

NITAAC

NIIH Information Technology Acquisition & Assessment Center

NEWS



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A FOCUS ON CONTRACTING EXCELLENCE

One size does not fit all – and neither does one Information Technology (IT) contracting vehicle. Each of NITAAC’s Government-Wide Acquisition Contracts (GWACs) focuses on a different set of our Government customers’ mission-critical needs. NITAAC contract vehicles provide flexible solutions to today’s real world IT challenges. Whether it’s IT equipment and commercial off-the-shelf software provided under our Electronic Commodities Store III (ECS III) contract, or the enterprise solutions offered by the Chief Information Officer – Solutions and Partners 2 *Innovations* (CIO-SP2i) vehicle, or the document management and imaging solutions provided by Image World 2 *New Dimensions* (IW2nd), each of NITAAC’s contract vehicles is a unique provider of Government acquisition excellence. We are proud of NITAAC’s staff who work with our customers to assess their needs and help them acquire their IT products and services in a timely manner. We have chosen to focus the present newsletter on the IW2nd and ECS III contracts and to reserve discussion on CIO-SP2i for future editions.

The growing need for electronic storage and data conversion in the Federal Government gives the IW2nd contract vehicle offerings new relevance. We hope our readers find this overview informative and helpful. Join us in this issue of NITAAC News, as we invite you to meet the team members who provide the outstanding service that makes IW2nd the premiere imaging contract vehicle it is today.



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



NITAAC Director's Notes

VENDOR-GOVERNMENT PARTNERSHIP GIVES NITAAC A SERVICE EDGE

Teamwork is often the hallmark of success. Indeed, great partners rely on each other for their inherent strengths and understand when to take the lead and when to follow. It is the same with NITAAC and our large and growing community of vendor partners.

We rely on our vendor partners to provide the latest products and services while NITAAC itself offers the flexible vehicles that allow agencies to meet mission-critical needs in the most efficient, economical manner possible. It is a partnership that works and one that we feel gives NITAAC a competitive edge.

NITAAC and its vendor partners on the Chief Information Officer – Solutions and Partners 2 *Innovations* (CIO-SP2i), Electronic Commodities Store III (ECS III), and Image World 2 *New Dimensions* (IW2nd) continue to be involved in a number of activities in the Federal IT community, including exhibiting at the "FCW 7th Security Conference and Exhibition", at the Ronald Reagan Building in Washington, D.C., on November 15-16, 2006 and at the National Contract Management Association's "2006 NCMA Government Contract Management Conference" on December 4-5, 2006, in Vienna, Virginia. Visit our Website for future partnering events.

We know that Federal Government customers attend conferences and partnering events to learn – to gain valuable information on the tools and techniques available that can help agencies meet their individual missions. They also need to know how best to access the latest technologies, services, and innovative companies available to them.

The NITAAC team is committed to giving government purchasers the information they need to get their jobs done. It is through avenues, such as this newsletter, training sessions, vendor business meetings, the Industry Advisory Council, and other information sharing sessions, that we hope to provide that kind of useful, actionable information.

If you are a customer or one that has not used our service, we hope to see you at the events our team will participate in and introduce you to the quality vendors whose technology is available to you through the NITAAC vehicles. As always, we look forward to working with you to provide best value solutions for our Government customers around the world.



A handwritten signature in dark ink that reads "Victor E. Powers".

Victor E. Powers
NITAAC Program Director

NITAAC's ECS III CONTRACT ENHANCES WEB-BASED REQUEST FOR QUOTE SYSTEM

The Electronic Commodities Store III (ECS III) contract is more user-friendly than ever! The updates continue the NITAAC tradition of listening to customers, vendors and evolving best practices. The enhanced ECS III Quoting System helps each customer balance accountability needs and federal oversight requirements with innovative contracting methods for efficiency and effectiveness.



Listening to feedback from customers and vendors has been a hallmark of NITAAC's philosophy. We invite you to experience this enhanced system that will make information technology acquisition faster, easier, and complete. See page 8 for more information on the benefits of the ECS III System.

As always, sliding scale fee discounts are available. There are also special fee discounts for using the excellent small business vendors, and orders supporting Homeland Security, National Security, and Health IT initiatives.

Take a fresh look at the ECS III. Visit <http://nitaac.nih.gov>, and see the added value.

IAC SUPPORTS THE NITAAC PROGRAM

The NITAAC Industry Advisory Council (IAC) is a partnership between NIH and its 134 Prime Vendors representing the ECS III, IW2nd and CIO-SP2i contract vehicles. The primary function of the Council is to serve as a communication and information exchange on issues related to the overall improvement and performance of the Government-Wide Acquisition Contracts (GWACs). The Council participates in promoting the GWACs through outreach and educational programs, and by recommending new mechanisms as needs and opportunities arise.



The IAC has established three subcommittees to further support the NITAAC Program. The subcommittees are: Program, Marketing, and Government Affairs. The Program subcommittee was established to analyze, develop and field ideas, and create initiatives to maximize programs and processes. The Marketing subcommittee's function is to promote the use of NITAAC contract vehicles to Government end users and the vendor community. The Government Affairs subcommittee is chartered to provide objective information and options to help NITAAC maintain currency with changing Government and industry requirements that impact the procurement environment.

If contractors or vendors wish to join one of the IAC subcommittees, please send your request to Rusty Wall, IAC co-chair, at rwall@csc.com.

The IAC is co-chaired by Diane J. Frasier, Acting Associate Director for Administration, NIH and Rusty Wall, Program Manager, GWAC Program Office, Computer Sciences Corporation.

A-TEK: SMALL BUSINESS BIG SUCCESS

Focus on an Image World 2 *New Dimensions* Quality Vendor



A-TEK was founded in 1996, guided by the vision of a single company that could offer the products and services needed to build a fully functional Information Technology (IT) operation from the ground up. Ten years later, A-TEK has realized its vision. Over 30 Government agency customers have been delighted with A-TEK's ability to deliver on its commitments and provide state-of-the art IT equipment and services, technical expertise, and fully functional IT systems built on-time or ahead of schedule.

Deborah Rieger, founder and President of A-TEK, is the first one to admit her company could not do it alone. The 40 partners who form the core of her professional business team enable A-TEK to provide a technical depth and breadth of equipment and services that is quite impressive. A-TEK uses a mature corporate infrastructure to coordinate these goods and services with the seamless, transparent approach needed and desired by Government agency customers. This leaves the customer with the ability to focus on its mission-critical technical IT needs and results, rather than assuring vendor coordination. A-TEK provides solutions for both NITAAC's Image World 2 *New Dimensions* and Chief Information Officer – Solutions and Partners 2 *Innovations*.

A-TEK is a small, minority, woman-owned company, granted 8(a) certification by the U.S. Small Business Administration through 2009. It provides IT professional services and business solutions, along with turnkey hardware, software and equipment, to Government agencies and private businesses. Visit them at www.a-tek.net and learn more about the small business with big results.

Information Technology Contract Offerings

- Acquisition Management & Support
- System Analysis & Engineering
- Program/Project Management
- Training
- Business Process Analysis & Development
- Systems Integration
- Systems Migration & Support
- Help Desk Creation, Development & Operations Support
- Hardware & Software Support
- IV&V/Quality Control
- Information Assurance
- Infrastructure Management Systems

NITAAC IN THE COMMUNITY

- For an in-depth look at NITAAC's ECS III vehicle and an interview with NITAAC Program Director, Victor E. Powers, visit the May 8, 2006 issue of *Government Computer News' Technology Acquisition Guide*, http://www.gcn.com/print/25_11/40666-1.html.
- NITAAC vehicles and our vendor partners also were featured in *Federal Computer Week's GWAC Buyers' Guide*, issued May 15, 2006 and *DoD and Security Buyers' Guide*, issued June 19, 2006.
- NITAAC was front and center at E-GOV's 3rd Annual itsGov "Technology Buying at Year-End" Showcase, an annual trade show targeting end-of-year purchasing. NITAAC vendors exhibited "Under NITAAC's Big Top," which highlighted the depth of the contracts and various vendors.
- NITAAC Program Director Victor E. Powers participated in itsGov as an expert on the panel focusing on GWACs: Choices, Options and Benefits.
- Mr. Powers presented the Federal acquisition community with Five Key Tips for a Successful Acquisition. The tips may also be found on the NITAAC Website, <http://nitaac.nih.gov> under the "News" link.

MEET THE NITAAC IW2nd CONTRACTING TEAM

Customer satisfaction is job one for **Donald Wilson** and his team of professionals working the Image World 2 *New Dimensions* (IW2nd) contract. Wilson, an eight-year veteran of the NITAAC Program and now Senior Contracting Officer for NITAAC's IW2nd contract, has put a premium on customer service and takes pride in the services his team provides.

“We believe strongly in delivering best value for all of our customers and for the government as a whole,” said Wilson. “Agencies look to us to provide leading-edge document management and imaging products and services at the best prices available. That is our job and we take pride in delivering on that promise each and every day.”

Awarded in 2000, IW2nd is the premiere vehicle for document management and imaging-related IT projects and services available to Government agencies.

Wilson, a graduate of the University of Maryland College Park, has been an NIH employee for 19 years, the last 17 of which have been spent in the procurement field. He sits on the Industry Advisory Council (IAC), a vendor group that supports and promotes partnerships between the NIH and its prime vendors. He also is a member of the Acquisition Management Committee (AMC) which helps standardize NIH acquisitions.

Despite his in-depth knowledge and experience, Wilson is the first to admit that he cannot do it alone. He is joined by **Joycelyn Bacchus**, Contracting Officer, and **Carolyn Mundy**, Contract Staff Support, on the IW2nd team.

Bacchus brings 24 years of Government experience, with 20 years of it at NIH. She joined the NITAAC team five years ago. Her ability to help customers receive best value products and services by working with the quality vendors on the IW2nd contract contributes to the excellent reputation of the vehicle. Her B.S. in Business Administration from the University of Maryland University College, and participation in professional organizations such as the National Contracts Management Association also bring value to the IW2nd Team.

Carolyn Mundy provides the necessary team support to ensure that acquisitions are timely, correct, and complete. She has worked in procurement for over sixteen years, and has been supporting NITAAC's customers since 2000. Carolyn earned a Bachelors degree from the University of the District of Columbia in Social Welfare, where she completed significant business hours, as well.

The IW2nd contracting team has processed more than 510 task and delivery orders totaling over \$91 million since inception. Some examples of awards executed using the IW2nd contracting vehicle are: (1) the paper to digital file conversion contract performed by Universal Hi-Tech Development Corporation and, (2) the contract awarded to Columbia Services Group, Inc., to provide NIH telecommunications invoice processing and data management services.

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IW2nd TARGETS GROWING NEED FOR DOCUMENT CONVERSION, ELECTRONIC STORAGE



From its home in the U.S. Department of Health and Human Services to agencies as different and far-flung as the U.S. Agency for International Development and the U.S. General Services Administration, Image World 2 *New Dimensions* (IW2nd) is providing the latest tools and techniques available for document management and imaging needs across Government.

Requirements for document management and electronic storage continue to grow in the Federal Government, as does the need for agencies to securely access, share and evaluate data. While some of the requirements are driven by the day-to-day administrative tasks of an agency, much of the demand is coming from the scientific and research community. New world priorities, such as the pandemic flu, are expected to further drive the need for products and services that allow Federal Government agencies to better manage and use data.

IW2nd was specifically developed to meet these emerging IT needs. The contract offers customers a range of hardware, software and services, including digital cameras, video conferencing and medical imaging equipment, workflow systems, database management software, and Geographic Information Systems (GIS) technology.

The IW2nd contract boasts 24 prime vendors and 200 subcontractors offering proven solutions to today's document management and imaging challenges.

Debbie Rieger, President of A-TEK, Inc. sums up a vendor's satisfied perspective. "This contract has been extremely competitive, offering a much faster process for contractors to add new items, even on an "as needed basis to accommodate the customer's needs in a timely way." Speaking as a small business, she adds, "this contract is very small business friendly, offering clients sliding scale fee discounts for ordering from small businesses and offering small businesses the advantages of competition restricted to just the pre-qualified IW2nd primes."

For more information on IW2nd, please visit our website at <http://nitaac.nih.gov>.

IW2nd at a Glance

Award time

Task orders: 7-15 days
can be expedited at
customer request

Delivery orders: 1-3 work days

Contract ceiling: \$15B

Contract duration: 10 years

Date awarded: 12/21/2000

Expiration date: 12/20/2010

Total contract sales to date: \$91.4 million

Image World 2 *New Dimensions* KEY FEATURES:

- Offers the stability of a 10-year IDIQ contract
- Allows the customer to maintain control of process and selection
- Awards cannot be protested
- Offers products and services from 24 pre-qualified, excellent large and small vendors
- Supports strategic sourcing initiatives by allowing customers to negotiate reduced fees to leverage volume buying

THE ELECTRONIC COMMODITIES STORE III "SHOPPING AT ITS BEST"



The Electronic Commodities Store (ECS III) program is "shopping at its best" for NIH and other Federal Government agencies seeking fast, flexible and efficient procurement of Commercial-Off-The-Shelf (COTS) IT equipment. ECS III is the component of the NITAAC Government Wide Acquisition Contract (GWAC) that provides a means to execute a "Request for Quote" using your desktop computer. This expedited ordering process can usually be executed in one to three work days. ECS III is a 10 year contract that began on November 27, 2002, and runs through November 26, 2012. The ECS III team recently made several updates to the ECS III system. See page 8 for an overview of the benefits of the system.

There are 65 prime contractors included on the contract. The contractors have been prescreened and each of them maintains an electronic commodities store catalog via the internet. The catalogs provide contractors with an opportunity to showcase their products and prices and provide customers with a means to compare prices, delivery terms and warranty provisions across the entire contractor spectrum.

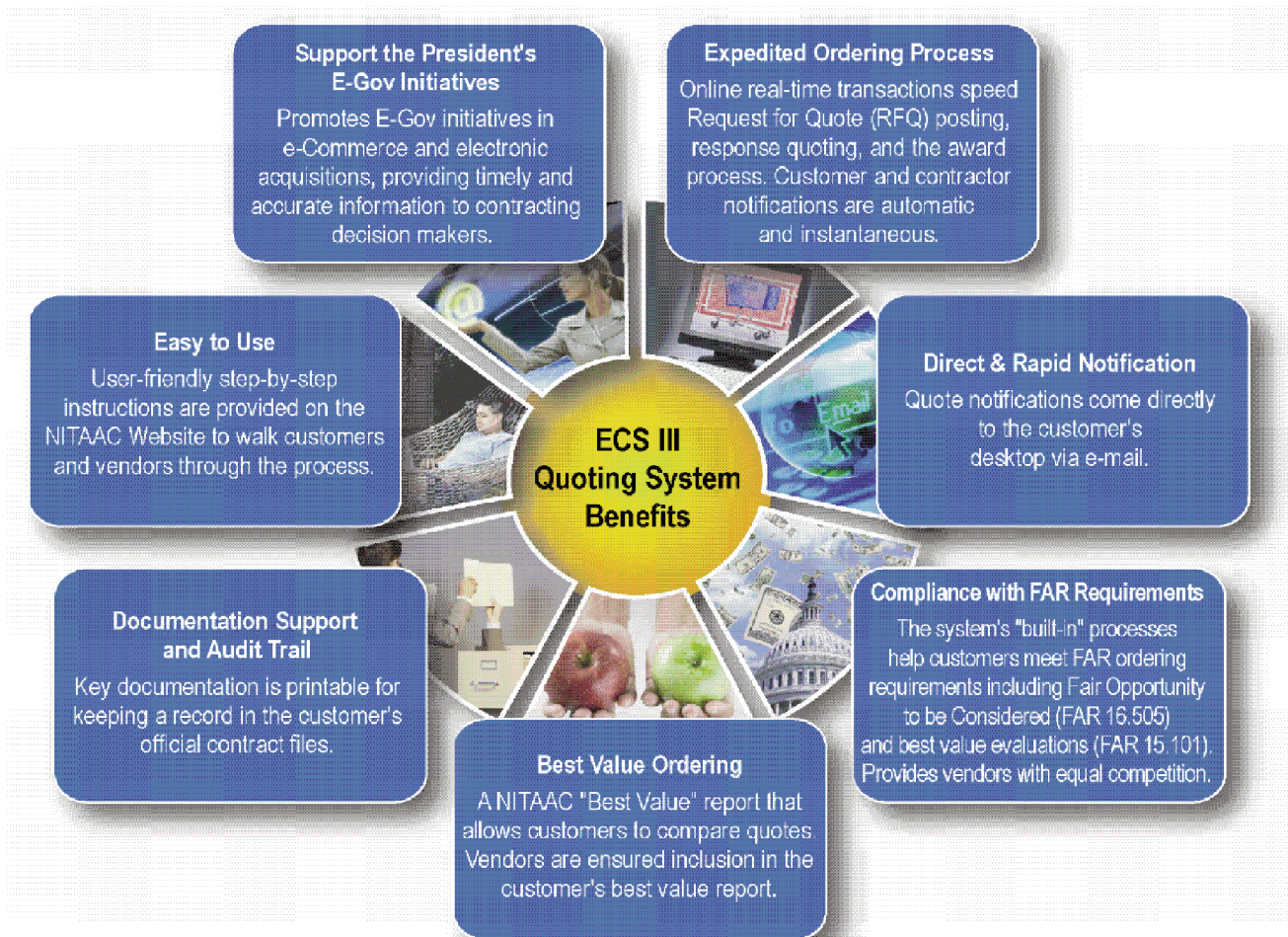
The ECS III contracts are structured as Indefinite Delivery/Indefinite Quantity (IDIQ) contracts utilizing Fixed Price (FP) delivery orders. There is no lengthy proposal process, and customer service support on how to use ECS III is available by calling 1-888-773-6574. In addition to the customer service support, NITAAC offers step-by-step instructions and will be launching an online training program on the NITAAC Web site at <http://nitaac.nih.gov>.



BENEFITS OF THE ELECTRONIC COMMODITIES STORE III (ECS III) QUOTING SYSTEM

The ECS III Quoting System is an on-line tool designed to simplify the ordering of information technology commodities. It is user-friendly, provides easy access, and allows you to place orders quickly while easily meeting your Federal Acquisition Regulation (FAR) documentation requirements.

The ECS III Team invites you to use the system for your next IT product order. You will enjoy the Quoting System's ease of use and "built-in" streamlined processes that are Government compliant – among the other benefits shown below.



More questions? Check out our Frequently Asked Questions at <http://nitaac.nih.gov/ECS3FAQ.asp>.

Please take the time to become acquainted with the ECS III Quoting System and let us know of any ideas you might have for additional enhancements. Comments on how to improve the system can be sent to the ECS III mailbox at ecsiii@od.nih.gov.

We look forward to hearing from you.