



Business Opportunities at DHS

FEBRUARY 2010

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From the Chairman

Dear Friends,

I hope the first few months of the New Year have started off well for you. My staff and I recently a Committee Meeting focusing on business opportunities with DHS. We are excited that we can continue to be a resource for so many of you.

In the past, we have stressed the importance of helping inform Departmental rules via the Federal Register. This month we focus on FEMA National Disaster Recovery Framework report being released in a few weeks. Please take the time to read what the report covers and make sure you submit any relevant comments by February 26, 2010. In this newsletter, we also discuss how and when your business should consider becoming a subcontractor and provide tips on questions you should ask a prime contractor.

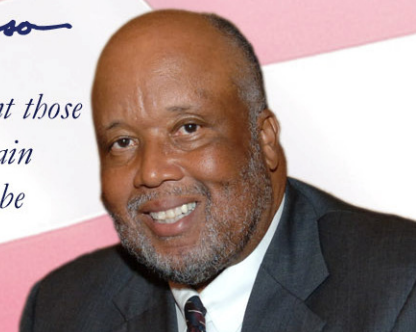
As always, please continue to share your views on working with the Department with us. Additionally, feel free to provide your suggestions on improving the newsletter. Do not hesitate to contact us at DHSBizOps@mail.house.gov if I can be of assistance to you.

Keep the Faith,

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



FEMA Releases Draft National Disaster Recovery Framework



The Department of Homeland Security's (DHS) Federal Emergency Management Agency (FEMA), in coordination with the interagency Long Term Disaster Recovery Working Group, issued a draft of the *National Disaster Recovery Framework*—focused on engaging state, local and tribal governments, nonprofit partners, the private sector, and the public to enhance the nation's ability to recover from disasters.

The report is now available for review by visiting DisasterRecoveryWorkingGroup.gov. The comment period will begin next week when the report is also posted to the Federal Register. The comment period will run through Feb. 26, 2010. This comment period continues the extensive stakeholder outreach

efforts undertaken by the interagency Long Term Disaster Recovery Working Group, established in October 2009 by President Obama and co-chaired by Secretary of Homeland Security Janet Napolitano and Secretary of Housing and Urban Development Shaun Donovan.

The *National Disaster Recovery Framework* provides a model to collectively identify and address challenges that arise during the disaster recovery process. It is designed to help the broad emergency management community work better together to support individuals, households and communities as they rebuild and restore their way of life following a disaster.

The *Recovery Framework* was developed based on input from all levels of government, the private sector, academic and emergency management communities, voluntary and non-profit organizations, and a wide array of associations and organizations. Opinions were collected through meetings and briefings across the country; online engagement; and a series of video teleconferences, and stakeholder forums in five key cities.

The *Recovery Framework* document will be available at www.regulations.gov in Docket FEMA-2010-0004. Individuals and other stakeholders who wish to submit comments can do so at www.regulations.gov using the Docket identification number as a search term.

The Long Term Disaster Recovery Working Group—comprised of more than 20 federal departments, agencies and offices—will provide President Obama with recommendations on ways to improve the capabilities of individuals, communities and the nation's economy to withstand and rapidly recover from disasters.

For more information about the *Recovery Framework*, visit <http://www.fema.gov/recoveryframework>. Information about the Long Term Disaster Recovery Working Group is available at <http://disasterrecoveryworkinggroup.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

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

February 21-24th, 2010

Las Vegas Hilton

Las Vegas, Nevada

For more information:

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

Service Disabled Veteran-Owned Small Business Luncheon

February 25, 2010

Ft. Meyers' Officers Club

Arlington, VA

For more information: Mr. Carl Savino

Carl@corporategray.com or 703. 690.6381

Morehouse College Entrepreneurship Conference, 2010

February 25-26, 2010

For more information:

<http://www.mcecenter.com/main.php?page=ec2010/home>

Congressman Jim Moran and George Mason University PTAC (8th Congressional District) 10th Annual Small Business Conference

March 10, 2010

Arlington, VA

For more information:

<http://www.novaptac.org/eventcalendar/calendar.asp>

SUBCONTRACTING AND YOUR BUSINESS

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, HUB-Zone 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 SAT. These laws, among other things, require that:

- *On contracts more than \$500,000 (or \$1,000,000 for construction of a public facility) large prime contractors and other-than-small subcontractor 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 contracting office prior to the award of any contract; failure to comply in good faith

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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
HSBP1010R0018	CBP	Comprehensive Tactical Infrastructure Maintenance and Repair	Anar Y Desai, anar.y.desai@cbp.dhs.gov	Feb 22, 2010
HSHQDC-09-R-00078	Office of the Chief Procurement Officer	Information Sharing and Policy Support	Iann T. Washington iann.washington@dhs.gov	Mar 31, 2010
HSTS05-10-Q-RDU001	TSA	Warehouse and Transportation Services	Ian Somppi ian.somppi@tsa.dhs.gov	February 19, 2010
HSCG44-10-Q-PC2159	USCG	Purchase of Software Support	James A Lassiter james.a.lassiter@uscg.mil	Feb 23, 2010
HSTS02-10-R-OSC005_RFP	TSA	TSA Contact Center (TCC)	Elena Grigorieva elena.grigorieva@dhs.gov	Feb 19, 2010
HSTS03-10-R-SPP021 & HSTS03-10-R-SPP032	TSA	Screening Partnership Program	Ingrid Pascall-Lopez, ingrid.pascall-lopez@dhs.gov	Until Filled
HSBP1010R2914	CBP Secure Border Initiative Acquisition Office	Mobile Surveillance Capability (MSC)	Janice V. Washington Janice.Washington@dhs.gov	Feb 26, 2010
Synopsis-ESS	ICE	Engineering Services and Support	Christian M. Fox christian.fox@dhs.gov	May 28, 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
423430	DHS HQ	DHS requires a secure message-handling solution, certified and accredited for up to Top Secret/Special Compartmented Information (TS/SCI) and other associated caveats message traffic.	Terrance Dixon terrance.dixon@dhs.gov
541990	DHS HQ	Services to assist in the identification of equipment and capabilities; information sharing and readiness; and technical counter-measures requirements for a bombing-related event.	Charlie Payne Charlie.Payne@hq.dhs.gov
922160	FEMA	Support of the grants program office's implementation, management, and administration of the peer review panels for the various fire grant programs	Tom Harrington firegrants@dhs.gov
541512	FEMA	Oversee, coordinate and improve daily IT Infrastructure services, currently provided by the FEMA OCIO; Respond to GPD leadership IT priority requests;	Greg Blair Greg.Blair@dhs.gov
541513	ICE	Federal Financial Management System (FFMS) Data Center Support	Miguel Cruz miguel.cruz@dhs.gov
541511	ICE	Provide the full range of IT support services, technical and management expertise. The Contractors shall furnish the necessary personnel, materials, equipment, facilities, travel, and other services required	Sabrina Severe-Reed Sabrina.severe-reed@dhs.gov
541330	USCG	Professional Engineering Services (PES) services for U.S. Coast Guard System management and Engineering Facility (SMEF) support of Electronic Chart and Integrated Navigation Systems (ECINS) throughout the Coast Guard	Mr. Terry Porter Terry.M.Porter1@uscg.mil
541990	USCG	Support of C2CEN and its' requirement as the NAIS Increment One (I-1) System Support Agent (SSA) and System Development Agent (SDA).	Andrew Jernell Andrew.b.jernell@uscg.mil
315211	USSS	IDIQ contract for uniforms and boots for the James J. Rowley Training Center	Greg Anderson greg.anderson@uss.s.dhs.gov
541511	CBP	Mobikey software maintenance	Greg Miles greg.miles@cbp.dhs.gov
541618	CBP	Project Support and Security. Provide for and facilitate coordination across PSPO and other entities within DHS and CBP. Standardize and improve PSPO system development and maintenance processes. Identify and incorporate best practices.	Pamela Chamblin pamela.chamblin@dhs.gov

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(Subcontracting and Your Business Continued from page 3)

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?*

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