

**NTIS Joint Venture Partnerships  
Business FAQs**

- 1. What is your current amount of business and what types of work does this include?**
  - a. In Fiscal Year 2016 NTIS total revenues are projected at approximately \$190 million.
  - b. Slightly over half of NTIS current revenues are from e-training and knowledge management with the rest of the revenues coming from various other information technology projects. Less than 5% of NTIS revenues come from Products such as the Technical Reports Library.
  
- 2. What is next year's projected business level?**
  - a. As NTIS moves away from e-training and knowledge management we expect Fiscal Year revenues to be approximately \$163 million.
  
- 3. Who are NTIS current customers?**
  - a. NTIS has ongoing projects with numerous Defense organizations (approximately 1/3 of the revenues in FY 2016), and multiple DHS organizations (approximately ¼ of FY 2016 revenues). We also have ongoing efforts with Department of Commerce, Agriculture, Education, Housing and Urban Development, Justice, and Treasury, the Environmental Protection Agency, Health and Human Services, Federal Communications Commission, General Services Administration, National Archives and Records Administration, Pension Benefit Guaranty Corporation, Small Business Administration, Social Security Administration, and the US Peace Corps.
  
- 4. How much repeat business does NTIS tend to have from its customers?**
  - a. Historically NTIS has significant repeat business; over 70% of business is repeat business.
  
- 5. How does new business come to NTIS?**
  - a. NTIS will continue to work directly with Federal agencies to offer innovative solutions.
  
- 6. If I am a JVP how would work come to me?**
  - a. NTIS will vet opportunities from its Federal agency customers and document the customers' requirements as the opportunity becomes a project. The requirements will then be included in an opportunity announcement inviting JVPs to propose. NTIS will then select the proposal(s) that have the most merit for that project.
  
- 7. What are the typical margins/shares that NTIS expects to see?**
  - a. NTIS and the JVP will share any fees that may be generated from the project in accordance with an established fee schedule. Since NTIS and the JVP will jointly plan, invest resources in, and execute each joint venture project to meet an agency mission need, the fee sharing will depend on the specific needs of the project and may vary from project to project.
  
- 8. Are there any regulatory or other Government requirements levied on JVPs (e.g. audits, FAR compliance, Davis-Bacon Act...)?**
  - a. The Joint Venture Partnership Agreement will detail specific legal and regulatory requirements. By statute, NTIS is required to provide for annual independent audits of its financial statements, to be conducted in accordance with generally accepted accounting principles. NTIS, like all other federal agencies, is subject to oversight by the Government Accountability Office and the Inspector General.

**9. Where is most of the work to be performed?**

- a. NTIS will perform its work at NTIS offices in Alexandria, VA. JVPs will typically perform most work on joint venture projects at their offices. Most federal customers for NTIS joint venture projects are in the Washington National Capital Region.

**10. Clearances required for the work?**

- a. Suitability may be required for some roles as specified by the project; however, no classified work will be conducted under the JVP agreement.

**11. Does my staff need to be U.S. Citizens?**

- a. Some projects may require the staff filling certain roles to be U.S. Citizens.