GSA Special Interest Group (SIG) Meeting

Military Health System:
The Defense Health Agency in 2018
&
Acquisition in the DHA

Jackie L. Pinkston
Chief of Health IT Contracting Office, J-4 CAE/HCA
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Concept encompasses the global employment of joint operational health services and the idea of interoperable Service capabilities guided by common standards and procedures…The need for integrated medical support that keeps pace…to support Globally Integrated Operations is clear.”

-Chairman, Joint Chiefs of Staff
Organizational Changes – Dec 2017
Organizational Changes – as of 1 Jan 2018

Dr. Barclay Butler (Acting)

Assistant Director Healthcare Administration

Mr. Patrick Flanders

DAD Medical Affairs (J-3)

DAD Financial Operations (J-8)

DAD Information Operations (J-6)

DAD Healthcare Operations (J-3)/(J-10)

DAD Strategy, Planning & Functional Integration (J-5)

DAD Research & Development (J-9)

DAD Administratio n & Management (J-1)

DAD Component Acquisition Exec (J-4)

DAD Education & Training (J-7)

Director DHA

Senior Enlisted Advisor

Special Staff

Assistant Director Management

Assistant Director Combat Support Agency (J-3)

DAD – Deputy Assistant Director
DHA J-4 – Mission & Vision

■ Mission
  □ Provide acquisition leadership in support of the Department of Defense medical mission by:
    • Applying acquisition policy guidance, processes, life cycle oversight and management
    • Providing a qualified workforce to acquire products and services that contribute to a medically ready force and a ready medical force
    • Delivering timely, measurable improvements to medical capabilities at an affordable cost

■ Vision
  □ The Defense Health Agency culture embraces and applies the full range of Acquisition disciplines, resulting in efficient delivery of effective medical products and services.

“Medically Ready Force...Ready Medical Force”
**Strategy Statement:** CO-HIT is a forward leaning office that provides a streamlined and innovative **customer** focused approach with the future in mind for Health IT products and services

**Mission:** Consolidate, Reengineer, and standardize Health Information Technology (HIT) products/services in order to improve cost structure and deliver a single integrated HIT platform in support of an integrated health system

**Vision:** A joint, integrated, premier health IT enterprise acquisition and contracting team working with GSA, NASA, USAMRAA, DISA and SPAWAR to support those who serve in the defense of our country and their families.
What is in an Acquisition Package?

A “Typical” Acquisition Package includes:

- Market Research
- Performance Work Statement (PWS) / Statement of Work (SOW) / Statement of Objectives (SOO) / or E-BOM (Bill of Materials)
- Quality Assurance Surveillance Plan (QASP)
- Independent Government Cost Estimate (IGCE)
- Acquisition Plan/Strategy
- Determination & Findings (D&Fs)/Justification & Approval (J&As)
- Memorandum for the Record (MFR)
- Funding (or email confirming funds are available)

**Key Points of Emphasis:**

- Develop requirements that are understandable and detailed enough for contractors to develop accurate and competitive technical and cost proposals
- Ensure funding is ready for submission with the rest of the Acquisition Package
- Plan ahead, dedicate sufficient staff to promptly begin technical evaluation panels, and complete evaluations in a thorough and timely manner

“Medically Ready Force...Ready Medical Force”
Process for Program Office to Submit Requirements

CAE (J-4) Procurement Contracting Business Flow

Developing a contracting requirements package is the customer’s responsibility...

...executed in partnership with the Acquisition Process Support Division

Customers:
1. Define requirements to support a need within their organization for supplies or services.
2. Use the CAE (J-4) Requisition Development Process to document their need, initiate APSD support, and develop a requirements package that is timely and actionable upon receipt.

Acquisition Process Support Division
2. Ensure compliance with Federal, DoD, and DHA regulatory guidance.
3. Facilitate a smooth handoff of the requirement to the supporting CO according to established business rules.

Workload Business Rules:

CAE (J-4) Procurement’s goal is to ensure as many contracting actions as possible by directing work to our COs.

In house contracting:
1. Saves money by avoiding external fees.
2. Allows DHA access to visibility of total spend by portfolio.
3. Leverages CAE (J-4) expertise in procuring goods and services unique to the Military Health System.

CO-Aurora (CO-A):
- Center of Excellence for Managed Care contracts.
- Supports DHA offices and programs that typically originate from Aurora or Healthcare Operations.

CO-Falls Church (CO-FC):
- Center of Excellence for Professional Services contracts.
- Supports DMHQC offices and programs that typically originate from DMHQC in Falls Church.

CO-National Capital Region (CO-NCR):
- Provides direct support to the NCR Directorate to support Medical Treatment Facility (MTF) operations in the National Capital Region.

CO-San Antonio (CO-SA):
- Center of Excellence for Medical Services contracts and IT Support Services.
- Supports DHA offices and programs that typically originating from Shared Services, the HIT Directorate, and San Antonio-based offices.

Outsourcing of contracting actions occur when an existing contract or relationship can be leveraged to DHA’s benefit or when DHA lacks in-house capacity to award the contract. CAE (J-4) maintains support agreements with USAMMA, SPAWAR, and others to govern the type and timing of work outsourced to these entities.

Customers can maintain visibility of requirements in the action log on the CAE (J-4) Requisition Development Process.
J-4 Customer Portal

Welcome to the CAE (J-4) Customer Portal

Requirements Review & Validation Process (RRVP)

Requisition Development Process (RDP)

Contract Development Process (CDP)

Submit Help Request

Customer Survey

Tools
Once requirements have been uploaded into the customer portal and we have received a complete package (fully defined for follow-on; initial concept will require pre-submission meetings to decide on the best acquisition approach):

- **Contracting Officer assigns to Contract Specialist** within 24 hours during normal workweek
- **Contract Specialist reviews attachments** for sole source or brand name justifications to work on getting tracking number as we are required to document all actions sole sourced or restricted. This is often the case with brand name hardware and software. **HNC/ANC/8(a), SB set asides are also reviewed** by our in-house SB representative via 2579.
- **Once we have held meetings with customer and gained legal, competition advocate and HCA approval** we can then proceed with our acquisition.
- **If it results in a full and open source selection are first considerations include posting to GSA e-buy.** Our first preferred procurement vehicle is the GSA Health IT SIN 132-56 for all IT services. We also look at other vehicles to include OASIS, 8(a) STARS II, SB Alliant, GSA Advantage and IT Schedule 70.
- **We do perform market research in J-4 to confirm where the best competition is available.** We coordinate our market research efforts with the customer to inform them of our approach.
- **We have implemented a first right of refusal for J-6 IT products and services as DHA has historically shopped around for outside agencies to procure their IT requirements.** The goal is to work with agencies that have reduced fees when we have reached capacity and GSA is a primary collaborative partner.
J-4 CAE CO-HIT Workload Management

Workload is managed by Chief and each of the CO-HIT leads – Mr. Joe Preusser (primary for IT services) and Mr. Jon Lind (primary for IT products) via the customer portal

- We hold weekly meetings with J-6 I&O and SDD customers to go over status, pending funding, changes or realigned requirements, review what is outgoing to ensure the first right of refusal is being followed
- Other meetings are held that are service specific and or outside of J-6 to include J-3, J-5 and J-9 IT requirements that we work to align within our DHA J-6 program offices
- Weekly internal meetings are held to review workload and make reassignments based on leave, training or overload
- Headquarter meetings with J-4 are also held weekly to review high visibility procurements
- New requirements for the enterprise are usually meetings I will lead as the Chief with IPT reps from Army, Navy, Air Force and DHA.
- Workload in other Contracting Offices under J-4 are managed similarly and when there is a gray area that a requirement could be IT or professional services (CO-FC), the Chiefs review the PWS or SOW and decide where the requirement should go.
- Most of our requirements consist of IT hardware, Professional and IT services, R&D for Telehealth, WAN/Telecom, Aggregated Data Analytics, Cybersecurity, Cloud services, Asset Management
Doing Business with DHA

Ξ Investigate the GSA Schedule Program: www.gsa.gov/healthIT
Ξ HIT Schedule 70 /SIN questions should be directed to:
  Ξ Marcelo.Olascoaga@gsa.gov, Director of CESDD
  Ξ Eric.Fears@gsa.gov, Health IT SIN Program Lead
  Ξ Roya.Konzman@gsa.gov
  Ξ Skip.Jentsch@gsa.gov
Ξ Check my blog on GSA Interact site within the DHA HIT-DHA/GSA Partnership community https://interact.gsa.gov/
Ξ Provide quality responses to our Requests for Information (RFI)/Sources Sought Notices posted on FedBizOpps
Ξ Monitor FedBizOpps for SB events/engagements, Industry day announcements, and other solicitations *We are working on an external page to post information straight from our DHA webpage – https://health.mil/aha

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DHA J-4 and CO-HIT Points of Contact

Ξ John M. Tenaglia, J-4 DAD CAE/HCA, For inquiries contact Ms. Judy Waters, Executive Assistant, (703) 681-8911, helen.j.waters.ctr@mail.mil

Ξ Ms. Jackie L. Pinkston, Chief, J4 CAE Contracting Operations - HIT, (CO-HIT), Defense Health Agency, (210) 295-7188 or via email at jackie.l.pinkston.civ@mail.mil

Ξ Mr. David T. Guillory, Contracting Officer and Small Business Specialist, Contracting Operations - HIT, (CO-HIT), Defense Health Agency, (210) 221-6688 or via email at david.t.guillory.civ@mail.mil

Ξ Mr. Jon Lind, Team Lead, Health Information Technology Products, DHA Contracting Office - Health Information Technology (CO-HIT), (210) 221-8391 or via email at jonathan.w.lind.civ@mail.mil

Ξ Mr. Joseph A. Preusser, Team Lead, Health Information Technology Services, DHA Contracting Operations, Defense Health Agency (CO-HIT), (210) 221-8681 or via email at joseph.a.preusser.civ@mail.mil

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Our Vision of the Future: 
*Enabled through Acquisition*

**What do we mean by integration of Acquisition?**

- Strategic Sourcing across organizational boundaries
- Sharing agreements enabling patient flow across markets
- Dramatic reduction in duplicate contracts
- Market focused contracts responsive to regional demand signals
- Standardized products and services

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Vision for the Future of Health IT

- Deliver Trusted IT Services – DHA J-4 and J-6 HIT will maintain accountability, communicate effectively and transparently with stakeholders, and increase awareness of HIT value.
- Optimize IT Operations – DHA J-4 and J-6 HIT will standardize IT processes and service offerings, create enterprise solutions, foster broad stakeholder collaboration, and enable joint readiness across the MHS.
- Begin transition to a new organizational structure to align us with the requirements in the FY17 National Defense Authorization Act (NDAA) Section 702, “Reform of Administration of the DHA and Military Medical Treatment Facilities (MTFs).”
- Move to a unified management structure that enables optimization of: support to Combatant Commands, management of business functions, and management of healthcare operations.

“Medically Ready Force...Ready Medical Force”
Thank you for your time

Questions ???

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