



***The National Institutes of Health (NIH)  
“Path to Excellence and Innovation”  
Historically Black Colleges and Universities (HBCUs)  
Presentation for  
Member Universities Professional Institute (MUPI)  
Thurgood Marshall College Fund (TMCF)  
National Sponsored Programs Administrators Alliance  
(NSPAA)***

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to  
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NIH***

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## *“Path to Excellence and Innovation”*

Excerpt from the White House Executive Order 13779

In accordance with The White House Executive Order – 13779 “Initiative to Promote Excellence and Innovation at Historically Black Colleges and Universities (HBCUs)” agencies are to develop plans to:

- ❖ to assist in strengthening HBCU’s ability to equitably participate in Federal programs
- ❖ encourage the private sector to improve the capacity of HBCUs; and
- ❖ establish how the agency intend to increase the capacity of HBCUs to compete effectively for grants, contracts, or cooperative agreements.



## *“Path to Excellence and Innovation”*

### What is the Path to Excellence and Innovation?

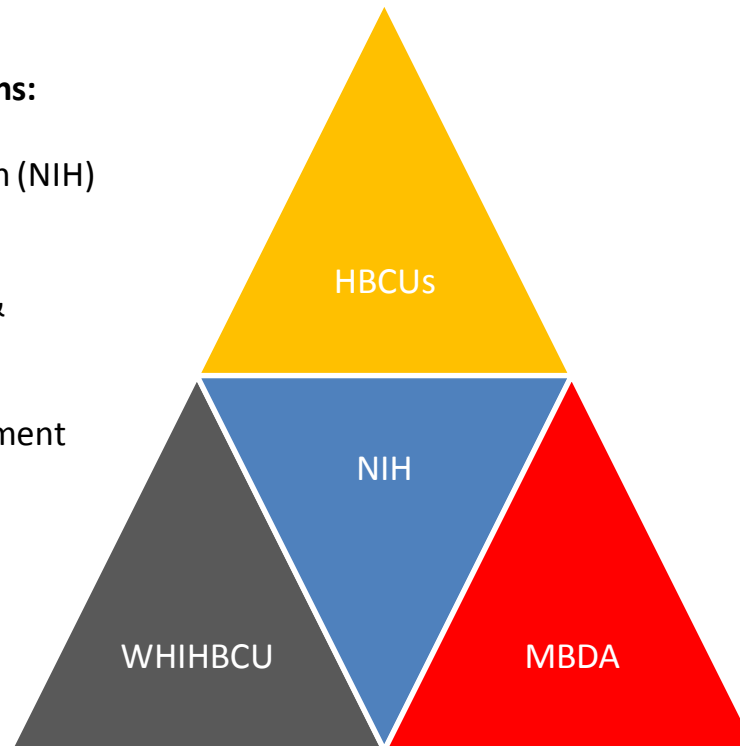
The Path to Excellence and Innovation (PEI) is a comprehensive plan to expand the existing National Institutes of Health (NIH) Small Business Program in the Office of Acquisition and Logistics Management (OALM). The NIH Small Business Program proposes the development of a “Historically Black Colleges and Universities Acquisition Assistance Gateway (HAAG)” that provides technical assistance and training to HBCUs. The HAAG will support HBCUs building academic industrial teams and prepare them to compete for Federal acquisitions. In turn, this will diversify the revenues and increase business and research opportunities for participating schools. Currently, there are seven pilot schools and each school has paired with one or more Minority Business Enterprise (MBE) teaming partners to support their efforts.

## *“Path to Excellence and Innovation”*

### Governmental Agency Triad

#### Governmental Organizations:

- National Institutes of Health (NIH)
- White House Initiative on Historically Black Colleges & Universities (WHIHBCU)
- Minority Business Development Agency (MBDA)



#### Expected Outputs:

- New Contracts, Grants,
- Diversified Revenues and Sustainability
- Jobs

## *“Path to Excellence and Innovation”*

### Historically Black College and Universities (HBCU Teams)

#### Jackson State University

- Jackson State University
- The Jones Group and Longevity Consulting

#### Meharry

- Meharry Medical School
- ADA Consulting Inc., Millennium Corporation and B3 Solutions

#### Morehouse

- Morehouse School of Medicine
- Supreme Solutions Inc.

#### UVI

- University of the Virgin Islands
- Omni Systems Inc. and Exnihilo Management

#### Charles Drew University

- Charles Drew University of Medicine & Science
- FEFA, Inc.

#### Hampton

- Hampton University
- ESC Inc. and MSTI Inc.

#### Howard

- Howard Medical School
- Versa Integrated Solutions Inc.





## ***“Path to Excellence and Innovation”***

### Current Objectives for “Path to Excellence and Innovation”

- Utilize the established procurement database to track and compile data regarding the types of acquisitions pursued, success and failure rates, post-submission feedback, and common pitfalls of the pilot HBCUs .
- Develop WIN strategies using existing small business rules/regulations and leverage HBCU graduates/supporters within the NIH to be informed on potential opportunities.
- Develop a training curriculum for current and future participants using WIN strategies and observed best practices during the pilot program.
- Develop a resource guide, print and digital, for current and future participants to reference.

## ***“Path to Excellence and Innovation”***

### **NIH HBCU Infrastructure for Research Universities:**

#### ***Phase I***

- Build HBCU Teams
- Train Biomedical Qualified Schools

#### ***Phase II***

- Finalize Training of HBCU Teams
- Develop Acquisition Reporting Tool
- Monitor Contract, Grant Submission of all HBCUs

#### ***Phase III***

- Develop WIN Strategies
- Identify and Propose Permanent Structure for HBCUs with MBEs and Corporate Support

#### **Project Outcomes:**

1. HBCUs awarded more contracts, grants and other acquisitions
2. HBCUs create more jobs on campus
3. HBCUs create more on campus opportunities to train biomedical researchers



## ***“Path to Excellence and Innovation”***

### Current Status

- **NIH awarded contract to an 8(a) small business that provides full-time support**
- **HBCU Teams executed teaming agreements and their capability statements were presented for evaluation**
- **Monitoring teams via monthly module meetings to discuss status of submitted and prospective contract and grant opportunities**
- **Strategic Business Partners include: Booz Allen Hamilton, Deloitte, Northrop Grumman, and Global Blood Therapeutics**





## Next Steps and Request

- Complete training curriculum and reference guide for pilot schools
- Develop criteria for remaining HBCUs
- Request three years funding, approximately \$4.7M annually, to support HBCU Acquisition Assistance Gateway (details available)



## Conclusion

The HBCU Acquisition Assistance Gateway meets the objectives of the White House Executive Order on HBCUs by

- encouraging the private sector to improve the overall capacity of HBCUs
- promoting HBCU participation in Federal programs
- Increasing HBCU capacity to be competitive for Federal procurements

***The sustainability and future of HBCUs is dependent on their ability to diversify their revenues and performance of services vital to the national interest.***



## Past Events

- 2018 : NIH HBCU Advisory Board initial meeting
- 2018: Path to Excellence and Innovation presented to “The White House Interagency Working Group”
- 2018: Corporate Symposium
- 2017: HBCU Small Business Teaming Event
- 2017: Path to Excellence and Innovation Contract Kick-off Meeting
- 2017: NIH awarded a HBCU Contract to an 8(a) company
- 2017: NIH Industry Day featuring HBCU Path to Sustainability Workshop
- 2017: NIH conducted HBCU Training on *How to do Business with the Federal Government through Grants and Contracts*
- 2016: The NIH hosts the first Path to Sustainability HBCU Symposium on “Teaming for Opportunities in Biomedical (BIG) Data”
- 2016: The White House Initiative on HBCUs highlights the NIH Path to Sustainability as part of their monthly webinar with HBCUs throughout the country
- 2015: First HBCU Partnership Conference held at the NIH
- 2014: First HBCU Path to Sustainability Conference at the NIH



# Contact Us!

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### Web Page

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