

Business Opportunities at DHS



January 2009: Focus on TSA and U.S. Coast Guard

In this issue

FROM THE CHAIRMAN

UPCOMING EVENTS

UPCOMING OPPORTUNITIES

FORECASTING OPPORTUNITIES

HELPFUL LINKS

From the Chairman

Dear Friends,

Thank you for your consistent support of the “DHS Business Opportunities Newsletter.” This newsletter is the last in the series designed to provide an overview of the Department’s contracting authorities—from headquarters to FEMA. Learning how the authorities work and how your company gain access is critical to your company’s ultimate success.

As the incoming Administration continues to develop its new practices, it is essential that all companies whether small, medium, or large have a keen understanding of the Department’s current procurement practices. As the Department transitions, we will provide updates on any and all new rules.

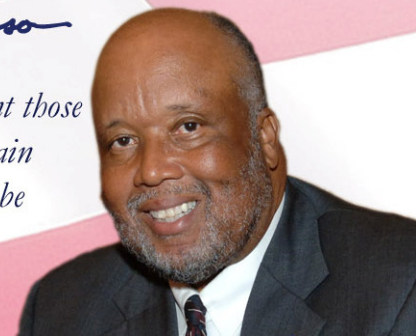
This newsletter is a testament to my commitment to the ideal that the necessary ingredients to create the American dream are work, optimism, and fairness. I remain committed to assuring fair and open competition and a level playing field.

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 U.S. COAST GUARD (FY 2008)

Total dollars: **\$2,312,797,742**

Total number of contractors: 6,696

Total number of transactions: 40,263

Top 5 Products or Services Sold

Radio Navigation Equipment, Except Airborne	\$195,192,463
Engineering and Technical Services	\$156,404,958
Construction of Structures and Facilities -- Other Administrative Facilities and Service Buildings	\$100,963,594
Combat Ships And Landing Vessels	\$88,219,828
Maintenance, Repair and Rebuilding of Equipment -- Aircraft Components and Accessories	\$83,265,695

Top 10 Contractors

Integrated Coast Guard Systems LLC	\$245,256,797
General Dynamics Corporation	\$166,543,954
Bollinger Shipyards, Inc	\$88,809,942
Broadmoor, L.L.C.	\$76,026,534
European Aeronautic Defence and Space Company EADS N.V.	\$67,177,652
Perot Systems Corporation	\$61,299,172
Nana Regional Corporation, Inc.,	\$44,047,204
The Manitowoc Company Inc	\$41,863,532
Safe Boats International Lic	\$39,355,347
Finmeccanica Spa	\$33,642,073

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

FOCUS ON Transportation Security Administration (FY 2008)

Total dollars: **\$1,989,476,921**

Total number of contractors: 695

Total number of transactions: 2,939

Top 5 Products or Services Sold

Other Administrative Support Services	\$446,435,264
Miscellaneous Alarm, Signal and Security Detection Systems	\$230,551,939
Automated Information System Design and Integration Services	\$170,762,765
Other Management Support Services	\$157,818,264
Guard Services	\$144,526,838

Top 10 Contractors

Cooperative Personnel Services	\$376,520,594
Unisys Corporation	\$198,598,929
Lockheed Martin Corporation	\$140,018,857
Siemens AG	\$131,950,193
General Electric Company	\$122,742,434
L-3 Communications Holdings, Inc.	\$122,047,988
Covenant Aviation Security, LLC	\$86,617,123
Accenture Ltd	\$77,384,290
Smiths Group PLC	\$65,660,481
SMS Holdings Corporation	\$39,748,158

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

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 Security Administration (TSA)

Thursday, February 19, 2009

9:00 a.m. - 12:00 p.m.

Holiday Inn Capitol

Columbia Ballroom

Registration will be on Thursday, February 12, 2009, 12:00 noon EST. Please read the instructions carefully. Appointments are scheduled via the web each month on a first-come, first-served basis and are quickly filled.

OSDBU CONFERENCES

April 22, 2009

Dulles Expo Center North Hall

Chantilly, VA

8am - 3:30pm

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>

H.R. 1 & HOMELAND SECURITY

On January 28, Chairman Thompson, along with 243 other Members of Congress voted overwhelmingly to pass H.R. 1, the American Recovery and Reinvestment Act. Included in the legislation was \$2.1 billion for projects and procurement for the Department of Homeland Security. This includes the purchase of explosive detection systems and emerging checkpoint technologies for the Transportation Security Administration; new inspection technology systems to modernize seaports and construction projects at U.S. land borders for Customs and Border Protection; and bridge removal funding for the U.S. Coast Guard.

Prior to its passage, Representative Larry Kissell (NC-8) introduced an amendment to require the Department of Homeland Security to purchase uniforms from made from U.S. components and in U.S. manufacturing facilities. With the complete support of Chairman Thompson, the amendment passed and was included in the final House version of the legislation.

SMALL BUSINESS: THE KEY TO ECONOMIC RECOVERY

Big business is the most celebrated part of American business because of its high profile in the press, business schools, and the public mind.

But small business is the bedrock of American commerce and industry. As we now lose jobs by the hundreds of thousands monthly, we need to remember that small firms generate 60 to 80 percent of the new jobs.

Small firms employ about half of all private sector employees, shell out more than 45 percent of total U.S. private payroll, create more than half of non-farm private gross domestic product (GDP), and provide jobs for 40 percent of our high tech employees. In international trade, nearly all exporting firms are small ones, and small producers generate more than a quarter of our export value. In science and technology, they employ 40 percent of high tech workers, and innovative small firms produce 13 times more patents per employee than comparable large ones.

In today's wrenching global economic crisis, our national policy should focus on growth in small firms. Enabling small firms to bring their job creation and agility into action would likely enhance our nation's ability to recover.

We're Here to Serve You!

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

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

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 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
HSTS04-09-1-ST2014	TSA	Enhanced Metal Detector	Michael X. Cabero Michael.cabero@dhs.gov	February 25, 2009
HSTS04-09-1-ST2013	TSA	Shoe Scanner Detection Equipment	Victor W. Carden Victor.carden@dhs.gov	February 25, 2009
HSTS03-09-0-COM002	TSA	Press Clipping Monitoring Services	Gladys M. Wilks Gladys.wilks@dhs.gov	February 5, 2009
HSCG88-09-R-623066 (A)	USCG	IDIQ Regional Multiple Award Construction Contract at Various DHS Facilities throughout the US and its Territories	Janice M. Preston Janice.m.Preston@uscg.mil	April 2, 2009
HSCG49-09-Q-000005	USCG	Mace Hall Data Network and Cabling System	Tracie B. Backman Tracie.B.Bachman@uscg.mil	February 10, 2009
HSCG40-09-Q-60399	USCG	Shoretie Connector Plug	Thomas J. Richmond Thomas.j.richmond@uscg.mil	February 9, 2009
HSCG80-09-Q-3FAB00	USCG	Drydock For USCGC Yellowfin (WPB-87319)	Nancy M. Brinkman Nancy.M.Brinkman@uscg.mil	March 3, 2009

UPDATE: E-VERIFY DELAYED UNTIL MAY

In our November issue, we informed you about a new rule that requires federal contractors to use the government's E-Verify system to check employment eligibility of their workers.

The rule was originally scheduled to take effect on January 15; however, the Bush Administration delayed the implementation of the rule to February 20 after numerous groups filed a lawsuit to block the rule. Upon taking office, the Obama Administration postponed implementing this rule until May 21, giving the courts time the opportunity to review the claims of the rule's opponents and to decide on the proper way for the system to be administered.

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, HUB-Zone 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

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

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
541211	TSA	System Accounting Financial Reporting and Analysis Support	George Asseng George.Asseng@dhs.gov
561621	TSA	Purchase Universal Conveyor System for AT	Beth Wann Beth.Wann@dhs.gov
561621	TSA	Purchase Credential Authentication Devices	Beth Wann Beth.Wann@dhs.gov
541330	TSA	System Collection and Analysis	William Dorwart William.Dorwart@dhs.gov
339999	TSA	ETD Tables for Screening Checkpoints	Beth Wann Beth.Wann@dhs.gov
238160	USCG	TISCOM Alexandria, VA Replace Roof Dawson Hall 468610	Pamela M. Komer Pamela.M.Komer@uscg.mil
238210	USCG	Replace Generator at USCG CAMSLANT Chesapeake	Pamela M. Komer Pamela.M.Komer@uscg.mil
237990	USCG	09-CO20708 STA Duluth Dredge Busl. Mooring	Pamela M. Komer Pamela.M.Komer@uscg.mil
237710	USCG	PN009-CO3218 Sector Lake Michigan North 40 Repaving	James E. Dinda James.E.Dinda@uscg.mil
236210	USCG	Renovate Building Nol. USCG Sector-Guam	Bonnie Hoe Bonnie.L.Hoe@uscg.mil

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