Agenda
DHA Office of Small Business Programs (OSBP)

• DHA Small Business Policy
• About the DHA’s OSBP
• Doing Business with DHA
• What DHA Buys
• DHA Procurement Organization
• Commonly used Contract Vehicles
• Mandatory Sourcing Policy for Health IT Requirements
• FY15 and FY16 Small Business Goals & Achievements
• Questions
DHA Small Business Policy

The Defense Health Agency (DHA) is a joint, integrated Combat Support Agency that enables the Army, Navy, and Air Force medical services to provide a medically ready medical force to Combatant Commands in both peacetime and wartime.

- **We are committed** to promoting the use of small businesses in procurements throughout the Agency
  - Small businesses provide critical resources that contribute to DHA's mission
- **We are dedicated to ensuring small businesses have the maximum opportunity to participate in procurements** both as Prime contractors and Subcontractors
The DHA’s Office of Small Business Programs (OSBP)

• The OSBP is responsible for all aspects of the DHA Small Business Programs, including but not limited to:
  – Enables the DHA to gain access to the efficiency, innovation, and creativity offered by the small business industrial base
    • Outreach events; one-on-one vendor meetings
  – Integral player and value-added advisor in the development of DHA acquisition strategies to ensure compliance with laws, directives, goals, and objectives related to small business initiatives
  – Serves as an advocate and champion for small business interest in DHA acquisition process; providing guidance and technical assistance to advance the growth and development of small businesses in becoming competitive contractors.
The DHA’s Office of Small Business Programs (OSBP) (cont’d)

- Ensure that all acquisitions are reviewed for participation by small businesses
  
  • **Primary objective is to ensure that acquisition strategies result in a positive outcome for small businesses**
  
  • For small business set-aside recommendations, we must be able to demonstrate that there are sufficient small businesses with the capability to perform the services we need in a quality manner and at a reasonable price to meet our agency needs

- Review all subcontracting plans and offers recommendations; monitor contractor performance

- Facilitate communication with the appropriate requirements office and contracting personnel to further market your product or services
Doing Business with the DHA

Start by “Doing Your HOMEWORK!” Know what DHA does and understand Mission, Vision, and Goals

Meet with the DHA OSBP Director

- Ensure that your interests as a small business are compatible with the mission of DHA
- Discuss your capabilities
  - Develop a concise and professional capability statement prior to introducing your company; no "one size fits all" - tailor your approach and target your market
  - Differentiators count: Define your core strength (what you do best, what you are known for in the marketplace); Show your unique value (why you are special, reliable and more effective than current process).
Doing Business with DHA (continued)

- Investigate the GSA Schedule Program: [www.gsa.gov](http://www.gsa.gov)  
  - Blog within the DHA HIT-DHA/GSA Partnership community at GSA Interact site

- Provide quality responses to our Requests for Information (RFI)/Sources Sought Notices posted on FedBizOpps

- Monitor FedBizOpps for SB events/engagements, Industry day announcements, and other solicitations

- Submit your Vendor Information Form (VIF) ([www.health.mil/VIF](http://www.health.mil/VIF))

- Provide sterling performance on all the work you do for us!
What DHA Buys

• DHA provides the Agency and the Military Health System (MHS) with superior health IT and medical service procurement solutions (healthcare, dental, pharmaceutical) at the best value to positively influence the patient experience, health, and readiness of those entrusted to our care

• Other services DHA procures include:
  – --Information Technology Services,
  – --Information Management Services,
  – --Consulting and Analytical Services, and
  – --Management and Administrative Support
COB-Aurora, CO (COB-A)
• Center of Excellence for Managed Care contracts (TRICARE)
• Supports DHA offices and programs that typically originate from Aurora, CO or DHA Healthcare Operations Directorate

COB-Falls Church, VA (COB-FC)
• Center of Excellence for Category R (Professional/Administrative/Management Services)
• Supports DHHQ offices and programs that typically originate from DHHQ in Falls Church, VA
DHA Procurement Organization

*Four Contract Operating Branches (COB)*

**COB-National Capitol Region (COB-NCR)**
- Provides direct support to the **NCR Directorate** to support Medical Treatment Facility (MTF) operations in the National Capitol Region

**COB-San Antonio (COB-SA)**
- Center of Excellence for Category D (**IT and Telecommunications**) and Category Q (**Strategically sourced Medical Services**)
- Supports DHA Offices and programs that typically originate from Shared Services, the HIT Directorate (HITD), and San Antonio-based offices
- **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

“Medically Ready Force . . . . Ready Medical Force”
Commonly Used Contract Vehicles

• Individual small business Set-Aside contracts based on mission requirements

• GSA GWACs
  – Alliant
  – Alliant SB
  – 8(a) STARS II
  – VETS
  – GSA Oasis

• Federal Supply Schedules
  – IT Schedule 70
  – Professional Support Services (PSS)
Mandatory Source Policy for HIT Requirements

1\textsuperscript{st} Priority
• GSA IT Government-wide Acquisition Contracts (GWACs)

2\textsuperscript{nd} Priority
• GSA IT Schedule 70
  – The Health IT Special Item Number (SIN) 132-56 is open for business! Intended for innovations (new tech) but can be used for any HIT
  – https://interact.gsa.gov/dhagsa-health-it-partnership

3\textsuperscript{rd} Priority – Non-GSA awards
• Other contracts via a written waiver approved by COB Chief or Head of Contracting Activity

“Medically Ready Force . . . . Ready Medical Force”
Mandatory Source Policy for HIT Requirements (continued)

• Goal is to strategically source at least $1B of Health Information Technology Division (HITD) spending within the first two years of this strategy.
• It is the role of the Oversight and Performance Management Team to calculate savings associated with the use of GSA vehicles, and monitor spending and performance metrics.
And Now For Our Small Business Achievements!

“Medically Ready Force . . . . Ready Medical Force”
### FY-15 DHA Small Business (Prime) Contract Goals and Achievements

<table>
<thead>
<tr>
<th>DHA FY 2015 Prime Contracting Goals</th>
<th>Actual Dollars by SB Category (Total SB Eligible $1,055,599,621)</th>
<th>Total DHA SB Achievements as of (9/30/15)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>42.00%</td>
<td>$435,299,107</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>5.00%</td>
<td>$266,380,085</td>
</tr>
<tr>
<td>8(A) Procedure Actions **</td>
<td>0.00%</td>
<td>$127,897,448</td>
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<tr>
<td>Veteran-Owned Small Business **</td>
<td>0.00%</td>
<td>$106,897,975</td>
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<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>3.00%</td>
<td>$85,714,706</td>
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<tr>
<td>Women-Owned Small Business</td>
<td>5.00%</td>
<td>$126,445,086</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>3.00%</td>
<td>$24,389,412</td>
</tr>
<tr>
<td><strong>Total SB Eligible Actions:</strong></td>
<td>4,845</td>
<td><strong>Total SB Eligible Dollars:</strong> $1,055,599,621</td>
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<tr>
<td><strong>Actual Total SB Actions:</strong></td>
<td>2,109</td>
<td><strong>Actual Total SB Dollars:</strong> $435,299,107</td>
</tr>
</tbody>
</table>

Represents cumulative information based on Total Small Business Eligible Dollars ** No statutory prime contracting goals for this SB category. Achievements as of 9-30-2015: Source FPDS-NG SB report by Awarding Agency

"Medically Ready Force .... Ready Medical Force"
FY15 IT Spend – DHA & Services (Category D Services)

DEFENSE HEALTH AGENCY (DHA) 39%
DEPT OF THE ARMY 32%
DEPT OF THE NAVY 21%
DEPT OF THE AIR FORCE 8%

Total FY15 IT Spend (Cat D): $335,412,758
FY15 IT Spend by Top 10 NAICS (Category D Services)

Total FY15 IT Spend (Cat D): $335,412,758
FY15 IT SB Spend by Top 10 NAICS (Category D Services)

Total FY15 IT SB Spend (Cat D): $201,957,556
FY15 IT Spend by SB Designation (Category D Services)

Total FY15 IT SB Spend (Cat D): $201,957,556
FY15 IT Spend – DHA & Services (Group 70 – IT Products)

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

- DEPT OF THE NAVY, $125,013,197, 33%
- DEPT OF THE ARMY, $100,114,592, 27%
- DEPT OF THE AIR FORCE, $65,422,038, 17%
- DEFENSE HEALTH AGENCY (DHA), $88,620,693, 23%
FY15 IT Spend by Top 10 NAICS (Group 70 – IT Products)

Total FY15 IT Spend (Group 70): $379,170,520
FY15 IT SB Spend by Top 10 NAICS (Group 70 – IT Products)

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

“Medically Ready Force . . . . Ready Medical Force”
FY15 IT Spend by SB Designation (Group 70 – IT Products)

Total FY15 IT SB Spend (Group 70): $113,658,838
## FY-16 DHA Small Business (Prime) Contract Goals and Achievements (as of 6/30/2016)

<table>
<thead>
<tr>
<th>DHA FY 2015 Prime Contracting Goals</th>
<th>Actual Dollars by SB Category (Total SB Eligible $901,812,452)</th>
<th>Total DHA SB Achievements as of (6/30/16)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>40.00%  $377,648,324</td>
<td>41.88%</td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>5.00%   $237,527,148</td>
<td>26.34%</td>
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<tr>
<td>8(A) Procedure Actions **</td>
<td>0.00%   $135,413,019</td>
<td>15.02%</td>
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<tr>
<td>Veteran-Owned Small Business **</td>
<td>3.00%   $109,516,005</td>
<td>12.14%</td>
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<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>3.00% $90,967,032</td>
<td>10.09%</td>
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<tr>
<td>Women-Owned Small Business</td>
<td>5.00%   $115,951,820</td>
<td>12.86%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>3.00%   $15,172,536</td>
<td>1.68%</td>
</tr>
</tbody>
</table>

Total SB Eligible Actions: 2,745
Total SB Eligible Dollars: $901,812,452
Actual Total SB Actions: 1,256
Actual Total SB Dollars: $377,648,324

Represents cumulative information based on Total Small Business Eligible Dollars ** No statutory prime contracting goals for this SB category. Achievements as of 9-30-2015: Source FPDS-NG SB report by Awarding Agency
Questions???

To learn more about the DHA visit: www.health.mil

To access the VIF visit: www.health.mil/VIF

To contact the OSBP: www.dha.smallbusinessforum@mail.mil

“Medically Ready Force .... Ready Medical Force”
Questions??

Raise your hand
or fill out a note card
and hand it to a
DHA representative.