

Business Opportunities at DHS



MARCH 2009

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From the Chairman

Thank you for your consistent support of the “DHS Business Opportunities Newsletter.” This newsletter is designed to increase awareness and therefore, access to DHS contracting for companies that may lack the resources to consistently monitor upcoming opportunities.

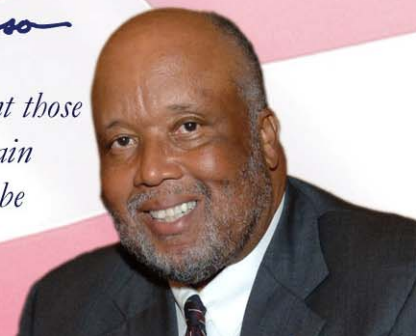
In this edition of the newsletter, you will find information about the upcoming “EAGLE II-Small Business” information technology contract with DHS. Additionally, you will read about the role for small businesses in homeland security opportunities resulting from the stimulus package. This month, the Committee will host its first summit on Doing Business with the Department of Homeland Security March 28, 2009. I invite all of you to attend and obtain information on increasing your access to contracting opportunities with the Department.

Please continue to send in your views on working with the Department. Also, please 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



THE EAGLE FLIES AGAIN

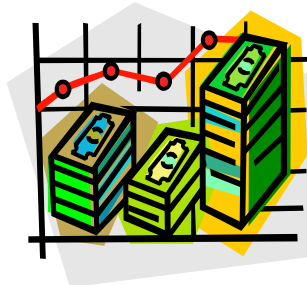
For IT firms, Enterprise Acquisition Gateway for Leading Edge Solutions (EAGLE) is one of the leading DHS procurements. EAGLE is the DHS-wide platform for acquiring IT services. In its first iteration, EAGLE I, it organized IT procurements in functional categories and awarded IDIQ (indefinite delivery/indefinite quantity) contracts to 25 large firms and 28 small ones. These contracts are still in progress, but the Department is now designing the second iteration, EAGLE II.

EAGLE II is a 100 percent small business set-aside contract, and DHS is considering two possible ways of awarding this multiple award contract – by small business category or functional area. In the small business category version, each company would select a single category for which it was certified (small disadvantaged business, HUBZone, *etc.*), and contracts would be designated for each of those categories, with awardees able to compete for work under task orders in any functional category, but only within their designated small business category. .

DHS posted an invitation to respond to this and other aspects of the projected EAGLE II in FedBizOpps on 2/1/2009 with a deadline of 2/25/2009. Stay tuned, we will have new updates as they occur. For more information about EAGLE II, contact Holly Donawa via email at holly.donawa@hq.dhs.gov.

The Economic Stimulus Package and DHS

The American Recovery and Reinvestment Act of 2009 will bring a number of new projects to DHS. These projects are designed to not only make the country safer, but also create new jobs. For example, on March 5, Secretary Napolitano announced over \$1 billion to create aviation security projects that will bring over 3,000 jobs to TSA. Other projects funded by the Act include:



St. Elizabeths/DHS Headquarters Consolidation:

- \$650 million (\$200 million to DHS; \$450 million to GSA)

U.S. Customs and Border Protection (CBP):

- \$720 million for construction at land ports of entry
- \$100 million for Non-Intrusive Inspection (NII) technology

U.S. Coast Guard:

- \$142 million for Alteration of Bridges program
- \$98 million for construction, which may include the following:
Shore facilities and aids to navigation facilities
Vessel repair/acquisition (includes High Endurance Cutter, National Security Cutter)

Federal Emergency Management Agency (FEMA):

- \$100 million for Emergency Food and Shelter Program
- \$150 million for transit and rail security grants
- \$150 million for port security grants, no non-federal match required
- \$210 million for Assistance to Firefighter (AFG) grants for firehouse construction; maximum grant is \$15 million
- \$5 million expansion in authority for FEMA Community Disaster Loans
- Requires the establishment of an arbitration panel to resolve Katrina/Rita public assistance disputes
- Requires FEMA to accept additional applications for Katrina/Rita public assistance
- All non-federal matching requirements for SAFER grants waived for FY 2009-2010

For a full listing of the projects funded by the American Recovery and Reinvestment Act, visit www.dhs.gov/recovery. We will continue to post solicitations for these projects in this newsletter, and you can continue to visit www.fedbizopps.gov for more information on how your business can compete for these opportunities.

REFORMING GOVERNMENT CONTRACTING – SMALL BUSINESS AND DHS



On March 4, 2009, President Barack Obama issued a memorandum announcing that the government will review how taxpayer dollars are spent on federal contracts; perhaps a positive change for small businesses. In the past, the majority of small businesses have been the last to know about major acquisition opportunities at the Department of Homeland Security. Insider knowledge, selective acquisition strategies, contract consolidations, bundling, and other acquisition strategies have been nothing more than barriers to entry for America's small business owners.

President Obama instructed his budget director, Peter Orszag, to conduct a government-wide review of federal contracting and procurement procedures to be completed by September 2009. The goal of the review is to help eliminate waste, fraud, and abuse by adding more competition and accountability to the contracting and procurement process. This review could result in terminations of high risk contracts, and perhaps the reversal of the outsourcing of inherently governmental functions. The review could also result in reducing or "unbundling" large contracts – creating business opportunities for small firms. While there was no direct mention of small business in this memorandum, transparency and competition can do nothing but aid small businesses in identifying contracting opportunities.

UPCOMING EVENTS WITH DHS

Small Business Innovation Research (SBIR) Conference

March 18, 2009, Newark, DE

John M. Clayton Hall, University of Delaware, Newark Campus

SBIR is a highly competitive program that encouraging small businesses to explore their technological potential and provides the incentive to profit from its commercialization.

Additional information can be found at Delaware Small Business Development Center, (302)-831-0770, dsbdctraining@lerner.udel.edu.

Vendor Outreach Session

Thursday, March 19, 2009

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

Holiday Inn Capitol

Columbia Ballroom

Regular VOS w/Small Business Specialists and some Prime Contractors

This session is reserved for Woman-owned Business ONLY in honor of Women's History Month.

Registration will be on Thursday, March 12, 2009, 12:00 PM EDT. Please read the instructions carefully.

Kentucky SBIR-STTR Conference

March 26, 2009, Lexington, KY

Embassy Suites, 1801 Newtown Pike, Lexington, KY

Additional information can be found at <http://ksef.kstc.com>

DHS Small Business Summit

Saturday, March 28, 2009

8:00 AM—6:00 PM

Tougaloo College

Holmes Hall Auditorium

Tougaloo, MS

**Space is limited to 200 RSVPs. Register at DHSBizOps@mail.house.gov*

OSDBU Conference 2009

April 22, 2009

Dulles Expo Center North Hall, Chantilly, VA

The OSDBU Procurement Conference is a national conference sponsored by the Federal government Offices of Small and Disadvantaged Business Utilization. For 19 years, the conference has fostered business partnerships between the Federal Government, its prime contractors, and small, minority, service-disabled veteran-owned, veteran-owned, HUBZone, and women-owned businesses.

Additional information can be found at : <http://www.fbcinc.com/osdbu>



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
HSCG27-09-Q-3WG160	USCG	Garage Bay Door Replacement	Dale Kendrick Robert.d.kendrick@uscg.mil	March 20, 2009
HSBP1009Q226_4_v1	CBP	Janitorial Services for Corapolis, PA	Richard Smith Richard.Smith2@dhs.gov	March 23, 2009
HSCG24-09-Q-JC616	USCG	Appleton Marine Crane Parts	Beverly A. Primm Beverly.A..Primm@uscg.mil	March 19, 2009
HSCG38-09-Q-S00053	USCG	Deswirl Vane	David E. Tanner David.E.Tanner@uscg.mil	March 27, 2009
HSBP1009Q231_9	CBP	Training-- French Canadian Dialect	Russell C. Brehm Russell.C.Brehm@dhs.gov	March 25, 2009
HSTS03-09-Q-INS018	TSA	X--Storage Facility - Three Self-Storage Units	Gladys Wilks Gladys.Wilks@dhs.gov	March 20, 2009
HSCG85-09-B-625682	USCG	Drydock and Repairs	Ryan DelaCruz Ryan.R.DelaCruz@uscg.mil	April 8, 2009
HSCG85-09-B-625535	USCG	Dockside Repairs of CGC MUNRO (WHEC 724)	Jay S. McReynolds Jay.S.McReynolds@uscg.mil	March 23, 2009

DHS SMALL BUSINESS SUMMIT

On March 28, 2009, Chairman Bennie G. Thompson is hosting "Doing Business with the Department of Homeland Security" at Tougaloo College, in Tougaloo Mississippi. This event promises to provide attendees substantial information about the Department's procurement opportunities. Representatives from DHS, as well as prime contractors supporting DHS programs will participate. The summit will also share success stories from small business owners and teach participants how to navigate through the DHS contracting process. This is an excellent opportunity for your company to not only interact with other small businesses and discover opportunities with prime contractors; but also acquire information that could reap your business big benefits. Space is limited to 200. Register today at 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



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
336413	USCG	C130 Turbine Nozzle Assemblies	Nancy Deberry Nancy.Deberry@uscg.mil
336413	USCG	C130 Avionic Overhaul	Donna Walton Donna.H.Walton@uscg.mil
54159	USCG	Software operations and maintenance	Cheryl Ellis Cheryl.r.Ellis@uscg.mil
238210	USCG	405807 REPLACE FIRE ALARM SYSTEM USCg HOBUCKEN, NC	James E. Dinda James.E.Dinda@uscg.mil
541611	FEMA	Technical Services—Louisiana	Charmaine M. Hoffman Charmaine.m.hoffman@dhs.gov
611710	FEMA	Training	Bryan McCreary Bryan.McCreary@dhs.gov
541512	FEMA	IT Support Services	Teresa Dingle Teresa.Dingle@dhs.gov
56173	CBP	Landscaping/Ground Maintenance Services San Diego District	Romeo Nafarrete Romeo.Nafarrete@dhs.gov
541512	CBP	Contract Support—Technology Lifecycle	Charlene Miller Parker charlene.miller-parker@dhs.gov
541511	CBP	Consulting Services (PR 2004-6558)	Charlene Miller Parker Charlene.miller-parker@dhs.gov

Special Announcement **Status of PACTS Debriefing Requests**

The Program Management, Administrative, Clerical and Technical Services (PACTS) effort will serve as a department-wide platform for acquiring Non-IT service solutions. This procurement effort is a set-aside for Service-Disabled Veteran Owned Small Businesses (SDVOSBs) in accordance with FAR 19.14. As indicated in the debriefing letters forwarded to all PACTS Phase I offerors, any company requesting a pre-award debriefing within three (3) business days of its Phase One notification would receive a debriefing. Companies that requested timely debriefings have or will soon receive its Phase

One pre-award debriefing. Please be aware the pre-award debriefings cover Program Manager qualifications and experience for each of the functional categories that the offeror proposed.

Phase One proposals were due July 2, 2008. On December 10 – 12, 2008, Phase One notifications were sent to PACTS offerors. Any company requesting a debriefing within three (3) business days of its Phase One notification received a Phase One pre-award debriefing, but this has taken some time due to the significant interest in the PACTS acquisition from the contracting community.

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

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On December 22, 2008, a notice stating that the Department hoped to have all debriefings completed by January 9, 2009, was placed on Federal Business Opportunities website (www.fedbizopps.gov). Shortly thereafter, another notice was placed on Federal

Business Opportunities saying that the Department hoped to have all the debriefings completed by January 16, 2009. Debriefings to companies that requested them in a timely matter are continuing and are expected to be completed in the near future.

In addition to the processing of the pre-award debriefings, during this time, DHS was also preparing for the Phase Two submission of PACTS proposals, originally due January 15, 2009. However, this deadline was extended on Federal Business Opportunities to January 29, 2009.

CURRENT STATUS:

The Department is continuing the debriefings for Phase One and they are expected to be completed in the near future. Concurrently, the Department is evaluating Phase Two proposals that were submitted by January 29, 2009.

For those firms not selected in Phase II, DHS will continue to provide information to the SDVOSB community as it becomes available. DHS has noted several times through Federal Business Opportunities postings that the pre-award debriefing process, especially for those procurements that generated a large number of responses requires a significant amount of time. DHS hopes to have the remainder of the pre-award debriefings completed in the near future.

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>

Reporting Contract Bundling

http://www.sba.gov/aboutsba/sbaprograms/gc/gc_bundling.html

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

UPCOMING OPPORTUNITIES

Upcoming 8(a) opportunities:

http://www.dhs.gov/xopnbiz/smallbusiness/gc_1203526745793.shtm

Upcoming HUBZone opportunities:

http://www.dhs.gov/xopnbiz/smallbusiness/gc_1203092868025.shtm

Upcoming SDVOB opportunities:

http://www.dhs.gov/xopnbiz/smallbusiness/gc_1182284321862.shtm



SAVE THE DATE

Chairman Bennie G. Thompson presents



Doing Business with the Department of Homeland Security

Learn how to navigate the Department of Homeland Security procurement process, meet prime contractors for potential subcontracting opportunities at the Department, and hear how to best position your company for business opportunities.

Saturday, March 28, 2009

8:00am – 6:00pm

**Tougaloo College
Kroger Gymnasium
Tougaloo, Mississippi**

