



Office of Acquisition and
Logistics Management

NITAAC

Government-Wide Acquisition Contracts (GWACs)

November 7, 2008

Presented to: the Industry Advisory Council (IAC)

Presented by:

Division of Information Technology Acquisition,
NIH Information Technology Acquisition and Assessment Center

Challenge: “Stay Ahead of the Curve”

- ▶ NITAAC Contract Vehicles have proven very successful to the Federal Government and Industry
- ▶ Our goal is to continue this Track Record by remaining competitive and responsive to the Innovative IT needs of customers
- ▶ NITAAC’s three GWACs – Chief Information Officer Solutions and Partners 2 *Innovations* (CIO-SP2*i*), Image World 2 *New Dimensions* (IW2*nd*) and the Electronic Commodities Store III have been designed to:
 - Stay Ahead of the Curve
 - Automate Business Processes
 - Build Closer Customer Relationships

Success: Behind the Numbers

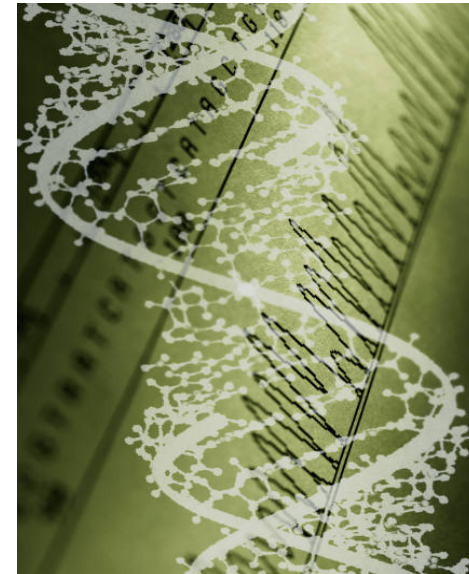
- ▶ Total Sales \$5.6 Billion
- ▶ Total Orders 73,054
- ▶ Prime Contracts 134
- ▶ Federal Agencies..... 73
- ▶ Organizations like NITAAC 0

Among Government GWACs,
NITAAC is the one to invest in.



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**We want to continue our partnership
for success**



***We would like to challenge all of you
to find innovative solutions for our Government customers
as we explore new heights and new contracting endeavors***



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The NITAAC Program

Ms. Wanda F. Russell
Acting Director, NITAAC

November 7, 2008



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NITAAC

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- ▶ The NIH Information Technology (IT) Acquisition & Assessment Center (NITAAC) is the organizational focal point for NIH Government-wide multi-agency and multiple award task and delivery order contracting for DHHS components and other Federal agencies.
 - ▶ Executive Agent designation officially provides the NIH with OMB approval for NITAAC to provide Government-wide IT acquisition services.

NITAAC's Mission & Vision

Mission

- ▶ To provide quality IT products and services through the use of innovative government-wide acquisition contracts in support of the National Institutes of Health research community and other federal agencies in an efficient and economical manner.

Vision

- ▶ To be the preeminent 'go-to' provider of quality contracting services to enable federal agencies to accomplish their mission by providing customized IT solutions.



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NITAAC's GWACs

▶ Chief Information Officer–Solutions and Partners 2 *Innovations* (CIO-SP2i)

- Clinical Support, Research, and Studies
- Chief Information Officer Support
- Outsourcing
- IT Operations and Maintenance
- Integration Services
- Critical Infrastructure Protection and Information Assurance
- Digital Government
- Enterprise Resource Planning
- Software Development

▶ Image World 2 *New Dimensions* (IW2nd)

- Network Communications and Enabling Systems for Document Retrieval and Imaging
- Products and Services Database Management Systems
- Clinical, Biological, Radiological Image Processing
- Document Conversion and Electronic Storage
- Administrative Correspondence Workflow
- Electronic Document Management
- Solutions Based Imaging Systems
- Data Management & Storage

▶ Electronic Commodities Store III (ECS III)

- Commercial-Off-the-Shelf (COTS) Software & Hardware
- Software Documentation
- Hardware Maintenance
- Warranty Services
- Peripherals

NITAAC GWAC Features

- ▶ Proven, Tested Vehicles
 - Easy to Use
 - Quick to Award
 - Not Protestable if value less than \$10M
- ▶ Satisfied Clients that Return Again and Again
- ▶ Up-to-date Offerings
- ▶ Availability of Preferred Customer Status
- ▶ 91 of 131 primes (70%) are small businesses



Vehicles	CIO-SP2i	IW2nd	ECS III
Contract Type	Task Orders	Task Orders & Delivery Orders	Delivery Orders
IT Acquisition	IT Services & Solutions	IT COTS Hardware & Software; Integrated Systems, Services, & Solutions	COTS Hardware & Software
Number of Contractors (Primes/Subs)	44 Primes 627 Subs	24 Primes 230 Subs	63 Primes
Life Span	12/21/00-12/20/10 (10 Yrs.)	12/21/00-12/20/10 (10 Yrs.)	11/26/02-11/25/12 (10 Yrs.)
Contract Ceiling	\$19.5 Billion	\$15 Billion	\$6 Billion
Award Time (Work Days)	7-28	Task Orders: 7 - 21 Delivery Orders: 7 - 10	1-3
Fee	1% for Large Business, Sliding Scale Incentive for Small Business	1% for Large Business, Sliding Scale Incentive for Small Business	1%
Management Features	Directed and Assisted Orders, Task Order Tracking, Web-Based Information	Task Order Tracking, Web-Based Information	Web-Based RFQ System

Legend	
COTS	Commercial-off-the-Shelf
IT	Information Technology
RFQ	Request for Quotation



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Contract Sales – Cumulative to Date

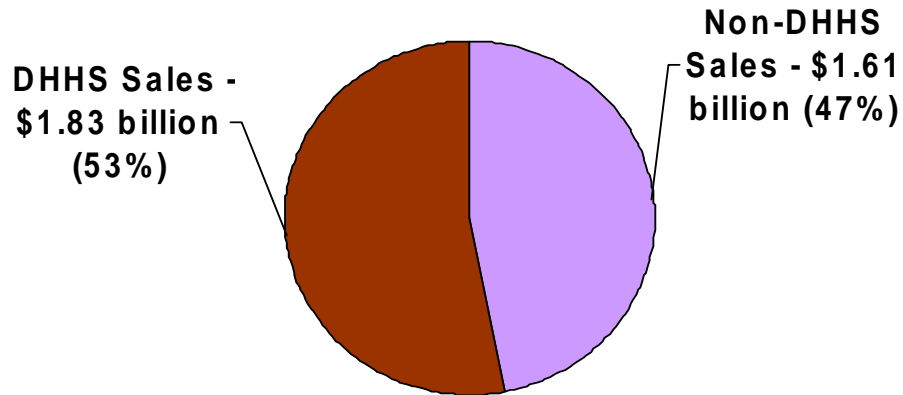
▶ CIO-SP2 <i>i</i>	\$4.1B	4,623	Task Orders
▶ IMAGE	\$71.5M	471	Delivery Orders
WORLD2 <i>nd</i>	\$18.3M	159	Task Orders
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	\$89.8M	630	Total Orders
▶ ECS-III	\$1.4B	67,801	Delivery Orders



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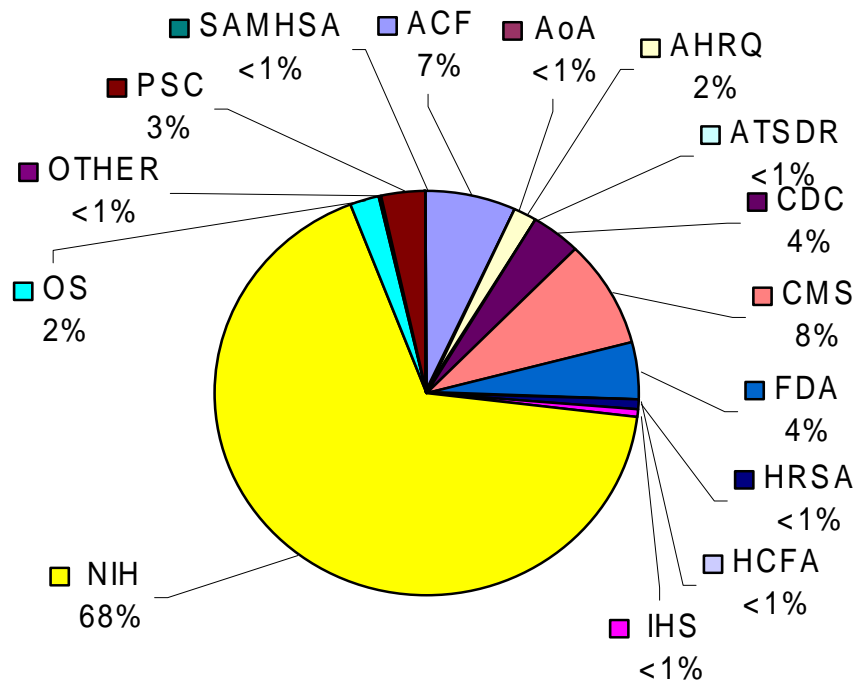
Cumulative Sales Breakdown Current Contracts

As of 3rd Quarter FY08



DHHS Sales as a Percentage of Total Sales

Note: Major Non-DHHS customers include DoD, SBA, DOT, USDA, DHS, EPA, DOJ, VA, and DOL

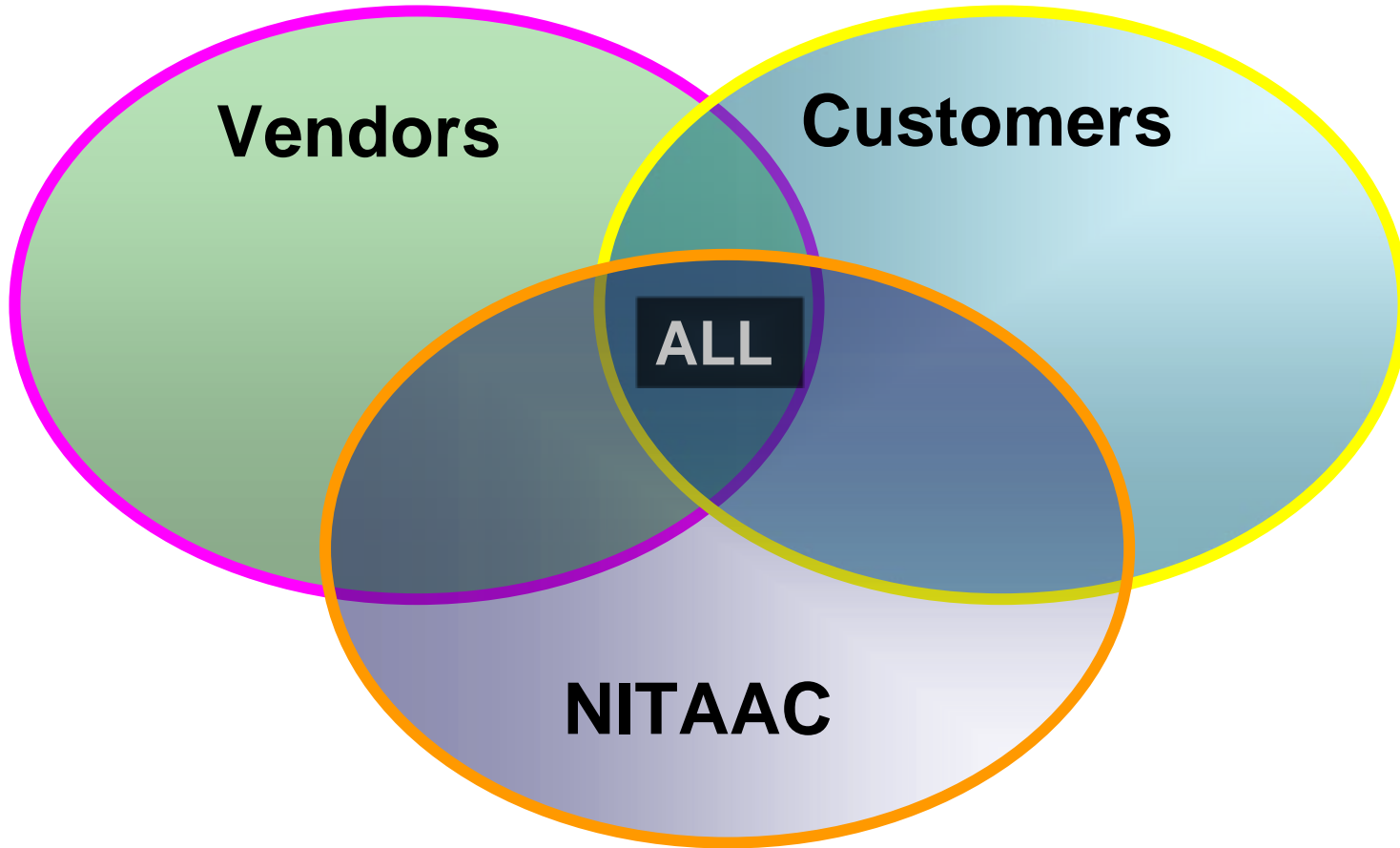


OPDIV Sales as a Percentage of DHHS Sales



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NITAAC Partnership – Shared Mission





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NIH Future GWAC

Chief Information Officer – Solutions and Partners 3 (CIO-SP3)

Meeka Harris, JD, Esq.
Project Manager for the Future GWAC

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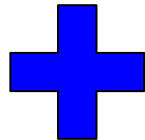
Benefits of CIO-SP3

- ▶ Provide to NIH and the federal government quality Information Technology (IT) acquisition services to meet scientific, health, administrative, operational, managerial, and information management requirements currently procured under NIH's Chief Information Officer – Solutions and Partners 2 Innovations (CIO-SP2i) and Image World2 New Dimensions (IW2nd) Government-wide Acquisition Contracts (GWACs) that expire in Dec 2010
- ▶ Sustains a pool of highly capable small, medium and large contractors with expertise in clinical and biological research, health-related IT, and health-related scientific studies that can provide the depth and breadth of IT services in ways that are unique from what is available from other GWACs or interagency contracts and at competitive pricing primarily due to the opportunities the GWAC offers to service government customers beyond NIH
- ▶ Aligns with the Federal Enterprise Architecture and promotes this overarching blueprint together with Federal Health Architecture

Proposed Scope of New CIO-SP3 GWAC

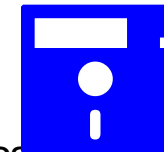
▶ Chief Information Officer– Solutions and Partners 2 *Innovations (CIO-SP2i)*

- Clinical Support, Research, and Studies
- Chief Information Officer Support
- Outsourcing
- IT Operations and Maintenance
- Integration Services
- Critical Infrastructure Protection and Information Assurance
- Digital Government
- Enterprise Resource Planning
- Software Development



▶ Image World 2 *New Dimensions (IW2nd)*

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- Administrative Correspondence Workflow
- Electronic Document Management
- Solutions Based Imaging Systems
- Data Management and Storage



▶ CIO-SP3

- CIO Support
- Outsourcing
- IT Operations and Maintenance
- Integration Services
- Critical Infrastructure Protection and Information Assurance
- Digital Government
- Enterprise Resource Planning (ERP)
- Healthcare and Biomedical Research
- Software Development
- Imaging (includes biometrics & digital library management)

CIO-SP2i

IW2nd



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Market Research

- ▶ Market Research with Industry and Customers
 - High satisfaction rate with current GWACs
 - Current GWACs well-written, easy to use, flexible with the various IT scope areas, and provides a fast turnaround in the ordering process
 - Strong small business component

- ▶ Request for Information (RFI): April 2008 RFI published in FedBizOpps to validate assumptions from current GWACs and solicit feedback from industry and government customers on the structure and scope of the future contract
 - Over 120 **substantive** responses
 - ✓ Included responses from government customers
 - ✓ Majority of respondents were small business
 - ✓ Many of the respondents were new to NITAAC
 - Additional response from companies expressing interest and/or sharing capabilities but not offering any specific feedback
 - Strong support for current best practices



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Current Status and Next Steps

- ▶ NITAAC analyzed the response from the RFI and is finalizing a business case analysis to be able to go forward with a successor GWAC that will replace the Chief Information Officer – Solutions and Partners 2 *Innovations* (CIO-SP2i) and Image World2 *New Dimensions* (IW2nd) Government-wide Acquisition Contracts (GWACs) that expire in December 2010.
- ▶ Should the business case be approved and NITAAC goes forward with an RFP, NITAAC will want to award the new GWAC in enough time to allow for a smooth transition from the current contracts that expire in December 2010 to the new GWAC.
- ▶ Until the business case for the new GWAC is approved by the Office of Management and Budget (OMB), NITAAC can neither provide any definitive timeframe for the solicitation nor any further information about the requirement.
- ▶ NITAAC will continue to post changes in status for the potential new GWAC on its website <http://nitaac.nih.gov> and in FedBizOpps.



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Electronic Commodities Store III (ECS 3)

**Ms. Millicent Manning
Sr. Contracting Officer**

November 7, 2008



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ECS- III Has 6 Lots

- ▶ Lot-1 (COTS) desktops, Laptops and hand computing devices
- ▶ Lot-2 Commercial telecommunications equipment, items related to Telephony (including but not limited to network routers, switches, repeaters and cabling)
- ▶ Lot-3 Scientific research workstations, and other electronic devices and systems



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ECS- III Has 6 Lots

- ▶ Lot-4 Software (including operating systems)
- ▶ Lot-5 Related warranty and maintenance service, and
- ▶ Lot-6 Related support services directly related to Lots 1-5 products/services that are being (or have been acquired under ECS-III

Technical Refreshment Proposals (TRPs)

- ▶ TRPs processed for September 2008: 57
- ▶ CLINs submitted: 8049
- ▶ Average days to process Rush TRP: 0.8
- ▶ Average days to process Non-rush TRP: 2.6

Federal Electronic Challenge

- ▶ Purchasing use and end-of-life management issued for Federal agencies to
 - Purchase greener electronic products
 - Manage electronic assets in an environmentally sound manner, and
 - Receive assistance from and network with other agencies to improve current practices.

Electronic Product Environmental Assessment Tool (EPEAT)

- ▶ EPEAT

- Maintained by the Green Electronic Council
- Mandated by Office of Management and Budget (OMB)

- ▶ 3 Environmental Performance Tiers:

- Bronze
- Silver
- Gold

- ▶ A good place to get started:

- <http://www.epeat.net/FAQ.aspx> Website for Frequently Asked Questions

ECS- III Delivery Order Process

Easy Steps

- ▶ Easy steps to obtaining quotes through the electronic RFQ process:
 1. Customer obtains account through Federal Customers instant registration
 2. Customer sends a detailed RFQ to the Vendors via e-mail
 3. Vendors respond to RFQ through online quote system

ECS – III Delivery Order Process (cont.)

4. Customer is notified, reviews online quotes, and makes a selection
5. Customer provides requisition and printed quotes to contract shop to place order
6. Customer's NIH Authorization Number and the total costs should appear on their Requisition/Purchase Order as follows:

NIH Authorization Number: ECS3GTSI210

Total Contract Amount: \$21,000.00

Shipping & Handling: \$0.00

Rebate/Trade-in: \$0.00



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Future Actions- ECS III

▶ Open Market Items

- All open market items should be clearly marked on the delivery order so the 1% fee will not be accessed on these line items.
- Open market items are allowed on the delivery with the following restrictions:

The total amount of the open market line items can not exceed 50% of the total order.

Individual line items can not exceed the small purchase threshold of \$2,500.00 without competition

▶ Fee Sales

- The NIH 1% Fee has been reduces to 1/2% until March 31, 2009



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NITAAC is "IT"



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