

National Cancer Institute (NCI)

Prime Meets Sub Day

Presented by Terry Baughman

Director, OA, NCI

Welcome!

Attendees

104 Small Business Vendors

12 Prime Contractors

Purpose

- Positively impact small business development
- Create opportunities for Prime Contractors and subcontractors to make connections
- Enable the Prime Contractors to meet small business subcontracting plan goals, while identifying potential long-term business partners

Consolidated Operations & Acquisition Center (COAC)

NCI COAC handles acquisitions for two NIH Institutes/Centers –

- NCI
- National Center for Complementary and Integrative Health (NCCIH)

Funding

- The COAC obligates over \$145 Million each fiscal year to small businesses through:
 - Purchase Cards
 - Simplified Acquisitions, Delivery Orders, Purchase Orders, BPA Calls
 - Negotiated Contracts and Task Orders

Purchase Cards

Types of Items Acquired

Commercially Available Goods – Office/Medical Supplies, Furniture, Computers, Printers, Toner, Books

Commercially Available Services – Printing, Copier Maintenance, Shipping Expenses

Meeting/Conference Room Rental

Training, Conferences

Laboratory Equipment

Animal Feed

Subscriptions

Simplified Acquisitions

Types of **Items** Acquired

Products

- Mice
- Reagents
- Tissue Samples

Equipment

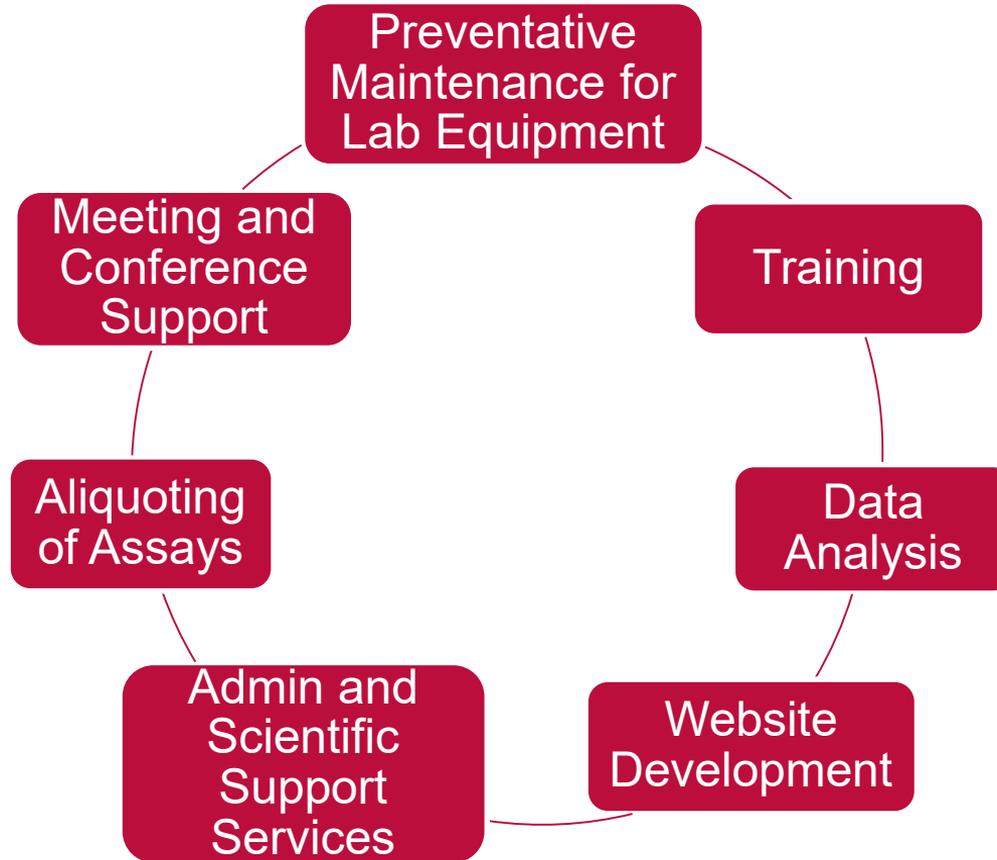
- Microscopes
- Cytometry
- Freezers for Tissue Samples

IT Equipment and Software

- Servers
- Software and Licenses
- Cloud 9
- Laptops
- Monitors

Simplified Acquisitions

Types of Services Acquired



Negotiated Contracts and Task Orders

Types of Services Acquired

Clinical Trials

Drug
Discovery

Drug
Synthesis

Animal
Research

Population
Research

Cancer
Statistics
(SEER)

Epidemiology

Repositories

Cancer
Information
Services

Data
Management

Federally Funded Research and Development Center (FFRDC)

- The Frederick National Laboratory for Cancer Research (FNLCR) is the only FFRDC dedicated to biomedical research.
- The FNLCR has been operated under contract since it began in the 1970s, and is currently operated by [Leidos Biomedical Research, Inc.](#) (LBR), for NCI.
- This contract is the largest contract in the Department of Health and Human Services (DHHS).

Federally Funded Research and Development Center (FFRDC)

Work Performed at the FFRDC

Cancer
Research and
Research
Support

Precision
Medicine
Initiatives

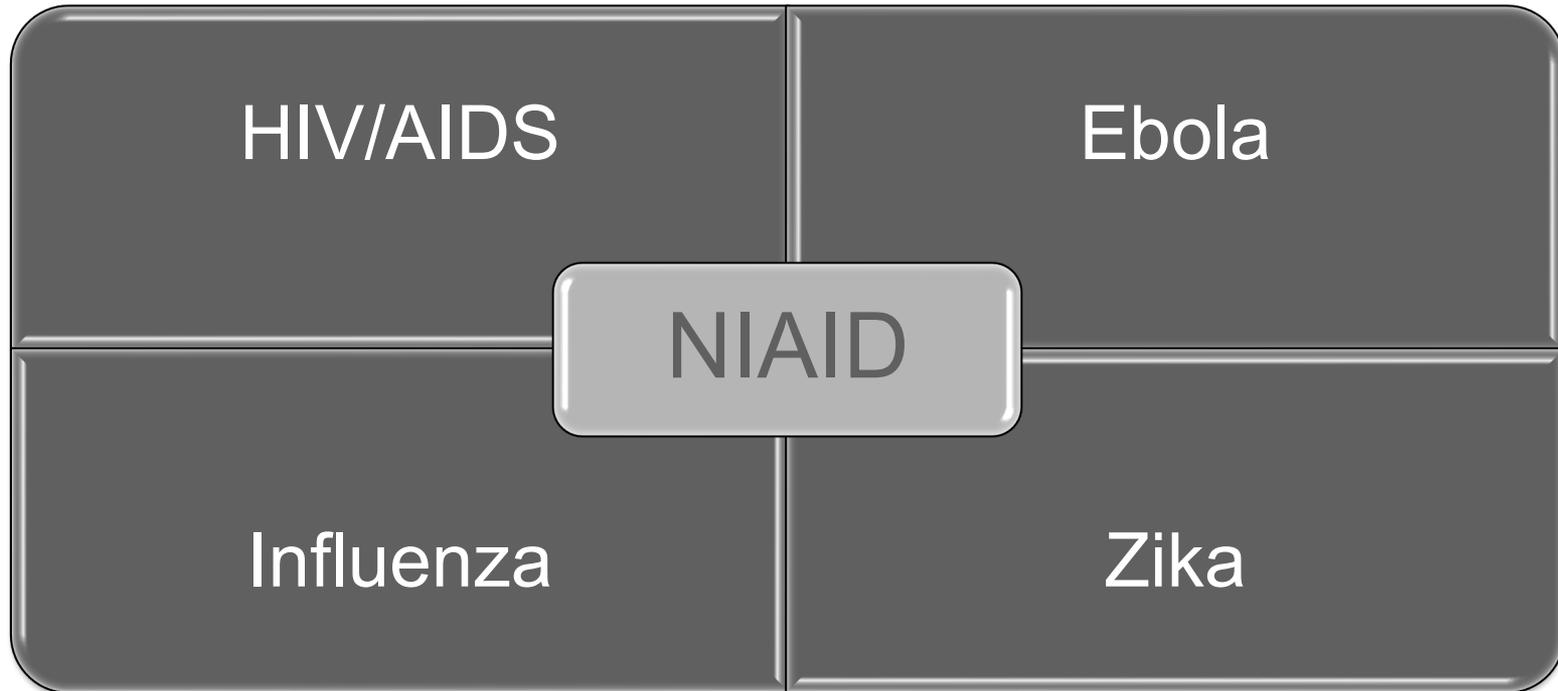
Genomic Data
Commons

Cancer
Moonshot/
21st Century
Cures Act

Facilities
Management
and
Refurbishment

Federally Funded Research and Development Center (FFRDC)

The FFRDC also performs work for the National Institute of Allergy and Infections Diseases (NIAID)



Federally Funded Research and Development Center (FFRDC)

FFRDC and Small Businesses

- Since the current contract began in 2008, LBR has subcontracted over \$1 Billion to small businesses
- Subcontracting Opportunities with LBR

The following website includes information on subcontracting opportunities with LBR <https://frederick.cancer.gov/workwithus/solicitations>

Simplified Acquisitions

NCI Bid Board

Location: Lobby of NCI's Shady Grove Facility

Address: 9609 Medical Center Drive, Rockville, Maryland
It is located near the guard's desk

What gets posted: Requirements from \$15,000 up to \$25,000
(actions over \$25,000 are posted on FedBizOpps)



Small Business Best Practices

- Market yourself to large businesses, educational and non-profit institutions. All contracts over \$700,000 must have a subcontracting plan and are required to subcontract to small businesses.
- Ensure your organization is registered in the System for Award Management (SAM), includes up-to-date information and includes all NAICS codes under which you qualify as a small business.
- Consider teaming arrangements or other partnering strategies.

Transitioning from Subcontractor to Prime Contractor

- Look for Sources Sought Notices on FedBizOpps - Submit your capability statement! Tailor it to the specific project in the notice.
- Seek out information on how to get a GWAC, multiple-award IDIQ or BPA. If interested, see my staff at the “Ask a CO” table.
- Tailor your proposal in response to a solicitation so it is specific and addresses the requirements clearly. Pay attention to any technical or business proposal instructions and the evaluation criteria.

Past Performance

- Past performance is a mandatory evaluation factor for all open market requests for quotes and requests for proposals.
- Looks at relevance, and performance outcomes in terms of quality, schedule, management, cost, contracting, and business relations.
- Federal-wide system for reporting on contractor assessment called CPARS. Required for each contract and over over the simplified acquisition threshold.
- One optional field in each performance assessment allows the Government to assess “key” subcontractor effort.
- Work with your prime contractor’s business office to request that your significant subcontract effort be evaluated in this narrative data field.

Make the Most of Your Day

- Make sure our Primes here today fully understand your capabilities.
- Network among yourselves – that is where strategic partnering comes into play.
- NIH small business office has representatives here – ask for help, assistance and information.

NCI Office of Acquisitions Website

www.cancer.gov/about-nci/contracts



1-800-4-CANCER Live Chat Publications Dictionary

ABOUT CANCER CANCER TYPES RESEARCH GRANTS & TRAINING NEWS & EVENTS ABOUT NCI search

Home > About NCI > Office of Acquisitions (OA)

OFFICE OF ACQUISITIONS (OA)

- Contracting Opportunities
- Subcontracting Opportunities
- FNLCR Acquisitions +
- Acquisition Resources
- About OA

Contracting Opportunities

The NCI Office of Acquisitions posts notices about contract opportunities on the Federal Business Opportunities website known as FedBizOpps.

Check for opportunities posted by NCI:

- [National Cancer Institute, Office of Acquisitions - Shady Grove](#)
- [National Cancer Institute, Office of Acquisitions - Treatment and Support Branch](#)
- [National Cancer Institute, Office of Acquisitions - Management Operations & Support Branch](#)

The NCI OA also uses Indefinite-Quantity, Indefinite Delivery (IDIQ) and Blanket Purchasing Agreement (BPA) contract mechanisms awarded by other contracting offices government-wide.

Some examples of these types of contracting opportunities:

- [National Institutes of Health Contracting Vehicles](#)
- [GSA Federal Supply Schedules](#)

Contracting opportunities that are not expected to exceed \$25,000 are announced through a Bid Board located in the lobbies of two NCI OA locations:

- 9609 Medical Center Dr, Rockville, MD 20850
- Riverside 5, 8490 Progress Drive Frederick, MD 21701

Procurement Forecasting

The Department of Health and Human Services provides a [Procurement Forecast Data Repository](#), which is intended to inform vendors, especially small businesses, about HHS's potential procurement opportunities prior to an official solicitation. This forecast includes information from NCI.



**NATIONAL
CANCER
INSTITUTE**

www.cancer.gov

www.cancer.gov/espanol