

# **NIH RESEARCH CONTRACTS**

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# **NIH Research Contracts**

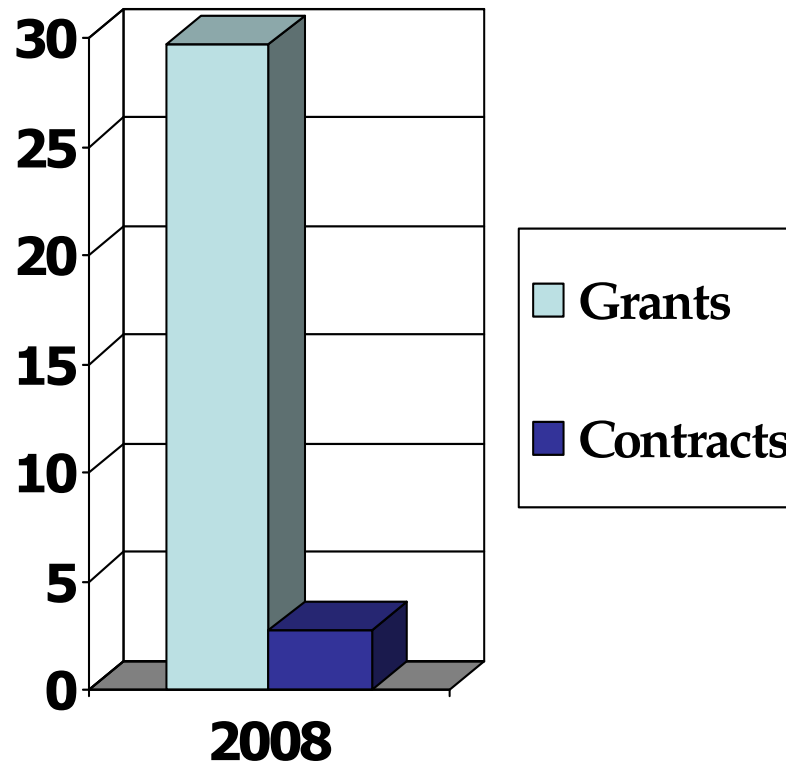
What are they?

How do you find out about them?

How are successful offerors selected?

Should you try to get a contract?

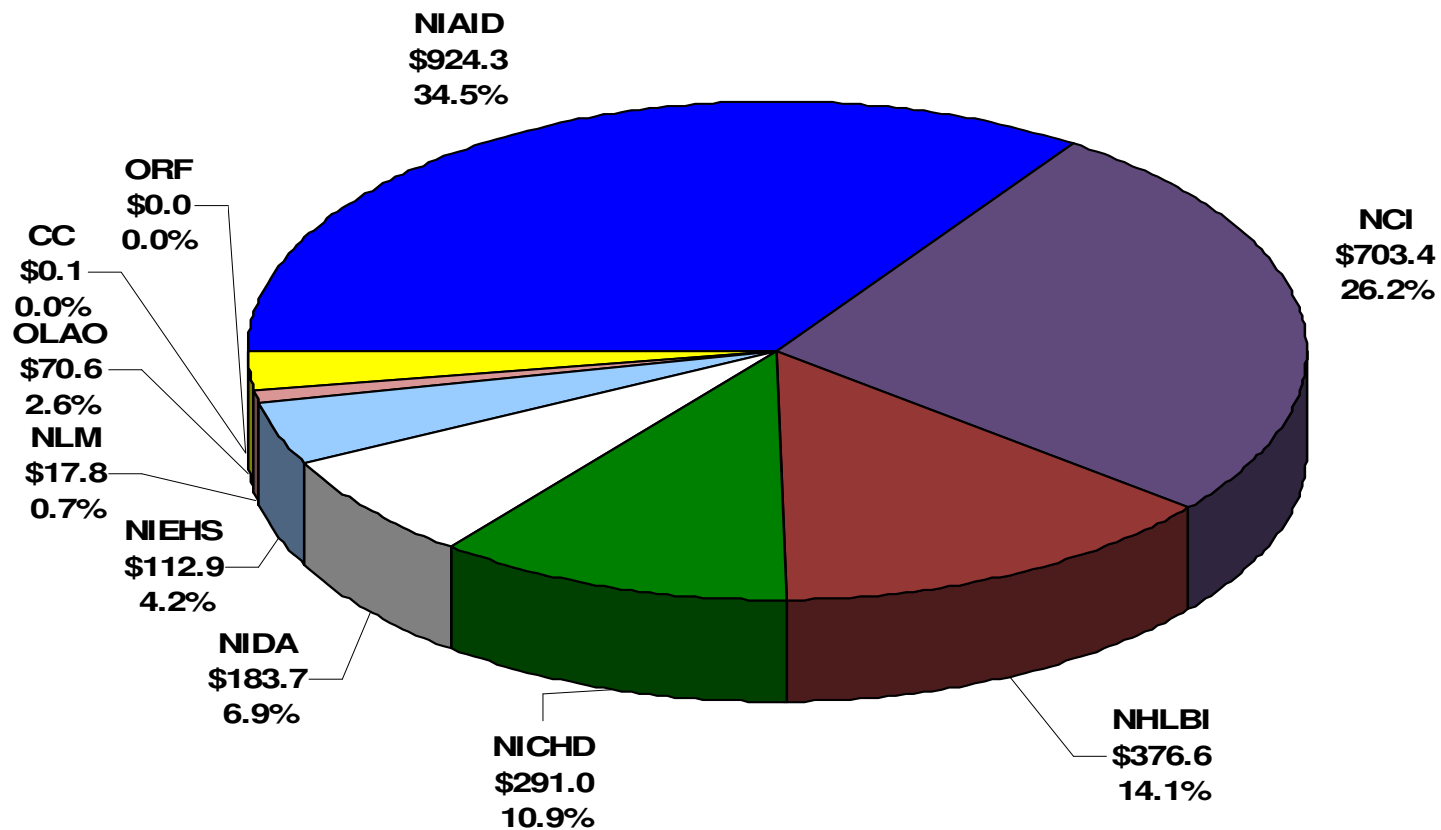
# Research Project Grants & R&D Contracts at the NIH



Obligations in  
billions of  
dollars in  
2008

# NIH FY 2008 ACQUISITIONS

R&D Obligations / R&D Contracts: **\$2,680.4 M**



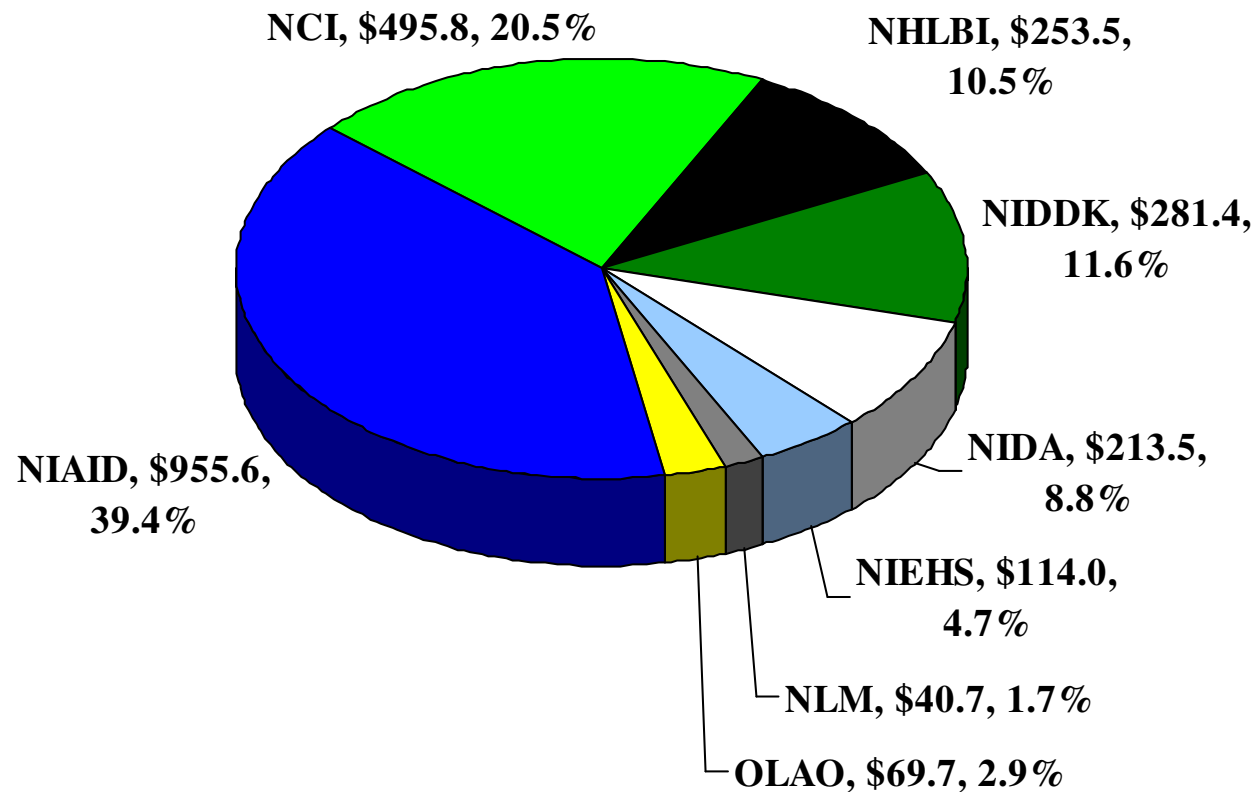
Shows Dollars in Millions and percentages of total dollars. Includes all R&D contract FY 2008 funds obligated by NIH organizations.

**CHART 3** (3/10/2009)

# NIH FY 2007 ACQUISITIONS

## \$2,424.2 M

### R&D CONTRACTS



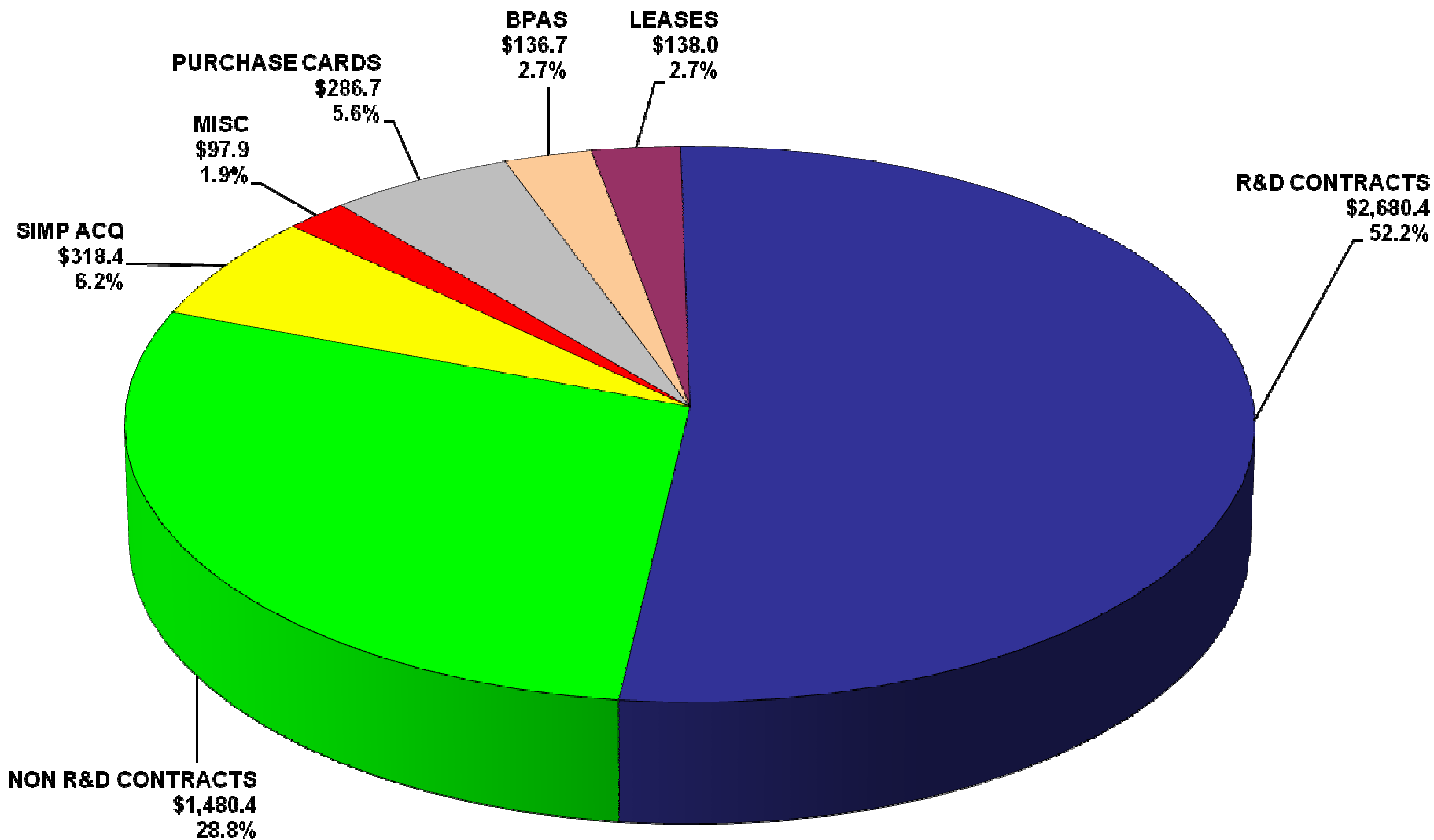
**CHART 3**

2/13/2008

Shows Dollars in Millions and percentages of total dollars. Includes all R&D contract FY 2007 funds obligated by NIH organizations.

# NIH FY 2008 ACQUISITIONS

Total Obligations: **\$5,274.2 M**

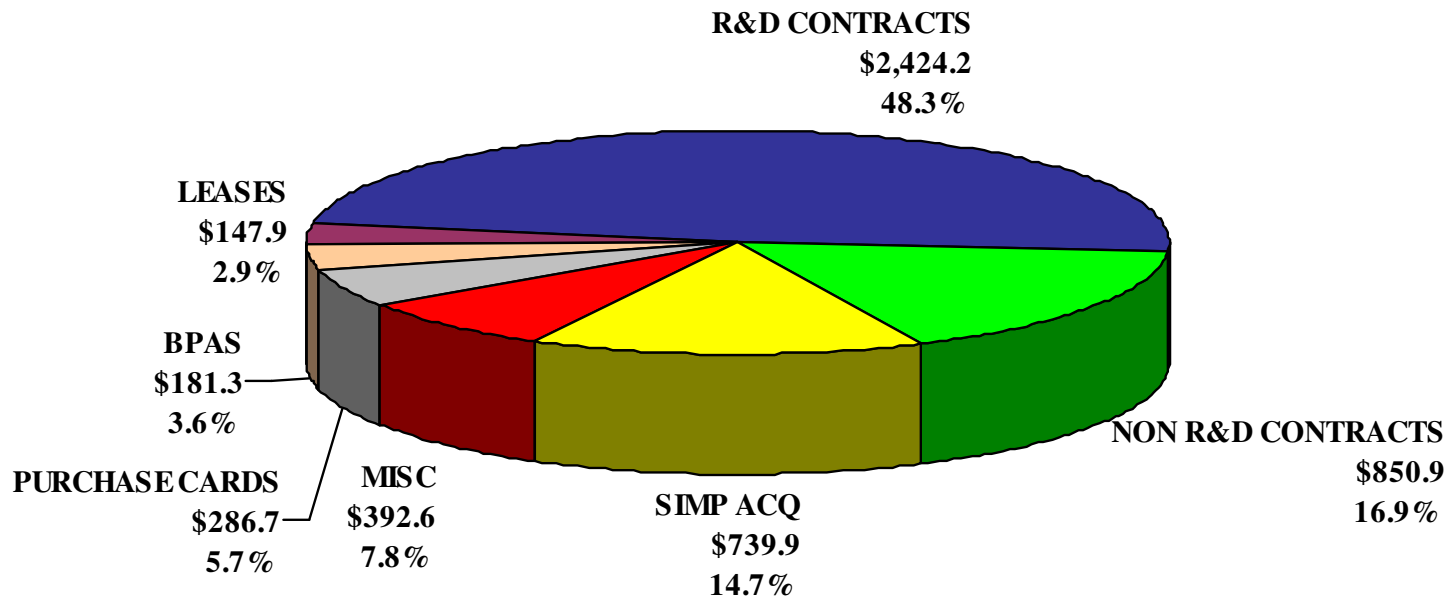


Shows Dollars in Millions and percentages of total dollars. Includes all acquisition FY 2008 funds obligated by NIH organizations.

CHART 1 (3/10/2009)

# NIH FY 2007 ACQUISITIONS

## \$5,027.2 M



**CHART 1**

Shows Dollars in Millions and percentages of total dollars. Includes all acquisition FY 2007 funds obligated by NIH organizations.

# Contracts: What Are They?

- The Federal Acquisition Regulation (FAR) defines contracts as mutually binding legal relationship 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 Officers
- Team Approach to Contract Management
  - Contracting Officer/Contract Specialist and Project Officer (PO/COTR)
- 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

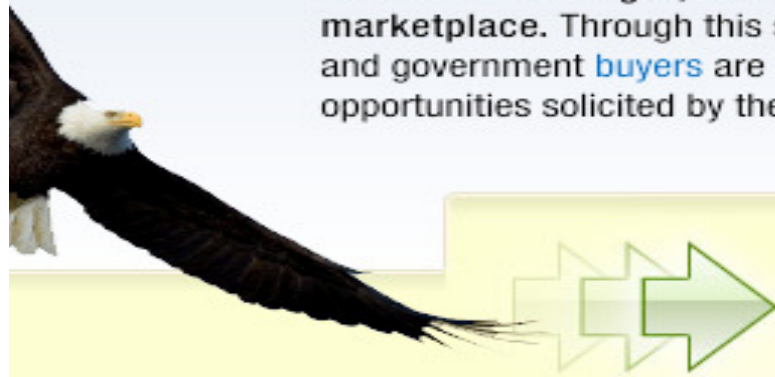
# How Do I Find Out About Contracts?

- Plans to award contracts and notice of awarded contracts exceeding \$25,000 are published in the Federal Business Opportunities <http://www.fbo.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>



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R&D Contracts

Non-R&D Contracts

More Information


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# Acquisition Process Mapping

## Release 3.0



 Local intranet

# Information from RFP Web Site

- 2009061BAA-NIAID-DAIT-NIHAI2009061, [Population Genetics Analysis Program](#)
- Contact: David Lisle  
[dlisle@niaid.nih.gov](mailto:dlisle@niaid.nih.gov)  
301-451-2617
- 2009-03-30 - 2009-07-30
- Offerors should routinely check FedBizOpps for RFPs and amendments. We do not directly notify offerors of changes. We index RFPs here as a convenience, but amendments only appear on FedBizOpps, and RFPs may be posted on FedBizOpps before they appear here.

# Sample Technical Evaluation

## Criteria

### **1. Technical Approach - 35 Points**

Suitability and feasibility; methods and procedures

### **2. Scientific Rationale - 30 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 - 25 Points**

Leadership and Management Structure; Scientific and Technical Staff; Subcontractors

### **4. Facilities and Resources - 10 Points**

Documented availability and adequacy of facilities, equipment, and resources

# Should You Try to Get an NIH Contract?

- Keep in mind that in FY2009 the NIH expects to award nearly \$3 billion in research contracts (w/o stimulus funds).
- 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>
- A link to the FAR  
<http://www.arnet.gov/far/index.html>

- Hopefully you have gained some insight into NIH contracts, including what contracts are and what you need to consider when deciding whether to pursue an award.

# Questions?

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