

20 January 2016 – Defense Health Agency/ General Services Agency Industry Day – Question & Answers

Defense Health Agency (DHA)

1. Is the DINPACS ID/IQ going to be affected by rationalization?

Answer – This acquisition has already been advertised.

https://www.fbo.gov/index?s=opportunity&mode=form&id=b80203099b43314732a57a1a7ce80746&tab=core&_cvview=1

2. Industry requests access to requirements sooner than RFQ publication so that they can complete tasks such as partnering, hiring or initiating business loans.

Answer – DHA plans to utilize GSA websites such as interact and eBuy. This is to facilitate more interactions between the government user and industry. However, this is user and Contracting Officer specific so use of different tools will be intermittent until firm practices are established.

3. Will DHA use MOBIS, OASIS or other Schedules for HIT requirements?

Answer – DHA will primarily use Schedule 70 and GSA GWAC contracts for Health IT requirements. DHA may also use teaming agreements with other schedules to complete a total requirement if necessary.

4. “DHA Requirements Mapped to GSA Vehicles,” please help us understand how a DHA IT services requirement would be tagged as an “Innovative Solution for MHS” and go to the GSA IT 70 Health IT SIN vs. “Development and Integration for MHS” and go to the GSA GWACs. The two NAICS referenced are very similar.

Answer – You are correct, much overlap does exist in the mentioned HIT Directorates. The best contracting solution will be derived based on the individual requirement and market research conducted on that requirement. This will drive whether the requirement is competed among existing GWAC holders or through the S70/SIN.

5. In the matter of reducing variability of means of standardization, over a period of how long?

Answer – Standardization and improvement efforts will be ongoing.

6. When you state allocating resources, what kind of resources are you referring?

Answer – The DHA Program Management Office will consist of a dedicated acquisition Program Manager as well as Contracting Officer and Specialist. GSA has also committed a Program Manager to assist in internal coordination and customer engagement.

7. When stating being accountable for execution and results, how often will performance be evaluated?

Answer – Performance of DHA work will be compiled by the Program Management Office monthly and available for Contracting Officers to use as they perform task order level past performance evaluations. Performance monitoring at both the task order and program level will be ongoing.

8. When it is stated about led by a single division, is it being referred to as a single party internally or a vendor?

Answer – Requirement will be "owned" by one of the 7 functionally aligned directorates.

9. How long will the transition of legacy systems take?

Answer – Unknown.

10. Will there be a period of training staff where it will lead to new business or be in house?

Answer – GSA and DHA have already begun to train contracting staff of new processes and procedures. We foresee all future training to be conducted in house through DHA or GSA. Vendors should start to see DHA use the GSA contract vehicles on new procurements from this point forward.

11. Can you please clarify the MHS HIT application portfolio?

Answer – HIT provides Application Management Services in accordance with DoDI 5000.02, and provides the following capabilities: Acquisition Documentation, Technology Procurement, Information Technology (IT) Project Management, Designing, Building, Testing, Deployment, Training, Operations, Sustainment, and Application Decommissioning.

12. Can we expect the first four categories to be more small business heavy than the others which in turn will satisfy the 40%?

Answer – Use of Small Business will be dependent on their ability to complete the requirements in the task order.

13. You will use the sources process to pick which one you will use for each opportunity – Alliant, VETS, STARS or 70 (with or without the Health IT SIN) so we need to have one of these to play at all - CORRECT? The future portal will blast out to all of these but in the meantime they will ask via those individual contract vehicles - correct?

Answer –DHA plans to primarily use GWACs or Schedule 70 for Health IT work. When using a GWAC, only one GWAC contract will be used. There will never be a blast function that competes a requirement to multiple GWACs.

DHA plans to use eBUY to solicit requirements. Based upon the eBUY procurement system, only those vendors who are on those particular contract vehicles that DHA selects for the requirement will have an opportunity to view the Request for Quote.

While the GWACs are closed contracts, the Schedule 70 Health IT SIN provides a mechanism for constantly on boarding qualified contractors. While GWACs and Schedule 70 overlap for some requirements, they are also distinct vehicles that can support agencies in different ways. Thus, it really is up to each company to decide which contract or contracts best suit their business model. DHA will be selecting the contract based upon the requirement and suitability of each contract.

Alliant 2 and VETS 2 will be awarded in the next couple of years.

14. (a). If you are going to have an iterative development of the RFP will you do that only after selecting the contract vehicle and how will you announce the contract vehicle you selected and how far out of RFP or task release?

Answer – A Contracting Officer may, at their discretion, decide to conduct a Request for Information using GSA's eBUY platform. Once they finalize the RFQ and determine which contract vehicle, a Request for Quotes (RFQs) will be posted on eBUY. Those that are on the contract that has been selected will have the opportunity to view the requirement. The amount of time prior to the release of the award will depend on each requirement.

(b) Will you publish a forecast so we can plan and will it be updated monthly? Until you get the portal of vehicles going, how will you reach out for sources sought to determine which vehicle and small or large prime?

Answer - DHA is looking into how to develop and publish an accurate opportunity forecast.

15. What is the status of DHA using CIO-SP3 unrestricted and restricted contract vehicles?

Answer – Our primary strategy for Health IT requirements will be to use GSA GWACs and Schedule 70, as described during industry day. A justification process will be created for using contracts other than GSA.

16. How will GSA/DHA enforce that health related IT requirements will be posted under the new SIN rather than the existing 132-51?

Answer – Other contracts and schedules may be used if it is the best possible solution to the requirement.

17. How will DHA work in partnership with, if at all, other gov/industry contract vehicle platforms (e.g., those fostered via SPAWAR)?

Answer – DHA plans to advertise our arrangement with GSA to other governmental and industry partners. The partners that assist with DHA work should follow our strategy.

18. How far out will we know of impending releases and the vehicle that will be used?

Answer – Unknown at this time.

19. Will DHA consider additional industry days and one on one sessions with potential offerors? Is DHA planning to issue a draft RFP?

Answer – DHA is not planning any additional industry days. DHA is not conducting one on one session at this time. The determination of whether or not to use a draft RFP will be made by the Contracting Officer.

20. When does the DHA anticipate issuing RFQs on the new HIT SIN?

Answer – When the HIT SIN is available, it will be placed into our ordering process. Then, requirements will be analysis and placed on the best available contract or schedule.

U.S. General Service Administration (GSA)

- 1. Will the Health IT SINs be mixed for products and services? For example 132.51 is for services.**

Answer – Health IT SIN will include only services.

- 2. Can you post the Health IT Schedule 70 RFI?**

Answer – The RFI is closed for comments at this time

The RFI has been posted to the DHA HIT Federal Business Opportunities (FBO) site, https://www.fbo.gov/index?s=opportunity&mode=form&tab=core&id=0cecfec360fd577d2441dea0e1b1df14&_cvview=1

- 3. GSA recently announced a Cloud SIN. If a vendor has a cloud-based health IT solution, does that go under the Cloud SIN or the Health IT SIN?**

Answer – Cloud SIN

- 4. Where do I get more information on SIN 132 40. If a vendor supplies services and not products are the certification requirements the same?**

Answer –

https://www.fbo.gov/index?s=opportunity&mode=form&id=1da3022bf0218b33e3cd20b88db361df&tab=core&_cvview=1

- 5. Will there be another Industry Day? Will additional information be posted on the Health IT SIN? (Changed from medical to health)**

Answer – No there will not be another Industry Day. Draft solicitation will be posted on the IT Schedule 70 interact page in mid-April for questions and feedback.

- 6. What material does Industry need to propose to apply for new HEALTH IT SIN when Industry is currently an IT Schedule 70 vendor?**

Answer – Existing IT Schedule 70 vendors will need to do a modification to their existing contract in order to add the new SIN once the SIN is in place.

- 7. Will the IT70 contracting officers, who manage the 70 schedule for individual companies, have the training in time and knowledge of the new sin so it can be processed timely when a company submits to add the Sin to their schedule?**

Answer – IT Schedule 70 contracting officers will be knowledgeable in Health IT SIN and will perform timely process of the new SIN.

8. If an S70 vendor has had their S70 cancelled due to low sales, we were informed at the DHA/GSA Industry Day that the vendor could apply for the S70 Health IT SIN and new schedule, now that DHA is utilizing S70 with the new Health IT SIN. Please confirm that this is the correct guidance that was given, so that many vendors can begin preparation of their offers for a new S70.

Answer – Please see the reference from IT Schedule 70 (Refresh 36) solicitation below:

Part IV - EVALUATION FACTORS FOR CONTRACT AWARD

INSTRUCTIONS FOR SUBMITTING AN OFFER AFTER YOUR PREVIOUS CONTRACT HAD BEEN CANCELLED OR ALLOWED TO EXPIRE DUE TO LOW OR NO SALES:

If you are a previous GSA Schedule contractor under Schedule 70, and your contract has been cancelled or an option not exercised due to low or no sales (in accordance with Clause I-FSS-639, Contract Sales Criteria), you must wait at least 12 months from the date of cancellation or expiration of your previous Schedule Contract before submitting another offer under this schedule.

You may resubmit another offer under this Schedule prior to the 12 month waiting period; however you must meet additional requirements. Any offer submitted without the additional requirements, prior to the completion of the 12 month waiting period will be automatically rejected.

To be considered for contract award within 12 months after having a previous Schedule 70 contract cancelled or expired due to low or no sales, you must:

- (1) include a copy of the cancellation letter or notification of determination not to exercise an option,
- (2) demonstrate current federal sales in excess of \$25,000, as evidenced by copies of contractual documents that identify the federal entity and the date and value of the product or services provided,
- (3) be able to demonstrate that there is a reasonable expectation that any future award will comply with Clause I-FSS-639, Contract Sales Criteria,
- (4) provide a marketing plan detailing the steps you plan to take to generate sales through a new GSA Schedule contract, and
- (5) submit a copy of the certificate stating that one of your current employees, who is an authorized negotiator for this offer, has completed the 'Pathway to Success' training within the past year. Acceptance and satisfactory completion of the additional requirements is at the sole discretion of the Contracting Officer.

INSTRUCTIONS FOR SUBMITTING AN OFFER AFTER ALREADY HAVING ONE OR MORE OFFERS REJECTED IN THE PRECEDING TWO (2) YEARS: There are additional requirements for a company that has had a previous GSA IT Schedule 70 Offer/Proposal rejected within the preceding two (2) years. GSA cannot evaluate a previously rejected

Offer/Proposal, but rather, the company must resubmit the rejected Offer as a new Offer/Proposal, in its entirety, as well as the additional documentation that addresses the deficiencies described in the previously issued rejection notice/letter. Submission of Offers similar to previously rejected Offers must include, in detail, all items identified in the rejection letter/notice as deficiencies and what actions were taken to remedy those deficiencies. The Offeror shall provide a copy of any rejection notice(s)/letter(s) the company has received, within the preceding two (2) years, from any previous GSA IT Schedule 70 offer. Acceptance and satisfactory completion or mitigation of these deficiencies is at the sole discretion of the Contracting Officer.

9. If a company has a Schedule 70 proposal pending award with GSA, will the company still be eligible to compete pending successful award?

Answer – A company must be a current IT Schedule 70 contract holder to compete for opportunities at the order level. Consequently, if your offer is still pending you cannot compete for opportunities.

10. Slide 44 of the DHA/GSA Industry Day 1.0, bullet three, states, “Existing vendors: modify your current contract: Submit request to add the Health IT SIN <http://eoffer.gsa.gov/>; Include justification documents.” Can the Government please clarify if the instruction refers to how offerors add the SIN once the Health IT SIN RFP is released, or is this an action offerors are to do now? If now, can the Government please clarify what type of information is considered acceptable as justification documents? The RFI mentions commercial and public sector experience throughout. Will offerors receive credit for their defense/federal health IT experience when submitting a proposal for the IT-70 Health IT SIN?

Answer – The health IT SIN effort is not going to result in an RFP. Existing IT Schedule 70 vendors will need to submit a modification to add the new SIN to their contract once the SIN is in place. Justification documents are the supporting documents necessary for vendor evaluations.

Yes, the offerors will receive credit for defense/federal health IT experience when submitting for the IT Schedule 70, Health IT SIN.