

## How to do Business with DHA

- Acquire a Data Universal Number System (DUNS) Number from Dun and Bradstreet. [www.dnb.com](http://www.dnb.com)
- Register in the “SAM System for Award Management database. SAM combines eight federal procurement systems and the catalog of Federal Domestic into one system.  
<https://www.sam.gov/portal/SAM/#1>
- Learn your Federal Supply Classification Code (FSC).  
[http://everyspec.com/FSC\\_CODE/](http://everyspec.com/FSC_CODE/)
- Learn your North American Industry Classification System (NAICS) codes.  
[www.census.gov/econ/census/data](http://www.census.gov/econ/census/data)
- Monitor the Federal Business Opportunities (FBO) website for contracting opportunities.  
[www.fedbizopps.gov](http://www.fedbizopps.gov)
- Know your market niche.
- Tailor your approach.
- Target your market within the Agency and do your homework.

- Prepare a one page Capability Statement and a comprehensive Capability Statement that provides a complete overview of your company.
- Do not discount subcontracting opportunities it can get you in the front door.
- Define your core strength and show your unique value.

GSA IT Schedule 70  
Health IT  
(SIN 132-56)  
Cyber  
(SIN 132-45A)  
(SIN 132-45B)  
(SIN 132-45C)  
(SIN 132-45D)

## For More Information

Visit the Military Health System (MHS) and the DHA Office of Small Business Programs (OSBP) website for a forecast of contracting opportunities, policy updates, resources, news, and outreach events.  
<http://www.health.mil/SmallBusiness>

Contact Us At:  
[dha.smallbusinessforum@mail.mil](mailto:dha.smallbusinessforum@mail.mil)

## Resources

The Small Business Administration (SBA) is a critical resource dedicated to providing support to small business.  
[www.sba.gov](http://www.sba.gov)

Apply to get on a General Services Administration (GSA) Schedule, the preferred procurement method in Federal contracting. [www.gsa.gov](http://www.gsa.gov)

Become familiar with the Federal Acquisition Regulations (FAR) and the Defense Federal Acquisition Regulations Supplement (DFARS) the primary regulations that all federal government agencies follow when they purchase products or services.

FAR  
<http://www.gsa.gov/portal/content/101126>

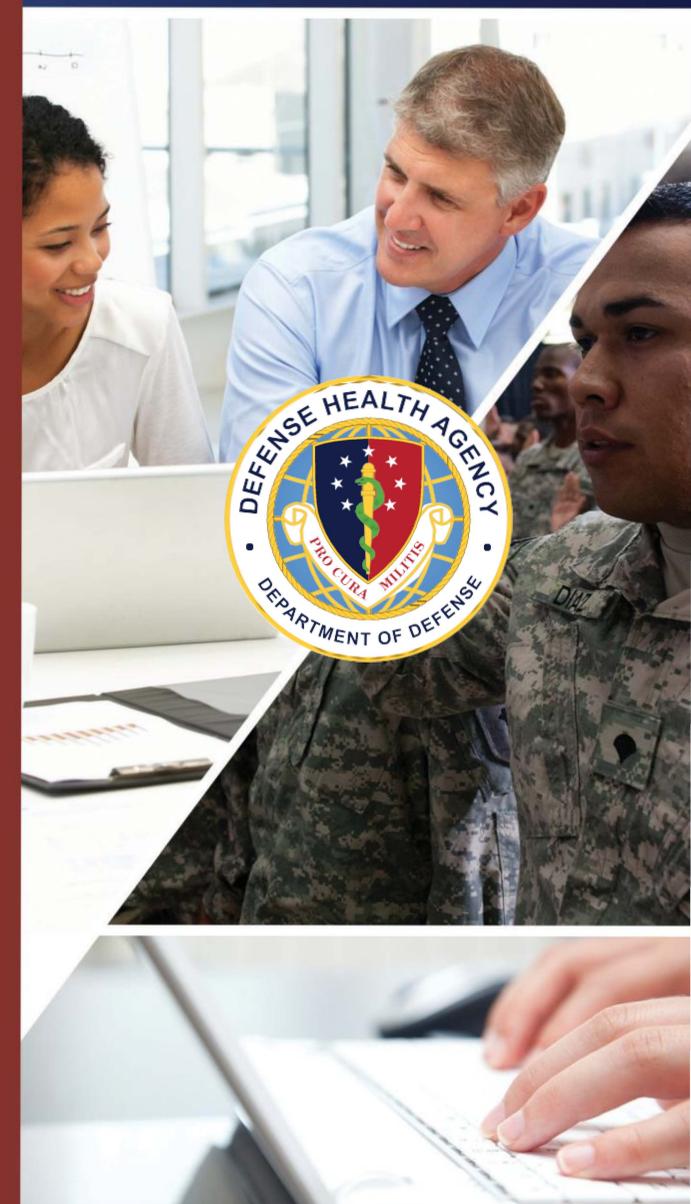
DFARS  
<http://www.acq.osd.mil/dpap/dars/dfarspgi/current/Index.html>

The NASA SEWP (Solutions for Enterprise Wide Procurement) GWAC (Government Wide Acquisition Contract) provides the latest in Information Technology (IT) products for all Federal Agencies.  
[www.sewp.nasa.gov](http://www.sewp.nasa.gov)

Visit the DoD Office of Small Business Programs website to find information on DoD programs that benefit small businesses and DoD business opportunities.  
<http://www.acq.osd.mil/osbp/>

## Defense Health Agency Office of Small Business Programs

Making Small Businesses Our Business



The **Defense Health Agency** (DHA) is a joint, integrated Combat Support Agency that enables the Army, Navy, and Air Force medical services to provide a medically ready force and ready medical force to Combatant Commands in both peacetime and wartime. The DHA supports the delivery of integrated, affordable, and high quality health services to MHS beneficiaries and is responsible for driving greater integration of clinical and business processes across the MHS by:

- Implementing shared services with common measurement of outcomes;
- Enabling rapid adoption of proven practices, helping reduce unwanted variation, and improving the coordination of care across time and treatment venues;
- Exercising management responsibility for joint shared services and the TRICARE Health Plan; and
- Acting as the market manager for the National Capital Region (NCR) enhanced Multi-Service Market, which includes Walter Reed National Military Medical Center (WRNMMC) and Fort Belvoir Community Hospital (FBCH).

Contracting Office (CO)	Falls Church CO-FC	National Capital Region-CO-NCR	San Antonio CO-HIT	San Antonio CO-MQS	Aurora CO-Aurora	Rosslyn CO-DHMS
Office ID	HT0011	HT0014	HT0015	HT0050	HT9402	HT0038
Focus Area	R – Professional Services	Q – Medical services and supplies	Information Technology	Clinical Services	Managed Healthcare	Healthcare Management Systems
FY16 SB Eligible Dollars	\$676M	\$425M	\$281M	New Office	N/A	New Office
FY16 SB Eligible Actions	467	3,675	450	New Office	N/A	New Office

FY2017 Small Business Prime Contracting Goals: Small Business 40%, Small Disadvantaged Business 5%, Veteran-Owned Small Business 3%, Service Disabled Veteran Owned Small Business 3%, Women-Owned Small Business 5%, HUBZone Small Business 3%.

Commonly Used Contracting Vehicles							
GSA 8(A) STARS GWAC	GSA IT70 FSS (SIN 132-56)	GSA Professional Support Services FSS	GSA Alliant GWAC	GSA Alliant II GWAC	GSA OASIS FSS	GSA OASIS SB FSS	NASA SEWP

Top Small Business NAICS FY17			
Dollars	NAICS	# Actions	NAICS
\$210M	541519 (Other Computer Related Services)	360	541519 (Other Computer Related Services)
\$113M	541512 (Computer Systems Design Services)	254	339112 (Surgical and Medical Instrument Manufacturing)
\$82M	339112 (Surgical and Medical Instrument Manufacturing)	187	622110 (General Medical and Surgical Hospitals)
\$77M	541611 (Administrative Management and General Management Consulting Services)	127	541611 (Administrative Management and General Management Consulting Services)
\$34M	561320 (Temporary Help Services)	110	541512 (Computer Systems Design Services)

Goal Group	GOAL FY18 19	FY17 Achievement
Small Business Percentage	49%	56%
Small Disadvantaged Business Percentage	5%	34%
Service Disabled Veteran Owned Small Business Percentage	3%	8%
Veteran Owned Small Business	3%	10%
Women Owned Small Business Percentage	5%	16%
Certified HUBZone Small Business Percentage	2.5%	3%

