



**DEFENSE HEALTHCARE MANAGEMENT SYSTEMS
CONTRACTING DIVISION
1700 N. MOORE ST., SUITE 1200
ROSSLYN, VA 22209**

To Whom It May Concern:

My name is Matt Hudson and I serve as the Chief of Contracting for Contracting Division, Defense Healthcare Management Systems (CD-DHMS), and we support Program Executive Office (PEO) DHMS. We are charged with bringing digital excellence to Federal Healthcare; this places us in an excellent position to be key players in several objectives in the National Defense Strategy. Most notably, the critical need to speed up the delivery of new technologies, which requires us to constantly innovate. We've found that a healthier ecosystem of partners is essential to getting the talent necessary to succeed. Accordingly, DHMS is always on the lookout for exciting, innovative, and non-traditional partners to work with. As part of this endeavor, we launched the Healthcare Innovation Vision Exchange (<https://www.hive.gov>) as an online community for both contractors and Federal technology contracting offices.

The objective of the HIVE is to facilitate collaboration and introduce cutting-edge healthcare solutions to the Federal marketplace. It serves as a centralized hub, allowing cross-pollination of ideas between contractors and Federal agencies. The real-time nature of communications allows for a more responsive contracting process and higher quality outcomes in the contracts awarded, and we've designed it to have the modern tech-focused look and feel that should be native to today's digital talent.

We've learned many lessons in the 18 months we've operated the HIVE. One notable area for improvement is in our outreach to non-traditional and micro-sized businesses. Some of the greatest ideas come from those with fresh perspectives without Government experience, those not constrained by the bureaucracy of larger businesses, and those in earlier/riskier parts of the business cycle. That's not to say we don't value the opinions of well-established incumbents; but they are already well represented in our discussions. Our pursuit of a balanced, diverse community pushes us to take more direct action for certain sub-populations.

This is where we need your help. DHMS is not positioned where a new business (or even just a new idea) might be aware of us or even go looking for us (especially if they don't have Government experience). However, I think both sides would benefit from the conversations and education that take place on HIVE. I would greatly appreciate your help in raising awareness of our community, to help share the opportunity businesses may have in communicating directly (and frankly) with the government, and to join in the conversation yourselves!

We would love to explore more involved partnerships, but in the short-term we are looking for a signal boost to seek out our Hive HUB platform (powered by Bidscale Connect). Anyone can join by registering at <https://connect.bidscale.com/register> to create a free account. That's all it takes to stay updated with the latest news, explore real contracting opportunities, discover upcoming events, communicate with dozens of federal health contracting officers, and gain valuable insights not available elsewhere.

We hope you can help us build a thriving community together at the forefront of healthcare innovation! Please feel free to reach out to me to further discuss any questions you might have.

Best Regards,

Matt Hudson
matthew.g.hudson2.civ@health.mil