How to do Business with MD Anderson

Gabriela Zambrano, Associate Director
HUB and Federal Small Business Program
OUR MISSION

Eliminate cancer in Texas, the nation and the world through outstanding programs that integrate patient care, research and prevention, and through education for undergraduate and graduate students, trainees, professionals, employees and the public.
OUR VISION

We shall be the premier cancer center in the world, based on the excellence of our people, our research-driven patient care and our science. We are Making Cancer History®.
MD Anderson – Cancer Frontline

HONORED
to be #1 in cancer care

U.S. News & World Report’s “Best Hospitals” annual survey

THE UNIVERSITY OF TEXAS MD Anderson Cancer Center
Making Cancer History®
The HUB & Federal Small Business Program at MD Anderson was established to identify Historically Underutilized Businesses (HUBs) and Small Business Concerns (SBC) and encourage them to participate in the competitive bid process with the objective of increasing the number of contracts awarded to HUB vendors.

Certification Requirements
A HUB is at least 51% owned, operated and controlled by an Asian Pacific American, Black American, Hispanic American, Native American, American Woman and/or Disabled Veteran. Owner must be a Texas resident and the principle place of business must reside within the State of Texas.

FY 2023 Goals

- Building Construction: 21.1%
- Special Trade Construction: 32.9%
- Professional Services: 23.7%
- Other Services: 26%
- Commodities: 21.1%
Top Procurement Categories

- Pharmaceutical Drugs
- Capital Construction
- Medical/Surgical Equipment and Supplies
- Research Equipment and Supplies
- IT Equipment and Services
- Business and Administrative Products and Services
- Purchased Services
Getting Registered

By registering, the Supplier communicates their core products and capabilities.

MD Anderson’s on-line process:

• Register at:  [www.mdanderson.org/suppliers](http://www.mdanderson.org/suppliers)
• E-mail address required for contact purposes and serves as unique login ID
• Important to identify all commodities/services offered

FYI:

Informal Bids (< $50,000) - Buyers search the supplier portal

Formal Bids (> $50,000) – Suppliers are matched by commodity/service for sourcing events
Current Bids

List of Current Bids/Proposals

Read our letter regarding MD Anderson's official agreement authorization policy (PDF File Format)

Online Bids/Proposals

To view opportunities available for our online outsourcing events, please visit our public bids page.

Offline Bids/Proposals

The following is a list of MD Anderson's current Offline Bids/Proposals.
Legal Services Document, Email, File, and Matter Management System
UT MD Anderson Cancer Center (MD Anderson) is seeking to procure a legal services document, email and file management system specifically designed to meet the needs of legal professionals.

Open 10/5/2022 10:30 AM CDT  Type RFP
Close 11/2/2022 7:00 PM CDT  Number AIS-ADM-01240-RFP
Contact Williams House  whouse@mdanderson.org
Details View as PDF

Tax Advisory and Consultation Services
The University of Texas MD Anderson Cancer Center is seeking a Contractor to provide tax related services on federal, foreign, state and local tax matters on an as requested basis.

Open 9/15/2022 6:30 PM CDT  Type RFP
Close 10/14/2022 4:00 PM CDT  Number AIS-ADM-01239-RFP
Contact Steve Saunders  ssaunders@mdanderson.org
Details View as PDF

La Z Boy Furniture Provider and Furniture Provider Services
The successful bidder (Contractor) will provide La Z Boy Furniture and La Z Boy Furniture Provider Services as described in detail within Rider 101 Scope of Work.

Open 9/23/2022 9:00 AM CDT  Type RFP
Close 10/14/2022 2:00 PM CDT  Number FAC-01170-RFP
Contact Bryan Dawson  bdawson@mdanderson.org
Details View as PDF

CMR Services to renovate Acute Cancer Care Center
CMR services to expand the space allocated to the AOCG in order to facilitate operational improvements and enhance the patient experience.

Open 9/14/2022 3:00 PM CDT  Type RFP-CMR
Close 10/10/2022 4:00 PM CDT  Number Renovate Acute Cancer Care Center/JSW
Welcome to the University of Texas at MD Anderson Supplier Management Portal. Please login to begin.

✔ Please login to view the sourcing event.

Enter your email to Login/Create Account

Email

To create a new account please click the button below.

Please contact JAGGAER Indirect/ASO at +1 800-233-1121 for assistance.
Purpose of the Guide

The purpose of the Guide is to inform HUB contractors regarding the unique requirements for MD Anderson Construction projects as well as the opportunities and benefits available.

The information is organized sequentially as follows:

1. SEEKING
2. WINNING
3. EXECUTING

The guide topics have been developed with input from contractors with extensive experience working on UT System construction projects as well as MD Anderson Sourcing and Contracts Management and Facilities Planning, Design and Construction (FPDC) staff.
“Best Value” Section 2155.074: Each state agency shall purchase goods and services that provide the best value for the state. The purchase price and whether the goods or services meet specifications are the most important considerations.

Other considerations may include:

• the reputation of the vendor and the vendor's goods or services;
• the quality of the vendor's goods or services;
• the extent to which the goods or services meet the institution's needs;
• the vendor's past relationship with the institution;
• the impact on the ability of the institution to comply with laws and rules relating to historically underutilized businesses;
• the total long-term cost to the institution of acquiring the vendor's goods or services; and
• any other relevant factor that a private business entity would consider in selecting a vendor.
TIPS FOR SUCCESS AND PROGRESS

Review MD Anderson website frequently for bid opportunities
Respond to posted bid opportunities
Attend pre-submittal conferences
Request a complimentary draft review of the HUB plan.
Maintain your company website with current contact information & business description
Maintain current certifications
Network, network and continue to network
Supply Chain Management Forecasts*

FALL 2022

- All forecasts are subject to change
- Bids may be viewed at www.mdanderson.org/bids
# Forecasted Non-Clinical Opportunities

<table>
<thead>
<tr>
<th>Title</th>
<th>Description</th>
<th>Estimated Value</th>
<th>Expected Post Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Courier Service</td>
<td>Institution-wide courier</td>
<td>$4M</td>
<td>Feb 2023</td>
</tr>
<tr>
<td>Campus Shuttle Service</td>
<td>Reduced Route Services with Expansion Capabilities</td>
<td>$1M</td>
<td>Jan 2023</td>
</tr>
<tr>
<td>Automated HVAC Diagnostic Service</td>
<td>HVAC Maintenance</td>
<td>$250K</td>
<td>Nov 2022</td>
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<tr>
<td>Mid Campus Parking Guidance System</td>
<td>Provisions Parking Guidance System Equipment, Maintenance and Services</td>
<td>$1M</td>
<td>Nov 2022</td>
</tr>
<tr>
<td>Title</td>
<td>Description</td>
<td>Estimated Value</td>
<td>Expected Post Date</td>
</tr>
<tr>
<td>--------------------------------------------</td>
<td>-------------------------------------------------------</td>
<td>-----------------</td>
<td>--------------------</td>
</tr>
<tr>
<td>Emergency Eyewash &amp; Safety Showers</td>
<td>Campus-wide locations</td>
<td>$750K</td>
<td>Feb 2023</td>
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<tr>
<td>Arial Data Analysis</td>
<td>Drone applications</td>
<td>$75K</td>
<td>Dec 2022</td>
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<tr>
<td>Recycle Program</td>
<td>Campus-wide in scope</td>
<td>$5M</td>
<td>Mar 2023</td>
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<tr>
<td>Segregation of Duties &amp; Secure Access</td>
<td>Work plan that provides assistance to address files and security issues in Epic</td>
<td>$6M</td>
<td>Oct 2022</td>
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### Forecasted UT Alliance Opportunities

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<tr>
<th>Title</th>
<th>Description</th>
<th>Estimated Annual Value</th>
<th>Expected Post Date</th>
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<tbody>
<tr>
<td>HVAC Equipment &amp; Installation &amp; Maintenance Services (Facilities)</td>
<td>HVAC Equipment &amp; Installation &amp; Maintenance Services</td>
<td>$25M</td>
<td>FY2023 Q1</td>
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<tr>
<td>IV Catheters (Medical)</td>
<td>IV Catheters (Vizient Aptitude event)</td>
<td>TBD</td>
<td>FY2023 Q1</td>
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<tr>
<td>Fitness Equipment Maintenance &amp; Services (Facilities)</td>
<td>Fitness Equipment Maintenance &amp; Services</td>
<td>$2.5M</td>
<td>FY2023 Q1</td>
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<tr>
<td>MRO Supplies (Facilities)</td>
<td>Maintenance, Repair &amp; Operations Supplies</td>
<td>$12M</td>
<td>FY2023 Q1</td>
</tr>
<tr>
<td>Research Laboratory Distribution (Research)</td>
<td>Research Consumable Supplies</td>
<td>$110M</td>
<td>FY2023 Q1</td>
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</table>
# Forecasted UT Alliance Opportunities

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<tr>
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<th>Description</th>
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<th>Expected Post Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Integrated Outbound Shipping (Administrative)</td>
<td>Integrated Outbound Shipping</td>
<td>TBD</td>
<td>FY2023 Q1</td>
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<tr>
<td>Furniture &amp; Related Services (Facilities)</td>
<td>Furniture &amp; Related Services</td>
<td>$7.8M</td>
<td>FY2023 Q2</td>
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<td>Office Supplies &amp; Related Products (Administrative)</td>
<td>Office Supplies &amp; Related Products</td>
<td>$13.3M</td>
<td>FY2023 Q3</td>
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How to do Business with the University of Texas MD Anderson Cancer Center.

MD Anderson supports competitive procurement activities and bid processes that foster equal opportunity for qualified companies to provide products and services that meet our requirements.

Invitation to register with MD Anderson Cancer Center:

www.mdanderson.org/suppliers

For list of bid opportunities:

www4.mdanderson.org/procurement/bids/

Certifications we accept:
State of Texas HUB and SBA Federal Small Business Certifications

State of Texas certification application:

https://www.comptroller.texas.gov/purchasing/vendor/hub/

To obtain Federal certification, go to:

www.sba.gov/contracting

For more information on our Program, location and hours of business, please visit us online at

www.mdanderson.org/hub
HUB & Federal Small Business Program

Contact us:

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Associate Director
MGZambrano@MDAnderson.org

Barbara Howard, MBA
Sr. HUB Coordinator:
Bhoward@MDAnderson.org

Visit our website: www.mdanderson.org/HUB
Let’s talk!
MD Anderson is #1 in cancer care

NATIONAL RECOGNITION

Forbes 2021
AMERICA'S
BEST LARGE
EMPLOYERS

Best Organizations for Leadership Development
BOLD
2020

MAGNET
RECOGNIZED

American Nurses Credentialing Center

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DISABILITY™
EQUALITY
INDEX
Best Place To Work For Disability Inclusion

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BEST
HOSPITALS
CANCER
2021-22

Top 10
ENTERPRISE-WIDE
ERG AWARD

glassdoor

HEALTHCARE EQUALITY INDEX
LGBTQ
HEALTHCARE
EQUALITY
TOP PERFORMER

Top CEOs 2021
EMPLOYEES' CHOICE

MD ANDERSON CANCER CENTER