

Business Opportunities at DHS



JANUARY 2010

From the Chairman

Dear Friends,

First let me begin by saying Happy New Year. I hope you enjoyed the time spent with your family and friends this holiday season. I also hope that you are ready for a productive year.

As we move into the New Year, it is important that every DHS contractor is aware of how to navigate the Department's procurement process. In this newsletter we have outlined recommended DHS marketing guidelines and provided information on how to protest a bid when your company does not win a contract. I encourage everyone to become familiar with this information and use it as a guide for interacting with the Department and contesting bids. You will also see an announcement for our upcoming Committee Meeting on DHS Business Opportunities in Kansas City, MO.

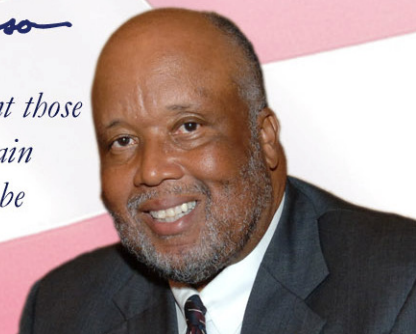
Please continue to share your views on working with the Department with the Committee. Additionally, feel free to provide your suggestions on improving the newsletter. Do not hesitate to contact us at DHSBizOps@mail.house.gov if we can be of assistance to you.

Keep the Faith,

A handwritten signature in black ink that reads "Bennie G. Thompson".

"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



Marketing Your Business to DHS

Small businesses may not have the marketing and business development staff that medium to large businesses are able to maintain, but DHS offers the following general suggestions for consideration as you develop and implement your marketing strategy with DHS small business specialists.

Before contacting the relevant small business specialist you should review the corresponding DHS Directorate and other available organizational and mission/operational information on the web and from other available sources. For example, review the information at the Department Subcomponents and Agencies section of the DHS Website and the links in the first column (Operating element/Address) of the Small Business Points of Contact Document.

For general/introductory marketing to DHS, electronic marketing is recommended over making cold calls to the specialists. When conducting electronic marketing it is suggested that the firm provide three electronic marketing documents which should provide an overview of the firm's capabilities.

1. The first attachment is the firm's capability statement. It is suggested that the statement be no more than one or two pages long and not be embedded with a lot of pictures or graphics. It is suggested the statement be organized in three informational segments.
 - a. The first segment should provide access information on the firm, including procurement and other profile information. For example, personal contact information including voice, email and fax on the firm's point of contact; website address; active certifications (for example, WOB, SDVOB,8(a), SDB etc.); active procurement access vehicles (for example, GSA schedule, BPA etc.). If the firm has been approved for the SBA 8(a) Business Development Program, it should include the name and contact information of their 8(a) Business Development Specialist (after approval is received from the specialist).
 - b. The second segment should provide the firm's core competencies/capabilities and any unique Performance factors. The information should be framed around the specific DHS organization/program office the firm is marketing. For example, if the firm is marketing to the U.S. Secret Service (USSS), it should review the organizational and mission information on the USSS Business Opportunities website, the current Fiscal Year Procurement Forecast, and FedBizOpps opportunities. The firm must then demonstrate how the firm's capabilities will address the specific or general needs of the USSS.
 - c. The third segment should provide the firm's DHS related past performance and provide any relevant past performance contracts and references. If the firm does not have any direct DHS prime or subcontracting past performance, it should review other past performance and establish relevancy to DHS. For example, state or local government, private sector experience or other government agencies.
2. The second attachment should be an electronic copy of the firm's CCR Dynamic Small Business Search Profile (former Pro-Net Profile). Ensure the information on the profile is current, especially the contact, key words and past performance information. The Dynamic Search Small Business Profile link is available on the Central Contractor Registration site. If the firm has been approved for the SBA 8(a) Business Development Program, it should include in its Profile, the name and contact information of their 8(a) Business Development Specialist (after approval is received from the Business Development Specialist).
3. The third attachment should be an electronic copy of the CCR Search Profile available at the CCR Search link on the Central Contractor Registration site.

For more information, please visit: http://www.dhs.gov/xopnbiz/smallbusiness/gc_1162481126965.shtm

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

Bid Protest: What to Do When You Don't Win a Contract

The Government Accountability Office (GAO) provides an objective, independent, and impartial forum for the resolution of disputes concerning federal contract awards. Although protesters may be represented by counsel, filing a bid protest with GAO is easy, inexpensive, and does not require the services of an attorney. In addition, matters can usually be resolved more quickly by protests filed with GAO than by court litigation.

The bid protest process at GAO begins with the filing of a written protest. Unless the protest is dismissed because it is procedurally or substantively defective (for example, the protest is untimely or the protest fails to clearly state legally sufficient grounds of protest), the contracting agency is required to file a report with GAO responding to the protest and to provide a copy of that report to the protester. The protester then has an opportunity to file written comments on the report. Other parties may be permitted to intervene, which means that they will also receive a copy of the report and will be allowed to file written comments on it.

Although most protests challenge the acceptance or rejection of a bid or proposal and the award or proposed

award of a contract, GAO considers protests of defective solicitations (e.g., allegedly restrictive specifications, omission of a required provision, and ambiguous or indefinite evaluation factors), as well as certain other procurement actions (e.g. the cancellation of a solicitation). The termination of a contract may be protested if the protest alleges that the termination was based on improprieties in the award of the contract, 4 C.F.R. § 21.1(a). Where the agency involved has agreed in writing, GAO will consider protests concerning (1) awards of subcontracts by or for a federal agency, (2) sales by a federal agency, and (3) procurement actions by government entities that do not fall within the strict definition of federal agencies in 4 C.F.R. § 21.0(c) and 4 C.F.R. § 21.13(a).

Protests may be filed by hand delivery, mail, commercial carrier, facsimile transmission, or e-mail, 4 C.F.R. §21.0(g). Protests of different procurements must be filed separately, 4 C.F.R. § 21.1(f). For a complete overview of the bid protest process, please visit: <http://www.gao.gov/decisions/bidpro/bid/d06797sp.pdf>.

UPCOMING EVENTS WITH DHS

24th Annual Reservation Economic Summit and American Indian Business Trade Fair

February 21, 2010 Las Vegas, NV

Sponsor: NCAIED

For more information: <http://www.ncaied.org/event-res.php>



Committee on Homeland Security presents

Fulfilling America's Promise:
Doing Business with the Department of Homeland Security

An official Committee Meeting

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.

Friday, February 19, 2010
9:00am – 3:30pm

Metropolitan Community College
Penn Valley Campus
Education Center, Room 19
3201 Southwest Trafficway
Kansas City, Missouri 64111

register at: www.homeland.house.gov or email: dhsbizops@mail.house.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
HSEEC-10-R-00003	ICE	Armed Guard Services in in Washington, D.C. and Virginia	Michelle A. Duffy Michelle.duffy@dhs.gov	Until Filled
HSCG82-10-B-PMVA62	USCG	Paint Building and Replace Fence at USCG Sector New Orleans, LA	Deborah Boydston Deborah.boydston@uscg.gov	Jan 25, 2010
BAA09-19	DHS-HQ	Bacterial and Viral Bioforensics Research and Development	Janet Herman Janet.Herman@dhs.gov	Jan 29, 2010
HSHQEC-10-Q-00004	ICE, FPS	X-Ray/ Magnetometer/ Bomb Detector Equipment Removal	Thomas Schrank Thomas.Schrank@dhs.gov	Jan 29, 2010
HSTS02-10-R-OSC005_RFP	TSA	TSA Contact Database creation and maintenance	Elena Grigoreiva Elena.grigoreiva@dhs.gov	Feb 12, 2010
HSBP1010R2914	CBP	Mobile Surveillance Capability	Janice V. Washington Janice.Washington@dhs.gov	Feb 26, 2010
HSCG27-10-Q-5AFA71	USCG	Maintenance of Water Treatment Facility	Dale Kendrick Robert.d.Kendrick@dhs.gov	Feb 05, 2010
HSBP1010R0018	CBP	Comprehensive Tactical Infrastructure Maintenance and Repair	Anar Y. Desai Anar.y.Desai@cbp.dhs.gov	Feb 22, 2010
BAA09-07	DHS S&T	Researching, Creating, Developing, and Deploying and Evaluation Innovative Educational Tools, Approaches and Resources to Advance the Intellectual Basis for a National Homeland Security S&T Workforce.	Sharon I Flowers sharon.flowers1@dhs.gov	Feb 28, 2010

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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	The Office of Air and Marine requires a Small Unmanned Aircraft System (SUAS). This procurement will provide a rugged, field-repairable, man-packable, single-operator, hand-launched unmanned aircraft system for deployment by agents in the field.	Mark Erwin mark.erwin@dhs.gov
423430	CBP	“Commercial off the shelf” (COTS) Integrated Workplace Management System (IWMS) and services to support the installation, integration, and implementation of the software.	John Callahan john.callahan@dhs.gov
488190	CBP	Engineering support services to provide technical and logistical support for the P-3 aircraft.	Susan Baptist susan.baptist@dhs.gov
541370	DHS HQ	Support continued development of DHS situation assessment technology	Jonathan Hasse jonathan.hasse@hq.dhs.gov
541519	FLETC	Source maintenance for up to 55 L-3 Comm Driving Simulators.	Patricia Solberg patricia.solberg@dhs.gov
453998	ICE	Law enforcement supplies and equipment used by agents in the field.	Richard Travis richard.travis@dhs.gov
541611	TSA	Travel Management System Support	Marthan Kleinhample Marthan.Kleinhample@dhs.gov
541330	USCG	Field Services and Sustaining Engineering Services.	Melissa Deglau Melissa.A.Deglau@uscg.mil
336413	USCG	Repair traffic alert and collision avoidance system.	Keith Hoffman keith.e.hoffman@uscg.mil
238220	USSS	Installation/Replacement of various HVAC equipment units in several buildings on JJRTC campus.	Keturah Tate keturah.tate@ussd.dhs.gov
541330	CBP	SBI requires information technology hardware and software, and is purchasing a COTS Mobile Surveillance Capability (MSC).	Millie Mitchell Millie.Mitchell@dhs.gov

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