

Building and Maintaining Relationships to Achieve Results

FY 2014

Contracting *with* CMS Conference

January 31, 2014

**7500 Security Blvd.
Baltimore, MD 21244
GRAND AUDITORIUM**



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***ADDITIONAL HANDOUTS INCLUDE:**

- Contractor Participant List
- CMS Cafeteria Menu
- CMS Cafeteria Station Layout
- Plenary Presentation Slides

Agenda

PLENARY			
9:00am - 9:10am	Welcome Message & Introduction to Conference	Grand Auditorium	Daniel Kane, Director, OAGM
9:10am - 9:25am	FY2014 Acquisition Vision / Focus Areas		Angela Billups, Associate Deputy Assistant Secretary, HHS / ASFR
9:25am - 9:35am	CMS Acquisition Forecast		Derrick Heard, Deputy Director, OAGM
9:35am - 9:45am	▪ MAC Contracts		Linda Hook, Director, OAGM / MACG
9:45am - 9:55am	▪ Acquisition & Grants		▪ Ed Hughes, Director, OAGM / AGG ▪ Carol Sevel, Director, OAGM / AGG / DSC
9:55am - 10:05am	▪ IT Contracts		▪ Don Knode, Director, OAGM / ITG ▪ Andy Mummert, Director, OAGM / ITG / DISC
10:05am - 10:15am	▪ QIO 11th SOW Restructure Opportunities		Brian Hebbel, Director, OAGM / ASG / DQC
10:15am - 10:30am	Open Floor for Questions		All Speakers
10:30am - 10:45am	BREAK (15 MINUTES)		
10:45am - 11:30am	SESSION #1		
	Panel Discussion: "Contractor's Perspective on Contracting"	Grand Auditorium	▪ Jean Drummond, MA, PA, President, Health Care Dynamics International ▪ Dorothy Callahan, National Government Services ▪ Don Piccard, Hewlett Packard ▪ Moderator: Brian Hebbel, Director, OAGM / ASG / DQC
	Things You Should Know About Contract Terms & Conditions: ▪ Health Insurance Portability & Accountability Act (HIPPA) - Current Change ▪ Invoice / Voucher Payment Provision - Current Change ▪ Freedom of Information Act (FOIA) - New Clause ▪ HSPD-12 - Coming Soon ▪ 508 - Coming Soon ▪ Organizational & Personal Conflicts of Interest - Coming Soon	C112A & C112B	▪ Leisa Bodway, Director, OAGM / ABSG ▪ Leigh Snyder, Ethics Program Administrator, OOM / EMO
	Ethics & Other Contracting Issues		
11:30am - 12:30pm	LUNCH (1 HOUR)		
12:45pm - 1:45pm	SESSION #2		
	Panel Discussion: "Program Managers Perspective on Contracting"	Grand Auditorium	▪ Karen Jackson, Acting Deputy Director for Operations, CMMI ▪ Corey Stevenson, Director, OIS / EDCG ▪ Jean Moody-Williams, Director, CCSQ / QIG ▪ Brenda Thew, Acting Deputy Operations Director, CPI ▪ Moderator: Derrick Heard, Deputy Director, OAGM
1:45pm - 2:00pm	BREAK (15 MINUTES)		
2:00pm - 2:45pm	SESSION #3		
	Panel Discussion: "The Good, The Bad, & The Ugly of Contract Proposals"	Grand Auditorium	▪ Chris Klots, Director, CM / MCMG / DMSD ▪ Bridget Rineker, Contracting Officer, OAGM / MACG / DEMAC ▪ Debra Stidham, Contracting Officer, OAGM / ASG / DPIFMC ▪ Chris Hagepanos, Director, OAGM / ITG / DDCC ▪ Melinda Lewis, Deputy Director, OIS / RAMG / DCP ▪ John Sroka, Chief Financial Officer, Provider Resources, Inc. ▪ Moderator: Leisa Bodway, Director, OAGM / ABSG
2:45pm - 3:00pm	BREAK (15 MINUTES)		
3:00pm - 4:00pm	SESSION #4		
	Good News Stories by Contractors	Media Center	▪ Angela Reddix, A. Reddix & Associates (ADRX) ▪ Leah Heimbach, Principal, Healthcare Management Solutions LLC ▪ Patti Hodges, Healthcare Management Solutions LLC ▪ Joan Foley, Director of Contracts & Accounting, Signature Consulting Grp. ▪ Dawn Li, Ph.D. President, Data and Analytic Solutions, Inc. (DAS) ▪ Moderator: Famane Brown, Director, OAGM / ABSG / DAWS
	Why Past Performance is Important.	Multi Purpose Room	▪ Jaime Galvez, Director, OAGM / MACG / DWMAC ▪ Desiree Wheeler, Director, OAGM / MACG / DEMAC
	Doing Business with CMS as a Small Business	C112A & C112B	▪ Claude Cable, Small Business Specialist, Small Business Administration ▪ Anita Allen, Small Business Specialist, Small Business Administration ▪ Moderator: Mark Werder, Director, OAGM / ABSG / DFS
	Things You Should Know About Contract Terms & Conditions: ▪ Health Insurance Portability & Accountability Act (HIPPA) - Current Change ▪ Invoice / Voucher Payment Provision - Current Change ▪ Freedom of Information Act (FOIA) - New Clause ▪ HSPD-12 - Coming Soon ▪ 508 - Coming Soon ▪ Organizational & Personal Conflicts of Interest - Coming Soon	CMS Auditorium	▪ Leisa Bodway, Director, OAGM / ABSG ▪ Leigh Snyder, Ethics Program Administrator, OOM / EMO
Ethics & Other Contracting Issues			

BOOTH INFORMATION

NETWORKING AREA IS LOCATED IN THE PRE-FUNCTION AREA

Booth #1: National Contract Management Association (NCMA) - Woodlawn, MD Chapter

- Suzanne Charleston, Consultant sznncharleston@yahoo.com
- Brenda Bearden, Bearden Solutions bbearden@beardensolutions.com
- Vini Eshan, Arch Systems vehsan@archsystemsinc.com
- Marion Porter, Ciconix marionporter@ciconix.com

Booth #2: Small Business Administration (SBA)

- Claude Cable, Small Business Specialist Claude.Cable@sba.gov
- Anita Allen, Small Business Specialist Anita.Allen1@cms.hhs.gov

Booth #3: Defense Contract Audit Agency (DCAA)

- Jane Galloway jane.galloway@dcaa.mil

Booth #4: U.S. General Services Administration (GSA)

- Willie Mills willie.mills@gsa.gov
- Raymond McCollum Raymond.mccollum@gsa.gov

Booth #5: National Contract Management Association (NCMA) - Woodlawn, MD Chapter

- Theresa Layton, Edaptive Systems laytont@edaptivesys.com
- Rick Faulise, Merallis, LLC rickfaulise@merallis.com

Booth #6: Genova Technologies, Inc.

- Lori Davis lori.davis@genovatech.com

Booth #7: Noridian Healthcare Solutions, LLC

- Keith Anderson keith.anderson@noridian.com
- Kari Haugtvedt Kari.Haugtvedt@noridian.com

Booth #8: Safeguard Services

- Pearl Gagne pearl.gagne@hp.com

Booth #9: Serco, Inc.

- Darryl Scott, Director of Partner Relations darryl.scott@serco-na.com

Booth #10: General Dynamics Information Technology, Inc.

- Scott Reiner scott.reiner@gdit.com
- Ken Zipin ken.zipin@gdit.com

Networking Area is located in the pre-function area and will remain open for the duration of the conference.

Speaker Biographies



Daniel F. Kane

Director

Office of Acquisition & Grants Management (OAGM)

Centers for Medicare & Medicaid Services

Mr. Kane is the Director of the Office of Acquisition and Grants Management of the Centers for Medicare and Medicaid Services (CMS). As CMS' senior contracting official, he is responsible for the award and administration of all CMS contracts that are subject to the Federal Acquisition Regulations. Mr. Kane also serves as the Chief Grants Management Official for CMS. In this position, he is responsible for the award and administration of all CMS discretionary grants.

Prior to assuming this role, Mr. Kane served as a Deputy Office Director, Group Director, Division Director, Contracting Officer and Contract Specialist. Mr. Kane has over 25 years' experience in federal procurement of which 20 of those years are with CMS. Before joining CMS in 1991, Mr. Kane served as a Contracting Officer with the National Aeronautical and Space Administration (NASA) and the Department of Defense.

Mr. Kane received his undergraduate degrees from the University of Maryland in Business and holds a Master's Degree in Business Administration (MBA) from Central Michigan University and a Master's Degree in National Resource Strategy from the National Defense University in Washington D.C. Mr. Kane also completed the Council for Excellence in the Government Fellows Program.

Speaker Biographies (cont.)



Angela Billups, Ph.D.

Senior Procurement Executive

Associate Deputy Assistant Secretary for Acquisition

U.S. Department of Health and Human Services

Dr. Billups is the Associate Deputy Assistant Secretary for Acquisition directing the Office of Grants and Acquisition Policy and Accountability (OGAPA) - Division of Acquisition. Angela joined HHS in January 2011, and serves as the HHS' Senior Procurement Executive providing all policy and acquisition oversight for HHS' Heads of Contracting Activities within the Operating Divisions. She provides Department-wide leadership in acquisition and contracting through policy development, workforce development, performance measurement, and program support all while fostering creativity and innovation in the conduct of these functions throughout the Department.

Before coming to HHS, Angela was the Director for Base Realignment and Closure/Joint Base Integration, at the Army Contracting Command, integrating strategies and changes for Congressionally-mandated initiatives on behalf of acquisition and contracting professionals worldwide. Dr. Billups has successfully integrated major, geographically distant organizations to provide efficient contracting services across the globe. She also served as the Principal

Assistant Responsible for Contracting (PARC) at the Pentagon where she led a workforce of 300 contracting professionals, and provided guidance and oversight for Department of Defense customers in the National Capital Region. She has held several positions supporting the Department such as developing Joint Contracting Offices and establishing Joint Contingency Contracting Policy along with leading several E-Business transformation initiatives focused on improving and integrating financial, logistics and acquisition systems.

Speaker Biographies (cont.)



Derrick L. Heard

Deputy Director

Office of Acquisition & Grants Management (OAGM)

Centers for Medicare & Medicaid Services

Derrick L. Heard is the Deputy Director for the Office of Acquisition & Grants Management (OAGM) at the Centers for Medicare & Medicaid Services (CMS). As the Deputy Director of OAGM, he is responsible for working collaboratively with the Director of OAGM to manage and direct the acquisition and grant services for CMS. Specifically, he ensures that procurements meet all legal and statutory requirements, in addition to ensuring that sound business management practices are used.

Mr. Heard has over 23 years of experience in Federal Government procurement and has worked at CMS for the past 13 years. Derrick previously served as the Director of the Information Technology Contracts Group (ITCG) within OAGM, where he was responsible for the award and administration of all CMS Information Technology (IT) contracts, which included hardware, software, and support services contracts. These IT contracts provided support for systems development, systems maintenance, testing, data center operations, and support for Medicare Fee-For-Service claims processing. In this role, Mr. Heard provided leadership and contractual guidance on the procurement of IT products and services for CMS that totaled over \$1.5 billion annually. Prior to that position, he served as a Division Director within OAGM that provided CMS with procurement support for IT services. Before joining CMS, Mr. Heard served as a Contracting Officer for the Internal Revenue Service and worked in procurement and acquisition for the Department of the Army at the Pentagon.

Mr. Heard holds a Master of Business Administration (MBA) degree from Webster University and an undergraduate degree in Business from the University of Maryland University College. He also completed the Department of the Army's Contracting and Acquisition Civilian Career Intern Program and received the designation of Certified Professional Contracts Manager (CPCM) from the National Contract Management Association. In addition, Mr. Heard has completed the Federal Executive Institute's Leadership for a Democratic Society program.

Speaker Biographies (cont.)



Linda Hook

Director

Office of Acquisition & Grants Management (OAGM)

Medicare Administrative Contracts Group (MACG)

Linda Hook is the Director of the Medicare Administrative Contracts (MAC) Group in the Office of Acquisition and Grants Management (OAGM). She is responsible for providing acquisition services to the Medicare Contractor Management Group within the Center for Medicare of CMS. Prior to assuming this role, Ms. Hook served as a Division Director, Contracting Officer, and Contract Specialist. She has over 30 years' experience in federal procurement of which 20 of those years are with CMS.

Speaker Biographies (cont.)



Edward L. Hughes

Director

Office of Acquisition & Grants Management (OAGM)

Acquisition & Grants Group (AGG)

Mr. Hughes is currently serving as the Director of the Acquisition & Grants Group within the Office of Acquisition & Grants Management (OAGM) at the Centers for Medicare & Medicaid Services (CMS). He oversees three divisions that perform discretionary grants work for CMS or handle CMS' research agenda and beneficiary outreach services, including the 1-800 Call Center. In addition to his managerial duties, Edward serves as a Contracting Officer and a Grants Management Officer to meet CMS' needs.

Mr. Hughes has worked within OAGM since 1990. He worked on Information Technology contracts before becoming the Director and Contracting Officer for the Quality Improvement Organization and End Stage Renal Disease Network contracts, and then the Director of the Acquisition & Grants Group. Prior to joining CMS, Edward worked at the Defense Contract Management Agency (DCMA) and was a small business owner. He also has a Juris Doctor (JD) degree.

Speaker Biographies (cont.)



Carol Sevel

Director

Office of Acquisition & Grants Management (OAGM)

Acquisition & Grants Group (AGG)

Division of Support Contracts (DSC)

Carol Sevel is the Director of the Division of Support Contracts. She has been with the Agency for the past 25 years and has had the opportunity to serve all of the Agency's various programs from purchase cards, to simplified acquisitions to large scale IT and Recovery Audit contracts. Prior to her becoming the manager for the Division of Support Contracts she was the Contracting Officer for the QIO program. Currently, she performs contract work for the Medicaid program within CMS and the Innovation Center as her primary areas of focus.

Speaker Biographies (cont.)



Donald Knode

Director

Office of Acquisition & Grants Management (OAGM)

Information Technology Group (ITG)

Mr. Knode is the Director of the Information Technology Group (ITG), within the Office of Acquisition & Grants Management (OAGM) at the Centers for Medicare and Medicaid Services (CMS). As the Director for ITG, he is responsible for the award and administration of all CMS information technology contracts, including hardware, software, and support services. These information technology contracts provide support for systems development, systems maintenance, testing, data center operations and support for Medicare fee-for-service claims processing. In this role, Mr. Knode provides leadership and contractual guidance on the procurement of over \$1.9 billion dollars annually for Information Technology (IT) products and services for CMS.

Mr. Knode previously served as the Director for the Medicare and Medicaid IT Support Contracts division. He has over 28 years of experience in federal government procurement, and has worked at CMS for the past 8 years. Prior to joining CMS, Mr. Knode served as the Operations Group Director for the Defense Contract Management Agency - Maryland.

Mr. Knode holds a Master of Business Administration (MBA) degree from the University of Baltimore and an undergraduate degree in Business Administration from Towson State University.

Speaker Biographies (cont.)



Andy Mummert

Director

Office of Acquisition & Grants Management (OAGM)

Information Technology Group (ITG)

Division of Information Systems Contracts (DISC)

Mr. Mummert is the Director of the Division of Information Systems Contracts (DISC) in the Information Technology Group (ITG). Mr. Mummert's division is responsible for the award and administration of contracts primarily for the Office of Information Services.

Prior to assuming this role, Mr. Mummert served as a Contracting Officer and Contract Specialist and has over 20 years' experience in federal procurement of which 15 of those years are with CMS. Before joining CMS in 1998, Mr. Mummert served as a Contracting Officer for the Fleet and Industrial Supply Center Norfolk – Detachment Washington.

Speaker Biographies (cont.)



Brian Hebbel

Director

Office of Acquisition & Grants Management (OAGM)

Acquisition Support Group (ASG)

Division of Quality Contracts (DQC)

Mr. Hebbel has over 30 years of Government contract expertise. He has been a Contracting Officer in OAGM since 1989. He holds a Master's Degree from National Defense University, Industrial College of the Armed Forces.

CMS / OAGM Directors & Customer Information

Office of Acquisition & Grants Management (OAGM)

- ♦ Daniel F. Kane, Director
- ♦ Derrick Heard, Deputy Director

Daniel.Kane@cms.hhs.gov
Derrick.Heard@cms.hhs.gov

OAGM Business Operations (BOS)

- ♦ Mary E. Jones, Director

Mary.Jones@cms.hhs.gov

Medicare Administrative Contracts Group (MACG)

Customers: CM, MCMG, OAGM

- ♦ Linda Hook, Director

Linda.Hook@cms.hhs.gov

Division of Eastern Medicare Administrative Contracts

- ♦ Desiree Wheeler, Director

Desiree.Wheeler@cms.hhs.gov

Division of Southern Medicare Administrative Contracts

- ♦ Kathy Markman, Director

Kathy.Markman@cms.hhs.gov

Division of Western Medicare Administrative Contracts

- ♦ Jaime Galvez, Director

Jaime.Galvez@cms.hhs.gov

Information Technology Contracts Group (ITCG)

- ♦ Donald Knode, Director

Donald.Knode@cms.hhs.gov

Division of Medicare & Medicaid IT Support Contracts (DMISC)

Customers: Non-OIS IT (except HIGLAS)

- ♦ Donald Knode, Acting Director

Donald.Knode@cms.hhs.gov

Division of Information Systems Contracts (DISC)

Customers: OIS, EDG, RAMG, ISOOG, EASG, CIISG

- ♦ Andrew Mummert, Director

Andrew.Mummert@cms.hhs.gov

Division of Data Center Contracts (DDCC)

Customers: OIS, OFM, IT, HIGLAS, EDCG, BAMG, EISG

- ♦ Christopher Hagepanos, Director

Christopher.Hagepanos@cms.hhs.gov

Acquisition Support Group (ASG)

- ♦ Pamela Collins, Director

Pamela.Collins@cms.hhs.gov

Division of Medicare Support Contracts (DMSC)

Customers: CM (except MCMG), CCIIO (non-IT)

- ♦ Juanita Wilson, Director

Juanita.Wilson@cms.hhs.gov

CMS / OAGM Directors & Customer Information (cont.)

Division of Quality Contracts (DQC)

Customers: CCSQ

♦ Brian Hebbel, Director

Brian.Hebbel@cms.hhs.gov

Division of Program Integrity & Financial Management Contracts (DPIFMC)

Customers: OFM, CPI (except FMSG)

♦ Theresa Schultz, Director

Theresa.Schultz@cms.hhs.gov

Acquisition & Grants Group (AGG)

♦ Edward Hughes, Director

Edward.Hughes@cms.hhs.gov

Division of Support Contracts (DSC)

Customers: OOM, CMMI, OL, OEOCR, CMCS, OEM, OACT, OMH, CCSQ

♦ Carol Sevel, Director

Carol.Sevel@cms.hhs.gov

Division of Grants Management (DGM)

Customers: CMMI, CMCS, CCIIO, OPE

♦ Mary Beth Greene, Director

♦ Michelle Feagins, Deputy Director (Bethesda, MD)

Mary.Greene@cms.hhs.gov

Michelle.Feagins@cms.hhs.gov

Division of Beneficiary Support Contracts (DBSC)

Customers: OC, OPE, OSORA, OESS, CSP, FCHCO, OEM

♦ Debra Hoffman, Director

Debra.Hoffman@cms.hhs.gov

Acquisition Business & Services Group (ABSG)

♦ Leisa Bodway, Director

Leisa.Bodway@cms.hhs.gov

Division of Agency Acquisition Workforce & Services (DAWS)

Customers: OOM, OA, RO, CMMI, OL, OEOCR, OEM, OACT, CCSQ, OIS, OAGM

♦ Famane Brown, Director

Famane.Brown@cms.hhs.gov

Division of Quality Assurance & Technology (DQAT)

♦ Leisa Bodway, Acting Director

Leisa.Bodway@cms.hhs.gov

Division of Financial Services (DFS)

Customers: OAGM

♦ Mark Werder, Director

Mark.Werder@cms.hhs.gov

General Information & Resources

PARKING

Parking is within **WHITE LINED PARKING SPACES ONLY**. If you park in the yellow lined spaces or restricted areas your vehicle is subject to be towed.

HOUSEKEEPING RULES

- ◆ Conference attendees must restrict themselves to the First Floor Central Building Lobby, Conference Room Center, and Lower Level Lobby/Cafeteria **ONLY**.
- ◆ Food and beverages are not allowed in the Auditorium, Multipurpose Room, Media Center or the "C" Conference Rooms located on the other side of the lobby.
- ◆ Smoking is **NOT PERMITTED** on CMS grounds.
- ◆ A coat check-in will be available for your use at the far end of the auditorium entrance. This is free of charge.
- ◆ Telephones and restrooms are located just outside the booth area on the left before you go back to the main lobby where you entered the building.

DINING & COFFEE

CMS will **NOT** be providing lunch for you. However, there are several options available for your convenience.

* Please note that restaurants are very busy during lunch time. Therefore, please allocate enough time upon your return as you will need to go through the security check points again.

CMS Cafeteria (Lower Level)	Jazzman's Coffee Stand (Lower Level Lobby)
Panera Bread (1 mile)	McDonalds (1 mile)
Chipotle (1 mile)	Dunkin Donuts (1.48 miles)
Las Vegas Mexican Restaurant (1 mile)	Food Court at Security Mall (1 mile)
Ledo's Pizza (1 mile)	Five Guys Burgers and Fries (1 mile)

PHARMACIES

- ◆ Rite Aid (1 minute / 0.47 miles)
7153 Security Blvd., Windsor Mill, MD 21244
410-944-6400
- ◆ Walgreens (3 minutes / 1.15 miles)
2204 Rolling Road, Baltimore, MD 21244
410-265-8593

NEAREST HOSPITAL:

- ◆ Northwest Hospital (12 minutes / 4.70 miles)
5401 Old Court Road, Windsor Mill, MD 21244
410-521-2200

Webpage Links To Bookmark

- ♦ **Post View of the Plenary Presentations at the “FY14 Contracting with CMS Conference”**
<http://www.youtube.com/watch?v=NxC-mAjAET8>
- ♦ ~~**Central Contractor Registration**~~
~~<http://www.ccr.gov>~~
- ♦ **CMS External Webpage**
<http://www.cms.gov/About-CMS/Contracting-With-CMS/ContractingGeneralInformation>
- ♦ **OAGM External Webpage**
<http://www.cms.gov/About-CMS/Contracting-With-CMS/ContractingGeneralInformation/index.html?redirect=/ContractingGeneralInformation/>
- ♦ **Excluded Parties List System**
<http://epls.arnet.gov>
- ♦ **Federal Business Opportunities**
<http://www.fedbizopps.gov>
- ♦ **General Services Administration**
<http://www.gsa.gov>
- ♦ **Government Agency Links**
<http://www.usa.gov/Agencies.shtml>
- ♦ **SBA Government Contracting and Business Development**
<http://www.sba.gov/gcbd/>
- ♦ **Small Business Administration**
<http://www.sbaonline.sba.gov>
- ♦ **Systems for Award Management**
<http://www.sam.gov>
- ♦ **National Association of Women Business Owners**
<http://www.nawbo.org>
- ♦ **Small Business Administration: Contract Assistance for Women Business Owners**
<http://www.sba.gov/aboutsba/sbaprograms/onlinewbc/index.html>
- ♦ **Women’s Business Centers**
<http://www.awbc.biz>
- ♦ **Women Impacting Public Policy**
<http://www.wipp.org>

CMS THANKS YOU!

The CMS Family would like to thank you for your interest and participation at this event. We value your efforts as we work together to achieve contracting excellence.

Together, we can make a difference.

