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www.hhs.gov/smallbusiness/

SMALL BUSINESSES ARE THE  OF THE ECONOMY



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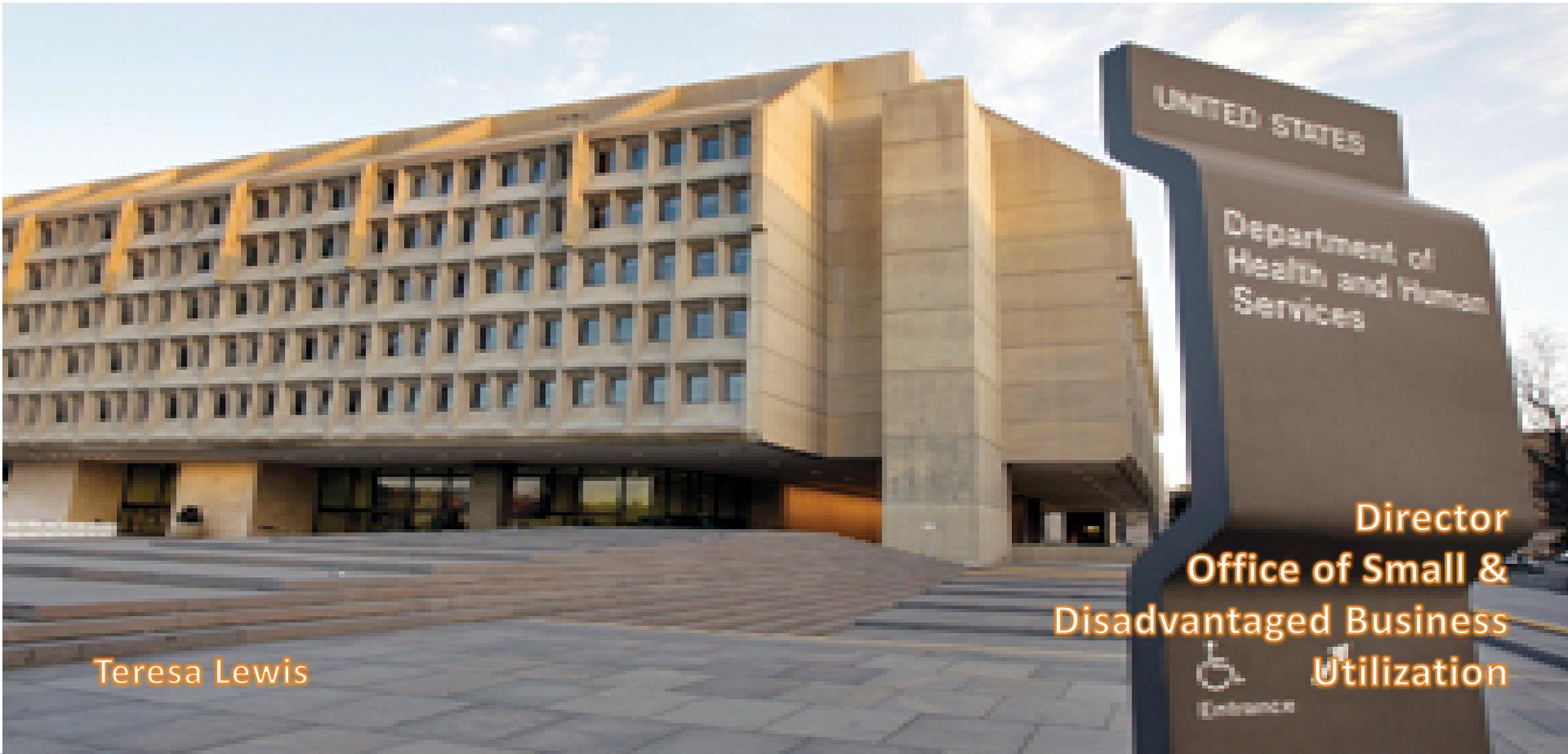


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Teresa Lewis

Director
Office of Small &
Disadvantaged Business
Utilization



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THANK YOU FOR YOUR SERVICE!



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Mission of Health and Human Services

- The U.S. Government's principal agency for protecting the health of all Americans and providing essential human services, especially those who are least able to help themselves.
- HHS encourages the use of small businesses to achieve its mission.



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300 PROGRAMS

Some highlights include:

- *Health and social science research*
- *Preventing disease, including immunization services*
- *Assuring food and drug safety*
- *Medicare and Medicaid*
- *Health information technology*
- *Financial assistance and services for low-income families*
- *Improving maternal and infant health*
- *Head Start (pre-school education and services)*



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HHS Stats

Employees: Approx 85,000

Grants: \$400 Billion

Contracts: \$18.5 Billion



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11 OPERATING DIVISIONS





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WHAT HHS Buys

- OTHER PROFESSIONAL SERVICES
- BIOMEDICAL (ADVANCED)
- OTHER ADP & TELECOMMUNICATIONS SERVICES
- AUTOMATED INFORMATION SYSTEM SERVICES
- OTHER ADMINISTRATIVE SUPPORT SERVICES



HHS

TOP 25 NAICS



NAICS

NAICS DESCRIPTION

325414	BIOLOGICAL PRODUCT EXCEPT DIAGNOSTIC MANUFACTURING
541512	COMPUTER SYSTEMS DESIGN SERVICES
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES
325412	PHARMACEUTICAL PREPARATION MANUFACTURING
541711	RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY
524114	DIRECT HEALTH AND MEDICAL INSURANCE CARRIERS
541618	OTHER MANAGEMENT CONSULTING SERVICES
541519	OTHER COMPUTER RELATED SERVICES
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES EXCEPT BIOTECHNOLOGY
561210	FACILITIES SUPPORT SERVICES
541710	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES
541513	COMPUTER FACILITIES MANAGEMENT SERVICES
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES
541720	RESEARCH AND DEVELOPMENT IN THE SOCIAL SCIENCES AND HUMANITIES
541511	CUSTOM COMPUTER PROGRAMMING SERVICES
561421	TELEPHONE ANSWERING SERVICES
561320	TEMPORARY HELP SERVICES
334111	ELECTRONIC COMPUTER MANUFACTURING
334516	ANALYTICAL LABORATORY INSTRUMENT MANUFACTURING
518210	DATA PROCESSING, HOSTING, AND RELATED SERVICES
541820	PUBLIC RELATIONS AGENCIES
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION
531120	LESSORS OF NONRESIDENTIAL BUILDINGS EXCEPT MINIWAREHOUSES
621111	OFFICES OF PHYSICIANS EXCEPT MENTAL HEALTH SPECIALISTS



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HOW HHS Buys . . .

- 1. Firm Fixed Price \$1,909,231,811
- 2. Cost Plus Fixed Fee \$1,149,933,676
- 3. Time and Materials \$548,167,991
- 4. Cost Plus Award Fee \$395,209,878
- 5. Labor Hours \$273,393,541



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Top 10 Prime Contractors

VENDOR	Total Spend	OpDivs Supplied	Primary Category
1. Sanofi Pasteur Inc	\$870 Million	6	Pharmaceuticals
2. SAIC Inc	\$655 Million	6	Professional Services
3. Lockheed Martin Corp	\$326 Million	6	Professional Services
4. Westat Inc	\$274 Million	10	Professional Services
5. Northrop Grumman	\$210 Million	8	Professional Services



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VENDOR	Total Spend	OpDivs Supplied	Primary Category
6. Hewlett Packard	\$175 Million	9	Information Technology
7. Booz Allen Hamilton	\$174 Million	9	Professional Services
8. Systems Research and Applications Corp	\$156 Million	7	Professional Services
9. Deloitte & Touche LLP	\$123 Million	8	Professional Services
10. IBM	\$122 Million	8	Information Technology



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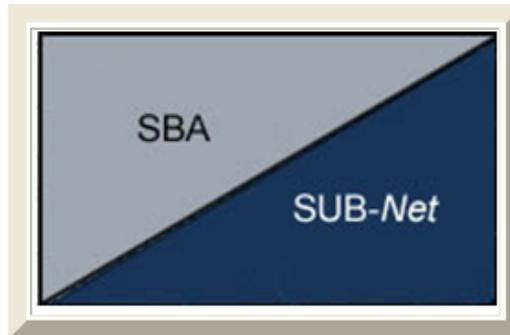
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SUB - Net



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U.S. Small Business Administration Subcontracting Network

[American Recovery and Reinvestment Act \(ARRA\) Subcontract Solicitations](#)

[ARRA Prime Contracts Solicitations](#)

[Iraq Reconstruction RFP's](#)



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WHERE TO FIND OPPORTUNITIES



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Fiscal Year **2013**

Budget in Brief

Strengthening Health and Opportunity
for All Americans



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Budget in Brief

Indian Health Service

- Construction: \$81 Million for Healthcare Facilities
Construction to continue outpatient facilities in San Carlos and Kenyatta, Arizona.

Food and Drug Administration

- FDA Facilities: \$62 Million for headquarters consolidation at the new FDA campus in White Oak, MD



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Federal Procurement Data System - Next Generation

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ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

Operation Enduring Freedom (OEF)

A new National Interest Action value 'Operation Enduring Freedom (OEF)' has been added to track the OEF contracts.

For Web Portal users the value 'Operation Enduring Freedom (OEF)' is available for selection in the National Interest Action field dropdown. The Contract Writing systems shall use the code 'O12F' when creating/updating documents through Business Services.

National Interest Action value 'Operation Enduring Freedom (OEF)' is valid from **10/01/2011 to 09/30/2014**.

NIA Expiration Date Extended

- National Interest Action value 'Gulf Oil Spill 0410' expiration date has been extended from 02/24/2012 to 08/23/2013 on FPDS-NG Production system. National Interest Action value 'Gulf Oil Spill 0410' is valid from **04/25/2010 to 08/23/2013**.
- National Interest Action value 'Hurricane Irene 2011' expiration date has been extended from 02/21/2012 to 10/22/2012 on FPDS-NG Production system. National Interest Action value 'Hurricane Irene 2011' is valid from **08/22/2011 to 10/22/2012**.

Enhanced Standard Reports

As part of Phase II deployment 48 standard reports has

Top Requests

- » Recovery Report
- » Hurricane Irene Report
- » Pacific Earthquake/Tsunami
- » Hurricane Earl Report
- » Gulf Oil Spill Report
- » Haiti Earthquake Report
- » Hurricane Katrina Report
- » Hurricane Rita Report
- » Other Hurricane/Disaster Relief

Latest News

- » Upcoming Releases
- » Top 100 Contractors Report
- » Multiple or Single Award IDV Correction Requests
- » Software Releases
- » Data Archives
- » Operation Enduring Freedom (OEF)



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LOCATING OPPORTUNITIES:

COMPANY OFFERS	TOP NAICS AGENCY #1	TOP NAICS AGENCY #2	TOP NAICS AGENCY #3	TOP NAICS AGENCY #4
112990 Animal Production, All Other	HHS	DOD	DHS	EPA
541990 Technical Services, All Other	DOD	HHS	DOI	USAID
541712 R&D, Physical, Engineering and Life Sciences	DOD	NASA	HHS	DOI



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LOCATING OPPORTUNITIES:

<p>Federal Customer HHS Operating Division National Institute of Health</p>	<p>NAICS 112990 Current Vendor</p>	<p>Federal Procurement Vehicle Expiration Date</p>	<p>Point of Contact</p>
<p>National Institute of Environmental Health Sciences (NIEHS)</p>	<p>Taconic Farms</p>	<p>BPA No Expiration</p>	<p>Y. Browne (301) 443-9636</p>
<p>National Institute of Mental Health (NIMH)</p>	<p>Taconic Farms</p>	<p>BPA No Expiration</p>	<p>Y. Browne (301) 443-9636</p>



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HHS.gov

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HHS Home > About HHS > Small Business

HHS Active Contracts

Updated quarterly, HHS provides information about small business contracts by program categories.

Type of Business Contracts	Types of Files		
Small Business Contracts	XLS (3 MB)		PDF (780 pgs)
Women-Owned Business Contracts	XLS (709 KB)		PDF (191 pgs)
Small Disadvantaged Business Contracts	XLS (322 KB)		PDF (365 pgs)
8(a) Contracts	XLS (166 KB)	CSV (136 KB)	PDF (72 pgs)
Service-Disabled Veteran-Owned Small	XLS (70 KB)	CSV (11 KB)	PDF (22 pgs)

Small Business Links

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OpDiv Forecast

U.S. Department of Health & Human Services
HHS.gov

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[HHS Home](#) > [Small Business](#) > [Forecast Home](#) > HHS 2012 Forecast

Forecast of HHS' Contracting Opportunities for FY 2012

Operating Division	Procurement Category	Search				
Year	1st QTR	2nd QTR	3rd QTR	4th QTR	Total	
CDC	2012	0	6	9	7	22
CMS	2012	6	0	1	2	9
FDA	2012	35	112	72	11	230
NIH	2012	26	16	10	3	55
OS	2012	5	6	21	7	39
PSC	2012	7	5	2	2	16
		79	145	115	32	371

Please be sure to check routinely as more opportunities are added.
Also, for more information, see [About the Forecast of HHS Contracting Opportunities](#).

HHS Procurement Forecast

2012 Procurement Forecast

- [FY2012 Procurement Forecast by Operating Division FY2012 FedBizOpps](#)
- [FY2012 FedBizOpps by Operating Division \(Updated Weekly\)](#)
- [FY2012 FedBizOpps Advanced Search \(Updated Weekly\)](#)

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BEST PRACTICES



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Certs



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Business Zone

Disabled Veteran Owned
Business

James V. Page
Operations Manager
page@pgafterpg.com



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KONICA MINOLTA
Authorized Dealer

QA
Stds



- 8(a) Certified
- GSA Schedules:
- 70, 8(a) STARS, MOBIS
- CMMI Level III
- ISO 9001:2000

Nar Koppula
Chief Operating Officer

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Enterprise Architecture ~ SOA ~ Data Management

Pool Roy, BEng, MBA
President

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Rockville, MD 20855
poolroy@vencal.com

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Cell: (301) 252-7292
Fax: (301) 977-6016

NAICS: 541511, 541512
541513, 541519, 541690



GSA
Sched #

NAICS



Service Disabled Veteran Owned Small Business
Management Support Technology, Inc.

Government Financial Management, Information
Management, and Program Management

Professional
Services

Thomas W. Hodge
Director of Business Development

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Fairfax, VA 22030-1720
Tel: (703) 385-5841 x 212
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Cell: (703) 343-3481

Email: hodge@msti-net.com Website: www.msti-net.com



Cape
Keywords



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Contracting Vehicles

- GSA IT Schedule 70
- State of Maryland (CATS)

Classifications

- SBA 8(a)
- SBA SDB

State Contract

Primary NAICS Codes

334611	518112	518210	541511
541512	541513	541519	541611
541612	541618	541710	561410
561439	611420	611519	811212

CAGE/NCAGE Code: 01JL9

Cage Codes

GSA: GS-25F-0065N
 LSDBE Certified LS 06200414794
 DC Supply Schedule DS-C-1-600-38-C-002
 8(a) pending
 INC ICCI 100 Alumni 2000

State Contract

NAICS CODES:

323115	811212	561439
453210	323110	323114
541430	323111	561210

"Delivering best value that makes the difference".

GSA FABS: GS-23F-0310N

- . Special Item No. 520-3 Due Diligence and Support Services
- . Special Item No. 520-11 Accounting Services

GSA Scheds & SIN

Primary NAICS Codes

518210, 522390, 531390, 541211, 541219, 541611, 541618, 561990

Women-Owned Business

Cape Keywords

CAPABILITIES

Systems Integration
 Enterprise Architecture
 Enterprise Resource Planning (ERP)
 Customer Relations Mgmt. (CRM)
 Data Warehousing, ETL Process
 Business Intelligence(BI)
 Web/Portal Development
 Database Management
 Custom Application Development
 Project Management

NAICS CODES

518210 - Data Processing, Hosting, and Related Services
 519130 - Internet Publishing and Web Search Portals
 519190 - All Other Information Services
 541511 - Custom Computer Programming Services
 541512 - Computer Systems Design Services
 541513 - Computer Facilities Management Services
 541519 - Other Computer Related Services
 541611 - Admin. Mgmt. & General Mgmt. Consulting Services
 541612 - Human Resources & Exec. Search Consulting Svcs.
 541618 - Other Management Consulting Services
 541990 - All Other Professional, Scientific, & Technical Svcs.

SBA certified 8(a) SDB * Woman Owned Small Business
 SWAM - Virginia Dept. Of Minority Business Enterprise
 State of MD DoIT CATS-II Contract
 CAGE: 1T6A4 * DUNS: 010228836

State Certs

DUNS #



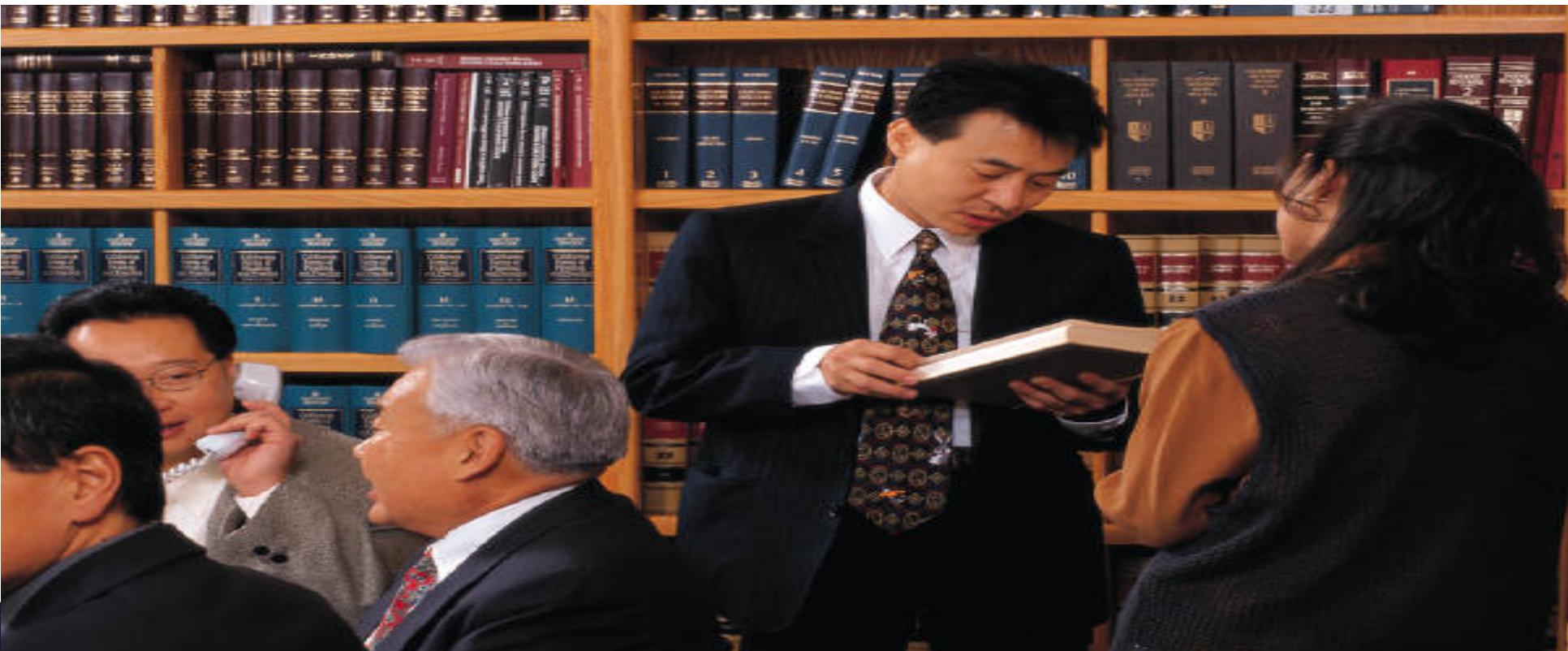
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KNOW THE RULES





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A. Legislative Guidance

- Statutory Law

<http://thomas.loc.gov>

- Small Business Act (Public Law 85-536, as amended)

http://www.sba.gov/sites/default/files/tool_serv_sbact.pdf



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B. Regulatory Guidance

- Title 13 of the United States Code of Federal Regulations (13 CFR)
 - Section 121 – SB Size Regulations
 - Section 124 – 8(a) BD/SDB Programs
 - Section 125 – Subcontracting
 - - Limitations on Subcontracting
 - - SDVOSB Program
 - Section 126 – HUBZone Program
 - Section 127 – WOSB Program
 - Section 134 – Appeal Procedures
 - <http://ecfr.gpoaccess.gov>



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B. Regulatory Guidance

- Federal Register

– <http://www.gpo.gov/fdsys/>

- Federal Acquisition Regulation

- <http://www.acquisition.gov>



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C. Recent Guidance

- **Small Business Jobs Act of 2010**
- **National Defense Authorization Act of 2013**



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SAM

SYSTEM FOR AWARD MANAGEMENT



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- **236220** Commercial and Institutional Building Construction
- **238140** **Masonry Contractors**
- **492110** Couriers and Express Delivery Services
- **511130** Book Publishers
- **512230** **Music Publishers**
- **541211** Offices of Certified Public Accountants
- **541511** Custom Computer Programming Services
- **541612** **Human Resources Consulting Services**
- **541614** Process, Physical Distribution, and Logistics Consulting Services
- **561210** Facilities Support Services
- **561410** Document Preparation Services
- **561720** **Janitorial Services**
- **722320** **Caterers**



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GET CERTIFIED





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DO YOUR HOMEWORK





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NITAAC

- **NIH Information and Technology Acquisition and Assessment Center (NITAAC)**
 - Chief Information Officer Solutions and Partners (CIOSP-3)
 - Health IT interoperability GWAC w/ approximately 10 task areas and 137 labor categories
 - \$20 Billion set-aside for small businesses
 - \$20 Billion for small business to compete with other than small
 - Streamlined ordering process for program officials



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NETWORK FOR SUPPORT





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EFFECTIVE CAPABILITY STATEMENT

- One Page/PDF
- Tailored for Audience
 - NAICS
 - Core Competencies
 - Past Performance
- Value Proposition
- Bullet Points
- Spell Check
- Remove Jargon
- Visually Interesting



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Capability Statement



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Import / Export Specialists Serving the World Through International Trading and Exchange

MISSION STATEMENT

To assist the government in improving the lives of the tens of millions of people living in vulnerable countries that are suffering from disaster and plighted conditions.




ABOUT US

ABC Shipping is an Import/Export market place for agricultural products and equipment, computers and electronics, machinery, cars, building materials, and healthcare products. We influence global trade by helping importers and exporters develop buyer-seller relationships.

COMPANY INFO

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DUNS : 555555555
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Phone: 1(555)555-5555

West Coast Office :
5555 555TH Ave NE
Kirkland, WA 98034

East Coast Office:
555 3rd Ave. 6th Floor
New York, NY 10022

Socio-Economic Factors
Small Business
SBA Cert. Small Disadvantaged
Minority Owned

CORE COMPETENCIES

Import and Export of the following goods by ground, air and sea which are bought & sold directly from the manufacturer:

<p>Computers / Technology</p> <ul style="list-style-type: none"> ➢ Peripherals ☑ Input / Output ☑ Storage ➢ Hardware ➢ Software ➢ Components <p>Healthcare Products</p> <ul style="list-style-type: none"> ☑ Surgical Tools ☑ Diagnostic Equipment ☑ Exam Tables 	<p>Agricultural Products</p> <ul style="list-style-type: none"> ➢ Food ☑ Cacao ☑ Rice ☑ Sugar <p>Construction</p> <ul style="list-style-type: none"> ➢ Building Materials ☑ Cement ☑ Modular Buildings <p>Heavy Equipment</p> <ul style="list-style-type: none"> ➢ Cranes ➢ Caterpillars ➢ Road Building Equipment
---	---

DIFFERENTIATORS

Customer Oriented - ABC Shipping prides itself on its customer relations and goes above and beyond to satisfy its clients.
Research - ABC Shipping does extensive research for its clients to find the best quality product.
Value - Because of the research involved along the way, ABC Shipping offers its clients the best value for what is being sought.

NAICS

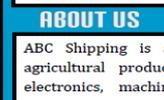
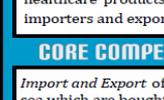
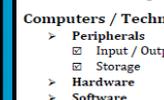
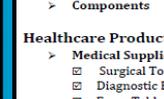
<p>423430 Computer & Peripheral Equipment Wholesalers</p> <p>423450 Medical, Dental, and Hospital Supplies Wholesalers</p> <p>423610 Electrical Apparatus and Equipment Wholesalers</p> <p>423820 Farm and Garden Machinery Wholesalers</p> <p>488510 Freight Transportation Arrangement</p>

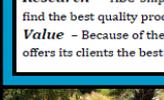


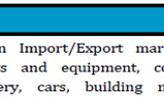


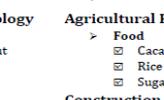
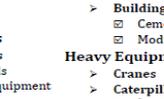


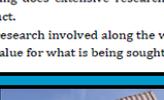


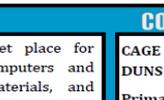
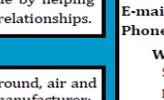





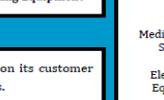




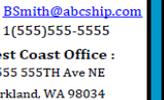















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SMALL BUSINESSES ARE THE  OF THE ECONOMY

ELEVATOR SPEECH

Develop Position Statement: For (target agency) who wants/needs (product or service) the (your product or service) is a (category) that provides (your key benefit). Unlike (your main competitor), the (your product/service) (your key differentiator).





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- Performance Requirements
 - Large Businesses
 - Small Businesses
- Problem Solution
- Innovation
- Proven Experience
- Strong Financial Position
- Go **Green**



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KNOW THE ORGANIZATION'S POINTS OF CONTACT



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SHAUNTA JOHNSON

Deputy Director

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BE PREPARED WHEN OPPORTUNITY KNOCKS!



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“the reason that so few people recognize opportunity is that it comes dressed in coveralls and looks like a lot of hard work”

Thomas Edison



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