NDIA Human Systems Conference

Industry Engagement
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“A Woman Owned Small Business”

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Industry Engagement

We Must form and maintain an aligned partnership to acquire capabilities at the speed of commercial innovation to establish a culture of transformation

• Government Partnerships
• Global Partnerships
• Non-Profit Partnerships
• Industry Partnerships – Small / Medium / Large
• Academia Partnerships
Industry Engagement
Methods for Partnerships

- Consortia
- Collaboration
- Industry Days
- NDIA Working Groups
  - Human Systems Division
  - Health Affairs Division
  - Small Business Division
Industry Engagement
Methods for Partnerships
“What’s Working”

Consortiums

• Medical Technology Enterprise Consortium (MTEC)
  - a newly established 501(c)3 corporation that opens new avenues of opportunity for MRMC to partner with small innovative companies, larger companies, universities, foundations, and other entities to develop cutting-edge medical technology solutions in an accelerated timeframe through flexible and innovative business practices

• Consortium leverages Cooperative Agreements (CRADAS) and Other Transactions Agreement (OTA’S)
Industry Engagement
Methods for Partnerships
“What’s Working”

Collaborations

Defense Innovation Market Place

• Centralized online resource to better connect industry with government customers and invigorate innovation
• Industry: Place to learn about DoD investment priorities and capability needs
• Government: Provide new search tools to assess and leverage industry technology projects
• www.DefenseInnovationMarketplace.mil
Industry Day

- GSA and DHA Industry Day – Health IT Schedule 70 January 20, 2016

GSA and DHA Key Leadership Presented

Collaborative initiative to:

• Develop and implement a consolidated sourcing strategy for DHA Health Information Technology Directorate (HITD) products and services in order to deliver quality and timely support in its MHS provider role.

• Support DHS mission, DHA HITD purchases the following categories of products and services:
  - Information Technology and Communications Services (D Services)
  - Professional, Administrative, and Management Services (R Services) supporting Health Information Technology (HIT) and Automatic Data Processing Equipment, Software, Supplies and Support Equipment (Group 70 Products)
Industry Engagement
Methods for Partnerships
What’s New

Health IT Schedule 70

• Streamlines agency operations within innovative healthcare networks and Health Information Exchanges (HIEs)
• Improves sharing, data for analytics and decision making.
• Improves/increases effectiveness of healthcare outcomes, quality of care, and population health
• reduces healthcare costs across the nation.
• technologies available through the health IT SIN versus other SINs offering IT Health non-health IT services
Industry Engagement
Methods for Partnerships
What’s New

Why GSA Developed Schedule 70

• Increased market for Health IT
  • Health IT spending in 2015 -- $31B
  • Projected annual growth of 7.4%
• Increased agency demand for Health IT products and services
• Supporting Federal Health IT Strategic Plan
  • Expand adoption of Health IT products and services
  • Advance interoperable health information solutions
  • Strengthen healthcare delivery systems
Vendor’s suitability for offering health care solutions (products and/or services) through the new Health IT SIN must abide by the following laws and regulations:

- Health Information Technology for Economic and Clinical Health (HITECH) Act;
- The Health Insurance Portability and Accountability Act of 1996 (HIPAA) Privacy Rule;
- The Food and Drug Administration Safety and Innovation Act of 2012 (FDASIA);
- The Affordable Care Act (ACA);
- FDA regulations for medical devices;
- 2015 Edition Health Information Technology (Health IT) Certification Criteria;
- HHS regulations for the meaningful use of electronic health record technology;
- Medicare Access and CHIP Reauthorization Act (MACRA).
Industry Engagement
Methods for Partnerships
“What’s New”

(Refer to the GSA Website and Fed Biz Ops)
GSA SIN Examples on Schedule 70 - Encompasses (IoT))

• Purchase of New Equipment
• Term Software License
• Cloud Computing Services
• Information Technology Services
• Health Information Technology
Industry Engagement
“Get Involved”

• NDIA
  - Human Systems Division
  - Defense Health Affairs Division
  - Human Systems Division
  - Homeland Security Division
  - Small Business Division