



Business Opportunities at DHS

APRIL 2010

From the Chairman

Dear Friends,

Since becoming Chairman of the Committee on Homeland Security in 2006, I have worked hard to not only ensure the security of our homeland, but also ensure that businesses of all sizes have an opportunity to work with the Department. With recent airport security breaches and attempted terrorist attacks, TSA has become an important focus of the Department.

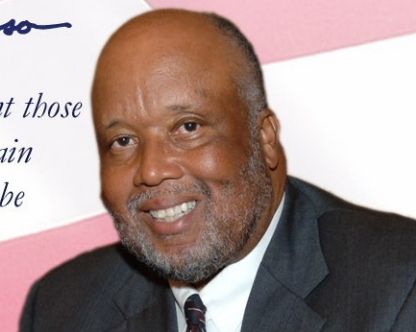
In this newsletter, we discuss the process of getting your biometric technology approved, as well as, how the Department is rolling out its Advanced Imaging Technology (AIT) initiatives. We also provide information and contacts on how small business can participate in the recovery of Haiti, as so many of you have requested.

As always, please continue to share your views on working with the Department with us. Additionally, feel free to provide your suggestions on improving 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



In this issue

FROM THE CHAIRMAN

UPCOMING EVENTS

UPCOMING OPPORTUNITIES

FORECASTING OPPORTUNITIES

HELPFUL LINKS

Biometric device? Make sure it is QUALIFIED.

TSA is directed by statute to provide guidance for biometric technology in airport access control systems, as well as establish a qualified list of biometric technologies that meet specified standards. Airport operators are encouraged to use the qualified products list to improve upon their existing access control systems by incorporating biometric technologies.

Manufacturers who wish to have their product(s) tested may apply for consideration by submitting the required documentation, as set forth in the Biometrics for Airport Access Control Guidance Package located on the TSA website. Once it has been determined that all required documentation has been received and that the technology meets the established qualification criteria, an independent testing facility will conduct unbiased testing according to the established test plan. Once testing is complete and a qualification decision is made, the results will be sent to TSA for a final decision as to whether or not the technology will be placed on the qualified product list. Please note, the qualified product list is not a guarantee that your technology will be procured. For more information about Biometrics and TSA please visit www.tsa.gov.



Committee on Homeland Security *EAGLE II Informational Session*



Join the Committee on Homeland Security in an informational session on one of the Department of Homeland Security's largest IT procurement opportunities--Enterprise Acquisition Gateway for Leading Edge Solutions II (EAGLE II).

Date: Thursday, May 6, 2010

Where: 1539 Longworth House Office Building

Time: 2:00 PM

RSVP: dhsbizops@mail.house.gov



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 EVENTS WITH DHS

10th Annual National Multicultural Business Conference

April 27-29, 2010

Washington, DC

Sponsor: Diversity Business

For more information:

<http://www.diversitybusiness.com/Events/DivEvent/2010/>

DOE 11th SB Conference and Expo May 10-12, 2010

Atlanta, GA

Sponsor: Department of Energy

For more information:

<http://smallbusinessconference.energy.gov/>

AWIB 2010 Procurement Conference

May 13, 2010

New York City, NY

Sponsor: Asian Women in Business

For more information:

[http://www.awib.org/index.cfm?
fuseaction=CalendarExt.eventDetail&eventId=49](http://www.awib.org/index.cfm?fuseaction=CalendarExt.eventDetail&eventId=49)

Keeping the Promise 2010

May 24, 2010

Irvine, CA

Sponsor: CA Disabled Veteran Business Enterprise Alliance

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

7th Annual National Small Business Conference

May 25-26, 2010

Huntsville, AL

Sponsor: NDIA

For more information: [http://www.ndia.org/
meetings/0140/Pages/default.aspx](http://www.ndia.org/meetings/0140/Pages/default.aspx)

CelebrAsian 2010

May 25-27, 2010

Washington, DC

Sponsor: US Pan Asian American Chamber of Commerce

For more information: [http://www.uspaacc.com/
cel%202010/celindex.asp](http://www.uspaacc.com/cel%202010/celindex.asp)

CHCC 16th Annual Conference

May 18, 2010

Sacramento, CA

Sponsor: California Hispanic Chamber of Commerce

For more information: <http://www.cahcc.com/>

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
HSHQDC-10-R-00030(SOL)	DHS OPO	SMALL BUSINESS INNOVATION RESEARCH (SBIR) PROGRAM	Wanda Moorman wanda.moorman@dhs.gov	May 11, 2010
HSCG80-10-Q-PHMG99	Coast Guard	Drydock Repairs of USCGC DRUMMOND (WPB-1323)	Louis J Romano louis.j.romano@uscg.mil	May 13, 2010
HSTS01-10-Q-RES323	TSA	Janitorial Services for TSA Leased Space at Honolulu International Airport (HNL)	Kristen O'Brien kristen.o'brien@dhs.gov	May 7, 2010
HSCG80-10-Q-P11BB2	USCGC	Installation of New Fuel Oil Purifier	Arlene V Woodley Arlene.V.Woodley@uscg.mil	N/A
HSCG85-10-R-P45CM7	Coast Guard	Dockside Repairs of CGC CHASE (WHEC 718)	Jay S. McReynolds jay.s.mcreynolds@uscg.mil	May 5, 2010
HSFEMW-10-Q-0031	FEMA	Re-Build / Testing of GE MagnaBlast Circuit Breakers	Deborah Foster deborah.foster@dhs.gov	May 3, 2010
HSTS01-10-Q-RES233	TSA	Janitorial Services at Philadelphia International Airport	Antoinette Glover antoinette.glover@dhs.gov	N/A
HSCG83-10-B-PFC025	USCG	Galley Generator, USCG TRACEN Cape May, NJ— Maintenance and Repair	Colleen A. Henry Colleen.A.Henry@uscg.mil	N/A

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

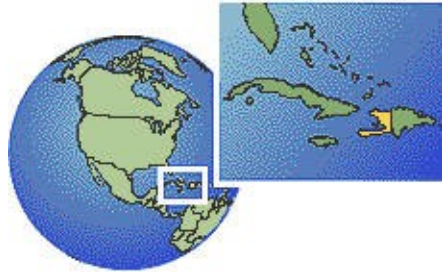
FORECASTING OPPORTUNITIES

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
57312	TSA	System Accounting, Financial Reporting, Analysis and Accounting Operations Support	Monina Bantu Monina.Bantu@dhs.gov
54427	TSA	Statement Preparation and Financial Audit Support	William Stimmell William.Stimmell@dhs.gov
57371	TSA	Program Analyst to provide database Help Desk support when accessing the Indirect Air Carrier, Air Cargo Data management and Known Shipper Management Systems.	Michael Newlon michael.newlon@dhs.gov
64739	TSA	Accounting for Property, Plants, & Equipment for OFM.	Marlene Lewis Marlene.Lewis@dhs.gov
54526	TSA	Accounting for Property, Plant and Equipment for the Office of Financial Management	Marlene Lewis Marlene.Lewis@dhs.gov
59051	TSA	Travel Manager System Support	Julie.Zick Julie.Zick@dhs.gov
64655	TSA	Administrative Support Contract	Gladys Wilks gladys.wilks@dhs.gov
57380	TSA	Access and use of Dun & Bradstreet License, Data and support services	Robert E. Moore robert.e.moore@dhs.gov
57381	TSA	Program Management and Acquisition Support	Robert E. Moore robert.e.moore@dhs.gov

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

Finding Small Business Opportunities in Haiti



The U.S. Agency for International Development (USAID's) Office of Small Business and Disadvantaged Business Utilization (OSDBU) is responsible for ensuring the inclusion of small and disadvantaged businesses in the rebuilding and recovery of Haiti. They will assist small business in the following ways:

- Appointing Small Business Specialists who are assigned by programmatic area and are available to speak with small businesses interested in doing business with USAID;
- Establishing partnerships with internal customers and the U.S. small businesses to advance the dialogue on USAID activities, procurement procedures and the use of small business;
- Creating awareness of the benefits of working with U.S. small businesses to advance the dialogue on USAID activities, procurement procedures and the use of small business;
- Advising U.S. small businesses on marketing their technical services and products to the USAID and other Federal agencies;
- Conducting market research and maintaining a program to locate capable U.S. small businesses to fulfill USAID acquisition requirements. To be included in this database, please send your capabilities statement to REsourceCenter2@usaid.gov. Inclusion in the database does not replace your need to market your services directly to the Agency; and
- Responding to inquiries and requests advice from the U.S. small businesses on contraction and subcontracting opportunities and other acquisition matters.

What You Can Do?

Visit our website for information on our small business program:

http://www.usaid.gov/business/small_business/

Subscribe to USAID on the Federal Business Opportunities website. All of USAID's competitive procurements will be there, fbo.gov. If you see a requirement that is published as a full and open requirement but could be set-aside for small business, please contact the OSDBU. Please note: the standard setting aside a requirement is that two or more small businesses are capable of performing the service

Send in a capabilities statement so that US-AID is aware of the goods and services you provide.

ResourceCenter2@usaid.gov

(Continued on page 7)

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

Seek out subcontracting opportunities with existing USAID prime contractors.

Marketing Tips

- Know your niche and company strengths
- Focus on past performance and work performed for similar agencies
- Know your customer: Review the agency forecast and website
- Contact Prime contactors for potential teaming efforts.
- Don't overlook subcontracting or simplified acquisition options
- Always request a debriefing

USAID Contact Information

USAID/OSDBU Staff

Director– Mauricio Vera- mvera@usaid.gov

Deputy Director– Kimberly Ball- kball@usaid.gov

Small Business Specialist Kevin Davis Kedavis@usaid.gov

Small Business Specialist Sharon Jones-Taylor sjones-taylor@usaid.gov

Small Business Specialist Daisy Matthews dmatthews@usaid.gov

Minority Serving Institute Coordinator– Calvina Dupre cdupre@usaid.gov

Support Staff:

Magaret Hunt– Mhunt@usaid.gov

Carolyn Olidge- colidge@usaid.gov

USAID/OSDBU
1300 Pennsylvania Ave N.W.
Room 5.08C
Ronald Regan Building
Washington, DC 20523-5800
Main Office Number
202.712.1500

Big Money Being Invested in AIT

In the wake of the attempted terrorist attack on December 25, 2009, and the security breaches at Newark and JFK airports earlier this year, it became clear to the public and Congress that vulnerabilities at airports continue to exist and that improved security policies, procedures, and technology are required.

Soon after the White House concluded its preliminary review of the Christmas Day incident, the President directed DHS to pursue “enhanced screening technologies, protocols and procedures, especially in regard to aviation and other transportation sectors.” Additionally, the President directed the Department to strengthen international relationships and coordination of aviation security policies.

Secretary Napolitano has announced that, in 2010, 450 AIT screening devices will be deployed to airports across the U.S. in an effort to detect prohibited items including explosives. Earlier this month, the Department announced a 2010 deployment schedule for the first group of AIT machines. This group is part of the 150 machines that the Department purchased last year with American Recovery and Reinvestment Act of 2009 (ARRA) funds. Between funding from ARRA and the FY 2010 Department of Homeland Security Appropriations Act, the Secretary has announced that 450 AIT devices will be deployed at airports nationwide. Additionally, in the President’s budget request for FY 2011, DHS requested \$360.03 million for checkpoint support.

TSA has awarded AIT contracts to Rapiscan and L-3. For more information, please visit L-3 and Rapiscan’s websites:

- www.rapiscan.com
- www.l-3.com

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