

Questions	Answers
1. How can we obtain more detailed information on APP-T-2020-029 - Data Augmentation Analysis and Reporting Services?	Data Augmentation Analysis and Reporting Services has been renamed Data Gap Analysis and will be merged under Data Gaps in the CIO as a 2021 initiative.
2. What is the OSDBU website?	https://www.hud.gov/program_offices/sdb
3. Will there still be an opportunity for APP-T-2020-045 (PMO support) listed in the Forecast.	This procurement will be a task order written against the HUD Management BPA scheduled to be awarded in the near future. Only BPA holders will be allowed to compete for resulting task orders.
4. Is there a link for next Wednesday's matchmaking event?	Yes, link below contains the matchmaking event (Use Google Chrome) For questions, please contact: OfficeOfAdministration@hud.gov https://hudindustryday.mbmapp.com/
5. Will the PowerPoint presentations be sent out to participants?	No, the PowerPoint presentation can be found in the link below Click Here to View Our 2020 Small Business Outreach Event on Teams
6. Will these slides be available after the presentation?	Yes, the link below contains the presentation. Click Here to View Our 2020 Small Business Outreach Event on Teams
7. Will the presentations be made available after the live event?	Yes, the link below contains the presentation. Click Here to View Our 2020 Small Business Outreach Event on Teams
8. If a small business offers annual Software-as-a-Service subscriptions under \$5,000 per seat, what is the best vehicle for making it easy for HUD/Ginnie to buy? Do we need a schedule?	If you are on a GSA schedule it is sometimes the easiest vehicle for HUD/Ginnie to purchases services as vendors have already been vetted.

9. Can you share who the software BPA holders are?

The software development BPA holders are Deloitte, Guidehouse, CGI Federal Inc., Accenture Federal Services, LLC and KPMG. There are a fairly large number of subcontractors and teaming partners under these PRIMD contracts that produces quite a bit of small business opportunities.

10. What does recomplete mean?

Recomplete means the same contract for the same services or like services will be re-procured at a future date.

11. Who within Ginnie Mae is responsible for involving diverse broker-dealers in transactions?

The Office of Capital Markets.

12a. Is there any construction service work ever needed or procured.

a. No, not with GNMA. Ginnie Mae uses our HUD Facilities Department to procure those services, this would include maintenance. In our Capitol View building, where GNMA is located, it is fully constructed and there are no plans to do any construction to that building.

12b. Clarification to the construction question above as related to painting, waterproofing, remodeling, or general contracting services.

b. We work with HUD Office of administration and GSA for these types of services. Companies are encouraged to contact local and state government, and public housing authority for this type of work. there may be opportunities for property maintenance and property upkeep like grass cutting so those are under like the M&M contracts

13. Can you explain more in detail what the asset management contracts are for?

These are our masters subservicer contracts inside of the organization and to understand how we utilize master subservicers, we need to take a step back and talk about Ginnie Mae issuers in the program. Issuers in the Ginnie Mae program are responsible for managing mortgage portfolios that are part of the Ginnie Mae securities. When there are compliance events, including an inability for those issuers to make the required payments to investors or if the issuer fails for some other reason, Ginnie Mae exercises its guaranty and must take over the servicing of those portfolios. The vendors that do that servicing for Ginnie Mae are the master subservicers. These master subservicers manage the monthly payment process with borrowers as well as assist these borrowers if there is a need for loss mitigation on delinquent loans. These master subservicers as perform a number of servicing requirements on these loans, such as the monthly home inspections or property preservation in the case of delinquent loans and/or vacant properties that must be maintained. Property preservation includes such work as lawn mowing, winterization of a vacant home, or repair of a vacant home. So, managing the assets of Ginnie Mae is part of these contracts. There are many opportunities for small businesses to participate in these types of property preservation activities related to the servicing of the Ginnie Mae portfolios.

14. Does Ginnie Mae or HUD procure program evaluations or quantitative studies? (qualitative and quantitative studies?)

Additionally, HUD has an Office of Policy Development and Research, the primary office that conducts national housing research, surveys, and program evaluations. You can find more information about their studies on www.huduser.gov. Recently, OSDBU hosted a Live Chat with HUD's OSDBU and the special guest was Dr. Calvin Johnson, Deputy Assistant Secretary for PD&R's Office of Research, Evaluation and Monitoring. Dr. Johnson shared a lot of information on what his office procures in housing research and program evaluation services. The webinar recording and PowerPoint presentation are available on OSDBU's website: https://www.hud.gov/program_offices/sdb/outreach/previous_outreach_and_training

PD&R's contract opportunities can be found on HUD's Forecast of Opportunities: https://www.hud.gov/program_offices/sdb/4cast

15. My company has a low-cost analytics (Software-as-a-Service) subscription used in diversity and inclusion analysis in mortgage lending. From the Ginnie Mae/HUD perspective, is being on a schedule important?

Yes, it would be beneficial if a particular procurement is utilizing a GSA schedule to purchase the services.

16. Please explain Master Sub-Servicer contracts?

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17. How can title companies search for contracting opportunities within HUD's OSDDBU and Ginnie Mae?

Vendors can review HUD's forecast of opportunities via:
https://www.hud.gov/program_offices/sdb/4cast

<p>18. Are there any contract TITLE companies opportunities?</p>	<p>1. There are no longer HUD designated closing agents or closing agent service contracts. Since HUD piloted a “Buyer Select” closing agent program for HUD owned properties in 2013, the buyer selects his or her own closing entity and is not required to close with HUD contracted closing agents.</p> <p>2. There may be limited subcontracting opportunities with the Management and Marketing (M&M) Asset Manager (AM) contractors and/or the Mortgagee Compliance Manager (MCM). You may consult HUD’s website:</p> <p>https://www.hud.gov/program_offices/housing/sfh/reo/mm/mminfo for contact information for the various M&M AM contractors and/or the MCM.</p>
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