

Business Opportunities at DHS



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From the Chairman

Dear Friends,

Thank you for subscribing to this newsletter. I hope that you enjoy reading it as much as I enjoy providing it to you.

In this edition of the newsletter, there are energy efficiency tips for businesses, information on changes in federal procurement law, and business opportunity listings.

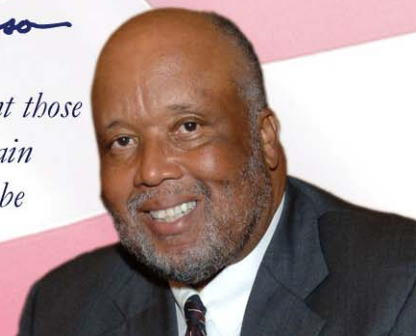
This newsletter is a testament to my commitment to the ideal that the necessary ingredients to create the American dream are work, optimism, and fairness. I know that you may have the first two qualities—the willingness to work and the spirit of optimism. My mission is to help bring about the third necessity—fairness. I remain committed to assuring fair and open competition and a level playing field. No business with a viable product or service should be denied an opportunity to compete.

Please continue to send in your views on working with the Department. Additionally, feel free to provide your suggestions on how to improve this publication. Do not hesitate to contact us at DHSBizOps@mail.house.gov if we can be of assistance to you.

Keep the Faith,

“Securing our homeland is one of the nation’s most critical needs. Artificial barriers that prevent those with good ideas from contributing to this important endeavor can no longer be permitted to remain unchecked. The kind of bureaucratic inertia that leads to limited opportunities for many must be replaced by a new spirit of service and inclusion. I am committed to ensuring expanded participation in this critical endeavor.”

—Chairman Bennie G. Thompson



UPCOMING EVENTS WITH DHS

August 20-22, 2008

[Elite SDVOB National Convention](#)

Annapolis, Maryland

Sponsor: The Elite SDVOB Network

September 3, 2008

[Veterans Business Conference](#)

Charleston, West Virginia

Sponsor: Regional Contracting Assistance Center

September 3-5, 2008

[National Minority Enterprise Development \(MED\) Week](#)

Washington, D.C.

Sponsor: National Minority Enterprise Development Council

Are You a Women-Owned Business?

[Women-owned small businesses](#) ("WOSBs") are reported to be the fastest growing segment of this country's business community. Unfortunately, WOSBs have not seen a proportionate increase in the number of federal contracting dollars sent their way. In fact, the federal government has repeatedly failed to meet its own women-owned small business contracting goal (which was set at 5% under Section 7106 of the Federal Acquisition Streamlining Act).

HELPFUL LINKS

"How to Do Business with the Department"

http://www.dhs.gov/xopnbiz/editorial_0421.shtm

DHS Organizational Chart

http://www.dhs.gov/about/structure/editorial_0644.shtm

OSDBU Contacts

http://www.dhs.gov/xopnbiz/smallbusiness/gc_1178570919850.shtm

Statistics on DHS Small Business Performance

<http://www.sba.gov/aboutsba/sbaprograms/goals/index.html>

TSA NOW SUBJECT TO FAR

On June 23, 2008, the Transportation Security Administration (TSA) became subject to the Federal Acquisition Regulations (FAR). This change in the law means that TSA must now abide by the procurement rules and regulations that govern most other federal government agencies. While bringing TSA into regulatory uniformity with other Department of Homeland Security components is a major step forward, it does not resolve all outstanding procurement issues within the agency. On August 18, 2008 Chairman Thompson wrote to the TSA Administrator to obtain the agency position on some of these unresolved issues. If you would like to read the entire text of the letter, please click this link: <http://homeland.house.gov/SiteDocuments/tsa.pdf>

COMMENTS SOUGHT FOR E-VERIFY

On August 8, 2008, Chairman Thompson submitted comments to the General Services Administration expressing his concern over the cost, convenience, and practicality of a proposed rule which would require federal vendors with contracts valued at more than \$3000 to use the E-verify program to validate the employment eligibility of new and existing employees. You can read the entire letter by clicking on this link: <http://homeland.house.gov/SiteDocuments/gsa.pdf>

WHAT'S YOUR BUSINESS' ENERGY PROFILE?

The rising cost of oil has reignited concerns about the nation's energy security, energy consumption, and economic well-being. Rapid increases in energy costs have tightened budgets and caused many families and businesses to reassess routine activities and expenditures.

But in addition to individual belt-tightening, rising energy costs have spurred a new national dialogue on energy consumption, sustainability, and domestic production. As Congress grapples with the many policy options and challenges presented by the rapid increase in energy prices, energy conservation has once again become a popular topic.

The business community has long known "a penny saved is a penny earned." While most businesses have employed some energy saving measures, others may have wondered whether it is possible to save "green" by "going green" and sought comprehensive energy saving strategies to maximize profit without adversely affecting employee comfort or customer satisfaction.

For any business that considers energy conservation as a cost-cutting tool, the first step is to contact your local energy provider to obtain an energy audit. An energy audit will give you concrete and individualized examples of how your business is losing the opportunity for potential profit by failing to practice energy efficiency. Additionally, your state's energy department can help you determine if the state provides grants or loans to finance energy improvements.

Without guidance, it can be difficult to learn about the available options, determine the cost savings and embark upon an energy savings plan that is right for your business. The link below is a best practices guide where you can find tips on how individual businesses have implemented energy savings strategies:

<http://www.fypower.org/com/bpg/>

DID YOU KNOW...

You can locate advance acquisition planning information at:

<http://www.fido.gov/dhs/aap/publicviewsb.asp>

You can locate current opportunities at:

<http://vsearch2.fbo.gov/servlet/SearchServlet>

You can serve as a subcontractor with a prime at DHS:

http://www.dhs.gov/xlibrary/assets/opnbiz/OSDBU-DHS_Prime_Contractors_List.pdf

UPCOMING OPPORTUNITIES

For more information about these opportunities, please visit: <http://vsearch2.fbo.gov/servlet/SearchServlet>

Solicitation #	DHS Office/ Agency	Project	Point of Contact	Response Date
157219	United States Secret Service	USSS needs photography equipment.	Latinia Reed latinia.reed@usss.dhs.gov	August 29, 2008
20039442	Customs and Border Patrol	CBP needs janitorial service.	Michael Hall michael.a.hall@dhs.gov	August 28, 2008
HSCG82-08-B-3WCA33	United States Coast Guard	USCG needs materials for a metal building and paint booth.	Deborah J. Boydston deborah.j.boydston@uscg.mil	September 17, 2008
HSCB49-08-Q-Q00033	United States Coast Guard	USCG needs labor and materials for USCG training center.	Williard D. Purdum willard.d.purdum1@uscg.mil	September 12, 2008
HSCG33-09-Q-6SSL01	United States Coast Guard	USCG needs laundry service.	Tim J. Price tim.j.price@uscg.mil	September 15, 2008
HSCG82-08-B-3WCA33	United States Coast Guard	USCG needs a metal building.	Deborah J. Boydston deborah.j.boydston@uscg.mil	September 17, 2008
20038827	Customs and Border Patrol	CBP needs sewer and disposal services.	Rosie Zarago rosie.zarago@dhs.gov	September 10, 2008
21093396SRE92	United States Coast Guard	USCG needs planner and estimator services.	Deborah S. Cefaratti deborah.s.cefaratti@uscg.mil	September 5, 2008
HSCG42-08-Q-3WN057	United States Coast Guard	USCG needs installation of new entry doors.	Shirley Green shirley.l.green@uscg.mil	September 5, 2008
HSCG80-09-Q-3FA014	United States Coast Guard	USCG needs drydock repair for USCG Drummond.	Mia R. Mayers mia.r.mayers@uscg.mil	October 3, 2008
HSCG33-09-R-SEA003	United States Coast Guard	USCG needs runway sweeping.	John R. Woolery john.r.woolery@uscg.mil	September 16, 2008
HSCG84-08-Q-AA7222	United States Coast Guard	USCG needs recycling and refuse services.	Maria L. Negron maria.l.negron@uscg.mil	September 5, 2008
HSCG42-08-Q3WN056	United States Coast Guard	USCG needs galvanized chain link fence installation.	Shirley L. Green Shirley.l.green@uscg.mil	September 5, 2008

If you believe your company has been treated unfairly by the Department of Homeland Security, please tell us about it: DHSBizOps@mail.house.gov