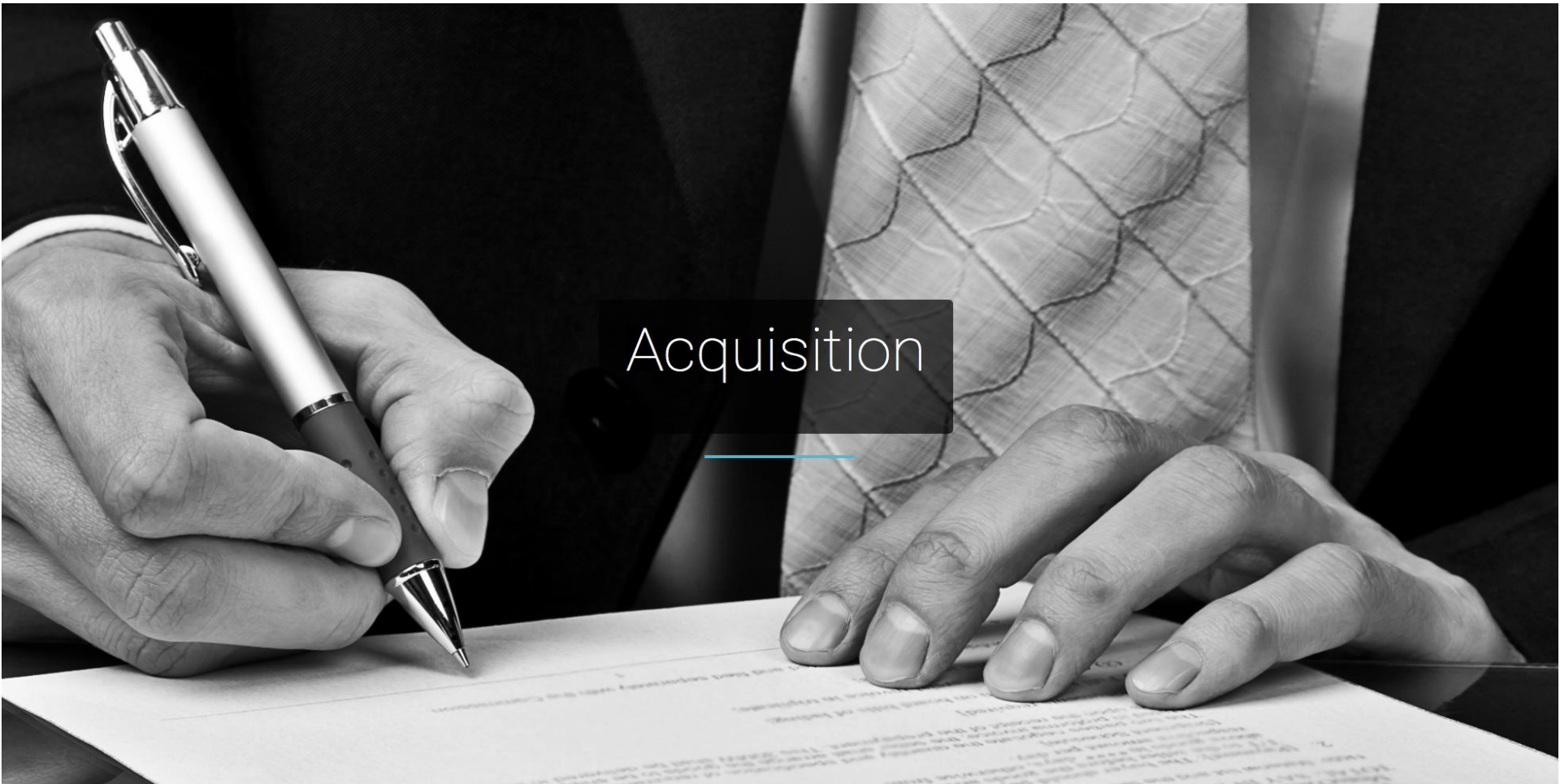




[hhs.gov/idealab](https://hhs.gov/idealab)



U.S. Department of Health  
and Human Services



# Acquisition

# HHS Buyers Club

- Problem

- IT projects >\$10 million either challenged or failed
  - According to the [2013 Chaos Manifesto](#) from the [Standish Group](#)

- Solution

- Reengineer acquisition processes to seek better value and outcome for contracted services.
- Utilize innovative acquisition methods
- Incentivizing operational and cultural change
- Evaluate vendor capabilities more than writing skills

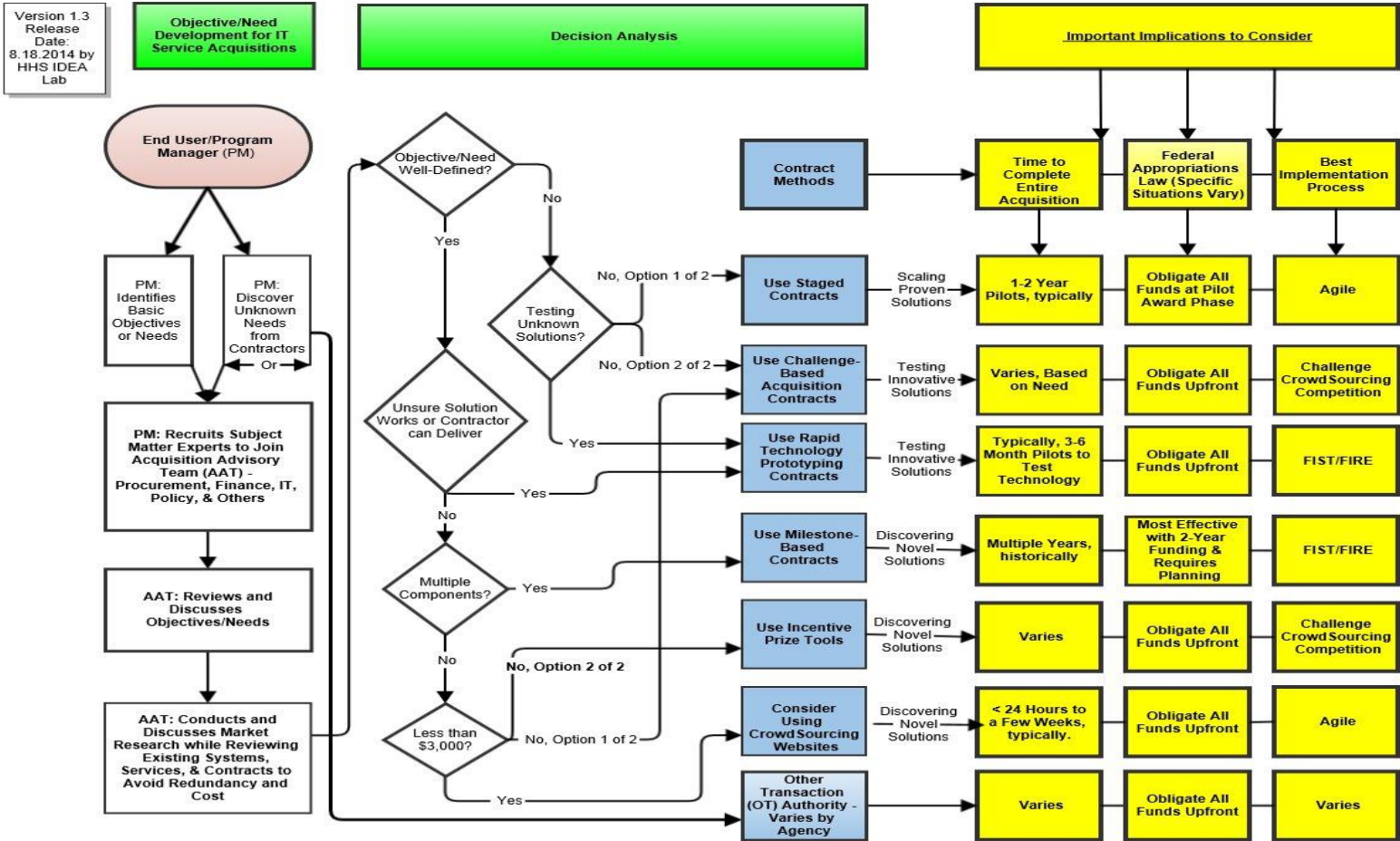
# HHS Buyers Club – Goals/Objectives

- Testing innovative acquisition methodologies
  - Development and sharing of Use Cases based on the results for everyone to benefit
- Development of newer, easier, more effective acquisition models and processes
  - Markets always change (i.e. CrowdSourcing)
- Engagement of all key stakeholders with effective education/outreach
  - Acquisition models/processes should work for all

# HHS Buyers Club – Approach to Leveraging Resources

- HHS Acquisition Decision Diagram (New)
- HHS Strategy and Execution Plan
- OpDiv Buyers Club Components
- Identifying and sharing any:
  - Common barriers, Ideas, and solutions,
  - Best Practices, Research, Templates, & Guidance
  - Pitfalls, Lessons Learned, Failures, and/or
  - Opportunities for Collaboration across the federal government

# Acquisition Decision Diagram



# Current ASPE Homepage

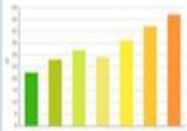
U.S. Department of Health & Human Services [www.hhs.gov](http://www.hhs.gov)

**ASPE.hhs.gov**  
**Office of The Assistant Secretary for Planning and Evaluation**

Search

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### Health System Measurement Project






View graphics that show trends on U.S. health coverage, costs, and more.

### Better Research for Better Policy

The Assistant Secretary for Planning and Evaluation (ASPE) is the principal advisor to the Secretary of the U.S. Department of Health and Human Services on policy development, and is responsible for major activities in policy coordination, legislation development, strategic planning, policy research, evaluation, and economic analysis.

### What's New

-  Survey Data on Health Insurance Coverage for 2013 and 2014 (PDF-15 Pages), October, 2014
-  Child Care Subsidy Duration and Caseload Dynamics: A Multi-State Examination (PDF-24 Pages), October, 2014
-  National Health and Aging Trends Study Analysis, October, 2014


[More Reports...](#)

### In the Spotlight

- [Affordable Care Act Research](#)
- [Poverty and Income Statistics - Updated 2014](#)
- [National Alzheimer's Plan - Updated 2014](#)
- [Overview of the Uninsured in the U.S. - Updated October 2014](#)

### Most Popular

- [Poverty Guidelines - Updated for 2014](#)
- [Growth In Medicare Spending Per Beneficiary Continues To Hit Historic Lows](#)



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U.S. Department of Health & Human Services — 200 Independence Avenue, S.W. — Washington, D.C. 20201



# Keeping the Train on the Track

- [ASPE Web Content Management System](#)
- Small Business Set-Aside; Time & Materials Contract
- Two-Stage Down-Select
  - Stage One: Short Concept Paper & Cost Proposal
    - 24 proposals with Two (2) week deadline
    - Evaluated 8 –page Concept Paper and Cost Proposal
  - Stage Two: Proof of Concept Prototype Focus
    - Awarded Five (5) purchase orders for \$10,000 each
    - Received 5 prototypes, Cost Proposals, and Performance Work Statements

# Prototype 1

The screenshot displays the ASPE.hhs.gov website. At the top, the U.S. Department of Health & Human Services logo is on the left, and the text "U.S. Department of Health & Human Services" is in the center. On the right, it says "Welcome Admin1, Logout" and "A A A". Below this is the ASPE.hhs.gov logo and "Office of the Assistant Secretary for Planning & Evaluation". A search bar with "Search keyword" and a "Search" button is on the right. A navigation bar contains "Reports", "Data & Tools", "Policy Offices", "Key Initiatives", and "About".

The main content area features a "IN THE SPOTLIGHT" section with a large image of a family and the text "Affordable Care Act Research" (Updated 2014) with a "Click here" button. To the right is a "Health System Measurement Project" section with a magnifying glass over a bar chart and the text "View graphics that show trends on U.S health coverage, costs, and more." Below these are three tabs: "Affordable Care Act Research", "Poverty and Income Statistics", and "National Alzheimer's Plan".

The "WHAT'S NEW" section lists three items: "SEP 2014 Information on Poverty and Income Statistics: A Summary of 2014 Current Population Survey...", "JUL 2014 Three New Reports Published on Integrating Health and Human Services Programs, Population...", and "AUG 2014 HHS updates the Teen Pregnancy Prevention Evidence Review: Four New Programs Identified...". A "MORE REPORTS" button is below.

The "Better Research for Better Policy" section includes a cartoon of a man with a magnifying glass and a stack of papers, with text describing ASPE's role. Below is a "MOST POPULAR" section with two items: "Poverty Guidelines - Updated for 2014" and "Growth In Medicare Spending Per Beneficiary Continues To Hit Historic Lows".

The footer contains "ABOUT", "TERMS & CONDITION", "QUICK LINKS", and a "SECRET" logo.

# Prototype 2

U.S. Department of Health and Human Services HHS.gov

## Office of The Assistant Secretary for Planning and Evaluation

ASPE.hhs.gov

About Reports, Data, & Tools Policy Officers Key Initiatives SEARCH

### Office of Health Policy

Focus on health-related issues, including public health, health care delivery, health insurance, and health care financing programs in the public.

Researchers	Policy Makers	Departmental Staff	Practitioners
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<a href="#">LEARN MORE</a>	<a href="#">LEARN MORE</a>	<a href="#">LEARN MORE</a>	<a href="#">LEARN MORE</a>



**ASPE**

OFFICE OF THE ASSISTANT SECRETARY  
FOR PLANNING AND EVALUATION  
DEPARTMENT OF HEALTH AND HUMAN SERVICES



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### SECRETARY BURWELL: LEADING & MANAGING FOR IMPACT

Secretary Burwell addresses students and faculty at George Washington University to share how the Department of Health and Human Services will work to deliver impact for the American people.

"This institution is a tremendous leader on so many health and human services issues. From research that is revolutionizing the treatment of cancers to biomedical engineering to your work training the next generation of doctors, nurses, social workers and perhaps cabinet secretaries.

I've had the privilege of working with many G.W. colonials including many of the talented members of our staff at the Department of Health and Human Services."



### BETTER RESEARCH FOR BETTER POLICY

The Assistant Secretary for Planning and Evaluation (ASPE) is the principal advisor to the Secretary of the U.S. Department of Health and Human Services on policy development, and is responsible for major activities in policy coordination, legislation development, strategic planning, policy research, evaluation, and economic analysis.

### IN THE SPOTLIGHT

### TOP REPORTS

Prototype 3  
& Winner

# What's Next?

- Engage with each OpDiv to help them succeed in their acquisition of IT services
- Develop Buyers Club SME's/Working Groups throughout each OpDiv
  - Because each OpDiv is unique and different
  - Share within, throughout HHS, and throughout federal
- Gather continuous feedback to improve
  - Including on the Acquisition Decision Diagram

# HHS Buyers Club

- Landing Page
  - <http://www.hhs.gov/idealab/what-we-do/acquisition/>
- Contact Info:
  - Mark Naggar – Project Manager
  - Mark.Naggar@hhs.gov