



# HHS PULSE

*"Invest in a Small Business... The Heart of our Economy"*

Kathleen Sebelius, Secretary

Bill Corr, Deputy Secretary

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## REPORT Card HHS Gets an A!!

FY11 SBA Scorecard report result for Health and Human Services (HHS) Information below from [http://www.sba.gov/sites/default/files/files/FY11%20Final%20Scorecard%20HHS\\_2012-06-29.pdf](http://www.sba.gov/sites/default/files/files/FY11%20Final%20Scorecard%20HHS_2012-06-29.pdf)



	2011 Goal	2011 Achievement
Small Business	19.50%	23.94% (\$4.5 B)
Women Owned Small Business	5.00%	6.43% (\$1.2 B)
Small Disadvantaged Business	5.00%	9.66% (\$1.8 B)
Service Disabled Veteran Owned Small Business	3.00%	0.97% (\$180.7 M)
HUBZone	3.00%	0.96% (\$178.2 M)

# Getting Back 2 Business and “How the Affordable Care Act Can Help Small Businesses” on June 12, 2012 and June 22, 2012

HHS Deputy Secretary Bill Corr and the HHS Office of Small and Disadvantaged Business hosted a series of small business community outreach and matchmaking events in Philadelphia, PA at

as the best event attended on federal contracting because of the “various perspectives on ways to do business with the federal government... agency specific information and detailed guidance [received]” .



Herb Schultz, Regional Director, Region IX, Office of the Secretary, U.S. Department of Health and Human Services



University of California San Diego Center for the Future of Surgery

Drexel University on June 12, 2012 and University of California San Diego on June 22, 2012.

The goal of these events was to help bolster job creation and the national economy by educating small businesses on identifying and pursuing federal contract opportunities with HHS. Mayors, representatives from the General Services Administration, the Small Business Administration, local Procurement Technical Assistance Centers, small businesses and large prime contractors participated as guest speakers and matchmakers.

Participants praised HHS' effort to reach out beyond the beltway and applauded the program

Participants who traveled long distances state” This was an

absolutely awesome event... it was well worth our time. We learned so much about what we were not doing correctly and got to meet with some great contacts.”



Brenda Doles, President of HealthCare Resolution Services Inc (HCRES) a small business.



Submit your small business success story and you may be featured in an upcoming issue of HHS Pulse. Please email us at: [sbmail@hhs.gov](mailto:sbmail@hhs.gov)



To **Unsubscribe** to the HHS Pulse simply email us at [sbmail@hhs.gov](mailto:sbmail@hhs.gov). Please include Unsubscribe in the subject and add your name and email address in the message.



Visit our newly re-designed website  
<http://www.hhs.gov/smallbusiness/>



### Have a question?

Please visit our FAQ page for answers:  
<http://answers.hhs.gov/categories/962>

## Veteran Entrepreneur Training Symposium Reno, Nevada, June 11 - 14, 2012

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There were approximately 300 vendors in attendance. This is the second year for this conference and also the second year that HHS participated. HHS was represented on a panel discussion Town Hall: 2012 OSDBU Outlook which received positive feedback. There were many useful breakout sessions ranging from Pricing Proposals to Business Tools to increase Productivity. This conference is still young but is doing a lot of positive things for veteran entrepreneurs.

## National Veteran Small Business Conference Detroit, June 26-29, 2012

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This annual event is the largest conference for Veteran-Owned small businesses with an estimated 4,000 companies participating. Ms. Teresa Lewis, Director of HHS Office of Small and Disadvantaged Business Utilization (OSDBU) and several OSDBU staff members attended the event. The HHS OSDBU conducted "Doing Business with HHS" workshops and shared marketing strategies for navigating HHS' operating divisions during the matchmaking sessions.



## Web Sites to Bookmark

**Federal Business Opportunities**  
<http://www.fedbizopps.gov>

**General Services Administration**  
<http://www.gsa.gov>

**SBA Government Contracting and Business Development.**  
<http://www.sba.gov/gcbd/>

**Small Business Administration**  
<http://www.sbaonline.sba.gov>

**Central Contractor Registration**  
<http://www.ccr.gov>

**Government Agency Links**  
<http://www.usa.gov/Agencies.shtml>

**Excluded Parties List System**  
<http://epls.arnet.gov>

### **Women-Owned Businesses Links:**

**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>

## Events Calendar



### **September 5-7, 2012**

**National HUBZone Conference**

**12:00 pm- 6:00 pm**

Location:

Liaison Capitol Hill Hotel  
415 New Jersey Avenue NW  
Washington DC 20001

The National HUBZone Conference includes networking sessions with federal agencies, educational sessions, workshops and roundtable discussions. Registration closes September 3, 2012.

For more information visit

<http://www.hubzonecouncil.org>

### **October 11, 2012**

**Small Business Vendor Outreach Session**

**8:00 am – 12:00 pm**

Location:

200 Independence Avenue, SW  
Room 800  
Washington DC 20201

Information about the October Vendor Outreach Session and registration for the event will be posted here in early September.

For additional information, visit the Federal OSDBU Directors Interagency Council's website at:

<http://www.osdbu.gov>



<http://www.hhs.gov/smallbusiness/>  
Subscribe to "The HHS Pulse" here



### **Office of Small & Disadvantaged Business Utilization**

Please scan the QR Code to obtain additional information about the U.S. Department of Health and Human Services' Small Business Program.

# Recent HHS Small Business Awards

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## **CIO SP3 Health Interoperability GWAC \$20 Billion:**

In June 2012, the NIH Information Technology Acquisition and Assessment Center (NITAAC) awarded the third in a series of CIO SP3 (Chief Information Officer - Solutions and Partners 3) Small Business awards to seventy-nine (79) Small Business concerns.

This Government - Wide Acquisition Contract, which has a ceiling of \$20 billion, supports the Federal Enterprise Architecture, the DoD Enterprise Architecture, and the Federal Health Architecture, providing a full range of information technology services and solutions to the government. See <http://nitaac.nih.gov/nitaac/> for additional details.

## Small Business in the News

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### **OMB Policy M-12-16, Prompt Payment for Subcontractors**

In an effort to improve payment of small business subcontractors to within 15 days “ of receipt of relevant documents” OMB issued Memorandum 11-32 , “Accelerating Payments to Small Businesses for Goods and Services.” Refer to link <http://www.whitehouse.gov/sites/default/files/omb/memoranda/2012/m-12-16.pdf>



# Small Business Success Through Partnership with the Office of Small and Disadvantaged Business Utilization

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HumanTouch, LLC is a CMMI Level 3, ISO9001:2008 certified, Small Business Administration (SBA)-certified Section 8(a) Small and Disadvantaged Business providing professional and information technology services to the Federal Government. HumanTouch has been particularly active in providing health care information technology to federal agencies, accounting for approximately 80% of annual revenue.

As a business that serves the mission of the Federal Government, HumanTouch takes seriously its role in helping to support our country's health care system by working with agencies focused on this mission. The Health and Human Services (HHS) Office of Small and Disadvantaged Business Utilization has provided guidance and support as HumanTouch has grown. The opportunity to attend HHS Small Business Vendor Outreach Sessions and Industry Days has also given HumanTouch great exposure and deeper understanding of HHS' greatest business needs.

HumanTouch has experienced rapid growth in the past few years, exemplified by its ranking at #2 in the Washington Business Journal Fast 50, 2011. HumanTouch was awarded contracts supporting Health and Human Services (HHS), the Centers for Disease Control and Prevention (CDC) and the Food and Drug Administration (FDA) and takes pride in serving these agencies with integrity and partnering with their clients to optimize value and results. HumanTouch services FDA's infrastructure including the data center. The team also provides technical support to over 14,000 FDA employees, helping them achieve their mission in everything from program management to regulation.

Founder, President and CEO Moe Jafari credits this success to the greater understanding of HHS and agency needs to insights he gained through partnership with the Health and Human Services (HHS) Office of Small and Disadvantaged Business Utilization. When asked to provide advice to other small businesses, Jafari suggests:



- Never quit trying. Ask for feedback at all levels whether you are awarded the contract or not. This will allow you to hone your skills and better understand how to assist HHS in meeting their mission.
- Take advantage of HHS Small Business office staff and online resources (such as the Forecast of HHS Contracting Opportunities for Small Businesses and HHS Small Business Goals). There is a wealth of information out there if you are willing to look for it and ask questions.
- Attend the Vendor Outreach Sessions, Industry Days and consider joining the Mentor Protégé Program.
- Take a customized approach to designing your service plan for each project you bid on. Consider HHS' culture and business needs and how your services might need to be optimized to meet their needs.

## Contracting Opportunities

HHS Operating Division	Release Date	Contact	Competition Type	Procurement Category	Dollar Range	NAICS:	Project Description
CDC	3rd QTR 2012	Sharon Campolucci 404.498.6861	Full & Open	IT Services	\$10,000,001 and above	541511	Development of a Design Concept for the revised BioSense Surveillance System
CDC	3rd QTR 2012	Fran Harrell 404.639.7552	TBD	Logistics	\$10,000,001 and above	541614	Logistical support to DSNS
CDC	3rd QTR 2012	Gretchen Floreno 404.639.1534	Small Business Set-Aside	Technical Assistance	\$100,000 to \$500,000	611430	SNS Preparedness Course
CDC	4th QTR 2012	Ronald Ottem 404.639.2576	Full & Open	Commodities/Supplies	\$10,000,001 and above	325414	Vaccinia Immune Globulin (VIG)
CDC	4th QTR 2012	Adrienne Holmes 770.488.3404	TBD	Health Services	\$5,000,001 to \$10,000,000	541711	National Surveillance for Chemical Exposures and Other Potential Health Hazards.
CDC	4th QTR 2012	Gary Nakashian 770.488.2401	TBD	Technical Services	\$1,000,001 to \$5,000,000	541990	Stockpile Resource Planning R12 Upgrade including re-engineering - ISG
CDC	4th QTR 2012	Robert Carpenter 770.488.2528	Small Business Set-Aside	Technical Services	\$100,000 to \$500,000	541990	Validation of Strategic Resource Planning (SRP) 12 - QCU
CDC	4th QTR 2012	Karen L. Stamey 404.639.4098	Small Business Set-Aside	IT Services	\$100,000 to \$500,000	541511	Development of IT Tools to Support Multistate Food-borne Disease Outbreak Investigations
CDC	4th QTR 2012	Jannie Williams 404.498.2046	TBD	IT Services	\$500,001 to \$1,000,000	541511	Enterprise Service Bus Web Application and Web Services Contract.
CDC	4th QTR 2012	Ronald Abernathy 404.639.2638	TBD	IT Services	\$100,000 to \$500,000	541511	Preparedness and Response Dashboard
CDC	3rd QTR 2012	Cheryl Stauss 404.639.7812	GSA Schedule	Business Services	\$100,000 to \$500,000	541611	Administrative Support for DSLR