

# **NIH RESEARCH CONTRACTS**

Rosemary M. Hamill

Procurement Analyst

Division of Acquisition Policy and Evaluation  
Office of Acquisition Management and Policy  
NIH, DHHS

# **NIH Research Contracts**

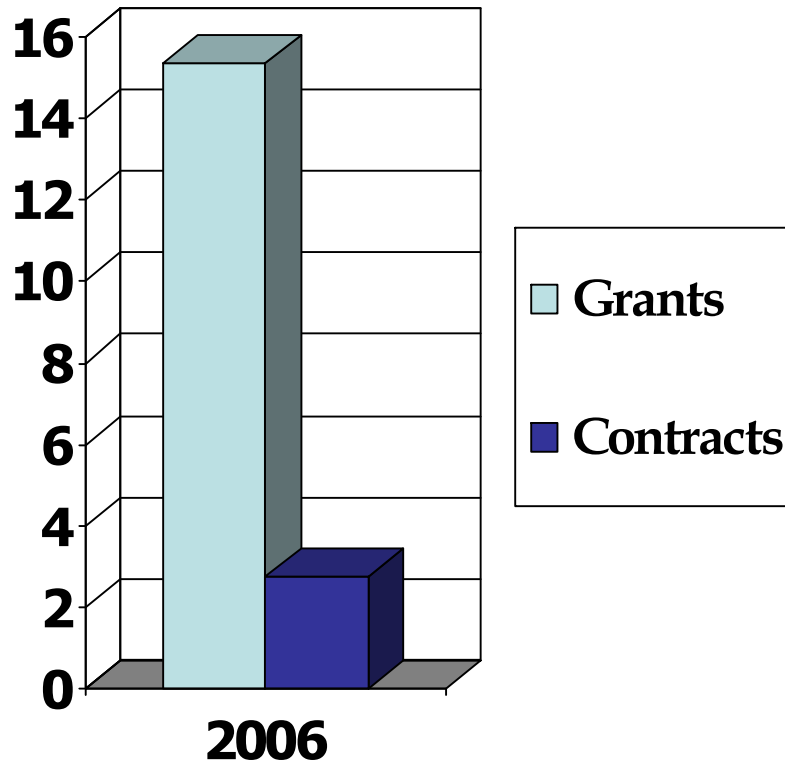
What are they?

How do you find out about them?

How are successful offerors selected?

Should you try to get a contract?

# Grants & R&D Contracts at the NIH

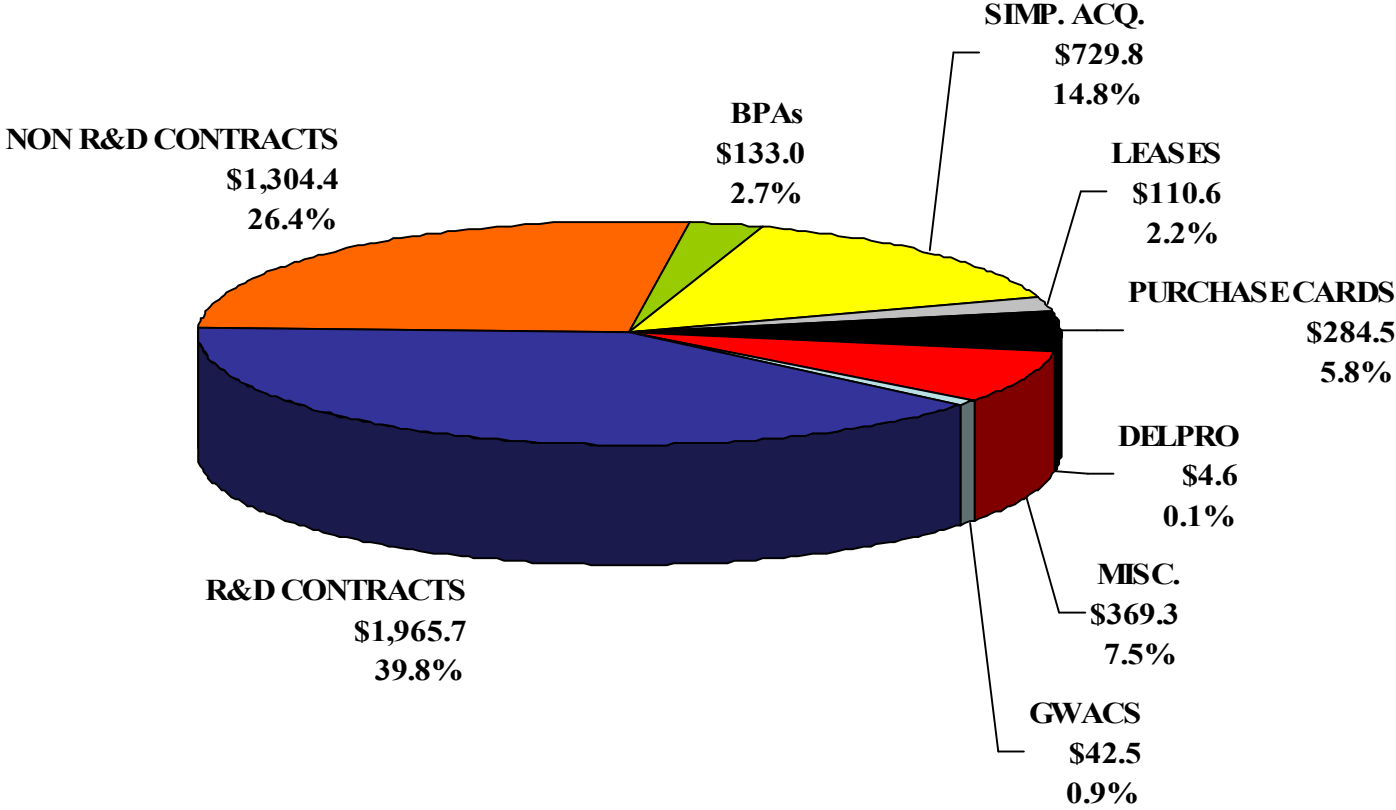


Estimated obligations in billions of dollars in 2006

# NIH FY 2005 ACQUISITIONS

## \$4,944.4 M

### By Type of Acquisition

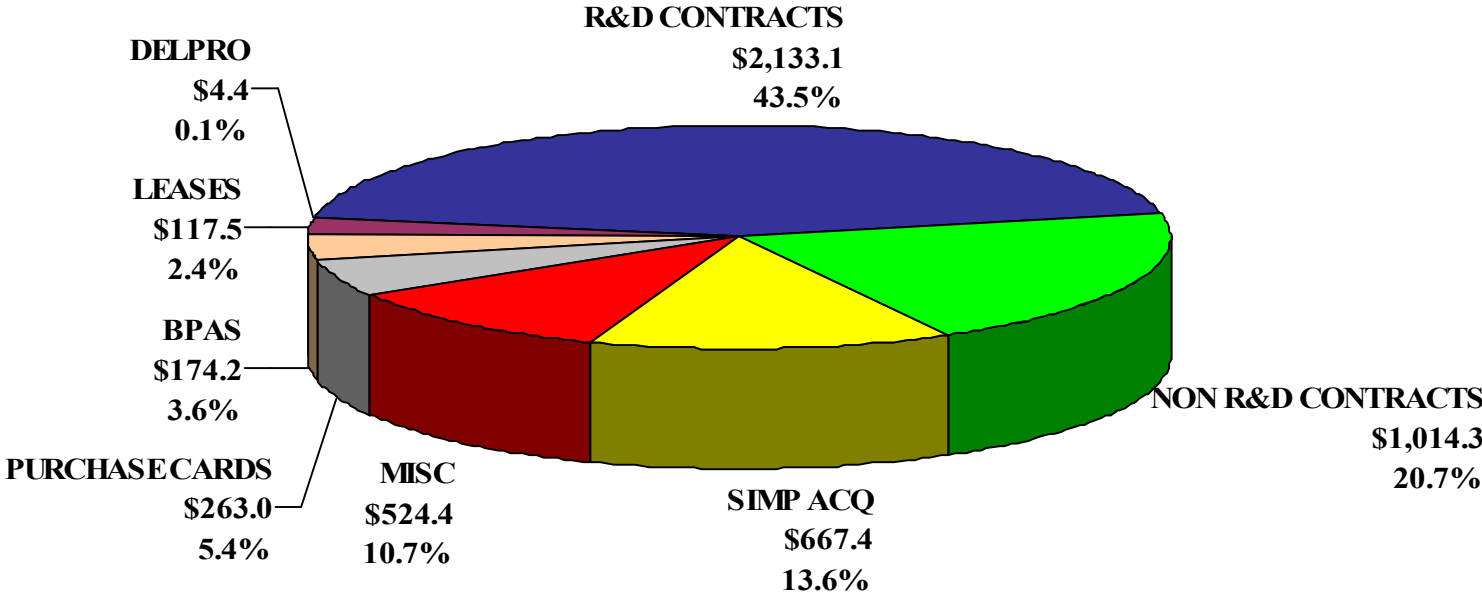


**CHART 1**

Shows Dollars in Millions and percentages of total dollars. Includes all acquisition FY 2005 funds obligated by NIH organizations.

# NIH FY 2006 ACQUISITIONS

## \$4,898.3 M



**CHART 1**

Shows Dollars in Millions and percentages of total dollars. Includes all acquisition FY 2006 funds obligated by NIH organizations.

# Contracts: What Are They?

- The Federal Acquisition Regulation (FAR) defines contracts as mutually binding legal relationships obligating the seller to furnish supplies or services and the buyer to pay for them
- Contracts are subject to protests, claims, and termination for default or convenience

# Contracts: What Are They?

- Not a grant or a cooperative agreement.
- Used when the primary purpose is to acquire goods or services for the direct use or benefit of the Government.
- Usually result from an offer made by a bidder or offeror and acceptance of that offer. Can be competitive or sole source.
- Government-initiated Statement of Work.
- Greater Government control/direction of project.

# What Else?

- Contracting Processes
  1. Sealed bidding – involves competitive bids, public opening of bids, and award
  2. Contracting by negotiation
    - Most R&D projects will be negotiated
- Types of Contracts
  1. Fixed-price- agreement to deliver services at the time specified for a price that cannot be changed
  2. Cost-reimbursement- used when uncertainties exist such that cost of performance cannot be estimated with sufficient reasonableness to use a fixed-price contract
    - Most R&D projects are cost-reimbursement

# Similarities to Grants

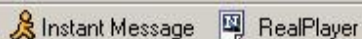
- Peer review of concepts and proposals including use of Scientific Review Administrators
- Team Approach to Contract Management
  - Contracting Officer/Contract Specialist and Project Officer
- Required compliance with regulations and policies, such as animal welfare, human subject protection, fiscal management and administrative compliance
- Submission of invoices and technical progress reports

# Differences between Contracts and Grants

- Federal Acquisition Regulation, Health and Human Services Acquisition Regulation, NIH acquisition policies
- Proposals are evaluated against technical evaluation criteria created for that project
- Will likely involve negotiations and opportunity to submit revised proposals after negotiations are concluded
- Subject to public policy initiatives and social and economic programs

# How Do I Find Out About Contracts?

- Plans to award contracts and notice of awarded contracts exceeding \$25,000 are published in the Federal Business Opportunities - <http://www.fedbizopps.gov>.
- NIH RFPs <http://oamp.od.nih.gov/>
- NIH Guide for Grants and Contracts <http://grants.nih.gov/grants/guide/>
- Electronic Guide to NIH Acquisition <http://acq-map.oamp.od.nih.gov>



# F e d B i z O p p s

Federal Business Opportunities

## ★ Find Business Opportunities

## ★ General Information

- ▶ Section 508
- Vendor Notice
- ▶ Interface Description
- ▶ FBO Management
- ▶ Management Responsibility
- ▶ Frequently Asked Questions

## ★ Privacy and Security Statement

- ▶ Privacy and Security Statement

## ★ FedBizOpps News

- ▶ What's New?
- ▶ FBO Awards
- ▶ 508 Compliance

FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.



## ★ Related Links

- ▶ Demo FBO
- ▶ DoDBusOpps
- ▶ Federal Agency Business Forecasts
- ▶ Federal Assets Sales
- ▶ Federal Commons
- ▶ Firstgov
- ▶ Minority Business Development Agency
- ▶ PRO - Net
- ▶ SUB - Net (Subcontracting Opportunities)
- ▶ Vendor Notification Service

## ★ Contact Information

- ▶ Email: [fbo.support@gsa.gov](mailto:fbo.support@gsa.gov)
- ▶ Phone: 877-472-3779 (Toll Free)



## Welcome to the Office of Acquisition Management and Policy

The Office of Acquisition Management and Policy (OAMP) is dedicated to providing leadership, advice, and oversight in acquisition and financial advisory services to the National Institutes of Health (NIH) as it crosses new frontiers of science and medicine to improve the health and health care delivery to everyone across this nation and the globe. OAMP strives to ensure that the best value in products and services, ranging from test tubes and office supplies to complex research and development, and biodefense, are acquired to support agency mission activities and objectives. OAMP's services are delivered through the OAMP Office of the Director, which manages acquisition-related training, contract data and contractor performance, the Division of Acquisition Policy and Evaluation and the Division of Financial Advisory Services. (See [OAMP Organizational Chart](#)). This Web site serves as a gateway to those services and resources.

[Active Contract List](#) [Contract Opportunities](#) [Grant Opportunities](#) [Disclaimer](#) [Accessibility](#)



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National Institutes of Health



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## Acquisition Process Mapping

Release 2.0

[Text Only Version](#)



# Modified Information from RFP Web Site

- [RFP-NIH-NIAID-DMID-08-06](#), Phase I Clinical Trial Unit for Therapeutics Against Infectious Diseases
- Issue Date: 03-01-2007
- Proposal Due Date: 07-02-2007
- Contact Person: David Lisle  
[DLisle@niaid.nih.gov](mailto:DLisle@niaid.nih.gov)  
301/451-2617
- Offerors should routinely check FedBizOpps for RFPs and amendments. We do not directly notify offerors of changes. We index RFPs here as a convenience, but amendments only appear on FedBizOpps, and RFPs may be posted on FedBizOpps before they appear here.

# Sample Technical Evaluation

## Criteria

### **1. Technical Approach - 40 Points**

Suitability and feasibility; methods and procedures

### **2. Scientific Rationale - 20 Points**

Soundness of the scientific rationale of the proposed concept;

rationale of the likelihood of obtaining goal

### **3. Qualifications and Availability of Proposed Scientific and Management Staff - 20 Points**

Leadership and Management Structure; Scientific and Technical Staff; Subcontractors

### **4. Facilities and Resources - 20 Points**

Documented availability and adequacy of facilities, equipment, and resources

# Should You Try to Get an NIH Contract?

- Keep in mind that in FY2007 the NIH expects to award in excess of \$2 billion in research contracts
- Preparing a proposal requires individual and institutional resources
- You must realistically assess your chances of winning a contract

- Look at a request for proposals that you think you might be interested in. It contains all the information needed to prepare a proposal.
- Will you be able to convince peer reviewers that you have a good approach, that you understand the problem?
- How would your personnel, especially your key personnel, do in an evaluation?
- How would your facilities score?
- If you are not successful, request a debriefing to find out why you were not selected for award and to get information that will help you compete better in the future.

# Additional Information

- The NIH Contracts Page

<http://ocm.od.nih.gov/contracts/contract.htm>

contains a link to “A Guide to the NIH Acquisition Process” and other information.

- Valuable information is also available through the Office of Extramural Research Web site

<http://grants1.nih.gov/grants/index.cfm>

- Hopefully you will have gained some insight into NIH contracts, including some insight into what contracts are and what you might consider when deciding whether you want to try to get one.

# Questions?

Rosemary M. Hamill

Procurement Analyst

Division of Acquisition Policy and Evaluation

Office of Acquisition Management and Policy

Office of the Director, NIH, HHS

[rh26v@nih.gov](mailto:rh26v@nih.gov)