



# **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

- Consortiums
- 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](http://www.DefenseInnovationMarketplace.mil)

# Industry Engagement Methods for Partnerships “What’s New”

## *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



# Industry Engagement Methods for Partnerships “What’s New”

*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