Office of Acquisition and Grants Management Overview May 2024

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Office of Acquisition and Grants Management

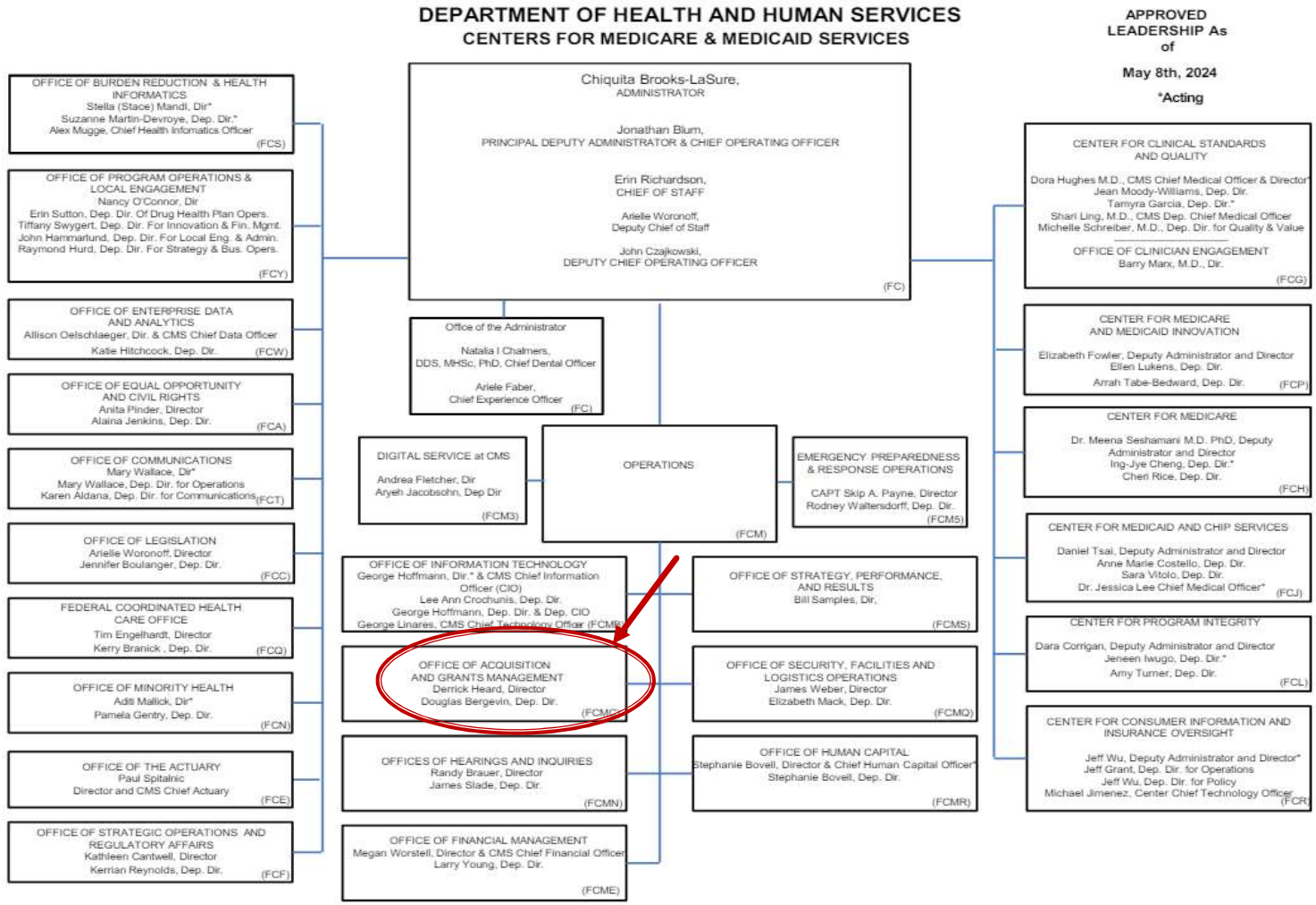
Agenda for Discussion

- **OAGM Vision**
- **OAGM Organization**
- **Strategic Plans and Priorities**
- **CMS Spending Breakdowns**
- **Acquisition Updates and Initiatives**
- **Engaging with CMS**

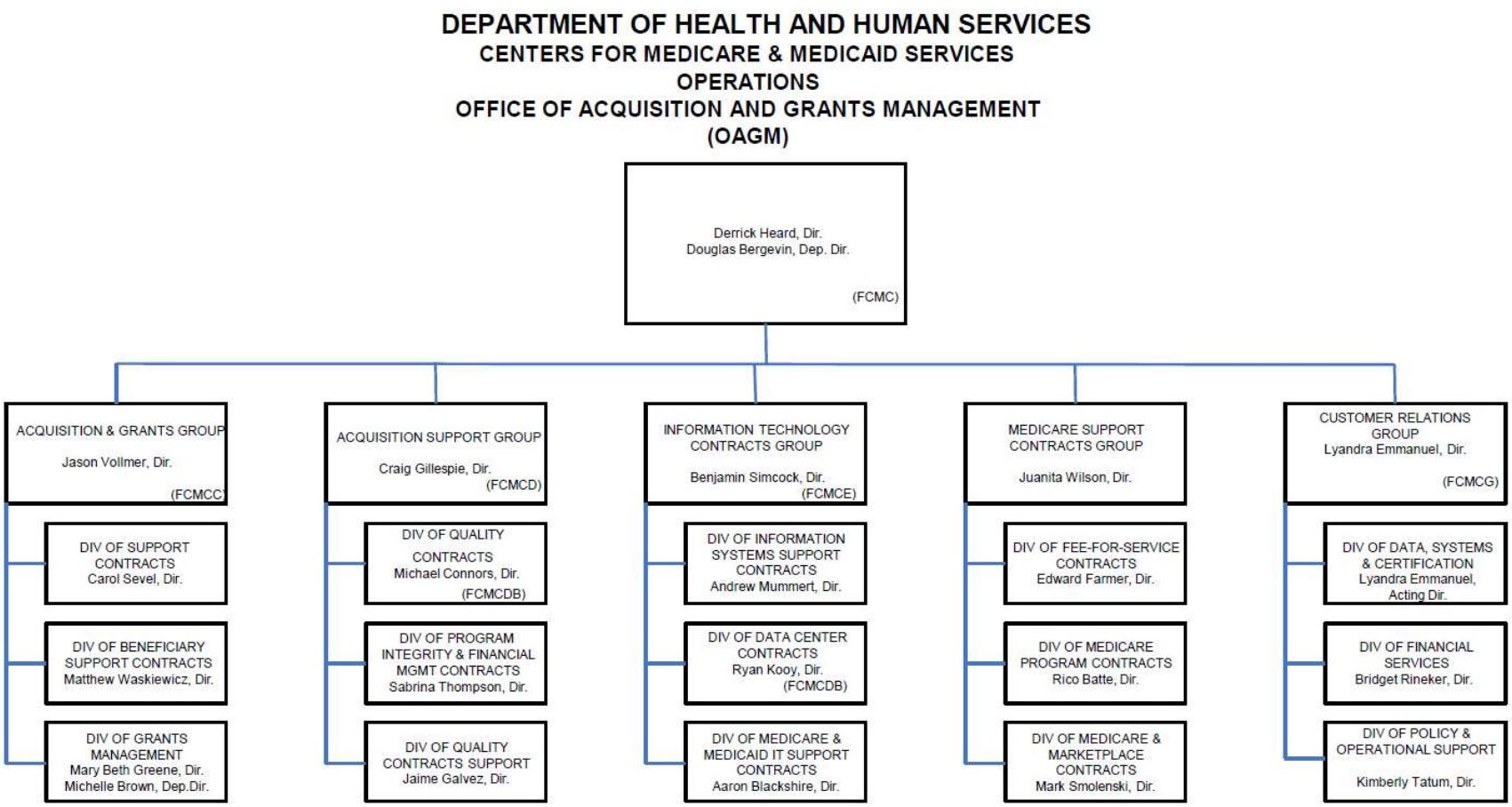
OAGM Vision

The Office of Acquisition and Grants Management (OAGM), in partnership with our stakeholders, will deliver exceptional value-added services that result in high-quality acquisitions and grants.

CMS Organizational Structure



OAGM Organizational Structure



Partners and Major Programs

AGG
Acquisition and Grants Group
Jason Vollmer

Partners
- OC
- CMMI
- Survey & Cert'n Group (within CCSQ)
- OA
- CMCS
- OMH
- Discretionary Grants Customers - CMMI; CCIIO; CMCS; CCSQ; CPI; OMH

Major Programs Supported
- 1-800 Medicare
- CMS Outreach & Education
- FFRDC
- Research, Meas'nt, Assess'nt, Design and Analysis (RMADA)
- OA Enterprise Operations
- Nat'l Multimedia Educ. Campaign
- Internal Ops (Shuttle, Mailroom, Warehouse, HR)
- Grant programs
- Healthy Kids
- Navigators
- Money Follows the Person
- Maternal Opioid Misuse
- Integrated Care for Kids
- Connecting Kids to Coverage
- Minority Research Grant Program

ASG
Acquisition Support Group
Craig Gillespie

Partners
- CCSQ
- CPI
- OFM
- OEOCR
- IAAs: All CMS
- Simplified Acquisitions: All CMS

Major Programs Supported
- Network of Quality Improvement and Innovation Contractors (NQIIC)
- Beneficiary & Family Centered Care (BFCC)
- Unified Program Integrity Contracts (UPICs)
- Recovery Audit Contractors (RACs)
- Provider Enrollment & Oversight (PEO)
- Medicare Drug Integrity Contractor (MEDIC)
- Measure & Instrument Development & Support (MIDS)
- Exchange Program Integrity
- Medicare & Medicaid Payment Error Rate
- Risk Adjustment Data Validation (RADV)
- Quality Payment Program (QPP)
- Quality Program Information Technology Portfolio
- Simplified Acquisitions <$250k
- Interagency & Intra-Agency Agreements

ITCG
Information Technology Contracts Group
Benjamin Simcock

Partners
- Information Technology Support Contracts for all CMS Components (except CCSQ)

Major Programs Supported
- Marketplace Support (FFM, MSI, DSH)
- Enterprise Identity Management
- Systems Security
- Strategic Partners Acquisition Readiness Contracts (SPARC)
- Healthcare Integrated General Ledger Accounting System (HIGLAS)
- Virtual Data Centers (VDC)
- Medicare Shared Systems
- Cloud Services/Hosting
- Enterprise License Agreements
- Provider Enrollment Chain Ownership System (PECOS)
- Encounter Data System
- Medicare Systems Modernization

MSCG
Medicare Support Contracts Group
Juanita Wilson

Partners
- CM
- OFM (FSG only)
- OAGM
- CCIIO
- OPOLE
- OHC
- OHI

Major Programs Supported
- Medicare Administrative Contractors (MACs)
- Part C and D Payment Validation
- Risk Adjustment Data Validation (RADV) Medical Record Review Contractor (MRRC)
- Benefits Coordination and Recovery Center (BCRC)
- Workers Compensation Review Contractor (WCRC)
- Medicare Secondary Payer Integration Contractor (MSPIC)
- Qualified Independent Contractor (QIC) IDIQ
- Marketplace Eligibility Support
- Marketplace Eligibility Appeals Operational Support

CRG
Customer Relations Group
Lyandra Emmanuel

Partners
- OAGM staff
- Users of OAGM applications, data
- HHS SPE/OA
- Liaison for: GAO, OIG, DOJ, OGC
- Audit Function management: DCAA, NIH
- CMS OA
- CMS Program Offices
- Greater Acquisition Workforce (PMs, CORs…)
- Treasury Department (invoicing)

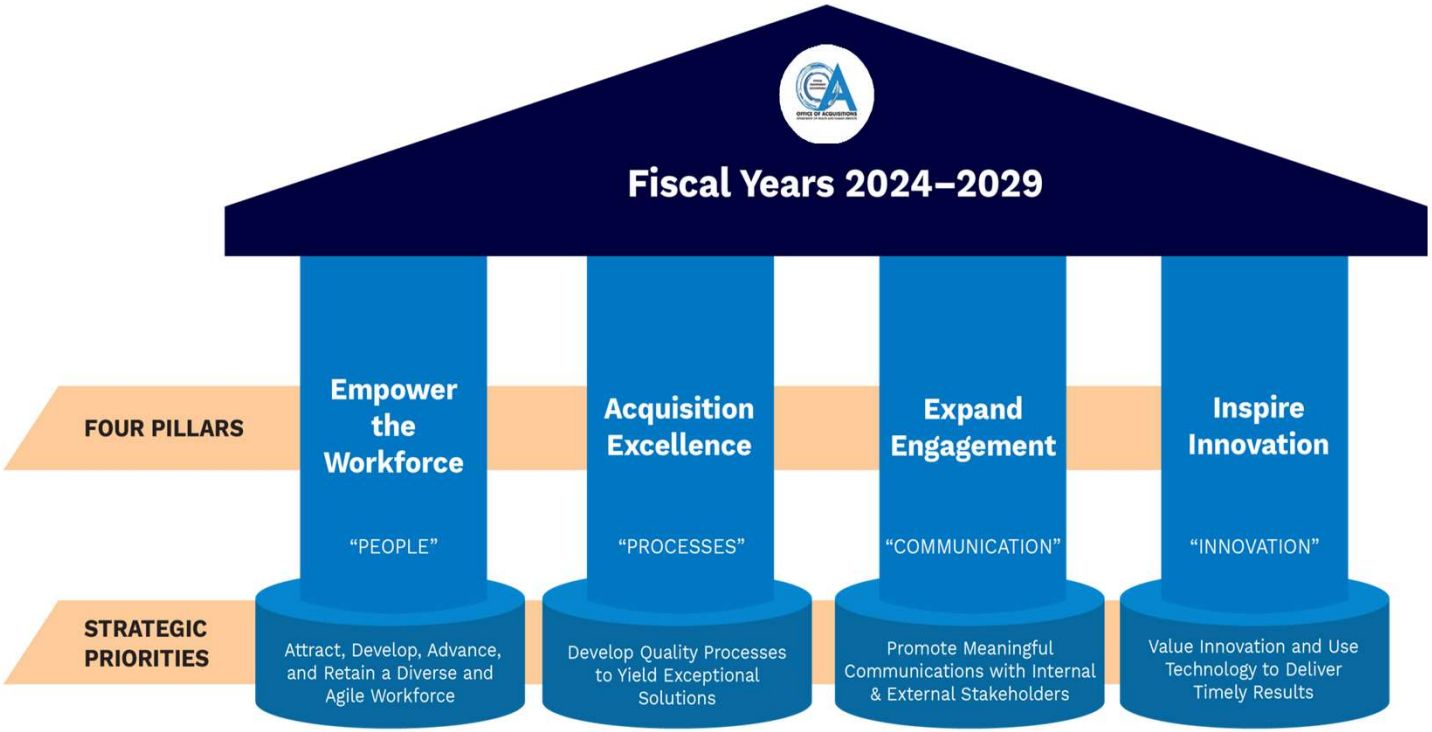
Major Support Portfolio
- Acquisition Policy Compliance and Development
- Business Operations Support
- Acquisition System Development and Support
- Audit and Closeout
- Customer Experience
- Invoice Processing Platform
- Acquisition Data Governance and Reporting
- Strategic Planning and Portfolio Management
- Contracts Funds Management

FY23 Action Summary

In FY2023, OAGM executed the following portfolio of work supporting the CMS mission:

- 4,165 actions totaling approximately $11.88 billion,
- 3,290 contract actions totaling approximately $8.05 billion (excluding closeout deobligations),
- 666 funded grants actions totaling approximately $3.48 billion,
- 209 interagency agreement actions totaling approximately $354 million, and
- 2,234 purchase card transactions totaling approximately $1.9M

HHS Office of Acquisitions Strategic Plan



HHS FY24 – 27 Strategic Priorities

- **Empower the Workforce: Attract, develop, advance and retain a diverse and agile workforce**
  - Workforce Development and Leadership Training
- **Expand Engagement: Promote meaningful communications with internal and external stakeholders**
  - Industry Engagement
- **Inspire Innovation: Value innovation and use technology to deliver timely results**
  - Innovation and Leadership
  - Technology
- **Acquisition Excellence: Develop quality processes to yield exceptional solutions**
  - Category Management
  - Small Business
  - Subcontracting
  - Contract Administration

ETHICAL
TRANSPARENT
ACCOUNTABLE

OFFICE OF ACQUISITIONS
DEPARTMENT OF HEALTH AND HUMAN SERVICES

OAGM FY24 Strategic Priorities

- **Promote a workplace that is centered around wellness and engagement, while achieving a diverse, equitable, inclusive and accessible workforce**
  - DEI Strategy Implementation
  - Return-to-Workplace Employee Engagement

- **Drive innovation and continuously improve acquisition and federal financial assistance life cycle best practices that promote stewardship and integrity**
  - Grants Closeout
  - Grants Equity
  - Spend Under Management
  - Procurement Spend Optimization
  - Contract Funds Management

- **Foster growth and strengthening of OAGM's partnerships with stakeholders to ensure OAGM is valued a trusted acquisition and federal financial assistance strategic advisor**
  - Cybersecurity
  - Accessibility
  - Acquisition Strategy Development

- **Lead modernization efforts to drive data driven decision-making**
  - Data Quality and Management Modernization

FY23 Top CMS NAICs Codes – Overall Spend

NAICS Code	NAICS Description	Dollar Spend
541512	Computer Systems Design Services	$1.57B
524114	Direct Health and Medical Insurance Carriers	$1.03B
541511	Custom Computer Programming Services	$821.29M
561422	Telemarketing Bureaus and Other Contact Centers	$767.43M
541611	Administrative Management and General Management Consulting Services	$582.68M
541810	Advertising Agencies	$509.09M
541519	Other Computer Related Services	$410.06M
541990	All Other Professional, Scientific, and Technical Services	$286.05M
513210	Software Publishers	$251.27M
518210	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	$212.99M

FY23 Top CMS NAICs Codes – Small Business Spend

NAICS Code	NAICS Description	Dollar Spend
541512	Computer Systems Design Services	$649.28M
541511	Custom Computer Programming Services	$397.44M
541519	Other Computer Related Services	$214.90M
541611	Administrative Management and General Management Consulting Services	$193.07M
541810	Advertising Agencies	$56.63M
541211	Offices of Certified Public Accountants	$42.63M
518210	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	$41.10M
513210	Software Publishers	$21.73M
541910	Marketing Research and Public Opinion Polling	$20.09M
541990	All Other Professional, Scientific, and Technical Services	$19.73M

FY23 Top 10 Contract Vehicles – Large Business Spend

Contract Vehicle	Dollar Spend
GSA Multiple Award Schedule	$1.37B
MEDICARE ADMINISTRATIVE CONTRACTOR (MAC) Contracts	$1.09B
CONTACT CENTER OPERATIONS Contract	$770.35M
Strategic Partners Acquisition Readiness Contract (SPARC) IDIQ	$528.17M
NATIONAL EDUCATION CAMPAIGN & OUTREACH (NEC) IDIQ	$452.61M
Unified Program Integrity Contract (UPIC)	$212.37M
ALLIANT 2	$209.49M
Virtual Data Center Prime (VDCP) IDIQ	$157.11M
OASIS	$125.74M
MEASURE AND INSTRUMENT DEVELOPMENT AND SUPPORT (MIDS) IDIQ	$110.09M

FY23 Top 10 Contract Vehicles – Small Business Spend

Contract Vehicle	Dollar Spend
GSA Multiple Award Schedule	$805.95M
Strategic Partners Acquisition Readiness Contract (SPARC)	$245.72M
NITAAC-SP3 Small Business	$157.01M
DEFINITIVE CONTRACTS (non-IDIQ/BPA)	$141.54M
Agile Delivery to Execute Legislative Endeavors for Quality Related Initiatives (ADELE-QRI) BPA	$133.65M
8(a) STARS III	$59.93M
Data Analytics Supporting Healthcare (DASH) BPA	$32.81M
8(a) STARS II	$25.76M
NASA SEWP	$22.13M
Medicare Payment Systems Modernization (MPSM) BPA	$20.76M

FY23 GSA MAS Breakout Top 5– Large & Small Spend

Large Business GSA MAS Breakout	Dollar Spend
SCHEDULE 70 - INFORMATION TECHNOLOGY	$516.90M
PROFESSIONAL SERVICES SCHEDULE (PSS)	$483.36M
Sched 70 HW SW	$207.05M
SCHEDULE 36 - THE OFFICE, IMAGING, AND DOCUMENT SOLUTION	$99.33M
MAS	$65.45M

Small Business GSA MAS Breakout	Dollar Spend
SCHEDULE 70 - INFORMATION TECHNOLOGY	$370.97M
PROFESSIONAL SERVICES SCHEDULE (PSS)	$216.50M
MAS	$157.20M
Sched 70 HW SW	$38.75M
SCHEDULE 36 - THE OFFICE, IMAGING, AND DOCUMENT SOLUTION	$5.61M

CMS Small Business Performance Results

Fiscal Year	Total Procurement $	SB %	SB $	SDB %	SDB $	WOSB %	WOSB $	HUBZone SB %	HUBZone SB $	SDVOSB %	SDVOSB $
FY19 Goal		16.00%		5.00%		5.00%		3.00%		3.00%	
FY19 Actual	$7,062,528,197	26.00%	$1,836,012,728	16.75%	$1,183,228,013	5.53%	$390,586,440	2.03%	$143,624,206	2.75%	$194,352,143
FY20 Goal		20.00%		5.00%		5.00%		3.00%		3.00%	
FY20 Actual	$6,965,820,125	26.06%	$1,815,519,654	17.38%	$1,210,606,887	4.85%	$338,130,795	3.11%	$216,573,692	2.83%	$196,986,446
FY21 Goal		23.09%		5.00%		5.00%		3.00%		3.00%	
FY21 Actual	$7,051,062,128	27.98%	$1,972,606,459	18.75%	$1,322,178,470	4.97%	$350,507,370	3.51%	$247,491,227	2.86%	$201,443,397
FY22 Goal		26.74%		17.80%		4.95%		3.00%		3.00%	
FY22 Actual	$7,296,735,819	26.15%	$1,907,877,419	17.56%	$1,281,066,570	5.82%	$424,799,197	3.95%	$288,211,422	3.05%	$222,881,053
FY23 Goal		26.25%		17.40%		5.25%		3.52%		3.00%	
FY23 Actual	$7,406,877,011	23.85%	$1,766,520,497	14.32%	$1,060,588,527	5.34%	$395,782,922	4.77%	$353,256,652	2.36%	$174,869,500
FY24 Goal		22.82%		16.78%		4.53%		3.45%		3.0%	

Acquisition Updates and Initiatives

Category Management/ Spend Under Management

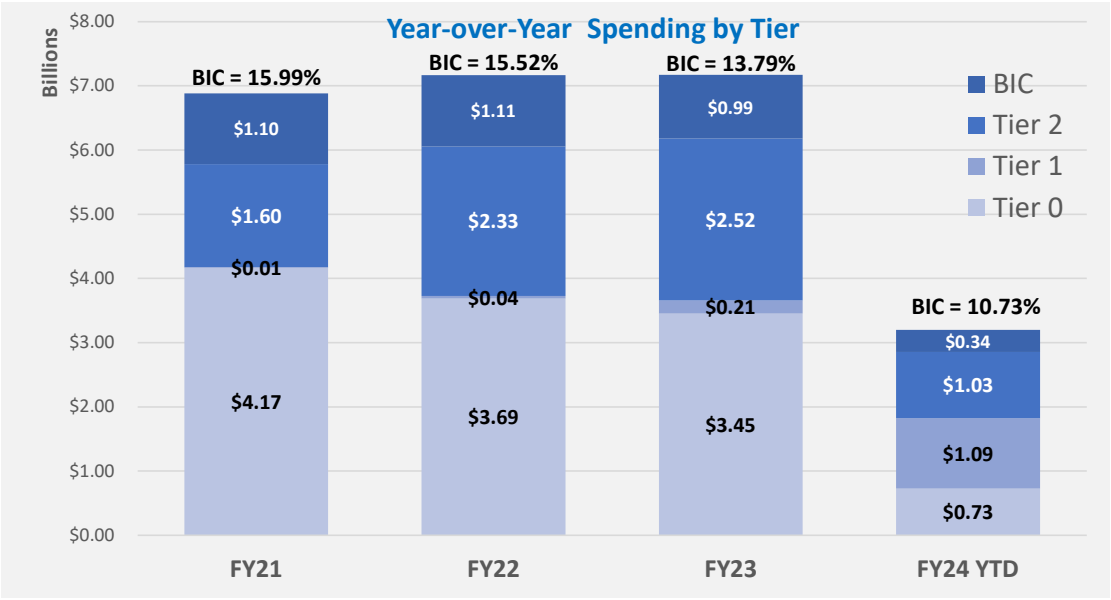
- Establish goals with HHS for SUM and BIC spend achievement.
- Reviewing Tier 0 contracts for possible alignment with managed spend contracts.
- Identifying contracts that align with OMB standards for Spend Under Management and petitioning OMB for Tier 1 designation.
- Determining available Best-in-Class solutions for requirements.
- Participating in HHS Community of Interest and CM trainings.

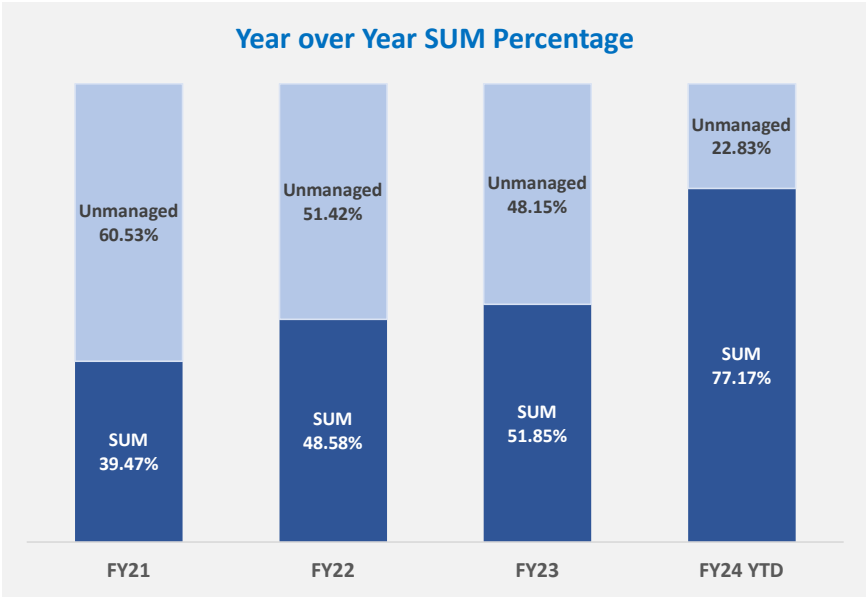
CMS Category Management

1. FY24 BIC and SUM Targets from HHS and progress through 4/30/2024

OpDiv / Staff/Div	FY24 BIC Target	FY24 Actual BIC YTD	FY24 SUM Target	FY24 Actual SUM YTD
CMS	$1.0B	$343.2M	$3.8B	$2.5B

2. Year-over-Year Performance – Tier Spending and SUM Percentage





Small Business Subcontracting

- Periodic compliance reviews of Agency procurements to assess prime contractor small business and subcontracting performance goal compliance.
- Focused review of top prime contractors in each division to validate small business and subcontracting performance and compliance.
- Reviews of whether COs and programs are accurately reflecting subcontract achievement in CPARs.
- Division POC to facilitate completion of eSRS reporting.
- Dedicated subcontracting training.

HHS Subcontracting Goals	FY21	FY22	FY23	FY24
HHS Negotiated	33.25%	32.5%	32%	31%
HHS Actual	17.9%	21.9%	23%	
CMS Actual	**32.6%**	**33.8%**	**44.2%**	

Small Business Customer Experience (SBCx) Teaming Partner Portal

Designed to further facilitate collaboration and partnership opportunities for small businesses.

The SBCx Teaming Partner Portal feature offers:

- SBCx Prime Business (OTSB or SB) users the ability to publish teaming opportunities tailored to target small business partners, by socio-economic category, NAICS, and keywords.
- Prime business users will also have the ability to efficiently manage responses, make notes, and select preferred partners for collaboration.
- It allows small business users of SBCx the ability to view new opportunities in a public dashboard, to easily track Teaming Opportunities they've been personally invited to, and the ability to respond to those invitations.

https://osdbu.hhs.gov/ps://osdbu.hhs.gov/

Supply Chain Risk Management

- **Federal Policies**

- **HHSAR Part 339/SCRM** –Implement a Department-wide program to ensure an enterprise approach to managing risk associated with the lifecycle (acquisition, sustainment, and disposal) of mission-critical products, materials, information, and services used across the Department

- **Enterprise Supply Chain Risk Management (E-SCRM) Supply Chain Risk Assessment**
  - Mission-critical procurements
  - Supply Chain Risk Assessments

Market Research Resources

- Executive Orders
- President's Management Agenda
- HHS Budgets and Performance Plans
- Agency Strategic Plans and Frameworks
- System for Award Management: https://sam.gov/content/home
- Acquisition.Gov News: https://www.acquisition.gov/news
- Federal Register: https://www.federalregister.gov/agencies; https://www.federalregister.gov/topics/government-procurement
- GSA Pricing Intelligence: https://buy.gsa.gov/pricing/
- GSA Acquisition Gateway: https://acquisitiongateway.gov/
- Best in Class Contracts: https://acquisitiongateway.gov/category-management/resources/4163
- FAS Schedule Sales Query Plus (SSQ+): https://d2d.gsa.gov/report/fas-schedule-sales-query-plus-ssq
- USA Spending: https://www.usaspending.gov/
- Agency Forecasts:
  - https://osdbu.hhs.gov/industry/opportunity-forecast
  - https://www.cms.gov/about-cms/work-with-us/contracting
- CMS IDIQ/BPA List: https://www.cms.gov/about-cms/work-with-us/contracting
- Agency Small Business Procurement Scorecard: https://www.sba.gov/agency-scorecards/scorecard.html
- GAO Protest Decisions: https://www.gao.gov/legal/bid-protests/search
- Source Sought Notices, Requests of Information e.g. SAM, GSA Market Research as a Service

Engaging with CMS

Upcoming Events

- CMS Health Equity Conference, May 29 - 30, 2024: https://cmshealthequityconference.com/
- NCMA Woodlawn Chapter Events: www.ncmawoodlawnchapter.org
- CMS Industry and Reverse Industry Days (Federal Business Council: https://www.fbcinc.com/search.aspx)
- OSDBU Vendor Engagement Events SBCX: https://osdbu.hhs.gov/industry/events
- Looking Ahead at CMS-CCIIO) for 2025 & Beyond, June 5, 2024: https://www.eventbrite.com/e/cms-looking-ahead-at-cciio-for-fy-2025-and-beyond-it-and-non-it-focus-tickets-875302381987?aff=oddtdtcreator
- OIT Vendor Weeks: https://share.cms.gov/Office/OIT/CTO/VendorWeek/SitePages/Home.aspx; Questionnaire: https://cmsitsm.servicenowservices.com/vwv
- OIT Monthly Tech Topics: https://share.cms.gov/Office/OIT/CTO/TechTopics/SitePages/Home.aspx
- HHS, CMS, OSDBU, and Small Business Specialist social media
- HHS-wide Industry Day in FY25
- Market intelligence services

- **Recent Events (content still available)**
- 2024 CMS Quality Conference (April 2024): https://www.cmsqualcon.com

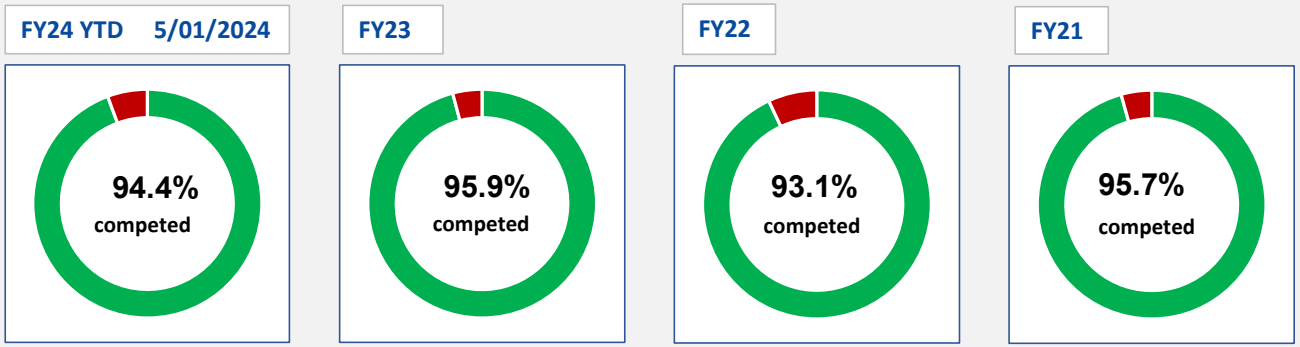
- If you have any questions or wish to learn more about the above forums, large business mentoring opportunities or how to do business with HHS, please contact Anita Allen, HHS or Christine Haber, HHS - **Small Business Specialist** at anita.allen1@cms.hhs.gov or Christine.haber@hhs.gov.

Questions?

Appendix

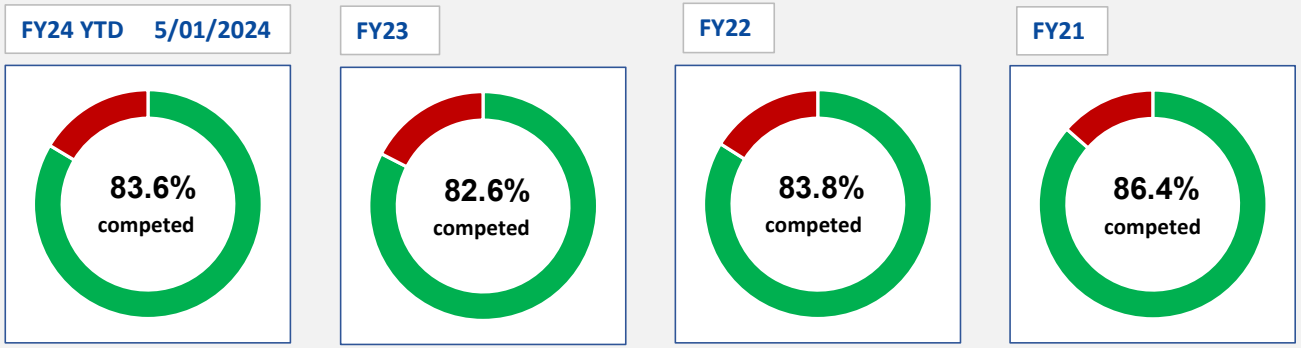
CMS Competition Rate

CMS Competition Rate Based on $ Obligated



FY24 HHS wide (as of 5/01/2024) = 87.2%

CMS Competition Rate Based on # of Actions



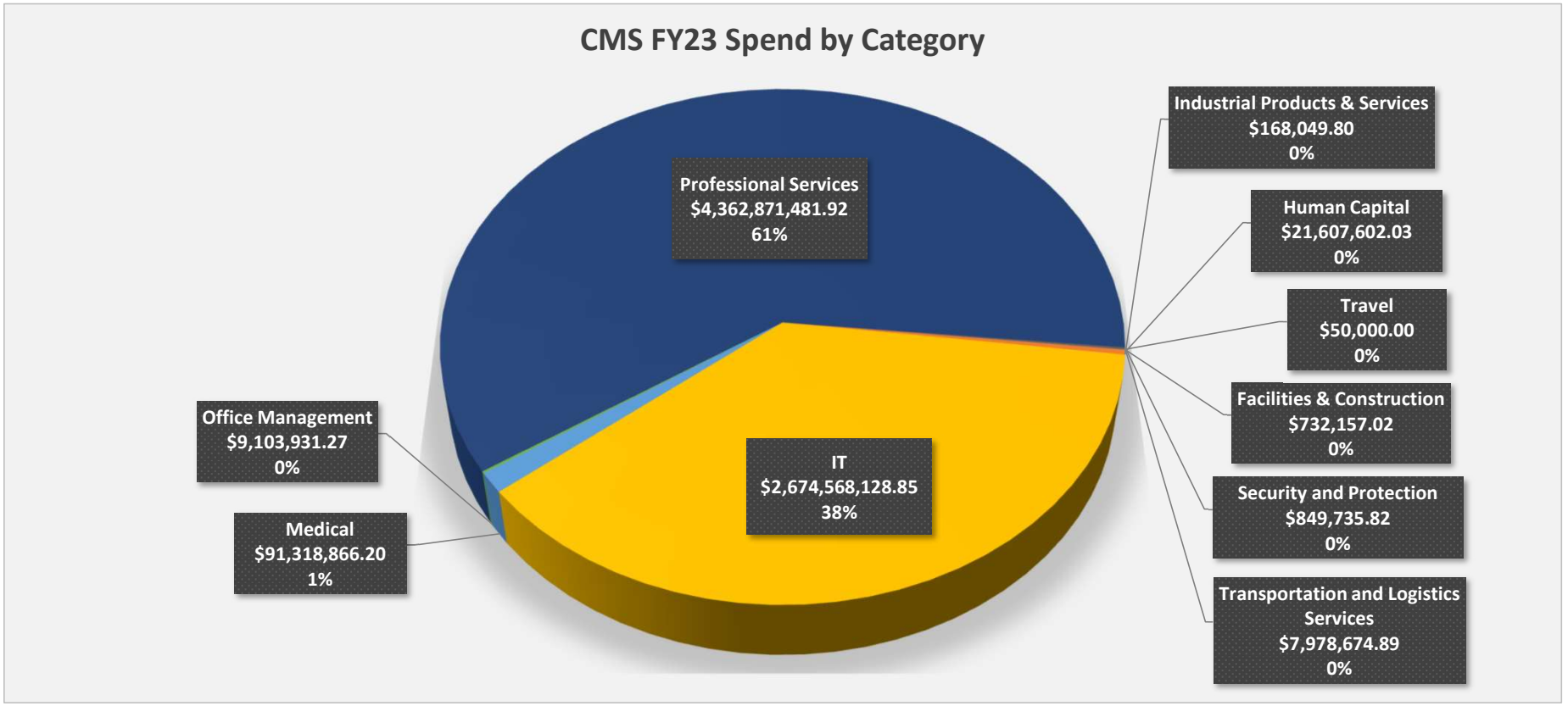
FY24 HHS wide (as of 5/01/2024) = 69.5%

CMS Contractor Population

CO Business Size Determination	# of Contractors as of 5/10/2024	% of TOTAL
OTHER THAN SMALL BUSINESS	151	39.53%
SMALL BUSINESS	231	60.47%
Total	**382**	**100.00%**

CO Business Size Determination	# of Contracts/Orders as of 5/10/2024	% of TOTAL
OTHER THAN SMALL BUSINESS	493	53.88%
SMALL BUSINESS	422	46.12%
Total	**915**	**100.00%**

CMS Spend Under Management
FY23 Spend by Category



Small Business Customer Experience (SBCx)

Small Business Customer Experience (SBCx)

All HHS Agency Use of Single Forecasting System – SBCX

- Policy Item #1 - Requirement for use by all OpDivs/StaffDivs
- Policy Item #2 – Contract opportunities posted in SBCx before the SB review conducted.
- Policy Item #3 – Acquisition Forecast for next Fiscal Year included in SBCx NLT last Friday in August each fiscal year

SBCX can be found at: https://osdbu.hhs.gov

OSDBU Training Opportunities

- *Matchmaking* events
- Visit the SBCx website for the FY24 dates: https://osdbu.hhs.gov/

Industry Days & Engagement

- Various Industry Days held across the HHS enterprise, to include CMS Industry Day
- Monthly Vendor Engagement Sessions (VESs) scheduled for 2024; schedule posted to https://osdbu.hhs.gov

New in FY24

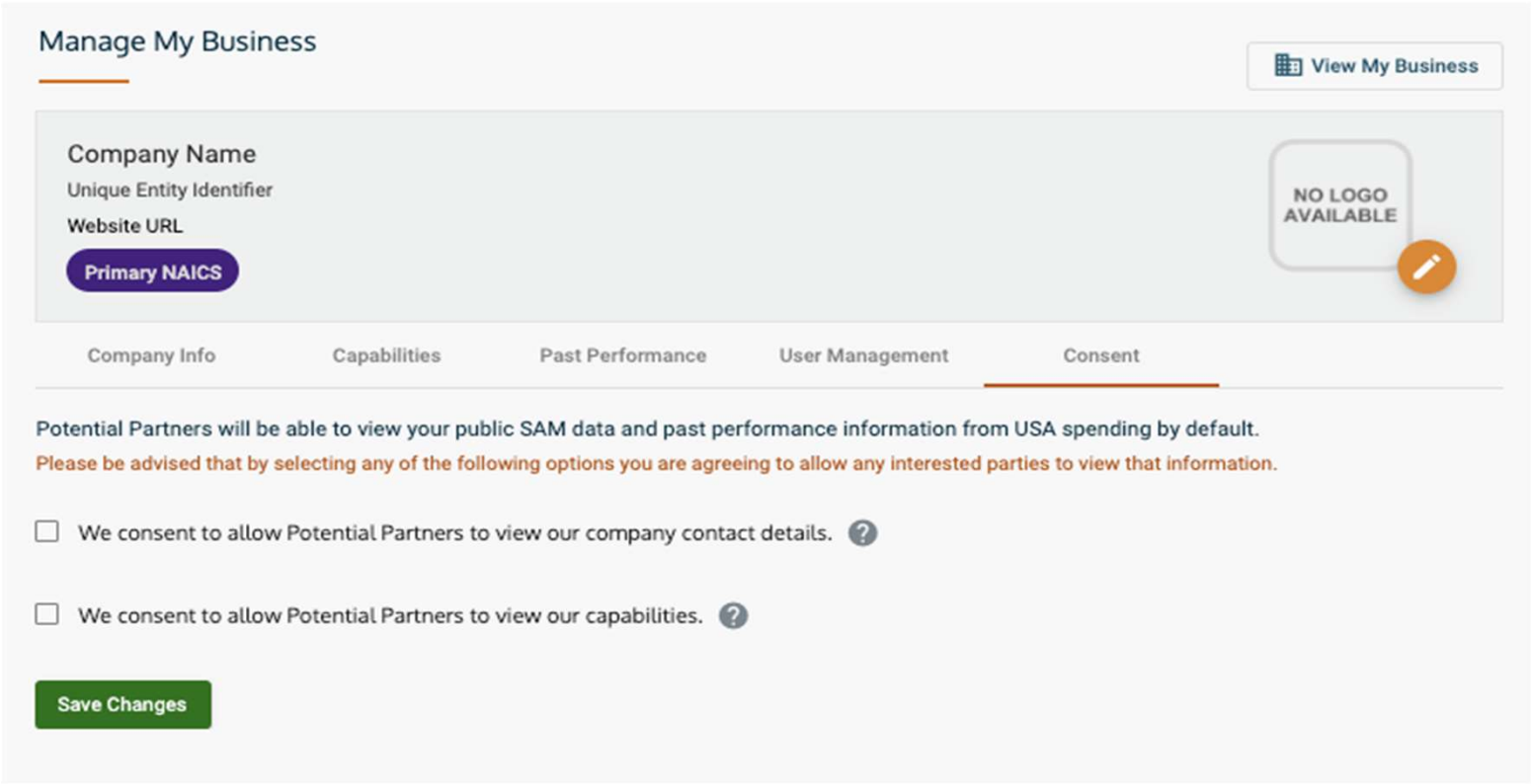
- The SBCx acquisition forecast for FY24 and beyond for all HHS Operating Divisions was finalized October 1, 2023
- In FY24, a new subcontracting bid board will be included on SBCx to assist HHS large business primes to post subcontracting opportunities for small and socioeconomic businesses
- Interested Small businesses should complete their profile in SBCx, and their profile will be listed in the HHS Small Business Directory

SBCx Industry Information

The Small Business Directory provides comprehensive company information directly sourced from SAM.gov, as well as past performance data from USA Spending, capability statements, keywords, and more.

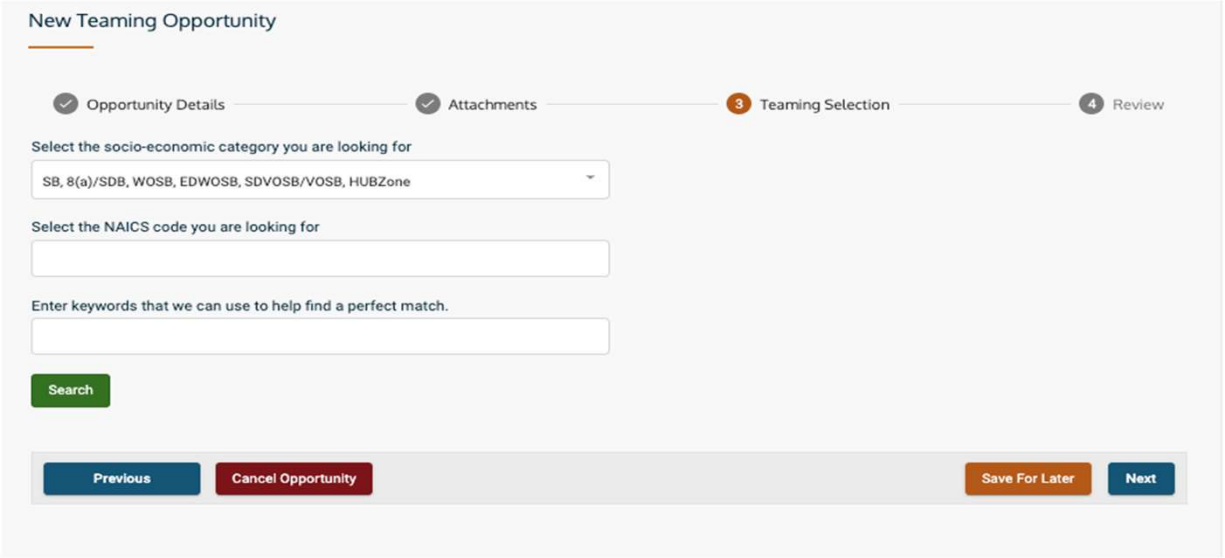
SBCx Company Information

Small businesses can manage their preferences through the Consent tab on the Manage My Business page, allowing them to consent to sharing contact details and capabilities with potential partners.



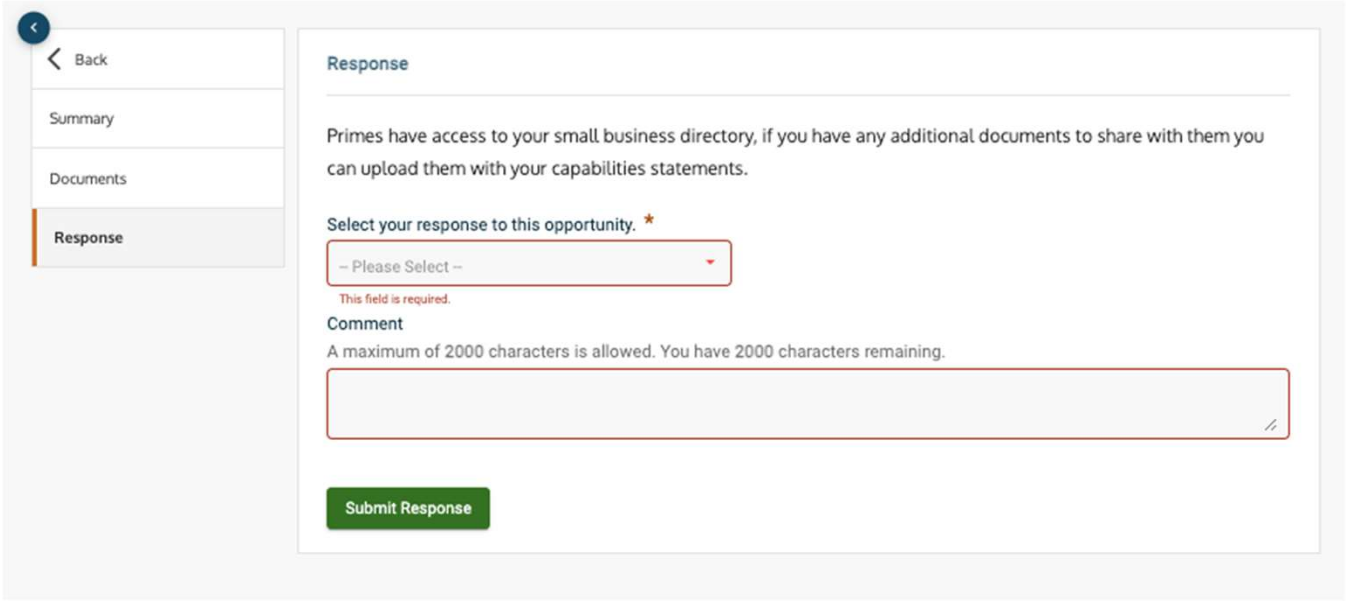
Creating Teaming Opportunities

1. Navigate to the SBCX Industry section and select "Create New Teaming Opportunity" as a Prime Organization.
2. Provide opportunity details such as title, description, anticipated NAICS, and response deadline.
3. If necessary, upload supporting documents.
4. Search the SBCX Small Business Directory. Select businesses to notify.
5. Complete and publish the opportunity to send email notifications. The Prime Organization receives responses labeled "HHS OSDBU SBCX Teaming Opportunity Response."



Responding to Teaming Opportunities

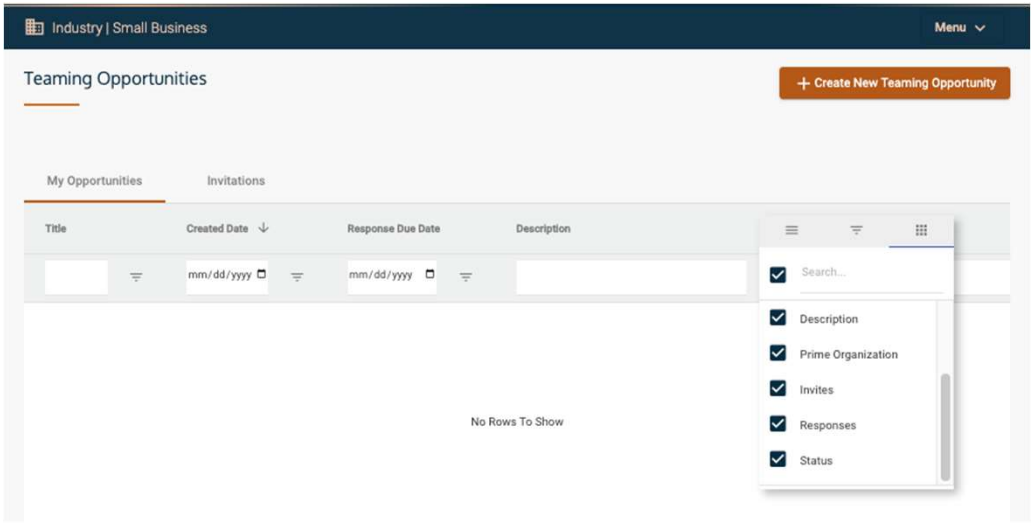
1. Access the Teaming Opportunities page in the SBCX Industry section and click on the Invitations tab.
2. Use the Opportunity Title link to review detailed information.
3. Review the Summary and Documents tab.
4. Use the Response tab to indicate interest or disinterest. Optional comments, limited to 2000 characters, can be added.



Tracking Teaming Opportunities

The Teaming Opportunity table can be leveraged using the icons in the header or text field.

- ❑ Sort
- ❑ Search
- ❑ Filter
- ❑ Customize

Available actions include:

- ❑ Pinning, auto-sizing, and resetting the columns using the three horizontal lines.
- ❑ Searching or selecting one or more data elements for the column using the filter icon.
- ❑ Including or excluding columns using the square grid icon.