



NIH Information Technology Acquisition & Assessment Center

NITAAC News

Vol. 1 | Issue No. 1 | March, 2006

In this issue:

- [Welcome Letter from Diane J. Frasier](#)
- [NITAAC Program Director's Notes](#)
- [NITAAC Exhibits at AFCEA West 2006](#)
- [Diane J. Frasier Tapped for Excellence Panel at NCMA World Congress](#)
- [Name the Newsletter](#)

Welcome



Welcome to the first issue of NITAAC's vendor publication, a newsletter designed to keep the vendor community informed of NITAAC goals, challenges, successes and improvements. This will be a monthly, electronic distribution and will also appear on the NITAAC website, <http://nitaac.nih.gov>.

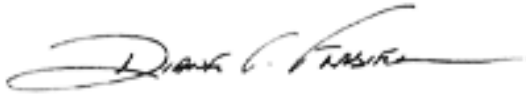
As discussed at the January 17 NITAAC/Vendors' Business Meeting, we are renewing our focus on business development and marketing. We want to be sure that NITAAC contracts continue to be the GWACs of choice for the Federal Government Information Technology (IT) acquisition community. Our contracts are state-of-the art, tried and true, procurement vehicles that serve agencies with speed, innovation and best value. We are proud of the superb products we manage and the excellent reputation that surrounds our services. We want to spread the word that Federal Government agencies can buy IT products and services with confidence from NITAAC.

There are challenges in keeping our outstanding vehicles, products, and services in front of decision-makers. It's not enough in the changing Federal Government marketplace to be the best, most efficient, contract choice. Our customers must have this knowledge, understand how these vehicles work, and know that they can rely on CIO-SP2i, ECS III, and Image World2nd to get the job done. The NITAAC marketing and outreach team will work closely with the vendor community to get this message out to our customers in the most effective manner.

Here at NITAAC we are taking a fresh look at our business development, marketing, and outreach to both customers and vendors. Our partnership with you, together with the quality of your products and services and our combined service to the customer will surely bring increased success in the coming year. This vendor publication is targeted at keeping you updated of our joint progress.

We ask you to view this newsletter as an opportunity to share with your peers new and revitalized efforts that will maintain and expand the use of our contracts. Outstanding programs will be highlighted in the publication. Please let us know about information that will benefit the NITAAC Program.

I look forward to working together with the NITAAC vendor community to make this year the most successful yet for NITAAC's GWACs.



Diane J. Frasier
Acting Associate Director for Administration
National Institutes of Health

[Back to Top](#)

NITAAC Program Director's Notes

Welcome to our first publication devoted exclusively to NITAAC vendor-Government topics. It is our hope that this newsletter will foster an already excellent relationship. I want to personally thank each of you for your input on the NITAAC Program. Innovative ideas and program enhancements increase when our dialogue is open and constructive.

As briefed at the NITAAC/Vendors' Business Meeting on January 17th, our new marketing initiatives are underway. NITAAC contracts are fast, flexible, reliable, and comprehensive Government-Wide Acquisition Contracts (GWACs). This is a message we hope will resound throughout the Federal Government Information Technology (IT) acquisition community. As we introduce the various marketing components, we want our customers to hear from all NITAAC contacts – vendor and Government alike – this message: *NITAAC and its contract vehicles, CIO-SP2i, ECS III and Image World2nd, offer fast, flexible, reliable, and comprehensive service.* The NITAAC Program also provides the customer documentation to meet Federal requirements such the Federal Acquisition Regulation and the President's Management Agenda.



Your help in echoing these attributes is vital. With all the new multiple-award contracts and existing GWACs available, we want to reinforce the program's strengths: *NITAAC's contract vehicles are GWACs of choice because our service is fast, flexible, reliable, and compliant with Federal requirements.*

Customer training on the new ECS III Quoting System began at the AFCEA West conference, January 10-12. As you know, ECS III vendors have already been trained. Your knowledge can translate into another service for our mutual customers. Together we can educate existing and potential customers on the ease of ordering. Discussions about the new system – like any other opportunity to speak with a

customer – offer additional opportunities to reinforce our messages.

Our customers deserve the quality service we offer. The attention to detail offered by NITAAC contracting officers and technical innovations such as enhancements to the Quoting System are part of our mission to assure the Government contracting officer best value. We need your help in emphasizing these differentiators to the acquisition community. Through this partnership we can achieve increased mutual success.

We hope this newsletter forum is useful for you and enhances communication between and among business and Government alike. Together we can expand the use of these already successful acquisition contracts.



Victor E. Powers
NITAAC Program Director

[Back to Top](#)

NITAAC Exhibits at AFCEA West 2006



Acquisition professionals from NITAAC joined thousands of Information Technology (IT) experts at the Armed Forces Communication and Electronics Association (AFCEA) West 2006 conference in San Diego, California January 10-12. This conference was co-sponsored by the Office of the Chief Information Officer, the U.S. Department of Navy and the U.S. Naval Institute. Why did NITAAC choose AFCEA? The group is readily identified as the Federal Government's bridge between Government requirements and industry capabilities in engineering. Attendees represent the top Government, industry, and military professionals in the fields of IT, communications, and intelligence. And it is the preeminent Defense acquisition showcase opportunity

Victor Powers and Greg Holliday work
NITAAC booth at AFCEA West.

for the West Coast.

The Federal Government IT market is expected to grow to \$91.4 billion by 2010, much of that in the

Defense arena. New opportunities abound for NITAAC's Government-Wide Acquisition Contracts (GWACs) to fill those needs. At AFCEA West, NITAAC's Program Director, Victor E. Powers, and CIO-SP2i Senior Contracting Officer, Greg Holliday, had the opportunity to connect with Government buyers to encourage them to explore the flexibility of ordering through CIO-SP2i, ESC III, and IW2nd.

In addition to marketing the three GWACs to potential customers, NITAAC also offered customer training. Acquisition professionals interested in learning about the enhancements to the ECS III Quoting System were trained in the step-by-step instructions on accessing the contract's IT offerings. Those who participated provided positive feedback on the enhancements.

NITAAC's Business Development Director, Linda Martin, has already begun acting on the leads gathered from AFCEA West. We will keep you posted as we learn of new opportunities.

[Back to Top](#)

Diane J. Frasier Tapped for Excellence Panel at NCMA World Congress



Diane J. Frasier, Director, Office of Acquisition Management and Policy and Acting Associate Director for Administration at the National Institutes of Health (NIH), has been chosen as a panelist for the World Congress of the National Contract Management Association (NCMA). She will be featured in a General Session panel on Monday, April 10, 2006 titled *Federal Government Contracting: Achieving High Performance through Leadership*.

Ms. Frasier will be joined on the panel by moderator Deidre Lee, Assistant Commissioner for Integrated Technology Services, Federal Acquisition Service, General Services Administration (GSA), Eleanor Spector, Vice President, Contracts Policy, Lockheed Martin, and John Young, Vice President, Contracts and Pricing, Northrop Grumman.

The NCMA is a membership-based organization led by volunteers from its membership. Its mission is to "enable the workforce to grow professionally, assess individual and organizational competency against professional standards, establish values, develop best practices, and provide access to skilled individuals, enabling enterprises to improve their buyer-seller relationships."

More information about NCMA can be accessed through its website, <http://www.ncmahq.org>.

Information on attending the World Congress, to be held this year in Atlanta, Georgia, can be found at <http://www.ncmahq.org/meetings/WC06/registration.asp>.

[Back to Top](#)

Name the Newsletter

What shall we call the new NITAAC Publication? *NITAAC Gossip* might garner us readers. Newsletter of

NITAAC has nice alliteration. And even *IT Intelligence* has a certain dramatic flair. But none of these names quite fit the bill.

So we're asking you, the readers, to help us name the "*Electronic Vehicle that Distributes Contract Information Vital to NITAAC Vendors*." (That title, by the way, was deemed waaay too long.) Temporarily, the newsletter will be referred to as *NITAAC News*.

The publication will be distributed at the end of each month. We anticipate a new masthead, with an attention-grabbing title worthy of the *Wall Street Journal*. The March issue will carry the selected title.

Call, e-mail, or drop notes via snail mail. Anonymous, teamed, and single suggestions are all welcomed. Please send suggestions to Nancy Greene at greenena@od.nih.gov or call her at 301-806-2628.

For his or her efforts, the winner will receive a jotter and pen with the NITAAC logo. What more could you ask for?

[Back to Top](#)

© NITAAC News | March 2006
Mary Alice Johnson, NITAAC Marketing and Communications
johnsmar@od.nih.gov | 301-435-4479
<http://NITAAC.nih.gov>

