

Business Opportunities at DHS



OCTOBER 2008: Focus on DHS Headquarters

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From the Chairman

Dear Friends,

Thank you for your consistent support of the “DHS Business Opportunities Newsletter.” The next several newsletters will focus on the many opportunities that exist in the Department’s contracting authorities—from headquarters to FEMA. Providing some idea of how the authorities work and how to get your company’s foot in the door with each of them is the goal for this series.

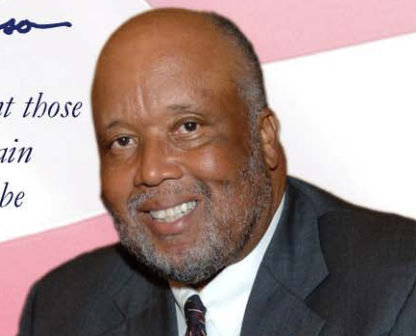
As we prepare for the Department’s first ever presidential transition, it is essential that all companies whether small, medium, or large have a keen understanding of the Department’s procurement practices. This newsletter is a testament to my commitment to the ideal that the necessary ingredients to create the American dream are work, optimism, and fairness. I remain committed to assuring fair and open competition and a level playing field.

Please continue to send in your views on working with the Department. Additionally, feel free to provide your suggestions on how to improve the newsletter. Do not hesitate to contact us at DHSBizOps@mail.house.gov if I 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



FOCUS ON DHS HEADQUARTERS (FY 2008)

Total dollars: **\$887,423,523**

Total number of contractors: 403

Total number of transactions: 1,286

Top 5 Products or Services Sold

Engineering and Technical Services	\$189,797,634
Other ADP and Telecommunications Services (includes data storage on tapes, compact disks, etc.)	\$132,669,849
ADP Components	\$60,278,211
ADP Input/Output and Storage Devices	\$57,250,007
Other Management Support Services	\$53,308,387

Top 10 Contractors

ACCENTURE LTD	\$224,864,051
Booz Allen Hamilton Inc.	\$67,961,822
General Dynamics Corporation	\$48,922,576
51	\$44,880,098
Lockheed Martin Corporation	\$43,653,017
Computer Sciences Corporation	\$36,864,470
The Mitre Corporation	\$25,353,452
SAIC, Inc.	\$24,456,002
Mantech International Corporation	\$23,736,184
SRA International, Inc.	\$23,526,953

Source: http://www.usaspending.gov/fpds/fpds.php?mod_agency=7001&sortby=u&detail=-1&dtype=T&reptype=a&database=fpds&fiscal_year=2008&submit=GO

Victory for Small Businesses on IDIQ Contracts

Over the past eight years, the use of multiple-award, indefinite-delivery/indefinite-quantity type contracts (IDIQ) have not only increased, they are being managed in a way that ignores the set-aside requirements required by the Federal Acquisition Regulation (FAR) thereby decreasing procurement opportunities for small businesses. Blatant disregard for small business set-aside provisions are over. The GAO Comptroller General of the United States in the case of *Delex Systems, Inc. vs. Department of the Navy, Naval Air Systems Command (NAVAIR)*, recently issued a ruling that in effect says that the set-aside provisions within the Federal Acquisition Regulation were applicable to IDIQ contracts. This decision is a major win for small businesses.

In general, Federal Agency Acquisition management interpreted the regulations such that small business set-aside provisions were not applicable to the delivery orders/task orders under IDIQ contracts. The Agencies were generally reluctant to award even these base contracts to small business. After significant congressional and interest group pressure, Federal agencies began to award some small businesses IDIQ contracts. However, the small businesses had to compete with large business for task or delivery orders. This GAO decision provides hope to small businesses, especially small disadvantaged businesses, 8(a) businesses, and HUBZone businesses for ability to obtain the kind of support envisioned by the framers of small business laws and regulations. The moral of this story is not to just accept what Federal agency officials decide – it sometimes pays to challenge the status quo. Visit <http://www.gao.gov/decisions/bidpro/400321.htm> to review the decision. Additionally, for information on the bid protest process, please visit: <http://www.gao.gov/decisions/bidpro/bid/d06797sp.pdf>

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

UPCOMING EVENTS WITH DHS

Small Business Vendor Outreach Sessions are a series of pre-arranged 15-minute appointments with Small Business Specialists from various components of the Homeland Security procurement offices. Scheduled participants from the Department include representatives from:

- Department Headquarters (HQ)
- U.S. Coast Guard (USCG)
- U.S. Customs and Border Protection (CBP)
- Federal Emergency Management Agency (FEMA)
- U.S. Immigration and Customs Enforcement (ICE)
- U.S. Secret Service (USSS)
- Transportation and Security Administration (TSA)

Friday, November 14, 2008
9:00 a.m. — 12:00 p.m.

Holiday Inn Capitol
Columbia Ballroom

*Registration will be held on Friday,
November 7, 2008 at 12:00 noon*

OSDBU CONFERENCES

November 12, 2008

[Business Matchmaking](#)

Miami, Florida

DHS MENTOR-PROTÉGÉ PROGRAM

The DHS mentor-protégé program is designed to motivate and encourage large prime contractors to provide developmental assistance to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns. The program is also designed to improve the performance of DHS contracts and subcontracts, foster the establishment of long-term business relationships between large and small businesses, and strengthen subcontracting opportunities at DHS. To participate in the program, firms must submit a joint mentor-protégé application. You may download the application by visiting: http://www.dhs.gov/xlibrary/assets/opnbiz/OSDBU_DHS_MentorApplication.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.

HELPFUL LINKS

"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>

We're Here to Serve You!

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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 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

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FORECASTING 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
541611	DHS HQ	Independent Verification and Validation for Business Management Office	Thomas Bold thomas.bold@dhs.gov
541511	DHS HQ	Enterprise COTS C&A Tool Maintenance and Support Implementation and Support Training	Jeffery Johnson jeffery.w.johnson@dhs.gov
541519	DHS HQ	CBP NOC/SOC Tools and Maintenance	Contact ITAC Teaming Coordinator Www.dhs.gov/xopnbiz/opportunities/editorial_0700.htm
541512	DHS HQ	IT Security Services for NPPD OCIO Security Office	Matt Coose matt.coose@dhs.gov
518210	DHS HQ	OEC requires conference planning and support, conference administration management and design and delivery of materials for the new OEC office	Mary Caldwell mary.caldwell@dhs.gov
541611	DHS HQ	Support and development and implementation of the NIPP and SSP in the area of NIPP Reporting and Analysis	Tommy Brown tommy.brown@dhs.gov
541611	DHS HQ	Management and program planning support for NIPP education, training, and outreach	Barbara Yagerman barbara.yagerman@dhs.gov
236220	DHS HQ	Upgrade to IP COOP relocation site	J Paul Johnson jpaul.johnson@dhs.gov
541611	DHS HQ	State, local, tribal, and territorial government coordinating council and regional coalition business services and consulting	Nancy Wong nancy.wong@dhs.gov
541611	DHS HQ	Web security enhancement tool	Greg Carnavale greg.carnavale@dhs.gov
453998	DHS HQ	Protective Security Advisor Equipment	Kenny Longfritz kenny.longfritz@hq.dhs.gov
921190	DHS HQ	Internet Path Tools/Data	Valerie Liles valerie.liles@dhs.gov
541714	DHS HQ	Air Space Modeling	Spanky Kirsch spanky.kirsch@dhs.gov

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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
HSCG23-08-R-PUD001	United States Coast Guard	USCG needs a supplier of 100% cotton T shirts	Wendy Stevenson wendy.stevenson@uscg.mil	November 5, 2008
HSCG80-08-Q-3FA021	United States Coast Guard	USCG needs dockside repairs	Lori L. Ellis lori.lellis@uscg.mil	November 10, 2008
HSCG-28-09-Q-S1002	United States Coast Guard	USCG needs landscaping services.	Debra A. Smith debra.a.smith@uscg.mil	November 8, 2008
HSBP1008-Q-1592	Customs and Border Protection	CBP needs janitorial services	Caroline R. Manning caroline.r.manning@dhs.gov	December 21, 2008
HSCGG8-08-Q-PPS221	United States Coast Guard	USCG intends to procure services for the DHS 5 year anniversary pin	Harvey Cameau harvey.cameau@uscg.mil	August 10, 2010
HSCG84-09-Q-AA1291	United States Coast Guard	USCG needs labor, materials, and equipment for refuse collection services	Dannielle Tonsel dtonsel@mica.uscg.mil	October 29, 2008
HSCG40-08-Q-41674	United States Coast Guard	USCG needs valves, tees, elbows, and adaptors	Ramona Velasquez ramona.velasquez@uscg.mil	July 25, 2009
HSCG80-09-Q-3FA015	United States Coast Guard	USCG needs drydock repairs	Tracey Strawbridge tracey.strawbridge@uscg.mil	November 20, 2008
HSCG40-08-R-60042	United States Coast Guard	USCG needs monobloc propellers	Ashley A. Pezeshikan ashley.a.pezeshikan@uscg.mil	October 28, 2008
HSCG28-08-P-289798008	United States Coast Guard	Coast Guard needs a Creole Language Translator	Debra A. Smith debra.a.smith@uscg.mil	October 30, 2008

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