

Introduction to 2012 Industry Innovation Competition

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Who We Are

What We Do

How We Do It



Who We Are

- A VA-wide structured process for bringing new solutions from new sectors into the Department of Veterans Affairs
 - Identify, test, evaluate

 - VAI2 launched as part of Secretary Shinseki's transformation initiative
 - Set aside funding within OIT, VBA, and VHA
 - Based on best practices used elsewhere in industry
 - Sourced from VA employees, academia, and the private sector

 - Focus is on improving access, increasing quality, driving down cost, and driving up satisfaction throughout the Department.
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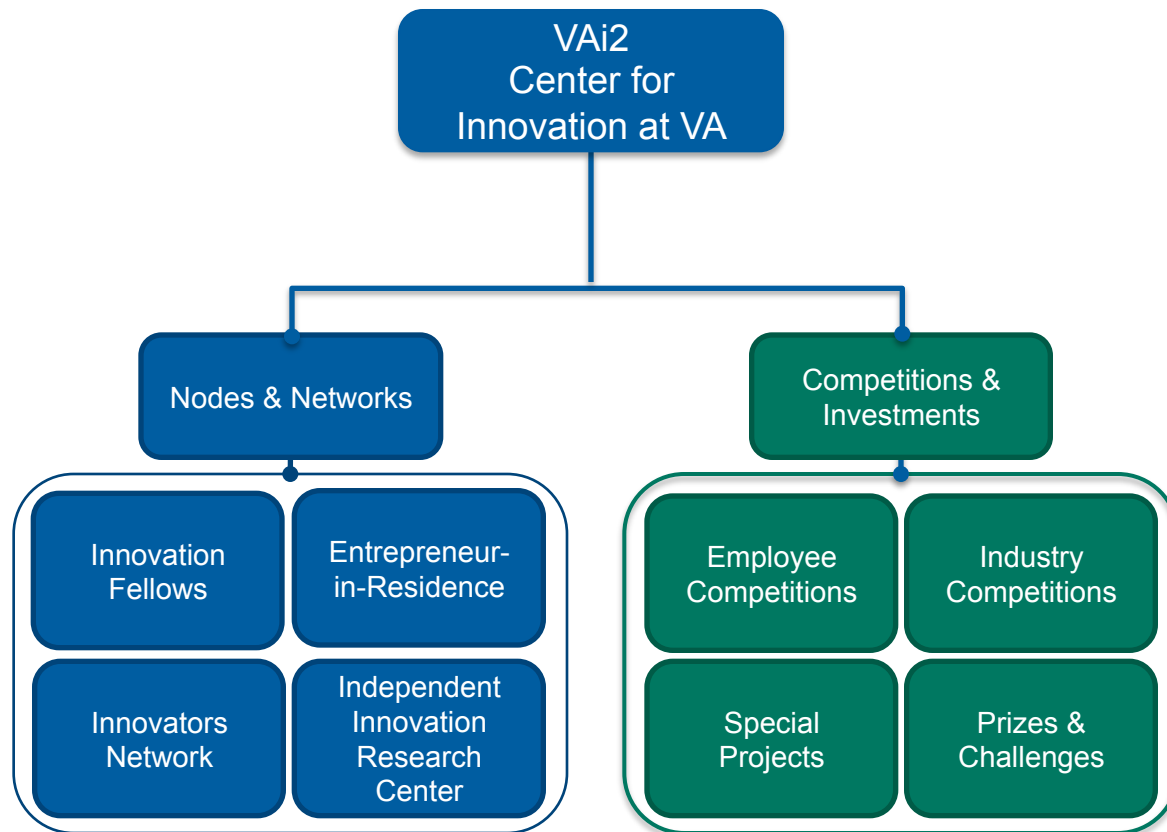
Who We Are (continued)

- We believe that innovators remain largely unaware of the potential they have to change the lives of Veterans for the better.
- We believe that innovation communities across America remain untapped by the Federal sector.
- We believe that Veterans deserve the very best that we as a Nation can provide in terms of quality, access, cost, and customer satisfaction.





What We Do





What We Do (continued)

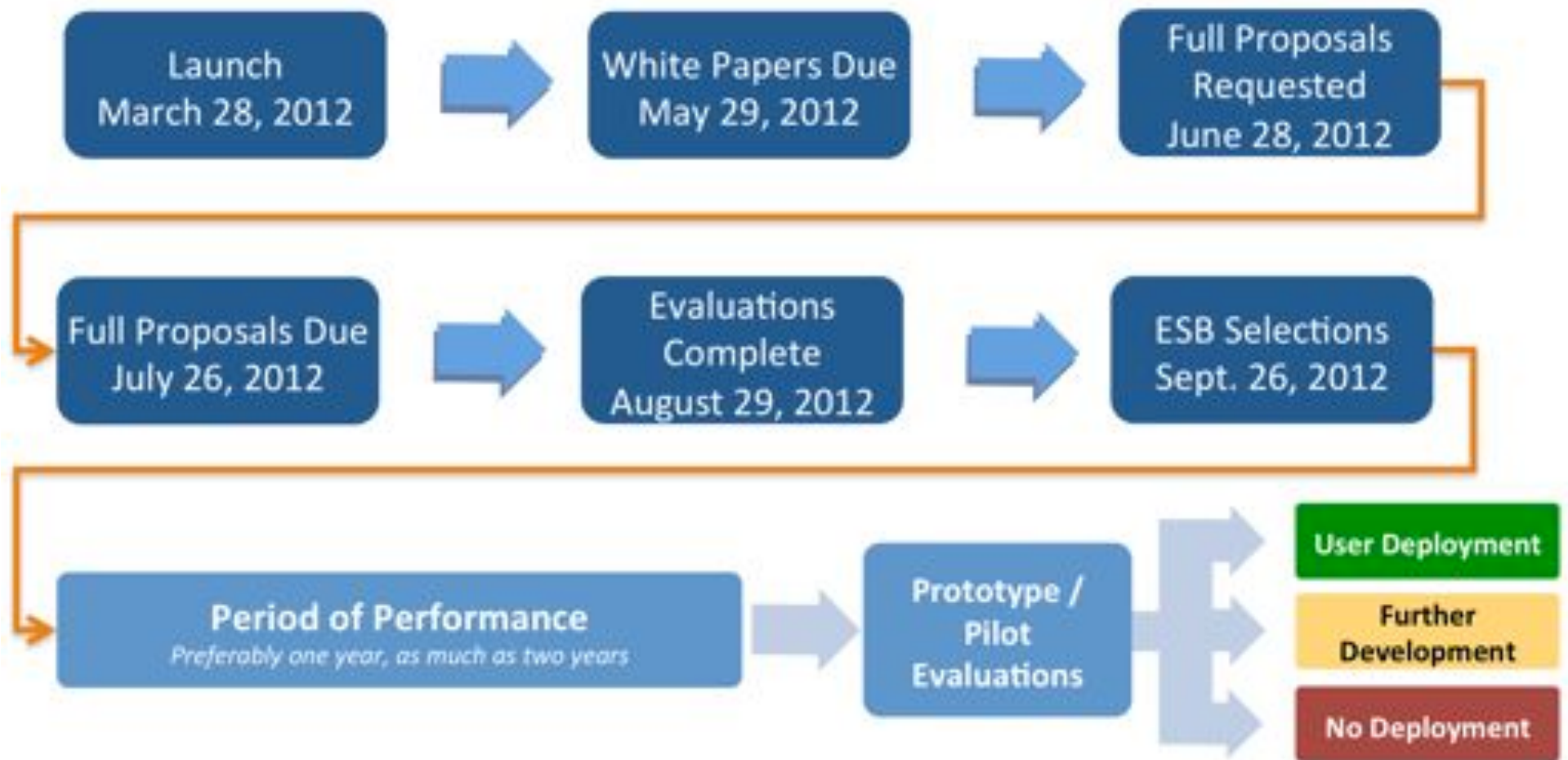
- 23 months
- 102.5M dollars
- 8 competitions
- 100+ collaborators in the field
- 600 industry participants
- 20,000 ideas

- 135 innovations funded





How We Do It





Where to Find Us



WWW.VA.GOV/VAI2



[FACEBOOK.COM/
VAINNOVATION](https://FACEBOOK.COM/VAINNOVATION)



[@VAINNOVATION](https://twitter.com/VAINNOVATION)



VAi2 Broad Agency Announcement Overview

- BAA Process
- General Information
- Concept Paper Instructions
- Evaluation Criteria
- Notification Process

Carol Newcomb
Contracting Officer,
VA Technology Acquisition Center (TAC)

04.10.12



Broad Agency Announcement (BAA) Process

- Issued under FAR 35.016 and 6.102(d)(2)(i)
- Full and open competition and fully compliant with PL 98-369, entitled “The Competition in Contracting Act of 1984.”
- Not a Grant; selected proposals may result in the award of a contract
- Does not commit the Government to make an award or pay concept paper or proposal preparation costs



General Information

- Two stages:
 - ✓ Concept paper submission
 - ✓ Invitation-only full proposal stage
- Concept papers are due May 29, 2012, no later than 12:00PM EDT.
- Following a technical review selected Offerors will be invited to submit full proposals.
- Caution: An invitation to submit a full proposal does *NOT* guarantee a contract award.



General Information (continued)

- Seeking solutions that can be implemented in 12-24 months:
 - ✓ Development: New/untested ideas or novel customization of existing technologies
 - ✓ Field Test: Small-scale deployment of products/solutions new to the VA operating environment



General Information (continued)

- Preference for Firm-Fixed Price contracts
- Offerors must be registered in the Central Contractor Registry (CCR)
- All concept papers/proposals must be submitted electronically to VA's Virtual Office of Acquisition at:
- <https://www.voa.va.gov/default.aspx?PagelD=-2>.



Differences Between a Competitive RFP and a BAA

- The primary purpose of a BAA is to advance the state of the art in a particular area of interest
- There is no common SOW/PWS (requirement); each offeror proposes its own unique technical solution under a specific topic
- BAA proposals are for unique solutions and are not evaluated against each other
- Scientific/technical review process; technical competition in the “marketplace of ideas”



Concept Paper Preparation Instructions

- Concept paper shall succinctly describe the innovation in eight (8) pages or less.
 - ✓ Technical review of this paper will determine VA's interest in receiving a full proposal
 - ✓ Must submit a concept paper to be invited to submit full proposal.
- In addition, Offerors must submit a Single Page Summary Slide
- Only Offerors who are invited may submit full proposals



Evaluation Criteria

- Concept papers and proposals will be evaluated on their own merit; not compared against each other
 - The following criteria will be used to evaluate all concept papers and proposals:
 - ✓ The potential impact, benefits, and contributions of the solution to the VA mission areas of interest
 - ✓ The quality of the proposed solution design
 - ✓ The quality of the proposed implementation plan
 - ✓ The scalability of the proposed solution
 - ✓ The Offeror's capabilities, related expertise/experience, facilities, techniques, or unique combinations of these that are integral factors for the achievement of proposal objectives
 - ✓ The cost-effectiveness of the solution in proportion to its potential impact/benefits.
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Notification Process

- Offerors whose concept papers lack technical merit or relevance to the areas of interest enumerated in this BAA, and/or whose content is not favorably assessed on the criteria above, and/or whose concept papers may fall in areas wherein funds are not expected to be available, will not be invited to submit a full proposal.
- Upon completion of the concept paper evaluation, Offerors will be notified that:
 - ✓ The concept paper has not been selected; brief explanation
 - ✓ Invitation to submit a full proposal



Questions?

- All questions with their answers from this webinar will be posted on both FedBizOpps (www.fbo.gov) and the VAI2 website (www.va.gov/vai2)
- All questions regarding this BAA shall be submitted to the Contracting Officer, Carol Newcomb, at carol.newcomb@va.gov and all questions with their answers will be made available publically.

