

2016 Defense Health Information Technology Symposium

**Defense Health Agency (DHA)
General Services Administration (GSA)**

**DHA-GSA Health IT Acquisition –
Effective Joint Procurements**



“Medically Ready Force...Ready Medical Force”

“A joint, integrated, premier system of health, supporting those who serve in the defense of our country.”



“Medically Ready Force...Ready Medical Force”

Learning Objectives

- Manage Health Information Technology (IT) contracts from an enterprise perspective and learn how the DHA/GSA strategic relationship supports DHA and members of the Health IT community.
- Demonstrate how strategic sourcing will simplify requirements development.
- Describe how increased competition & standardization will drive efficiencies.
- Navigate through the different resources - such as GSA's eLibrary, eBUY and Acquisition Gateway to conduct market research and provide a solid requirements package to contracting.
- Understand the different GSA contracts available to support Health IT

Agenda

- DHITS Integrated Product Team (IPT) Results
- DHA's Strategic partner
- GSA contracts
- GSA tools for use in requirements development
- Win-Win relationship

DHITS Points of Contacts (POCs)



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Defense Health Agency:

- Mr. Joe Mirrow, DHA Director – Office Performance Management Committee (OPMC)/ Component Acquisition Executive (CAE)
- Mr. Dave Colbert, CO – Contracting Office Branch (COB) - San Antonio (SA)
- Mr. Rich Morvatz, DHA PM – OPMC/CAE
- Ms. Margie Naylor, CS – COB SA

General Services Administration:

- Ms. Jen Auble, Program Manager
- Ms. Roya Konzman, Schedule 70
- Mr. Casey Kelley, Government Wide Acquisition Contracts (GWACs)

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Integrated Product Team (IPT) Program Requirements



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- Develop and implement a consolidated sourcing strategy for DHA Health Information Technology Directorate (HITD) products and services in order to deliver quality and timely support in its MHS provider role.
- In order to support its mission, DHA HITD purchases the following categories of products and services:
 - Health Information Technology and Communications Services (D Services)
 - Professional, Administrative, and Management Services (R Services) supporting Health Information Technology (HIT) and
 - Automatic Data Processing Equipment, Software, Supplies and Support Equipment (Group 70 Products)

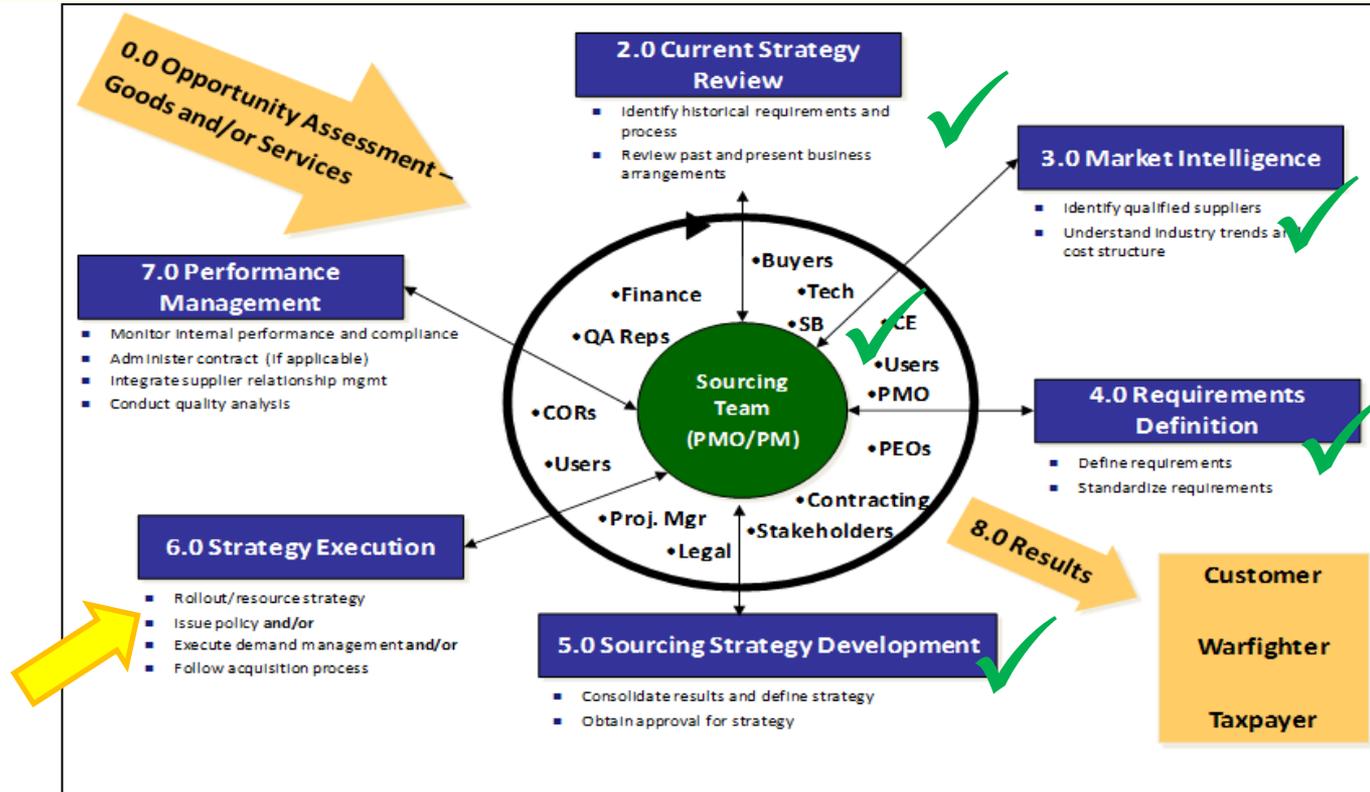
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DODI 5000.74 Strategic Sourcing Framework



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Acquisition Options

- **Option 1:** Build our own DHA Health IT contract.
- **Option 2:** Tailored GSA Solution using GSA IT GWACs and GSA Schedule 70 with specific Health IT SIN
- **Option 3:** National Institutes of Health Information Technology Acquisition and Assessment Center (NITAAC) – use of CIO-SP3
- **Option 4:** Hybrid using option 2 or 3 initially then transition to option 1 when available

GSA Solution – General DHA Benefits



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General Benefits

- Available Now!
- Appropriately competing your task orders help drive the government costs down. Targeting “Should” Cost

Benefits choosing an existing IDIQ contract vehicle

- Less proliferation of contracts (Vendors manage less contracts, lower cost managements)
- Ability to drive down costs
- Understanding more about what you are buying leading to better spend management

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GSA Solution – Specific DHA Benefits

DHA Partnership Benefits

- Access to the following GWACS/Schedule 70

- Alliant
- Alliant SB
- 8(a)STARS II
- VETS
- Schedule 70



Qualified and
experienced IT
vendors **COMPETING**
for our work



Consolidated
buying
DISCOUNTS

- Schedule 70 - Health IT Special Item Number (SIN)
- Acquisition Expertise
 - Access to GSA's portfolio of services
- DHA ordering Portal
- True partnership: GSA sees DHA as one customer, DHA sees GSA as one supplier

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GSA Solution – Specific DHA Benefits – Cont.



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Contracting Support

- DPA Training
- Ordering Guides
- GSA Assisted Acquisition
- In-House GSA personnel support

GSA Solution – GSA Partnership Benefits



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- Support an important initiative to the DOD community
- Tap into a new and emerging market (Health IT)
 - Created Health IT SIN on Schedule 70
- Build tools that support the DHA community that are relevant to many agency customers, focusing on customer ease and customer service

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DHA Contracting Workflow



Contract Office Branch (COB) – San Antonio, Tx – Category D (IT and Telecommunications); Category Q (Strategically sourced Medical)

Contract Office Branch (COB) – Falls Church, VA – Category R (Professional/Administrative/Management)

Contract Office Branch (COB) – Aurora, Co – TRICARE

Contract Office Branch (COB) – National Capital Region (NCR) – Supports NCR's direct medical healthcare mission

GSA Assisted Acquisition and other contracting support agencies (such as US Army Medical Research Acquisition Activity (USAMRAA), SPAWAR, etc.) will be utilized should COB's exceed current capacity

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Mandatory Source Policy for HIT Priorities



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1st priority

- GSA IT Government-wide Acquisition Contracts (GWACs)

2nd priority

- GSA's IT Schedule 70 and the Health IT Special Item Number (SIN)

Non-GSA awards

- Other contracts via a written waiver approved by COB Chief or Head of Contracting Activity

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DHA closing and transition to GSA



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- IPT Process and decision
- Benefits of using GSA contracts
- Contracting Process and mandatory sourcing policy priorities
- Questions for DHA Program Manager

Next, GSA contracts and tools available for you

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Schedule 70

- Largest, most widely used acquisition vehicle in the federal government.
- Indefinite delivery/indefinite quantity (IDIQ) multiple award schedule, providing direct access to products, services and solutions
- More than 5,000 certified industry partners.
- Open Solicitation – vendors can submit offers / anytime

Schedule 70 SINs

- Ancillary Supplies & Services
- Cloud Computing
- New IT products & Services
- IT Professional Services
- Commercial Satellite Communications
- Electronic Credentials
- Digital Certificates
- E-authentication services
- Remote Identity and Access Managed Service
- Identify and Access Management Professional Services
- Public Key Infrastructure (PKI) Shared Service Providers (PKI SSP) Program
- Homeland Security Presidential Directive 12 Product and Service Components
- Leasing Products and Short/Long Term Rental
- New, Used, or Refurbished Equipment
- Wireless Services
- Term and Perpetual Software License
- Software Maintenance

“Medically Ready Force...Ready Medical Force”

Wide Range of Health IT Services:

- Connected health,
- Electronic health records
- Health information exchanges,
- Health analytics,
- Personal health information management
- Innovative Health IT solutions
- Health informatics,
- Emerging Health IT research
- and other Health IT services

GWACs provide access to IT solutions such as systems design, software engineering, information assurance, and enterprise architecture solutions. Small business set-aside GWACs also provide socioeconomic credit.

- Alliant
- Alliant Small Business
- VETS
- 8(a) Stars II

E-Library/Advantage/Ebuy

GSA e-library

- Search for companies on GSA contract vehicles
- Find Schedule and SIN number of particular type of product or service
- Locate manufacturers and resellers
- Retrieve price list, contract terms and conditions
- Obtain GSA contracting officer contact information

GSA Advantage

- Ordering tool
- Product pricing available

GSA ebuy

- Request for Quote System
- Conduct Request for Information
- Ability to select 3 or more vendors and communicate to vendors fairly

<http://www.gsaelibrary.gsa.gov/ElibMain/home.do>

ACQUISITION GATEWAY

Act as One for smarter acquisition

Our vision is to provide a workspace with accurate, useful, and unbiased advice. Check back often to see the latest progress.

HALLWAYS

- Administrative Support
- Card Services
- Cleaning Supplies & Chemicals
- Employee Relocation
- Facilities Maintenance Services
- Freight
- Human Capital
- IT Hardware
- IT Security
- IT Services
- IT Software
- Motor Vehicles
- Professional Services
- Security & Protection
- Small Package Delivery
- Telecommunications
- Tools & Hardware
- Travel
- Workplace Environment

PROJECT CENTER

Build Your Acquisition

My Projects My Tasks My Events

New Project

Test

SOLUTIONS FINDER

My Agency

GSA

Category

- Select -

Subcategory

- Select -

View

123 Solutions available

Reset

RESOURCES

- Shared Services
- TechFAR Hub
- eBuy Open
- Prices Paid Portal
- Statement of Work Library

COMMUNITY

View More

- Community on IT Services Hallway—Just what is this for?
IT Services
Dan Twomey, Tuesday, November 17, 2015 - 07:48
- CREATING A NATIONAL STRATEGIC COMPUTING INITIATIVE - See Article
IT Hardware

EVENTS

- GSA's New Professional Services Schedule
Thursday, October 8, 2015 - Thursday, December 3, 2015
12:00 PM - 9:00 AM - PST
more

- ISC East and GSA Training Seminar in New York City
Wednesday, November 18, 2015 - Thursday, November 19, 2015
9:00 AM - 5:00 PM - EST

NEWS

- Executive Order -- Creating a National Strategic Computing High Performance Initiative
CREATING A NATIONAL STRATEGIC COMPUTING INITIATIVE to ...
- Analyze your Agency's Office Supply Spend and Savings!
The FSSI OS3 Spend and Savings Dashboard is here. Learn and ge...

LEARN.

CONNECT.

ACT.

The Acquisition Gateway, built by GSA, is a workspace designed to let Federal acquisition professionals learn what they need to know, connect with others to collaborate and communicate, and act to accomplish their tasks effectively. Organized to match the government's category management structure, the content in the Gateway was developed for you and by you—the acquisition professional. We are building the Gateway with an Agile approach that incorporates user-centered design and iterative development. We conduct continuous user-testing and encourage feedback from users, so that the Acquisition Gateway can grow and change to best serve your needs.

SOLUTIONS FINDER

Keyword Search

Applied Filters

GSA

My Agency

Program Type

FSSI (10)

SSO (3)

Contract Type

Category

Subcategory

Results to CSV

Prices Paid Portal

Showing 120 results of 177 [Reset](#) [Share](#)

« 1 2 3 4 5 » 10 25 50 100



18F

Managed By: GSA

IAA

SSO

Providing user-centered design, built using agile methodology. 18F helps federal agencies adopt modern approaches to managing and delivering digital services. We're federal employees, like you. But we're also a team of designers, product ...

[More](#)

Fee:

Varies by task, please contact POC

Availability:

All DoD and Civilian Agencies

[Online Ordering](#)

[T&Cs](#)

0

Recommend



8(a) STARS II

Managed By: GSA

GWAC

This small business set-aside GWAC provides flexible access to customized IT solutions from a large, diverse pool of 8(a) industry partners.

[More](#)

Fee:

0.75%

Availability:

All DoD and Civilian Agencies

[Online Ordering](#)

[Contract](#)

1

Recommend



AbilityOne

Managed By: AO

MS

The AbilityOne Program is a Federal initiative to help people who are blind or have other significant disabilities find employment by working within a national network of over 600 Nonprofit Agencies that sell products and services to the ...

[More](#)

Fee:

Varies (embedded in catalog price)

Availability:

All DoD and Civilian Agencies

[Online Ordering](#)

[T&Cs](#)

0

Recommend



Administrative Resource Center for Employee Relocation Services

Managed By: Treasury

IAA

Domestic and international end-to-end relocation services.

[More](#)

Fee:

Contact POC for fee info

Availability:

All DoD and Civilian Agencies

[Online Ordering](#)

0

Recommend



Administrative Resource Center for Financial Management Services

Managed By: Treasury

IAA

ARC Financial Management Services provides a full range of financial management accounting services including financial management system platform, budget processing, vendor and employee record maintenance/updates, accounts payable

Fee:

Annual fixed cost agreements - many services have transaction-based pricing

Availability:

Federal Agencies

[Online Ordering](#)

[T&Cs](#)

0

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MY COMMUNITY

View All Community Activity



Drew Jack

Senior Communications
Specialist
General Services
Administration

My Connections

Find Connections

You are not following any users.
Please follow users to establish
connections.

My Groups

Acquisition Gateway



Community Activity

Have something to share?

Post a question or discussion topic in one of the community groups!

[+ Create New Topic](#)

« 1 2 » 10 25 50 100



Camille Tucker

Follow

Discussion

Employee Relocation

New Bi-Monthly Agency Meeting - One Week Away!

Tuesday, December 01, 2015 - 13:44

December's Bi-Monthly Agency Meeting will take place on December 8th from 2-4pm. That's just one week away! This meetings topic is: Identifying and ...

More ▾

Reply
0 replies
0

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zacharylemer

Follow

Discussion

Professional Services

New Federal Acquisition Institute (FAI) Releases New Project Management Guidebook

Tuesday, December 01, 2015 - 12:47

FAI has published a 188 page project management guide that aligns with its FAC-P/PM level 1 course load. A new or experienced project manager looking for a ...

More ▾

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0 replies
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ebony.white@gsa.gov

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Discussion

Small Package Delivery

New Community of Practice Quarterly Meeting

Tuesday, December 01, 2016 - 09:35

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Groups

- Acquisition Gateway
- Administrative Support & Office Supplies
- Card Services
- Cleaning Supplies & Chemicals
- Employee Relocation
- Facilities Maintenance Services
- Freight
- Government-wide Category Management
- IT Hardware
- IT Security
- IT Services
- IT Software
- Motor Vehicles
- Professional Services
- Security & Protection
- Small Package Delivery
- TechFAR Hub
- Telecommunications
- Tools & Hardware
- Travel

HALLWAYS

IT Hardware

Hallway (noun hall-way \ˈhɒl-ˈwɑː): category-specific information resource.
This hallway includes computer components & peripherals, computer accessories, and handheld devices.

ARTICLE INDEX

- Acquisition Plan Templates
- Application Selections
- Dictates Hardware Selection
- Data Center Innovation:
- New Ways to Save Energy
- Developing Solid Requirements
- DHS Customs and Border

RESOURCES

[Buy Online](#)

[View Prices Paid](#)

CONTRIBUTE

[Contribute & Share](#)

FEATURED ARTICLES

M-16-02 IMPROVING THE WAY THE GOVERNMENT BUYS IT ...

GOVERNMENT-WIDE STRATEGIC SOLUTIONS (GSS) FOR DESK ...

EXECUTIVE ORDER -- CREATING A NATIONAL STRATEGIC C ... NEW

SOLUTIONS FINDER

My Agency:

Category:

Subcategory:

[View](#) **58** Solutions available [Reset](#)

UNDERSTANDING TECHNOLOGY COSTS & TOTAL COST OF OWNERSHIP	LEASE VS BUY ANALYSIS	DHS CUSTOMS AND BORDER PATROL
DATA CENTER INNOVATION: NEW WAYS TO SAVE ENERGY	ACQUISITION PLAN TEMPLATES	DEVELOPING SOLID REQUIREMENTS
MYTHBUSTERS - VENDOR ENGAGEMENT (WHITEHOUSE MEMO)	FROM DIGITALLY DISRUPTED TO DIGITAL DISRUPTER	APPLICATION SELECTIONS DICTATES HARDWARE SELECTION

COMMUNITY [View More](#)

- National Science Foundation - High Performance Computing IT Hardware**
dan.baskin@gsa.gov, Thursday, November 19, 2015 - 08:50
- CREATING A NATIONAL STRATEGIC COMPUTING INITIATIVE - See Article IT Hardware**
dan.baskin@gsa.gov, Tuesday, November 17, 2015 - 06:09
- OMB - Improving the Way the Government Buys IT IT Hardware**
dan.baskin@gsa.gov, Monday, October 19, 2015 - 13:36

EVENTS

- GSA's New Professional Services Schedule**
Thursday, December 3, 2015
8:00 AM - 9:00 AM - PST
[more](#)
- Employee Relocation Bi-Monthly Agency Meeting**
Tuesday, December 8, 2015
2:00 PM - 4:00 PM - EST
[more](#)
- GSA's New Professional Services Schedule**
Monday, December 14, 2015
11:00 AM - 12:00 PM - PST
[more](#)

NEWS

- General Services Administration Acquisition Regulation; Information Collection; Federal Supply Schedule Pricing Disclosures**
Information Collection on MAS Pricing Disclosures Requirements Published...
- DDS3 Commitment Letter 2015**
UPDATED Commitment Letter for Agencies participating in DDS3
- Industry News**
- FedEx EPA Mod Price List**
FY16 FedEx EPA Modification #1 for DDS3 Baseline Rate Chart

HALLWAYS

Professional Services ▼

ARTICLE INDEX

Acquisition Plan Template

Appropriate Contract Type

Best Practices for Time & Materials Contracts

Best Practices in Obtaining Small Business Participation on BPAs

Brief Explanation vs.

RESOURCES

Buy Online

View Prices Paid

Statement of Work Library

CONTRIBUTE

Contribute & Share

Hallway (noun hall-way \ˈhɒl-ˈwɑː): category-specific information resource.

This hallway includes business consulting, logistics service, engineering services, and environmental services.

FEATURED ARTICLES

PROFESSIONAL SERVICES EXPERT ARTICLES

PROFESSIONAL SERVICES TRAINING/EVENTS CALENDAR

PROFESSIONAL SERVICES TOOLS AND TEMPLATES

SOLUTIONS FINDER

My Agency

GSA

Category

Professional Services

Subcategory

- Select -

View

29 Solutions available

Reset

RFQS ON FEDBIZOPPS

BRIEF EXPLANATION VS. DEBRIEFING

SEVEN STEPS TO PERFORMANCE BASED ACQUISITION

BEST PRACTICES IN OBTAINING SMALL BUSINESS PARTICIPATION ON BPAs

WHEN IS LOWEST PRICE TECHNICALLY ACCEPTABLE (LPTA) APPROPRIATE?

ACQUISITION PLAN TEMPLATE

GSA OASIS - A BEST PRACTICE SOLUTION

EXECUTIVE SUMMARY FOR MARKET RESEARCH—A TALE OF TWO MARKETS

DISCOVERY: THE OASIS MARKET RESEARCH TOOL

COMMUNITY

View More

Federal Acquisition Institute (FAI) Releases New Project Management Guidebook
Professional Services
zacharyemer, Tuesday, December 01, 2015 - 12:47

Clause Logic Gets a Relaunch
Professional Services
zacharyemer, Monday, November 23, 2015 - 09:53

The CALC tool benefits from a radical 18F experiment
Professional Services
zacharyemer, Friday, November 13, 2015 - 08:30

GSA Launches New Single Professional Services

EVENTS

GSA's New Professional Services Schedule
Thursday, December 3, 2015
8:00 AM - 9:00 AM - PST
more ▼

Employee Relocation Bi-Monthly Agency Meeting
Tuesday, December 8, 2015
2:00 PM - 4:00 PM - EST
more ▼

GSA's New Professional Services Schedule
Monday, December 14, 2015
11:00 AM - 12:00 PM - PST
more ▼

NEWS

General Services Administration Acquisition Regulation; Information Collection; Federal Supply Schedule Pricing Disclosures
Information Collection on MAS Pricing Disclosures Requirements Published...

DDS3 Commitment Letter 2015
UPDATED Commitment Letter for Agencies participating in DDS3

Industry News

FedEx EPA Mod Price List
FY16 FedEx EPA Modification #1 for DDS3 Baseline Rate Chart

STATEMENT OF WORK

 90 Results Found. [Reset](#) [Share](#)[1](#) [2](#) [3](#) [4](#) [10](#) [25](#) [50](#) [100](#)

Search Results

Ordnance Munitions and Maintenance Training

This SOW will provide the requirements for contracted instructor services for the U.S. Army Ordnance Munitions and Electronics Maintenance School (OMEMS). Duty station will be either at the OMEMS FT Gordon, GA training detachment (Ordnance Electronics Maintenance Training Detachment - OEMTD) or the OMEMS FT Sill, OK training detachment. The instructor services will be utilized in training advanced individual training (AIT) soldiers in the resident training courses required for Basic Electronics Training (BET) and system specific equipment training associated with one or more of military occupational specialties (MOSS) 35D, 35E, 35F, 35J, 35L, 35N, or 35R at FT Gordon, GA or for system specific equipment training in support of MOS 35M located at FT Sill, OK. Contractor will provide Army qualified, Training and Doctrine Command (TRADOC) certified, instructor personnel to train in possible three-shift operations. The training will include classroom instruction, practical exercises, testing, and student critiques. Instructors will be provided necessary training by the Government on the requirements for Initial Entry Training (IET) policies as outlined in TRADOC Regulation 350-6.

Label:

 Human Resources

Views: 5

Downloads: 2

[Download PDF Format](#)[Download MS Word Format](#)

0



Found this helpful

SOW - Statement of Work

Translation and Court Room Support BPA

The contractor shall provide all management, supervision and personnel required to furnish Linguistic, Court Reporting, and Expert Witness Services as directed by each task order to perform the work described in this SOW. This is a Time and Material Blanket Purchase Agreement. The period of performance for the contract will be a base period of one year from the date of award, followed by 3 one year option periods. The contract total may not exceed XXXXXX. Task Orders will be negotiated, including the period of performance, and issued by the Contracting Officer, for each individual project required under this contract. Changes in the task order price or time to complete the task orders will be made only due to changes made by the Government in the work to be performed, or by delays caused by the Government.

Label:

 Language

Views: 8

Downloads: 2



0



Found this helpful

Filter By

Category

- Advertising & Marketing
- Environmental
- Facilities and Construction
- Financial

Subcategory

Work Statement Type

- Performance Work Statement (PWS)
- Statement of Objectives (SOO)
- Statement of Work (SOW)

Related Solutions

- 18F
- 8(a) STARS II
- AbilityOne
- ACES: Agency Consolidated End-user

Contract Format

- Commercial
- FSS (Schedules)
- GWAC
- MAC
- Non-Commercial

Additional Options

- Sample
- Template



About this tool

Search awarded ceiling rates for labor categories

CALC lets you conduct market research on professional service labor categories more quickly and easily - helping you make informed decisions. Results shown are awarded hourly rates from GSA IDIQ service schedules.

Ceiling prices

Fully burdened

Professional services

Worldwide rates

Use a comma between words to search multiple terms. (For example: Engineer, Consultant)

Type a labor category

SEARCH

CLEAR SEARCH

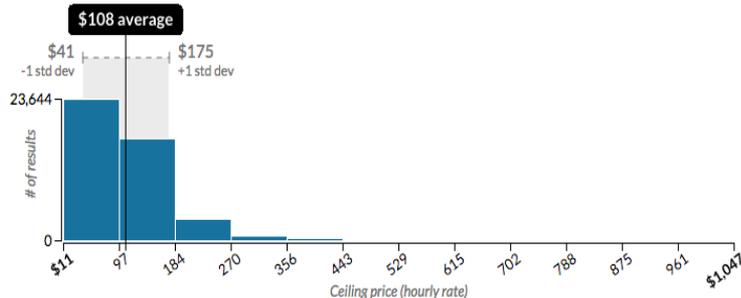
Contains words Contains phrase Exact match

Showing 200 of 45,025 results

Hourly Rate Data

Proposed price

GO



Optional Filters

Education level:

Select

Experience:

0 - 45 years

Worksite:

(all)

Business size:

(all)

Senior Engineer,

SEARCH

CLEAR SEARCH

Contains words Contains phrase Exact match

Showing 87 of 87 results with senior engineer,, education level: Bachelors Degree, experience: 10 - 45 years, worksite: both

Hourly Rate Data

110 GO

\$110 proposed

\$126 average



Std Deviation -1 \$90	Average \$126	Std Deviation +1 \$162	Proposed Price \$110
---------------------------------	-------------------------	----------------------------------	--------------------------------

↓ DOWNLOAD GRAPH

↓ EXPORT DATA (CSV)

The rates shown here are fully burdened, applicable worldwide, and representative of the current fiscal year. This data represents rates awarded at the master contract level.

Optional Filters

Education level:
Bachelors Degree

Experience:
10 - 45 years

Worksite:
both

Business size:
(all)

Schedule:
(all)

Contract Year:
Current +1 +2

Labor Category	Min Edu.	Experience	Price	Contract #	Vendor	Schedule
× Level 4 - Senior Engineering Technician**	Bachelors	12	\$61.88	GS-10F-0286U	Frankie Friend & Associates, Inc.	PES
× Senior Electrical Engineer	Bachelors	10	\$63.65	GS-23F-0016K	Cdi Marine Company (d.b.a.) Cdi	PES

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GSA Links

- Alliant - <http://www.gsa.gov/portal/content/103904>
- Alliant SB - <http://www.gsa.gov/portal/content/103427>
- 8(a) STARS II - <http://www.gsa.gov/portal/content/209173>
- VETS – <http://www.gsa.gov/portal/content/103791>
 - Ordering Guide (CO focused), Contract, Labor Categories
- Acquisition Gateway – <https://hallways.cap.gsa.gov/login-information>
- GSA Interact - <https://interact.gsa.gov/>
 - DHA/GSA Partnership Group

Key Takeaways

- DHA and GSA form a strategic contracting relationship after consideration of all options available
- Contracts/Schedules available and required via DHA's mandatory sourcing policy
 - Alliant, Alliant SB, 8(a) STARS II, VETS, Schedule 70
- DHA contracting workflow process guides all D Services requirement to COB SA.

Key Takeaways – Cont.



Defense Health Agency

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- Strategic contracting benefits
 - DHA – Task Order competition, contracts available now, volume discounts, market research tools, contracting staff support
 - GSA – Invested DoD partner, spend commitments, creating a footprint in HIT market
- GSA tools to assist in market research
 - Acquisition Gateway – project center, solutions finder, community activity, Statement of Work Library, CALC tool

Questions?

Contact Information

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Richard.N.Morvatz.civ@mail.mil

Evaluations



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Please complete your evaluations