

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 May 2008 edition of our e-publication, "Business Opportunities at DHS". This week, the Committee released a report entitled, "Small, Minority, and Disadvantaged Business in the Department of Homeland Security—Selected Aspects, FY 2007." This report examines procurement actions for FY 2007 in the context of total DHS procurement spending.

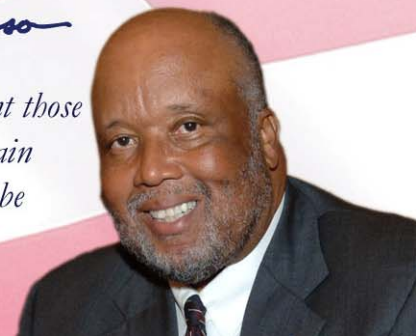
In this edition of the newsletter, you will find information on future opportunities with the Department, upcoming events, and more information on the Committee's report.

Please continue to send us feedback—what we can do to make this publication more helpful to you, your experiences in working with the Department, and any other ideas you have. I am committed to providing 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

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)
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.

2008 SBIR/STTR Spring Conference

May 27-30, 2008
Orlando, Florida
For more information about the event visit:
<http://www.sbirflorida.org/default.asp>

ProBiz 2008

August 1, 2008
Hilton Hotel
8727 Colesville Road
Silver Spring, Maryland 20910
For more information about the event visit:
<http://www.probiz.tv>

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>

SBIR OPPORTUNITIES

SBIR is now accepting proposals. 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. Currently, SBIR is soliciting full proposals for primary research areas. The proposals are due June 17. A synopsis of each of the SBIR solicitations is listed below. The full solicitations are only available online. For information about the solicitations please visit:

www.sbir.dhs.gov or www.fedbizopps.gov.

Each proposal must be submitted on the DHS electronic submission website at <http://www.sbir.dhs.gov>.

SBIR Topic H-SB08.2-001

Title: Engineered Building Materials

Description: DHS is seeking technologies, devices, and systems that can prevent or mitigate damage from blasts, projectiles, and fire. Of particular interest are materials that can be used to construct/protect critical build infrastructures such as bridges, tunnels, and buildings.

Technical Point of Contact: Mr. John Fortune, Phone 202-254-6622,
john.fortune@dhs.gov

SBIR Topic H-SB08.2-002

Title: Innovative Educational Environments to Develop the Necessary Intellectual Basis for a National DHS S&T Workforce

Description: The National Academies Report: Rising Above the Gathering Storm—Energizing and Employing America for a Brighter Economic Future provides background on the need to increase the talent pool by vastly improving K-12 science and mathematics education. For the DHS workforce, an increase in the US talent pool is critical. In addition the ongoing research at the DHS sponsored Centers of Excellence are in topic areas critical to Homeland Security and, as such, require special attention. Innovative educational environments, both formal and informal, need to be developed to bring these new science and math applications to the workforce.

Technical Point of Contact: Ms. Desiree Linson, 202-254-6309

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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

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
488190	CBP	Provide Aircraft Parts	Elliott Warner elliott.b.werner@dhs.gov
926110	CBP	Contract Support for Regulatory Impact Analysis	James Lieberman james.lieberman@dhs.gov
561612	ICE	Security Guard Services for Various Locations in VA and DC	Dennis Roberts droberts@sectek.com
923130	CBP	On-Site and Off-Site Support Services to include Data Entry/Clerical Types of services	Brenda Findley brenda.findley@dhs.gov
561410	ICE	Contractor Support	Julienne Moore www.contractconsult.com
541611	ICE	Provide Senior Management Analyst Support	Michelle Loy michelle.loy@dhs.gov
561110	ICE	Acquisition Support Contract	Stephanie Simeone ssimeone@alonic.com
541310	FLETC	Renovations and New Construction	Robert Driggers bob.Driggers@dhs.gov
561320	FLETC	Temporary Services Personnel	Patricia Newman patricia.a.newman@dhs.gov
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	CBP	Contractor Support	Jesse Plater jesse.plater@cbp.dhs.gov
541511	FLETC	Facility Management Software and Inspection Services	Robert Owings robert.owings@dhs.gov

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

OTHER SBIR OPPORTUNITIES

(continued from page 2)

SBIR Topic H-SB08.2-003

Title: *High Speed DNA Sequencing for Environmental Sample Biological Threat Detection, Identification, and Support for Attribution*

Description: Complex samples from the environment need to be analyzed for biological threat agents in backgrounds of near neighbor strains, other endogenous species, mammalian cells, and a variety of chemical and biological clutter.

Technical Point of Contact: Dr. James Anthony, 202-254-5742, james.anthony@dhs.gov

SBIR Topic-H-SB08.02-004

Title: *Telecommunications Linking System*

Description: Immigrations and Customs Enforcement (ICE) uses a system to store information regarding known suspects and associates phone calls made by these suspects to other phone numbers. The goal is to improve the linking capability and the user interface for an existing database.

Technical Point of Contact: David Throckmorton, 202-254-5622, david.throckmorton@dhs.gov

Remember: Proposers may submit written questions to faq@hsarpasbir.com. Questions are limited to technical information for improving the understanding of a particular topic's requirements only. Questions will not be accepted after June 6, 2008.

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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.mbd.gov.

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).

For more information: http://www.sba.gov/idc/groups/public/documents/sba_program_office/sba_pr_wbc_ed.pdf

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.

SMALL, MINORITY, AND DISADVANTAGED BUSINESS PROCUREMENT AT DHS

The Majority Staff of the Committee on Homeland Security released a report this week entitled, “Small, Minority, and Disadvantaged Business in the Department of Homeland Security—Selected Aspects, FY 2007.” The Department of Homeland Security (DHS) in collaboration with the U.S. Small Business Administration (SBA) has several programs to increase the participation of small, minority, and disadvantaged business in its procurements. This report examines procurement actions in these programs for FY 2007 in the context of total DHS procurement spending. See the report here:

<http://homeland.house.gov/SiteDocuments/20080520150505-41156.pdf>

DHS Procurement – FY 2007

- In FY 2007, more than one-third of the Department’s \$34.8 billion budget was spent in the private sector, a total of \$12.2 billion.
- Six of the eight DHS procurement authorities did most of this business.
- 40 percent of total procurement dollars were obligated in the fourth quarter of FY 2007, increasing the chance of waste, fraud and abuse.
- About two-thirds of DHS procurement dollars went to big firms.

DHS Small, Minority, and Disadvantaged Business Procurement – FY 2007

- There are five categories for small, minority, and disadvantaged businesses. The total dollar value of awards to businesses in each of these categories varied across DHS components, as did the average value of individual procurement actions.
- Department-wide, the top 10 firms in each of the small business categories received a majority of the dollars in that category.
- Alaska Native Corporations (ANC) received at least 28.3 percent of the dollars spent on contracts with 8(a) firms.
- DHS has met each of its federal contracting goals for small, minority, and disadvantaged businesses, but crediting a single procurement action to more than one contracting goal may create a misperception of the participation of small, minority and disadvantaged businesses.

Recommendation 1: The Secretary of Homeland Security should remedy weaknesses in small, minority, and disadvantaged business contracting.

Recommendation 2: The Secretary should end the concentration of procurement actions in the fourth quarter of the fiscal year.

Recommendation 3: The Secretary should determine how Alaska Native Corporations may limit the opportunities of other 8(a) firms.

Recommendation 4: The Government Accountability Office should be asked to determine the impact of double-counting on the attainment of DHS small, minority, and disadvantaged business goals.

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