

# Business Opportunities at DHS



## AUGUST 2009

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### From the Chairman

Greetings Friends,

In this edition of the newsletter, we provide you with an update on E-verify as well as discuss how to become a subcontractor. You will also find more information on our upcoming DHS business opportunities session in September, which will be held during the CBC Foundation's Annual Legislative Conference.

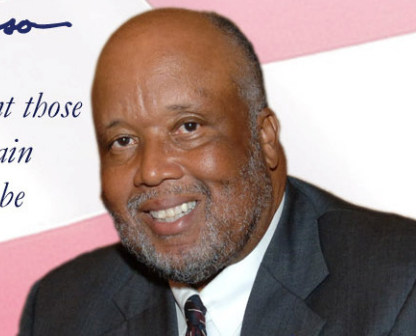
As Congress prepares to reconvene, my staff and I will continue to work hard to ensure equal access to business opportunities for companies of all sizes. We will continue to bring you timely information on events happening throughout the country, as well as provide assistance in understanding the DHS procurement process.

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,

*"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



## ***Renew, Reinvest, Recover: Doing Business with the Department of Homeland Security***

On Thursday, September 24, 2009, Chairman Thompson will present a forum on doing business with the Department of Homeland Security. This panel will feature small business specialists from FEMA, CBP, and TSA. Clark Construction Company will also be on hand to give an update on small business subcontracting opportunities for the St. Elizabeths project.

The forum will be from 1:00-2:50pm in room 140 A at the Walter Washington Convention Center. The forum is a part of the Congressional Black Caucus Foundation's Annual Legislative Conference. If you have any questions or concerns about the forum, feel free to contact us at [dhsbizops@mail.house.gov](mailto:dhsbizops@mail.house.gov).

### ***UPDATE ON E-VERIFY***

The Senate has added a provision to its 2010 Homeland Security Appropriations bill that would require all federal contractors to use the E-Verify system. Unlike the House version of the bill and the Administration's proposed updates of the system, the Senate Bill would require all federal contractors, regardless of length of performance and dollar threshold to use the E-Verify system. The Senate Bill will also require the E-Verify system to be used to re-verify current workers.

Earlier this year, Chairman Thompson sent a letter to the Administration addressing the dollar threshold and length of performance requirements and its possible effects on the business community. Since the Senate added this provision to its bill, trade associations have written to the Appropriations Committee encouraging that exceptions to the E-Verify rule be made for contracts that do not meet a certain threshold for expense and length of performance.

### ***UPCOMING EVENTS WITH DHS***

#### **23rd Annual Entrepreneurial Conference**

September 16-17, 2009

Chicago, IL

For more information: <http://www.wbdc.org/>

#### **The Congressional Black Caucus Foundation 2009, Annual Legislative Conference**

September 23-26 2009,

For more information:

<http://www.cbcfinc.org/alc-09.html>

#### **Business Matchmaking**

September 16, 2009

Chicago, Ill.

Sponsor: SCORE, American Airlines, American Express, OPEN

#### **23rd Entrepreneurial Women's Conference**

September 16-17, 2009

Chicago, Ill.

Sponsor: Women's Business Development Center Colorado Springs, Colo.

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

## *Subcontracting Opportunities*



Subcontracting or teaming with a prime contractor can be a profitable experience as well as a growth opportunity for your business. If after assessing the capabilities and capacity of your business, you conclude that you are not ready to bid competitively for prime contracts, consider the opportunities available through subcontracting. The experience gained from performing as a subcontractor can assist you in responding to solicitations as a prime contractor. Subcontracting, however, should not be viewed only as an opportunity for less-experienced business, but also as a vehicle to enhance your qualifications to become more competitive to perform as a prime contractor.

Over the years, several laws have been passed regarding subcontracting to small business. All of these are now incorporated into Section 8(d) of the Small Business Act and, in most cases, FAR 19.7. These laws require prime contractors having contracts that exceed the simplified acquisition threshold (SAT) to provide maximum practicable subcontracting opportunities to small business, HUBZone small business, small disadvantaged business, women-owned small business, veteran-owned small business (VOSB), and service-disabled VOSB. The clause "Utilization of Small Business Concerns," must be included in all federal contracts exceeding the simplified acquisitions threshold (SAT). These laws, among other things, require that contracts greater than \$500,000 (or \$1,000,000 for construction of a public facility) large prime contractors must submit subcontracting plans containing specific percentage goals for small business, HUBZone small business, small disadvantaged business, women-owned small business, VOSB, and service-disabled VOSB.

Subcontracting plans must contain a description of the methods and efforts used to assure that small business enterprises have an equitable opportunity to compete for subcontracts.

Subcontracting plans must be submitted by prime contractors for review by the CO prior to the award of any contract; failure to comply in good faith with its approved plan may subject the contractor to liquidated damages or termination for default.

The requirement to submit a subcontracting plan does not apply to:

- small businesses;
- contracts under the prescribed dollar amounts;
- prime contracts not offering subcontracting possibilities; or contracts to be performed entirely outside the United States.

As a small business engaged in subcontracting, be sure you understand the terms and conditions of your contract with the prime contractor before agreeing to serve as a subcontractor. Ask:

- How and when will I receive compensation from the prime contractor?
- How much can I rely on the prime contractor for special tools, engineering advice, information on manufacturing methods, etc.?
- How will quality control and inspection procedures be applied to my subcontract?

Understanding the subcontracting process and criteria is vital to developing successful relationships with prime contractors. The information above should give you a clear picture on how to prepare your small business. For additional information please visit the DHS website.

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[DHSEBizOps@mail.house.gov](mailto:DHSEBizOps@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
HSBP11-09-R-2654	CBP	RECOVERY ACT PROJECT Two Phase Design-Build Demolish Land Port of Entry at Morses Line, Franklin, VT	Susan Wallace Susan.Wallace@dhs.gov	September 2, 2009
HSBP10-09-R-2683	CBP	RECOVERY ACT PROJECT Two Phase Design-Build Demolition Land Port of Entry at Los Ebanos, TX	Susan Wallace Susan.Wallace@dhs.gov	September 1, 2009
HSBP10-09-R-2682	CBP	RECOVERY ACT PROJECT Two Phase Design-Build Demolition Land Port of Entry at Del Bonita, MT	Susan Wallace Susan.Wallace@dhs.gov	September 1, 2009
HSBP10-09-R-2684	CBP	RECOVERY ACT PROJECT Two Phase Design-Build of Land Port of Entry at Hamlin, ME	Susan Wallace Susan.Wallace@dhs.gov	September 1, 2009
HSHQDC-09-Q-00407	CPO	Securing Underground Critical Infrastructure from Improvised Explosive Devices	Elie F. Stowe Elie.stowe@dhs.gov	August 28, 2009
HSFLGL-09-R-00004	FLETC	Roleplayer Support for Law Enforcement Officer Training	Maureen Corpus Maureen.corpus@dhs.gov	August 28, 2009
HSCG33-09-Q-SYZ426	USCG	20' Containers With Power, Plywood Insulation, Heat/AC as per Attached SF1449. Quote to include all Shipping Cost	Tim J. Price Tim.j.price@uscg.mil	August 31, 2009

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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)

## **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>

Report 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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## 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
336411	CBP	Predator B Mobility Ground Control Station (MGCS) and Portable Ground Data Terminal (PGDT) .	Stephanie Alexander Stephanie.Alexander@cbp.dhs.gov
541512	CBP	Provide on-site technical assistance personnel for the US Border Patrol Academy (USBP) Artesia, NM location.	Romeo N. Nafarrete Romeo.n.nafarret@cbp.dhs.gov
561730	CBP	Landscaping/Ground  Maintenance Services	Romeo N. Nafarrete Romeo.n.nafarret@cbp.dhs.gov
541512	CBP	Contract Support - Technology Lifecycle (PR 2004-6160)	Charlene Miller-Parker Charlene.Miller-Parker@dhs.gov
541330	CBP	The SBInet Program Office requires engineering review of vendor provided tower site design that may include plans, specifications, drawings, etc. in southwestern states and New York and Michigan locations.	Herman T. Shivers Herman.shiver@dhs.gov
TBD - EAGLE	DHS HQ	This effort shall provide for ISSO support to ISCD information systems including: ISCD headquarters systems, CSAT and associated applications, case management systems, and other systems that may be implemented.	Contact Teaming Coordinators on ITAC Website.  <a href="http://www.dhs.gov/xopnbiz/opportunities/editorial_0700.shtm">http://www.dhs.gov/xopnbiz/opportunities/editorial_0700.shtm</a>
541611	DHS HQ	Infrastructure Coordination and Incident Management Program Support	Casey Ateah Casey.ateah@dhs.gov
928120	DHS HQ	Economic & Governance Criticality Model Development.	Sylvonica Madlock Sylvonica.madlock@dhs.gov
541712	DHS HQ	Northern Border Architecture Study	Pulak Datt Pulak.datt@associates.hq.dhs.gov
541611	DHS HQ	Full spectrum of research, planning, concept development, and war-game planning, execution and assessment required to conduct meaningful exercises.	Damion Higbie damion.higbie@dhs.gov