

Business Opportunities at DHS



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From the Chairman

Dear Friends,

On behalf of the Committee on Homeland Security, I am pleased to present the April 2008 edition of our e-publication, "Business Opportunities at DHS". April 21, 2008 marks the beginning of National Small Business Week. In this edition of the newsletter, you will find information on future opportunities with the Department, the Small Business Innovation Research Program (SBIR), upcoming conferences, and the Homeland Security Advanced Research Projects Agency (HSARPA).

I started this newsletter to answer the call of so many of you who remain locked outside of the contracting process. It is essential that business owners—whether large or small—are afforded the same opportunities.

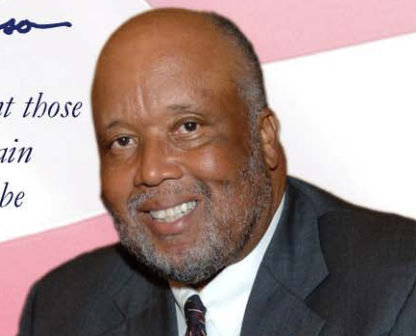
I appreciate the positive responses received regarding the content of this newsletter. This outpouring has convinced me of the need for this kind of practical and accessible information.

Please be aware of my commitment to provide you with guidance or assistance. Do not hesitate to reach out to us via email at: DHSBizOps@mail.house.gov if we can be helpful.

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

In Washington:

Thursday, April 24, 2008
DC Area 18th Annual OSDBU
Procurement Conference
Show Place Arena—Upper Marlboro, MD
Sponsor: Federal Business Council
<http://www.fbinc.com/osdbu>

Vendor Outreach Session
Thursday, May 22, 2008
9:00 am – 12:00 noon
Registration will open Thursday, May 15,
2008 at 12:00 noon (Eastern Time)

LOCATION
Holiday Inn Capitol
Columbia Ballroom
550 C Street, SW
Washington, DC 20024

Appointments must be made for this event. For scheduling information and tips on how to have a successful outreach session visit http://www.dhs.gov/xopnbiz/smallbusiness/editorial_0524.shtm.

HELPFUL LINKS

DHS "How to Do Business with the Department"
http://www.dhs.gov/xopnbiz/editorial_0421.shtm

DHS Organizational Chart
http://www.dhs.gov/xabout/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>

Does your business have a prototype that can help secure our nation's land and sea ports of entry? Do you develop technology that can assist first responders in a crisis?

Your business's innovation and creativity could be used by the DHS Homeland Security Advanced Research Projects Agency (HSARPA). DHS HSARPA administers a Small Business Innovation Research Program (SBIR). The goal of SBIR is to increase the participation of small businesses in research and development programs and to challenge industry to bring innovative homeland security solutions to reality. SBIR will be releasing a solicitation later this spring.

Another source of information for solicitations is the HSARPA solutions portal. The HSARPA solutions portal provides businesses and agencies with a list of solicitations for long range science and technology projects that can be conducive to the DHS Directorate for Science and Technology (S&T), the primary research and development arm of DHS. Due to the technological requirements of the solicitations, white papers are mandatory in most instances. Like SBIR announcements, paper copies of these announcements are not issued and may be found by visiting the S&T Broad Agency Announcement (BAA) website at www.hsarpabaa.com.

DHS also welcomes unsolicited proposals for truly innovative and unique solutions. Please visit part 15.6 of the Federal Acquisition Regulation, <http://www.acquisition.gov/far/current/html/Subpart%2015.6.html>, which outlines the specific criteria which must be met before an unsolicited proposal can be submitted. For more details about unsolicited proposals, contact Kathy Ferrell, Office of Chief Procurement Officer, 202-447-5576, unsolicited.proposal@dhs.gov.

Are You a Minority-Owned Start-Up Firm?

The Minority Business Development Agency funds Business Development Centers around the country to assist with the start-up, expansion and development of minority-owned firms. Minority Business Enterprise Centers (MBECs), Native American Business Enterprise Centers (NABECs), and Business Resource Centers (BRCs) provide individualized management and technical assistance to minority entrepreneurs at every stage of business development. Minority Business Opportunity Committees (MBOCs) coordinate Federal, state and local business resources. They are designed to identify business opportunities and leverage existing programs to increase market access for minority-owned firms. For a center near you, please go to www.mbda.gov.

DID YOU KNOW...

You can locate advance acquisition planning information at:

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

You can access current contracting opportunities:

<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

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

UPCOMING OPPORTUNITIES

For more information about these opportunities, please visit: <http://www.fido.gov/dhs/aap/publicviewsb.asp>

NAICS Code	DHS Office/ Agency	Project	Point of Contact
519190	ICE	Provide a daily media-monitoring analysis service that delivers exceptional quality and value to the agency	Betty Johnson Betty.Johnson@dhs.gov
541519	ICE	Purchase of thumbdrives that meet security requirements	Linda Ptomey Linda.Ptomey@dhs.gov
561110	TSA	Program management and support services	William Dorwart William.Dorwart@tsa.dhs.gov
541512	FEMA	Database Management Services for the FRATTS system for the FEMA individual assistance section	Douglas J. Marshall Douglas.Marshall@dhs.gov
238220	FEMA	Fire Sprinkler System	Bill McClure Bill.McClure@dhs.gov
541519	US Secret Service	Equipment replacement for damaged units	See www.dhs.gov/xopnbiz/opportunities/editorial_0700.shtm
336413	United States Coast Guard	Generator Overhaul	Yvonne Chambers 252-335-6504
336413	United States Coast Guard	C130 Avionics Repair	John Turmelle John.F.Turmelle@uscg.mil
561611	United States Coast Guard	Provide technical and administrative professional qualification evaluation	Tina Bassett Tina.M.Bassett@uscg.mil
541512	DHS	Engineering Architecture support services for NPPD OCIO	Matt Coose Matt.Coose@dhs.gov
561110	DHS	Business office support for the sector specific agency executive management office	Steve King Steven.King1@dhs.gov
541519	Customs and Border Protection	Contractor Support	Jesse Plater Jesse.Plater@cbp.dhs.gov
541511	Federal Law Enforcement Training Center	Facility Management Software and Inspection Services	Robert Owings Robert.Owings@dhs.gov

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OTHER DHS OPPORTUNITIES

2008 SBIR/STTR Spring Conference

For more information about the event visit: <http://www.sbirflorida.org/default.asp>

DHS SBIR Program managers will be in Orlando for the largest gathering of federal physical and bioscience grant and contract funding agencies in the history of the SBIR/STTR Program. The 2008 SBIR/STTR National Spring Conference in Orlando will bring together not only federal program administrators from all of the 11 SBIR participating agencies, but also venture capital and angel investors, secondary market and traditional lenders, university and federal laboratory representatives and other experts who provide assistance with the scale-up of early-stage ventures. You will also hear presentations by SBIR Award winners who have successfully commercialized their research.

The following individuals are encouraged to attend:

- Entrepreneurs engaged in innovative physical or bioscience research;
- research scientists from public and private labs;
- prime contractor procurement representatives;
- economic development, workforce development and private business services providers focused on knowledge-based business development;
- university technology transfer,
- grant and contracts administrators; and
- and elected and appointed public officials.

We're Here to Serve You!

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SBIR wants to meet you!

IEEE International Conference
Technologies for Homeland Security
Waltham, MA

May 12-13, 2008

www.ieee.org

National SBIR Conference

Orlando, FL

May 27-30, 2008

<http://www.sbirflorida.org/contact.asp>

Department of Homeland Security High Priority Representative Technology Areas

- Standoff detection on persons
- Tools to detect and mitigate animal disease breakouts
- Handheld rapid biological and chemical detection systems
- Analytical techniques for security across the information technology system engineering life cycle
- Composable and scalable secure systems
- Enhanced screening and examination by non intrusive inspection
- Mobile biometrics screening capabilities
- High speed, high fidelity ten print capture capability
- Detection paradigms and systems for enhanced, emerging, and novel biological threats
- Ability to detect handmade or novel explosives
- Capability in real time for positive verification of individual's identity using multiple biometrics

Other High Priority Representative Technology Needs are in the "High Priority Technology Areas" Document. This document may be obtained by visiting www.hsarpabaa.com and by following the Representative High Priority Areas link.