

How to do Business with DHA

- Acquire a Data Universal Number System (DUNS) Number from Dun and Bradstreet. www.dnb.com
- Register in the “SAM” System for Award Management database. SAM combines eight federal procurement systems and the catalog of Federal Domestic into one system.
<https://www.sam.gov/portal/SAM/#1>
- Learn your Federal Supply Classification Code (FSC).
<http://everyspec.com/FSC-CODE/>
- Learn your North American Industry Classification System (NAICS) codes.
www.census.gov/econ/census/data
- Monitor the Federal Business Opportunities (FBO) website for contracting opportunities.
www.fedbizopps.gov
- Know your market niche.
- Tailor your approach.
- Target your market within the Agency and do your homework.

- Prepare a one page Capability Statement and a comprehensive Capability Statement that provides a complete overview of your company.
- Do not discount subcontracting opportunities - it can get you in the front door.
- Define your core strength and show your unique value.
- Acting as the market manager for the National Capital Region (NCR) enhanced Multi-Service Market, which includes Walter Reed National Military Medical Center (WRNMMC) and Fort Belvoir Community Hospital (FBCH).

For More Information

Visit the Military Health System (MHS) and the DHA Office of Small Business Programs (OSBP) website for a forecast of contracting opportunities, policy updates, resources, news, and outreach events.
<http://www.health.mil/SmallBusiness>

Contact Us At:
dha.smallbusinessforum@mail.mil

Resources

The Small Business Administration (SBA) is a critical resource dedicated to providing support to small business.
www.sba.gov

Apply to get on a General Services Administration (GSA) Schedule, the preferred procurement method in Federal contracting. www.gsa.gov

Become familiar with the Federal Acquisition Regulations (FAR) and the Defense Federal Acquisition Regulations Supplement (DFARS) the primary regulations that all federal government agencies follow when they purchase products or services.

FAR
<http://www.gsa.gov/portal/content/101126>

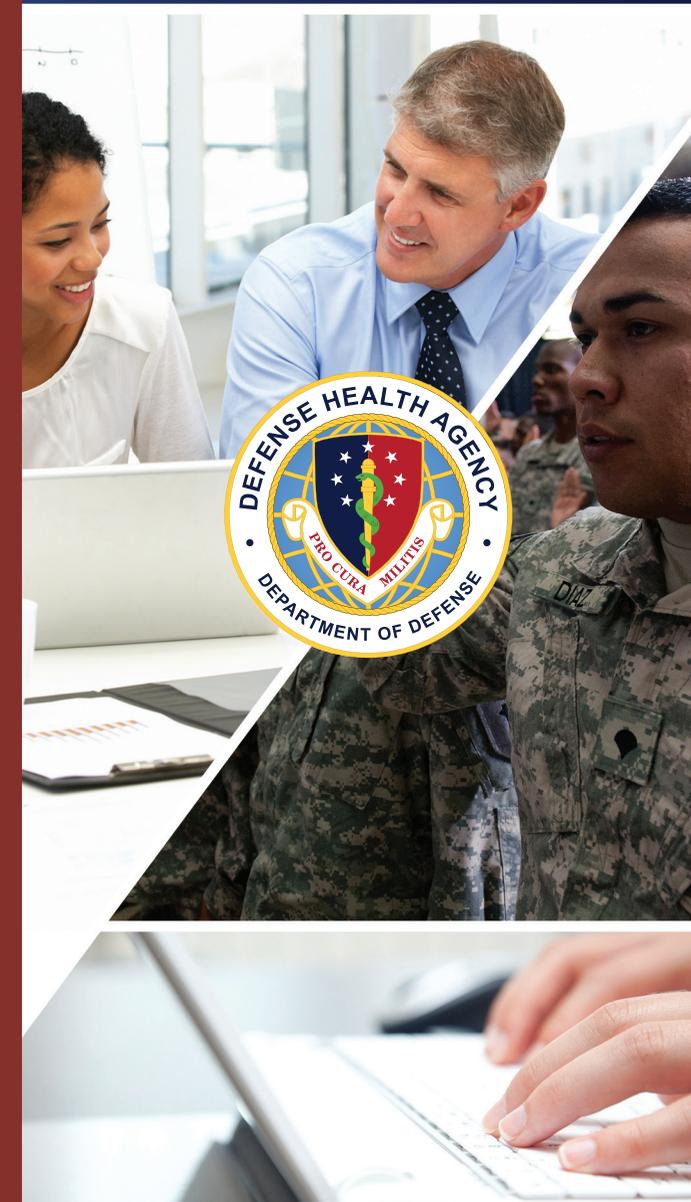
DFARS
<http://www.acq.osd.mil/dpap/dars/dfarspgi/current/index.html>

The NASA SEWP (Solutions for Enterprise-Wide Procurement) GWAC (Government-Wide Acquisition Contract) provides the latest in Information Technology (IT) products for all Federal Agencies.
www.sewp.nasa.gov

Visit the DoD Office of Small Business Programs website to find information on DoD programs that benefit small businesses and DoD business opportunities.
<http://www.acq.osd.mil/osbp/>

Defense Health Agency Office of Small Business Programs

Making Small Businesses Our Business



The **Defense Health Agency** (DHA) is a joint, integrated Combat Support Agency that enables the Army, Navy, and Air Force medical services to provide a medically ready force and ready medical force to Combatant Commands in both peacetime and wartime. The DHA supports the delivery of integrated, affordable, and high quality health services to MHS beneficiaries and is responsible for driving greater integration of clinical and business processes across the MHS by:

- Implementing shared services with common measurement of outcomes;
- Enabling rapid adoption of proven practices, helping reduce unwanted variation, and improving the coordination of care across time and treatment venues;
- Exercising management responsibility for joint shared services and the TRICARE Health Plan; and
- Acting as the market manager for the National Capital Region (NCR) enhanced Multi-Service Market, which includes Walter Reed National Military Medical Center (WRNMMC) and Fort Belvoir Community Hospital (FBCH).

Contracting Office	Falls Church, VA	National Capital Region	San Antonio, TX	Aurora, CO
Office ID	HT0011	HT0014	HT0015	HT9402
Focus Area	R – Professional Services	Q – Medical services and supplies	Information Technology	Managed Healthcare
FY16 SB Eligible Dollars	\$676M	\$425M	\$281M	N/A
FY16 SB Eligible Actions	467	3,675	450	N/A

FY2017 Small Business Prime Contracting Goals: Small Business 40%, Small Disadvantaged Business 5%, Veteran-Owned Small Business 3%, Service Disabled Veteran Owned Small Business 3%, Women-Owned Small Business 5%, HUBZone Small Business 3%.

Commonly Used Contracting Vehicles

GSA 8(A) STARS	IT70 (SIN 132-56)	Professional Support Services	Alliant	Alliant II	OASIS	OASIS SB	NASA SEWP
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Top Small Business NAICS FY16

Dollars	NAICS	# Actions	NAICS
\$141M	541519 (Other Computer Related Services)	272	541519 (Other Computer Related Services)
\$106M	541512 (Computer Systems Design Services)	222	622110 (General Medical And Surgical Hospitals)
\$104M	541611 (Administrative Management & General Management Consulting Services)	196	339112 (Surgical And Medical Instrument Manufacturing)
\$78M	622110 (General Medical And Surgical Hospitals)	171	423450 (Medical, Dental, And Hospital Equipment And Supplies Merchant Wholesalers)
\$33M	561320 (Temporary Help Services)	162	339113 (Surgical Appliance And Supplies Manufacturing)

Goal Group	Goal Detail	GOAL	FY16 +/-
SB	Small Business Percentage	40%	+9.3%
SDB	Small Disadvantaged Business Percentage	5%	+24.6%
SDVOSB	Service Disabled Veteran Owned Small Business Percentage	3%	+9.3%
WOSB	Women Owned Small Business Percentage	5%	+10.3%
HUBZone	Certified HUBZone Small Business Percentage	3%	-0.7%

