



Feedback on Products: New Products and Ideas (NPI) and Vendor Days



Ms. Amanda Cecil
New Products and Ideas Administrator
Strategic Planning Office, USAMRMC
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npi



NPI Purpose



- » NPI is a mechanism for submitters to gauge MRMC interest in their new products, services, and ideas
- » It is a starting point for individuals who are not familiar with finding information or opportunities and want to raise awareness in their products/ideas; serves as a gateway to partnership opportunities
- » It is a web-based system designed to provide a timely response/equal opportunity/feedback to submitters





The “Fine Print”



NPI gives the public direct access to the scientific expertise of DoD. The NPI portal is open to the public, so anyone can submit an idea or information about a new product and have it reviewed by DoD subject matter expert.

However:

- » NPI is not a substitute when BAA/PA or RFP is a more appropriate entry portal
- » NPI is not for submission of a proposal or a pre-proposal
- » NPI does not award contracts, provide research grants, or offer other forms of financial support



NPI Background



- » The first version of NPI went “live” December 2006
- » Recently released next iteration
- » Widely accessible
 - » USAMRAA, USAMRMC, Office of Small Business Programs, USAMMA

USAMRMC New Products & Ideas

Home | Submit Product/Idea | Resources

USAMRMC New Products and Ideas

The United States Army Medical Research and Materiel Command (USAMRMC) utilizes the New Products and Ideas (NPI) system as a mechanism to have visibility and evaluate new products and ideas, currently configured or in development, that support our mission. The NPI provides a means for our subject matter experts to assess these products and ideas, evaluate their applicability to USAMRMC's mission, and provide feedback to the submitter. It provides the vendor an opportunity to showcase their product or idea without needing to travel to Fort Detrick and without giving anyone an unfair competitive advantage.

Submission to the NPI is not a substitute where other vehicles are more appropriate, such as responding to Requests for Proposals (RFPs), the Broad Agency Announcement (BAA) or Program Announcements (PAs), nor does it take the place of a pre-proposal that may be required by a BAA or PA.

USAMRMC does not award contracts, provide research grants, or offer other forms of financial support through the NPI. Likewise, USAMRMC does not purchase or obtain programs, services or products through the NPI. All requirements and funding opportunities are advertised through fedbizopps.gov and grants.gov. Please visit those sites to view current solicitations and announcements.

Frequently Asked Question

Is there a place where I can showcase my medical products and supplies to USAMRMC?

"Vendor Day" provides opportunities for vendors to showcase their medical products and supplies. This cooperative venture is a series of dates set aside for vendors of medical equipment and supplies to display their products to multiple service organizations at one time. To register for a place at an upcoming Vendor Day, go to <https://www.dmsb.mil/VDay/vendorDay.asp>.

[See all FAQs](#)

Please Read!

This website uses SSL encryption on all pages except the Home page. There is an issue with most commercial web browsers (IE, FireFox, Chrome, etc.) that might display a certificate security warning when you try to reach an SSL-protected page.

If you get this warning on the MRMC-NPI website and your full displayed domain name is mrmc-npi.amedd.army.mil, you are not at risk.

The safest and preferred way to resolve this issue is to install DoD root certificates into your browser (see MRMC page [Problem with this Website's Security Certificate?](#) for detailed instructions). You can also proceed at the certificate warning -- which creates a security exception in your browser -- but does create a potential vulnerability where someone could read the information you are submitting through this website.

[Proceed to login](#)

Page last modified: 12-Mar-2016

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This Web site offers users the opportunity to submit new Products and/or Ideas for review by the U.S. Army Medical Research and Materiel Command (USAMRMC) and contains official Government information. Its use is intended for members of the general public with an interest in applicability of their product/idea to Army Medicine and its beneficiaries.

Please address questions or concerns about this website to the USAMRMC New Products and Ideas Team



Link: <http://mrmc-npi.amedd.army.mil/>



How To Apply/Register



**U.S. ARMY MEDICAL DEPARTMENT
MEDICAL RESEARCH AND MATERIEL COMMAND**

HOME ABOUT MRMC ARTICLES NEWS RELEASES MRMC AWARDS LINKS

Home Tuesday, April 12, 2016

IN THE NEWS

VC3 Project Designed to Improve Patient Outcomes

In an effort to provide medical care guidance and recommendations by senior, experienced critical care providers to medics in tough situations a new project called Virtual Critical Care Consultation, or VC3, has been underway for the last several months.
Read full story

FROM THE TOP

Welcome

Welcome to the U.S. Army Medical Research and Materiel Command's website. Thank you for your interest in our organization. Our command plays a leading role in the advancement of military medicine. Please check our website for updated news, publications, and general information about USAMRMC.

SPOTLIGHTS

MILITARY MEDICINE PARTNERSHIP DAYS
19 - 20 April 2016

Blast Injury Research Program State-of-the-Science Meeting
Key Findings and Recommendations

USAMRMC ADVANCED DEVELOPMENT ACCOMPLISHMENTS 2015

INTRO TO USAMRMC

npi SUBMIT NEW PRODUCT OR IDEA

Soldier Care

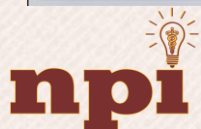
Sexual Harrassment/Assault Response & Prevention
Suicide Awareness & Prevention
Ready & Resilient

SHARP
Fort Detrick 24/7 Emergency Hotline (240) 674-2802
SHARP Office: 243 Beasley St., Room 104
Office Number: 301-619-7387

DOD SAFE HELPLINE
1 (877) 955-5247

HOT LINKS & RESOURCES

Visit the USAMRMC homepage and scroll down to NPI





How To Apply/Register cont'd



Product Ideas

MRMC utilizes the New Product Ideas (NPI) to provide a means for applicability to vendor an opportunity to without giving anyone an

appropriate, such as responding to Program Announcements BAA or PA.

other forms of financial gain programs, services or are advertised through solicitations and

Please Read!

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Proceed to login

Click on Proceed to Login/Create new account

My Account

An MRMC-NPI account is required to submit a new product/idea through this website.

Having an account allows us to verify your contact information; it also provides a way for you to start a submission.

Use the form below to create your account. Items marked with an * are required.

* Email:

* Confirm Email:

* First Name:

* Last Name:

* Phone Number:

Organization:

Organization Type:

Address:

City:

State:

Postal Code:

Country:

Create account

Cancel

Fill in blanks and create account





NPI Process/Outcomes



- » Submitter answers questions and enters data into the website/form; submission routes to subject matter expert
- » Subject matter expert reviews information and provides an appropriate disposition in 60 days or less
- » Submission information is archived
- » Submitters may be directed to submit to:
 - » An existing Request for Proposal (RFP)
 - » A Program Announcement (PA)
 - » The Broad Agency Announcement (BAA)
 - » Other funding opportunities, e.g. Small Business Innovation Research (SBIR) or other agencies
- » Submitter may be asked to consider presenting at a Military Health System Vendor Day



Updated Features of NPI



- » Key features for the new site:
 - » Triage feature
 - » Updated types/categories
 - » Revised submission process/questions
 - » Means for capturing reviewer rationale
 - » Updated dispositions

Mission Fit

Does your product/idea fit with USAMRMC mission?

USAMRMC Mission:

Responsively and responsibly create, develop, deliver, and sustain medical capabilities for the Warfighter.

- Yes, my product/idea fits with the USAMRMC mission.
- No, my product/idea doesn't fit with the USAMRMC mission.

Mission Fit Description

How does your product/idea fit with USAMRMC's mission?

USAMRMC Mission:

Responsively and responsibly create, develop, deliver, and sustain medical capabilities for the Warfighter.

- As currently configured
- Needs additional data to support product efficacy
- Needs additional hardening for field use
- More appropriate in support of hospital or clinical facilities
- More appropriate for PEO Soldier

Select the appropriate category (or categories) for your product or idea:*

- Casualty Care (excluding Imaging Systems)** - Trauma Care (includes neurotrauma); Improved Blood Products; Hemostatic Products; Battlefield Monitoring; Remote Triage; Virtual Intensive Care; En Route Care; Non-Invasive Patient Monitoring; Patient Immobilization Systems; Wound and Burn Care; Craniomaxillofacial Injuries; Acute and Chronic Care of All Traumatic Brain Injuries
- Read more about the program area(s) related to this category at <http://www.usamma.army.mil/> or <https://ccc.amedd.army.mil/Pages/default.aspx>
- Medical Devices (excluding Imaging Systems)** - Pre-Hospital; En-Route Care; All Veterinary Items; Hospital Support/Treatment; All Pharmacy Items (FDA-approved and with an NDC)
- Read more about the program area(s) related to this category at <http://www.usamma.army.mil/>
- Combat Casualty Care Support Systems** - Shelters, Ambulances, Litters, etc.
- Read more about the program area(s) related to this category at <http://www.usammda.army.mil/>



Military Health System Vendor Days



- » Opportunity for vendors to showcase products, applicable to the austere medical environments, to the Defense Health Agency (DHA) and six medical materiel agencies under the Department of Defense (DoD) located on or around Fort Detrick
- » Frequency – held seven times per year beginning in March through November



Vendor Day Website - <https://www.dmsb.mil/VDay/vendorDay.asp>



Other Resources/Systems Similar to NPI



» PEO Soldier – Soldier Enhancement Program
<http://www.peosoldier.army.mil/sep/>



Submit Your Idea

The **Technology & Industry Liaison Office (TILO)** is the conduit to present information on capabilities to the various USSOCOM Program Executive Offices, Directorates and others responsible for the R&D, acquisition, production, and sustainment of USSOCOM material and technology platforms that support our Special Operations Forces at the headquarters. It is our duty to match your company's product/service/capability to the appropriate personnel within the command and schedule discussions or demonstrations if there is sufficient interest at the headquarters.

The process begins once your company submits a capabilities paper to USSOCOM via this website under the applicable capability area of interest. Through its Title 10 responsibilities, USSOCOM is mandated to develop, acquire, field and sustain technology in support of USSOCOM mission objectives. USSOCOM purchases those items which are deemed to be Special Operations (SO)-peculiar.

How To Begin:

Step 1:

Review the **USSOCOM areas of interest** listed on this site. When you click on each category heading, you will see examples of the types of solutions we are looking for in that area.

Step 2:

Once you have completed the submission form, various subject matter experts responsible for the R&D, acquisition, production, and sustainment of USSOCOM material and technology platforms will conduct a thorough review. This review and evaluation process is usually completed in 30 days. Each idea is evaluated for its potential to meet the following criteria:

- 1) To be rapidly transitioned based on an immediate or imminent validated and funded need;
- 2) To be integrated with other technologies or programs of record; and/or
- 3) To be transitioned in the future or serve as a feasible solution in the requirements analysis process.

Each submission is reviewed for completeness and SO-peculiar relevance by the TILO. If more information is necessary and/or your capability is not "SO-peculiar," you will receive an email informing you to provide the required information or the capability/idea will not be evaluated as it is not appropriate for USSOCOM. The information provided through this venue may be collaborated to other technical experts and government personnel outside of the headquarters to gather additional perspectives, evaluation, or input. All information provided through this format must be UNCLASSIFIED.

Step 3:

The subject matter experts may decide that a presentation, demonstration, or other event is necessary in order to provide a comprehensive evaluation. If so, you will be contacted by the TILO to arrange the follow-on action that will be sponsored by a technical expert in the command, in accordance with FAR Part 10.001, for the purpose of market research.

A TILO briefing is an informal open dialogue between industry and the Government. The intent of these meetings is for the command to become better aware of technologies in existence or those that are close to fielding. The TILO process and briefing does not guarantee a contract or any immediate or future work with the command, but it does open the channels for idea sharing. As the mission and SOF requirements change, interest can be renewed.

All submissions will be maintained in a database/library that is available to all USSOCOM personnel for review and collaboration for 2 years and archived to an inactive database for 5 years. The information provided to USSOCOM may also be reviewed by other government agencies for the purpose of market research.



You may contact TILO at the following address:

USSOCOM
 ATTN: SOF AT&TILO
 7701 Tampa Point Blvd.
 MacDill AFB, FL 33621-5323

813-826-9482
 813-826-9488 (fax)

TILO@socom.mil

» SOCOM – Technology & Industry Liaison Office (TILO)
<http://www.socom.mil/sordac/Pages/SubmitYourIdea.aspx>



For More Information



- » For NPI - All inquiries should be directed to the NPI email address at **usarmy.detrick.medcom-usamrmc.other.npi@mail.mil**
- » For other related resources:
 - » Visit our Superbooth for more information regarding DoD programs/areas of interest and to pick up a copy of our “gateway to partnerships” brochure