

NIH RESEARCH CONTRACTS

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NIH Research Contracts

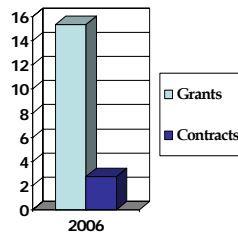
What are they?

How do you find out about them?

How are successful offerors selected?

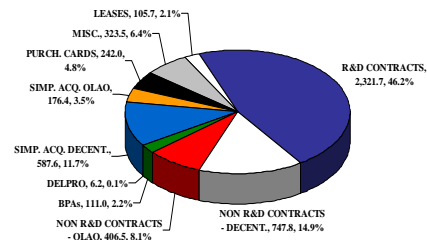
Should you try to get a contract?

Grants & R&D Contracts at the NIH



Estimated obligations in billions of dollars in 2006

NIH FY 2004 ACQUISITIONS \$5,028.4 M BY TYPE OF ACQUISITION



Shows Dollars in Millions and percentages of total dollars. Includes all acquisition FY 2004 funds obligated by NIH organizations.

CHART 2

Contracts: What Are They?

- The Federal Acquisition Regulation (FAR) defines contracts as mutually binding legal relationships obligating the seller to furnish supplies or services and the buyer to pay for them
- Contracts are subject to protests, claims, and termination for default or convenience

Contracts: What Are They?

- Not a grant or a cooperative agreement.
- Used when the primary purpose is to acquire goods or services for the direct use or benefit of the Government.
- Usually result from an offer made by a bidder or offeror and acceptance of that offer. Can be competitive or sole source.
- Government-initiated Statement of Work.
- Greater Government control/direction of project.

What Else?

- Contracting Processes
 1. Sealed bidding – involves competitive bids, public opening of bids, and award
 2. Contracting by negotiation
 - Most R&D projects will be negotiated
- Types of Contracts
 1. Fixed-price- agreement to deliver services at the time specified for a price that cannot be changed
 2. Cost-reimbursement- used when uncertainties exist such that cost of performance cannot be estimated with sufficient reasonableness to use a fixed-price contract
 - Most R&D projects are cost-reimbursement

Similarities to Grants

- Peer review of concepts and proposals including use of Scientific Review Administrators
- Team Approach to Contract Management
 - Contracting Officer/Contract Specialist and Project Officer
- Required compliance with regulations and policies, such as animal welfare, human subject protection, fiscal management and administrative compliance
- Submission of invoices and technical progress reports

Differences between Contracts and Grants

- Federal Acquisition Regulation, Health and Human Services Acquisition Regulation, NIH acquisition policies
- Proposals are evaluated against technical evaluation criteria created for that project
- Will likely involve negotiations and opportunity to submit revised proposals after negotiations are concluded
- Subject to public policy initiatives and social and economic programs

How Do I Find Out About Contracts?

- Plans to award contracts and notice of awarded contracts exceeding \$25,000 are published in the Federal Business Opportunities - <http://www.fedbizopps.gov>.
- NIH RFPs <http://oamp.od.nih.gov/>
- NIH Guide for Grants and Contracts <http://grants.nih.gov/grants/guide/>
- Electronic Guide to NIH Acquisition <http://acq-map.oamp.od.nih.gov>





Modified Information from RFP Web Site

- [RFP-NIH-NIAID-DAIDS-04-04](#), Microbicide Design and Development Teams
- Issue Date: 03-19-2004
- Proposal Due Date: 08-13-2004
- Contact Person: Donald E. Collie
dcollie@niaid.nih.gov
301/496-0992
- If you plan to submit an offer, please notify the contact person listed in the RFP to ensure that you receive any additional information. Proposal submission forms are listed in each RFP, and are available electronically from the [CMP Forms and Attachments page](#), or from the [NIH RFP Directory](#).

Sample Technical Evaluation

Criteria

1. Technical Approach - 40 Points

Suitability and feasibility; methods and procedures

2. Scientific Rationale - 20 Points

Soundness of the scientific rationale of the proposed concept;

rationale of the likelihood of obtaining goal

3. Qualifications and Availability of Proposed

Scientific and Management Staff - 20 Points

Leadership and Management Structure; Scientific and Technical Staff; Subcontractors

4. Facilities and Resources - 20 Points

Documented availability and adequacy of facilities, equipment, and resources

Should You Try to Get an NIH Contract?

- Keep in mind that in FY2006 the NIH expects to award in excess of \$2.7 billion in research contracts
- Preparing a proposal requires individual and institutional resources
- You must realistically assess your chances of winning a contract

- Look at a request for proposals that you think you might be interested in. It contains all the information needed to prepare a proposal.
- Will you be able to convince peer reviewers that you have a good approach, that you understand the problem?
- How would your personnel, especially your key personnel, do in an evaluation?
- How would your facilities score?
- If you are not successful, request a debriefing to find out why you were not selected for award and to get information that will help you compete better in the future.

Additional Information

- The NIH Contracts Page
<http://ocm.od.nih.gov/contracts/contract.htm> contains a link to "A Guide to the NIH Acquisition Process" and other information.
- Valuable information is also available through the Office of Extramural Research Web site
<http://grants1.nih.gov/grants/index.cfm>

- Hopefully you will have gained some insight into NIH contracts, including some insight into what contracts are and what you might consider when deciding whether you want to try to get one.

Questions?

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