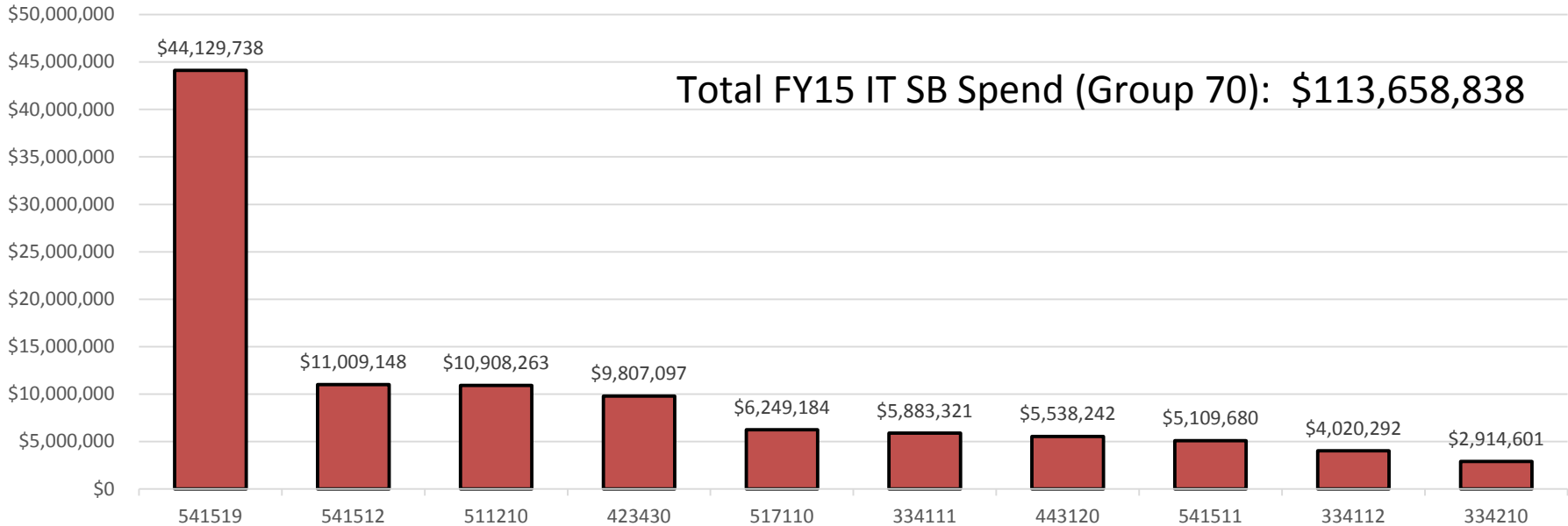
FY15 IT Spend by Top 10 NAICS (Group 70 – IT Products)



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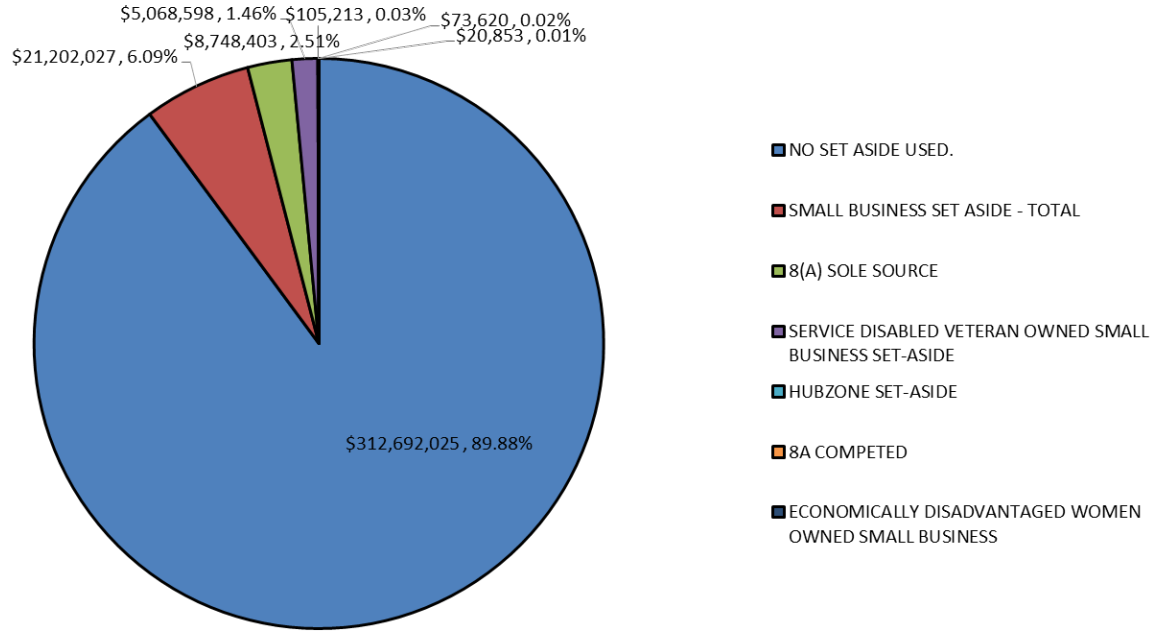
FY15 IT SB Spend by Top 10 NAICS (Group 70 – IT Products)

SMALL BUSINESS



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



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

Acquisition Options



- **Option 1:** Build our own DHA Health IT contract.
- **Option 2:** Tailored GSA Solution using GSA IT GWACs and GSA Schedule 70 with specific Health IT SIN
- **Option 3:** National Institutes of Health Information Technology Acquisition and Assessment Center (NITAAC) – use of CIO-SP3
- **Option 4:** Hybrid using option 2 or 3 initially then transition to option 1 when available

DHA Partnership Benefits

- Access to the following GWACS/Schedule 70

- Alliant
- Alliant SB
- 8(a)STARS II
- VETS
- Schedule 70
- Schedule 70 - Health IT Special Item Number (SIN)



Qualified and
experienced IT
vendors **COMPETING**
for our work



Consolidated
buying
DISCOUNTS

- Acquisition Expertise
 - Access to GSA's portfolio of services
- DHA ordering Portal
- True partnership: GSA sees DHA as one customer, DHA sees GSA as one supplier

GSA Solution – Specific DHA Benefits – Cont.



Contracting Support

- DPA Training
- Ordering Guides
- GSA Assisted Acquisition
- In-House GSA personnel support

GSA Solution – GSA Partnership Benefits



- Support an important initiative to the DOD community
- Tap into a new and emerging market (Health IT)
 - Created Health IT SIN on Schedule 70
- Build tools that support the DHA community that are relevant to many agency customers, focusing on customer ease and customer service

DHA Contracting Workflow



Contract Office Branch (COB) – San Antonio, Tx – Category D (IT and Telecommunications); Category Q (Strategically sourced Medical)

Contract Office Branch (COB) – Falls Church, VA – Category R (Professional/Administrative/Management)

Contract Office Branch (COB) – Aurora, Co – TRICARE

Contract Office Branch (COB) – National Capital Region (NCR) – Supports NCR’s direct medical healthcare mission

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

Mandatory Source Policy for HIT Priorities



GSA IT Government-wide Acquisition Contracts (GWACs)

GSA's IT Schedule 70 and the Health IT Special Item Number (SIN)

Non-GSA awards

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