



# Business Opportunities at DHS

SEPTEMBER 2010

## From the Chairman

Dear Friends,

My staff and I are continuing to work hard to ensure parity with business opportunities at the Department of Homeland Security. In this edition of the newsletter, we provide you with information on upcoming opportunities with DHS and general rules for getting involved with the federal procurement process. I encourage everyone to become familiar with this information and use it as a guide for interacting with the Department and other federal entities. I remain committed to ensuring new opportunities for the Nation's business owners.

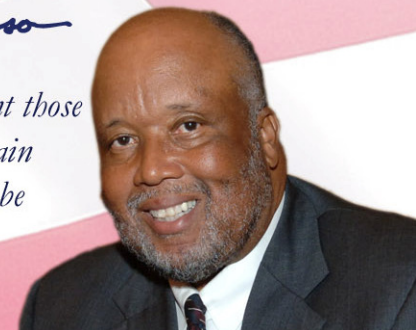
I encourage you to continue to send in your views on working with the Department. Additionally, feel free to provide your suggestions on how to improve the newsletter. Do not hesitate to contact us at [DHSBizOps@mail.house.gov](mailto:DHSBizOps@mail.house.gov) if we can be of assistance to you.

Keep the Faith,

A handwritten signature in black ink that reads "Bennie G. Thompson". The signature is written in a cursive, flowing style.

*"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



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# Understanding the Federal Acquisition Process



The federal acquisition process begins when an agency determines its requirements and how to purchase them. If the agency's contracting officer determines that the appropriate method for procuring the goods or services is a contract, and the contract amount is greater than \$25,000, then the agency may post a solicitation on the Federal Business Opportunities website: [www.fedbizopps.gov](http://www.fedbizopps.gov). At minimum, a solicitation identifies what an agency wants to buy, provides instructions to prospective offerors, identifies the source selection method that will be used to evaluate offers, and includes a deadline for the submission of bids or proposals. On rare occasions, agencies may also post solicitations on their own websites instead of on FedBizOpps.

Once the deadline for companies to submit offers has passed, agency personnel evaluate offerors' submissions, using the source selection method and criteria described in the solicitation. The two primary categories of source selection are sealed bidding (FAR Part 14) and negotiated contracting (FAR Part 15). Unless multiple suppliers or firms are needed, such as for a supply schedule, the agency awards a contract to one firm.

## Federal Acquisition Regulation (FAR)

FAR is a standardized set of regulations used by federal agencies to make purchases. It provides procedures for every step in the procurement process, from the time someone in the government discovers a need for a product or service to the time the purchase is complete. The Federal Acquisition Regulation can be accessed at: [www.acquisition.gov/far](http://www.acquisition.gov/far) and consists of Parts 1-53 of Title 48 of the Code of Federal Regulations (CFR). Some of the issues FAR covers are contractor qualifications, types of contracts, small business programs, and federal supply schedule contracting. Part 2 of FAR also includes definitions of procurement words and terms, and Part 52 of FAR includes solicitation provisions and contract clauses. Additionally, the Department of Homeland Security relies on the Homeland Security Acquisition Regulation (HSAR), which supplements the FAR and the Homeland Security Acquisition Manual (HSAM).

## Federal Procurement Policy

Established by Congress in 1974, the Office of Federal Procurement Policy (OFPP) provides overall direction for government-wide procurement policies, regulations and procedures and to promote economy, efficiency, and effectiveness in acquisition processes. Federal procurement policy is administered in cooperation with other federal agencies. Located within the Office of Management and Budget (OMB), OFPP plays a central role in shaping the policies and practices federal agencies use to acquire the goods and services they need to carry out their responsibilities. The federal government spends approximately \$350 billion annually for a wide range of goods and services to meet mission needs.

Through a variety of statutory authorities and policy initiatives, OFPP seeks to ensure the federal acquisition system provides the best value to the taxpayer. OFPP's statutory authorities and responsibilities are set forth in the Office of Federal Procurement Policy Act (41 U.S.C. 401). OFPP's primary responsibilities include the following:

- Overseeing the development of acquisition regulations;
- Formulating and coordinating acquisition legislation;
- Leading the activities of the Chief Acquisition Officers Council (CAOC);
- Managing the government-wide procurement data system;
- Directing the activities of the Federal Acquisition Institute (FAI);
- Promoting maximum participation of small businesses in government contracting;
- Chairing and supporting the Cost Accounting Standards Board.

**For more information on OFPP, please visit: [www.whitehouse.gov/omb/procurement/](http://www.whitehouse.gov/omb/procurement/).** The most current information about procurement policy can be obtained from Acquisition Central: [www.arnet.gov](http://www.arnet.gov), which is managed by OFPP. Use this resource to help you understand how to succeed as a contractor for the federal government.

## UPCOMING EVENTS WITH DHS

The Department of Homeland Security, Office of Small and Disadvantaged Business Utilization (OSDBU), in an effort to support all of the small business programs, attends various small business conferences throughout the country. Below is a list of upcoming conferences that OSDBU office staff or one of the component Small Business Specialists will be attending.

### **October 22, 2010**

SMART Proc

Frederick, MD

Sponsor: Rep. Roscoe Bartlett & SMART Proc

### **October 24-27, 2010**

NMSDC 2010 Conference and Business Opportunity Fair

Miami Beach, FL

Sponsor: National Minority Supplier Development Council Inc.

### DHS Presents at the Congressional Black Caucus Annual Legislative Conference

On Thursday, September 16, 2010, representatives from the Department of Homeland Security participated in a forum on doing business with the agency. Approximately 150 people attended this forum during the Congressional Black Caucus Annual Legislative Conference. This forum, moderated by Mr. James Lowry, Senior Advisor to the Boston Consulting Group, featured DHS contracting officials, a successful business owner, and a small business specialist from a regional airport. Mr. John Ely, Mr. Jake Hansen, and Mr. Dominic Cippichio--heads of contracting authority for CBP, FEMA, and TSA respectively--spoke about opportunities available in their respective components. Additionally, Mr. Stephen Dennis, technical director, Homeland Security Advanced Research Projects Agency, gave attendees information on how to market their innovative and novel ideas to the Department.

Also, the panel featured Ms. Claire Hines, CEO of the net.America Corporation. Hines informed the attendees on how to seek out contracts with DHS and be successful in doing business with DHS. Ms. Shelby Moorman, Small Business Program Officer, for the Raleigh-Durham Airport also spoke to the panelists about doing business in an airport setting.

In addition to presenting at this conference, DHS also hosted opportunity booths in the opportunities pavilion at the conference. Agency officials, including the Director of the Office of Disadvantaged Business Utilization, Kevin Boshears, answered questions and gave information on contracting with all components at the agency.

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[DHSBizOps@mail.house.gov](mailto:DHSBizOps@mail.house.gov)

## UPCOMING OPPORTUNITIES

For more information about these opportunities, please visit: <http://vsearch2.fbo.gov/servlet/SearchServlet>

	<b>DHS Office/ Agency</b>	<b>Project</b>	<b>Point of Contact</b>	<b>Response Date</b>
HSBP1010R008 3	CBP	Independent and integrated test and evaluation and engineering support	LaVonya M. Dixon LaVonya.Dixon@dhs.gov	October 8, 2010
RFI-Gryphon-10	Office of Procurement Operations	To detect the radiological material from an airborne platform .	Mandy Wylie Mandy.wylie@dhs.gov 202-254-7230	October 15, 2010
RFI-OnDockRail	Office of Procurement Operations	Providing information for Trans-shipment and Direct-to-rail	Porsha R. Peel  Porsha.peel@dhs.gov	October 4, 2010
HSSCCG-10-R-00028	CIS	Technical Advisory Group for USCIS' New Naturalization Test	Kristie K Nestle kristie.nestle@dhs.gov Phone: 8028724111 Fax: 8029516455	n/a
HSBP1011Q000 1	CBP	Janitorial Services San Diego CA Sector OBP	Mark Boyd Contract Manager San Diego Sector Border Patrol Headquarters mark.s.boyd@dhs.gov 619-216-4072	n/a
HSCG8411QAA S203	Coast Guard	Training Vessel for USCG Aviation Training Program	Jessica L Coltz, Contract Specialist jessica.l.coltz@uscg.mil Phone: (757) 628-4490 Fax: (757) 628-4134	n/a
HSBP1010R007 7	CBP	Construction Uma Hangar Complex	Jon Massey, 317-614-4591	n/a
HSCG40-10-I-MTU01	Coast Guard	Request for vendors for the Fast Response Cutter Propulsion System	Matthew T. Gross Mattew.t.gross@uscg.mil	October 8, 2010
HSCG80-11-Q-P45018	Coast Guard	USCGC VENTUROUS (WMEC-625) Dockside Maintenance	Arlene V Woodley, CONTRACT SPECIALIST Arlene.V.Woodley@uscg.mil Phone: (757) 628-4645	n/a

## UPCOMING OPPORTUNITIES continued

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

Solicitation #	DHS Office/ Agency	Project	Point of Contact	Response Date
HSFEHQ-10-R-4354	FEMA	Housing Inspection Services Industry Day	Sean G. Williams, Contracting Officer sean.g.williams@dhs.gov Phone: 2026464354	December 30, 2010
HSCG80-11-Q-PHM004	Coast Guard	Drydock Repairs to the USCGC PEA ISLAND (WPB-1347), USCGC OCRACOKE (WPB-1307), USCGC NANTUCKET (WPB-1316), and USCGC KNIGHT ISLAND (WPB-1348)	Tomeka Evans, Contract Specialist tomeka.evans@uscg.mil Phone: 757-628-4666 Fax: 757-628-4628	September 30, 2010
HSCG47-10-R-3EFK08	Coast Guard	Design/Build Services to Construct 17,500 Square Foot Hangar Building in Great Inagua, Bahamas	Richard J. Garrison, Contract Specialist Richard.J.Garrison1@uscg.mil Phone: 7578523416 Fax: 7578523495	September 30, 2010
HSCG84-11-R-PRA002	Coast Guard	Provide personal property moving and storage services for US Coast Guard Alameda, CA	Jing Liu Jing.Liu@uscg.mil 510-437-3731	October 5, 2010
HSCG80-11-Q-P45010	Coast Guard	Drydock for USCGC POMPANO	Nancy M Brinkman, Contracting Officer Nancy.M.Brinkman@uscg.mil Phone: 757-628-4579	November 05, 2010 -
HSFLGL-10-B-00002	FLETC	Non-Lethal and Blank Fire Training Ammunition	Erin Wofford erin.wofford@dhs.gov Phone: (912) 267-3297 Fax: (912) 267-3132	October 04, 2010
HSCG79-10-R-123456	Coast Guard	UNITED STATES COAST GUARD COMMAND, CONTROL COMMUNICATION, COMPUTER INFORMATION SERVICE CENTER (CG-C4IT SC), TELECOMMUNICATIONS INFORMATION SYSTEMS COMMAND (TISCOM) FOR INFORMATION TECHNOLOGY SECURITY MANAGEMENT SERVICES	Cherish D Driver, Contracting Officer cherish.d.driver@uscg.mil	n/a -
HSCG80-11-Q-P45026	Coast Guard	Acquisition for Service-Disabled Veteran-Owned Small Business concerns	Louis. Romano Louis.j.romano@uscg.mil 757-628-4676	October 13, 2010

## UPCOMING OPPORTUNITIES continued

Solicitation #	DHS Office/ Agency	Project	Point of Contact	Response Date
HSCETC-10-R-00032	ICE	RFI to assist ICE with developing standards to meet agency needs that utilize performance-oriented documents	Charles J. Mann Charles.mann@dhs.gov	October 20, 2011
HSFEHQ-10-I-0152	FEMA	Requires cots to be used by bariatric and wheelchair dependent disaster victims in evacuation centers	Aleta Dust Aleta.dust@dhs.gov	October 1, 2010
HSCG38-10-Q-410027 1	Coast Guard	Aircraft Paint Booth	Sherri L. Peele, Contract Specialist sherri.l.peele@uscg.mil Phone: 2523356768 Fax: 2523356840	n/a
HSFLGL-10-B-00002	FEMA	The Federal Law Enforcement Training Center needs various calibers of non-lethal marking and black fire cartridges	Erin Wofford Erin.wofford@dhs.gov 912-267-3297	October 4, 2010
HSCG38-10-Q-3000064	Coast Guard	Sources sought for a potential repair vendor for a cockpit voice and flight data recorder	Thomas F. Mason Thomas.f.mason@uscg.mil 252-384-7184	September 30, 2010
HSCG23-10-R-TABS00	Coast Guard	Technical, Acquisition and Business Support Services	TABSS Email Account TABSS@USCG.MIL	n/a
HSHQE3-10-J-00022	ICE	American Recovery and Reinvestment Act- Temporary Additional Services	Beth Arnold-Messick, Contracting Officer beth.arnold-messick@dhs.gov Phone: 2155212277 Fax: 2155212299	n/a
HSTS03-10-R-PER003	TSA	Document Conversion/ Destruction Services	Gladys M Wilks, Contract Specialist gladys.wilks@dhs.gov Phone: 571-227-4637	n/a
HSTS04-10-R-RED216	TSA	CREDENTIAL AUTHENTICATION TECHNOLOGY – BOARDING PASS SCANNING SYSTEMS (CAT/BPSS)	Susan D. Hong susan.hong@dhs.gov Phone: 571-227-1631 Fax: 571-227-2911	n/a

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## ***HELPFUL LINKS***

“How to Do Business with the Department”  
[http://www.dhs.gov/xopnbiz/editorial\\_0421.shtm](http://www.dhs.gov/xopnbiz/editorial_0421.shtm)

DHS Organizational Chart  
[http://www.dhs.gov/xabout/structure/editorial\\_0644.shtm](http://www.dhs.gov/xabout/structure/editorial_0644.shtm)

OSDBU Contacts  
[http://www.dhs.gov/xopnbiz/smallbusiness/gc\\_1178570919850.shtm](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](http://www.sba.gov/aboutsba/sbaprograms/gc/gc_bundling.html)

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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](http://www.dhs.gov/xlibrary/assets/opnbiz/OSDBU-DHS_Prime_Contractors_List.pdf)