



Business Opportunities at DHS

MARCH 2010

From the Chairman

Dear Friends,

As spring quickly approaches, I hope that all of you are continuing to find this newsletter a vital resource to your organization. This particular issue focuses on the opportunities available within Department's Customs Border Patrol (CBP). CBP is responsible for protecting our Nation's borders and has many contracting opportunities available. In fact, with the passage of the historic stimulus bill, ARRA, DHS made funds available for border surveillance technology.

In this newsletter, we summarize a recent Inspector General report that discusses the lack of small businesses participating in SBInet, as well as give an overview of the services that CBP procures. We also provide contact information for the agency's small business specialists.

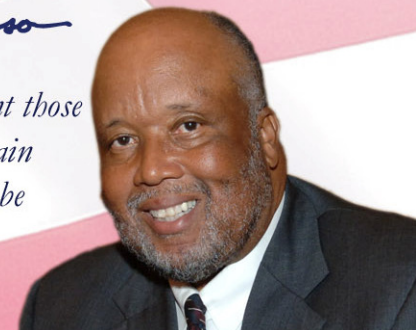
As always, please continue to share your views on working with the Department with us. Additionally, feel free to provide your suggestions on improving the newsletter. Do not hesitate to contact my staff at DHSBizOps@mail.house.gov if I can be of assistance to you.

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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SBI*net* NEEDS MORE SMALL BUSINESSES OIG SAYS

Customs Border Patrol (CBP) faces challenges in meeting its small business participation goals for the remainder of the SBI*net* IDIQ contract. A change in CBP's acquisition strategy from acquiring technology to acquiring steel for fence construction along 670 miles of the southern border significantly reduced opportunities for small business to participate in awards under the SBI*net* contract. The shift in border security strategy occurred in response to the *Secure Fence Act of 2006*. To meet the material needs of the fencing effort, CBP awarded the Supply and Supply Chain Management task order to Boeing. Generally, since the steel companies are inherently large businesses, this strategy shift to fence construction reduced opportunities for small business participation.



CBP has taken steps to increase its focus on small business participation in awards under the SBI*net* IDIQ contract to meet the challenge posed by the change in acquisition strategy. Specifically, the SBI*net* systems task order awarded in April 2008 more clearly focused on meeting small business goals in award fee calculations. CBP recruited contract specialist to monitor awards to small business. To develop opportunities for subcontracting to small business given the reduced emphasis on system deployment, CBP also encouraged Boeing to identify small businesses that could provide steel mesh for the fence construction.

Despite these actions, awards to small business have not achieved the 40% goal since the reporting period ended September 2007. The trend for the last three reporting periods has been generally positive, showing a slight increase in small business participation. In March 2008, small business accounted for approximately 31% of subcontract awards. As of the reporting period ended September 2009, awards to small business remained approximately 34% of subcontracts, with awards to HUBZone and veteran-owned small business exceeding the subcontract goal. Nonetheless, overall small business participation has not met established goals.

This month, Secretary Napolitano announced a freeze on any additional funding for SBI*net* until an assessment that she requested in January is completed.

The Office of Inspector General (OIG), is an independent and objective inspection, audit, and investigative body to promote effectiveness, efficiency, and economy in the Department of Homeland Security's programs and operations, and to prevent and detect fraud, abuse, mismanagement, and waste in such programs and operations.

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 DHS NEEDS YOUR TECHNOLOGIES

20th Annual OSDBU Conference

April 21, 2010
Dulles Expo Center
North Hall
Chantilly, VA

For more information:
<http://www.fbcinc.com/osdbu/>

NDIA Annual Logistics Conference and Exhibition

April 12, 2010
Miami, FL
Sponsor: National Defense Industrial Association
For more information:
<http://www.ndia.org/meetings/0730/Pages/default.aspx>

Are you an inventor? Have you developed a product that could help the Department of Homeland Security? If so, DHS Science and Technology Directorate could use you. DHS S&T has High Priority Technology Needs and lists them on its website. DHS needs technology to assist with cyber security, information sharing, border security, and other areas throughout the agency. If you have a technology that fits DHS needs, the S&T Commercialization office has valuable opportunities to assist you with getting your technology to DHS. For more information about submitting your idea, including a full list of the DHS High Priority Technology Needs visit <http://www.dhs.gov/files/grants/scitech.shtm>.

The following is a list an example Border Security High Priority Technology Needs. Please visit the website for the full list of High Priority Technology Needs

Detection, tracking, and classifying of all threats along the terrestrial and maritime border—in particular, technologies to support tunnel detection and rugged terrain, concealing foliage, water obstacles, mountains, and other environmental constraints (Borders and Maritime Security Division)

Personnel-safe, handheld, non-intrusive inspection device that allow the inspection of hidden or closed compartments—in particular, the ability to find contraband and security threats (people) through steel walls. Unit must contain sensor and active source, if required, in same device. Technologies other than x-ray, gamma rays, and neutrons are desired. (Borders and Maritime Security Division)

Ability for law enforcement officers to assure compliance of lawful orders using non-lethal means—in particular, the ability to disable vehicles/vessels and temporarily incapacitate persons to prevent the infliction of damage or harm (Borders and Maritime Security Division)

Improved analysis and decision-making tools that will ensure the development and implementation of border security initiatives—in particular, a decision support effort researching automated evaluation of proposed actions through expert systems and modeling and simulation for border security. The effort is researching ways to fully integrate multiple domains, including technology, managerial, policy, organizational, political, and contextual, to enhance decision making (Borders and Maritime Security Division)

Non-lethal compliance measures for vehicles, vessels, or aircraft, allowing safe interdiction by law enforcement personnel—in particular, the use of a compact, tuned, and focused energy system to shut down or disrupt normal vehicle operation while leaving the breaking and steering unaffected (Borders and Maritime Security Division)

MEETING THE NEEDS OF CBP

Protects America's borders against terrorists and other criminals, while facilitating trade and travel. Oversees 2,000 miles of border with Mexico, 5,000 miles of border with Canada, 317 "ports of entry" (official crossing points) and 136 Border Patrol stations with 33 interior checkpoints.

Items Procured: Search/detection equipment, data processing services, computer related services, computer programming, uniforms, construction, computer equipment, personal/household goods, repair/maintenance, administrative/general management consulting, investigative services, computer systems design, schools/instruction, security guards, facilities support services.

| Address | Contact Information |
|--|---|
| CBP Procurement Directorate 1300 Pennsylvania Ave, NW Ste 1310 Washington, DC 20229 | Clarence Abernathy, Small Business Specialist 317.614.4562 clarence.abernathy@dhs.gov |
| U.S. CBP InTech Two Ste 100 6650 Telecom Drive Indianapolis, IN 46278 | Ruthanne Beck 317.614.4686 Fax: 317.298.1063 Ruthanne.beck@dhs.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 |
|-------------------------------------|--------------------|---|---|---------------|
| HSBP1010R0035 | CBP | Recovery Integrated Workplace Management System | John P. Callahan John.callahan@dhs.gov | April 5, 2010 |
| HSBP1010P0043 7 | CBP | Grounds Maintenance Service | Paul Ebinger paul.ebinger@dhs.gov | Mar 31, 2010 |
| HSBP101R0044 | CBP | CBP Preventative Maintenance Program (PMP) for the Western Region | Matthew Korn Matthew.korn@dhs.gov | Until Filled |
| HSBP101Q2005 3460 | CBP | Recovery Construction Management | Alexander C. Miclat alexander.miclat@dhs.gov | Until Filled |
| HSBP1010Q000 6 | CBP | 84- CBRNE Suits and Accessories | Russell Brehm russell.brehm@dhs.gov | Feb 19, 2010 |
| HSCG33-10-Q- PQQ085 | Coast Guard | Electrical Panel and Breaker Replacement Newport, OR | Thad King thad.king@uscg.mil | Until Filled |
| HSCETC-10-R- 00015 | ICE | Sharepoint integration and Support Services | Jessica I. Quinones jessica.quinones@dhs.gov | Until Filled |
| HSCG80-10-Q- P45H04 | USCG | Drydock & Repairs of USCGGC NARWHAL (WPB-87335) | Jennifer Stock jennifer.m.stock@uscg.mil | May 28, 2010 |
| CA- BLEINGSERVI CSSUPPORT2010 | ICE | Network Cabling Services and Support | Valoree Lilley valoree.lilley@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 |
|------------|-------------------|--|--|
| 57941 | CBP | Minneapolis Hiring Center (MHC), on behalf of CBP and CIS, needs to procure Medical Review Officer (MRO) services to meet the requirements of Executive Order 12564, Drug-Free Federal Workplace and the Health. 1st Option Year begins 6/1/10. Current BPA. | Jenne Tillman Jenne.tillman@dhs.gov |
| 58418 | 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@dhs.gov |
| 60287 | CBP | The Office of Human Resources Management (HRM), U.S. Customs and Border Protection (CBP), seeks to acquire expert HR consultant support services. | Monica Watts Monica.watts@dhs.gov |
| 62443 | CBP | Set up CBP-owned mobile homes for government housing program. | Tony Lefan Tony.lefan@dhs.gov |
| 63955 | CBP | National Marine Vessel Maintenance. The Contractor shall provide all necessary certified labor and management to perform scheduled and unscheduled maintenance on Government owned and operated marine vessels throughout the United States | J. Marie Pitt Joquita.pitt@dhs.gov |
| 63649 | CBP | This request is for a facility maintenance contract for the El Paso Air Branch, El Paso, Texas. | Bartek Chwalek Bartek.chwalek@dhs.gov |
| 60434 | CBP | Apply floor covering system which will level and fill all existing cracks and seams and provide smooth work surface. Patch holes in floor and apply and paint nonslip top coating, to aircraft hangar in Del Rio, TX | Michael A. Hall Michael.Hall@dhs.gov |
| 60132 | CBP | Support of C2CEN and its' requirement as the NAIS Increment One (I-1) System Support Agent (SSA) and System Development Agent (SDA). | Bradely Guile Bradley.h.guile@cbp.dhs.gov |
| 60182 | CBP | IDIQ contract for uniforms and boots for the James J. Rowley Training Center | Rosie.Zaragoza-sSantos Rosie.zaragoza@cbp.dhs.gov |

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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

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