



OSDBU

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

www.hhs.gov/smallbusiness/

SMALL BUSINESSES ARE THE  OF THE ECONOMY



Shaunta Johnson
Deputy Director for Operations

Office of Small &
Disadvantaged Business
Utilization



U.S. Department of Health and Human Services

OSDBU

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

SMALL BUSINESSES ARE THE  OF THE ECONOMY

HHS Stats

Employees: Approx 85,000

Grants: \$400 Billion avg

Contracts: \$19.5 Billion





U.S. Department of Health and Human Services

OSDBU

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

SMALL BUSINESSES ARE THE ❤️ OF THE ECONOMY

10 OPERATING DIVISIONS





U.S. Department of Health and Human Services

OSDBU

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

SMALL BUSINESSES ARE THE  OF THE ECONOMY

300 PROGRAMS

Some highlights include:

Health and social science research

Preventing disease, including immunization services

Assuring food and drug safety

Medicare and Medicaid

Health information technology

Financial assistance and services for low-income families

Improving maternal and infant health

Head Start (pre-school education and services)





U.S. Department of Health and Human Services

OSDBU

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

SMALL BUSINESSES ARE THE  OF THE ECONOMY

HHS CONTRACTS

	ALL	SMALL BUSINESS	% of SB ACHIEVEMENT
Contract Dollars	\$21 Billion	*\$4.5 Billion	21.56%
Contract Actions	93,193	41,995	45.06%

* More than 18 of the 24 CFO Agencies



OSDBU

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

www.hhs.gov/smallbusiness/

SMALL BUSINESSES ARE THE  OF THE ECONOMY

Our role in the Acquisition Life Cycle

- Vendor Outreach Sessions
- Market Research assistance
- Access Forum invitation
- Sources Sought Notices
- Subcontracting Plan goal negotiations
- SBA Form 70



OSDBU

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

www.hhs.gov/smallbusiness/

SMALL BUSINESSES ARE THE  OF THE ECONOMY

Federal Procurement Data System (FPDS)

- Who buys what you sell?
- Who are the top federal spenders?
- Who is your competition selling to?
- What contract vehicles do they hold?
- TIP: Review contract expiration dates to begin marketing for re-compete opportunities

Federal Procurement Data System - Next Generation

» Home » Newsroom » Reports » Status » Worksite » Archives » Training » Calendar » Help

Login

Log-In:

Password:

Log In

ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

[https://www.fpds.gov/fpdsng cms/](https://www.fpds.gov/fpdsng/cms/)



OSDBU

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

www.hhs.gov/smallbusiness/

SMALL BUSINESSES ARE THE  OF THE ECONOMY

- What firms have been awarded IDIQ contracts?
- Which Blanket Purchase Agreements (BPA) are being most utilized within an agency?
- Should I position my firm to compete for GWAC contracts?



Interagency Contract Directory

About ICD
The **Interagency Contract Directory (ICD)** is a central repository of Indefinite Delivery Vehicles (IDV) awarded by the Federal agencies where the IDV is available for use at both the intra agency and interagency levels.

Enter Keywords to Search Interagency Contracts

 Search

<https://www.contractdirectory.gov/contractdirectory/>



OSDBU

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

www.hhs.gov/smallbusiness/

SMALL BUSINESSES ARE THE  OF THE ECONOMY


	FPDS	FedBizOpps	Budget in Brief	Interagency Contract Directory (ICD)
Which HHS Operating Division (OPDIV) buys what I sell?	X		X	
Who are the top Federal spenders of my primary NAICS Code?	X			
Who is my competition selling to?	X			X
Where can you look for potential contract opportunities?		X	X	
Where do I find viable teaming partners?	X	X		
Where are the opportunities among IDIQ contract vehicles?	X			X
				9



OSDBU

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

www.hhs.gov/smallbusiness/

SMALL BUSINESSES ARE THE  OF THE ECONOMY



QUESTIONS?