



Homeland
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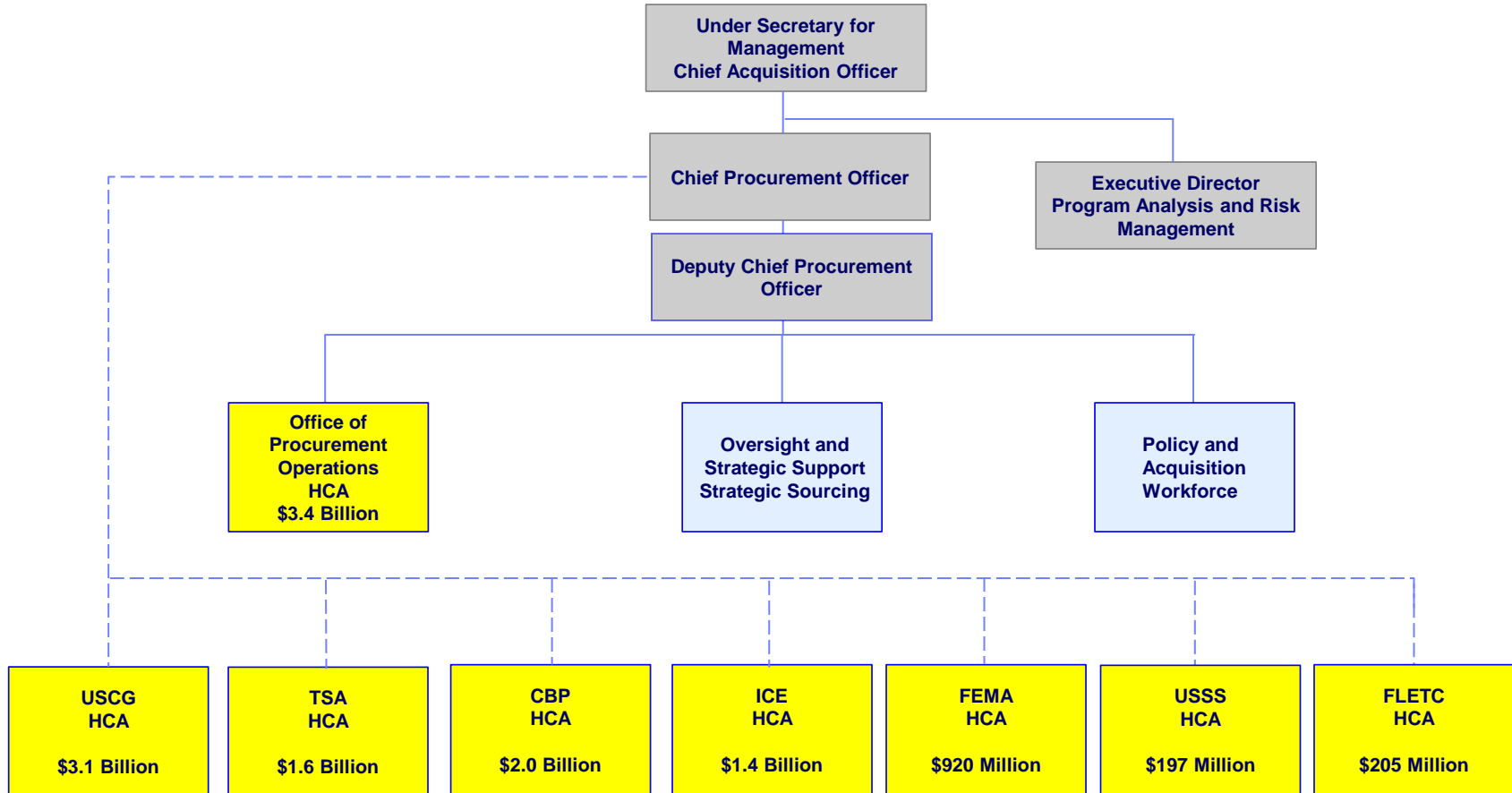
Department of Homeland Security Doing Business with DHS: DHS 101

November 10, 2015

DHS Procurement Structure



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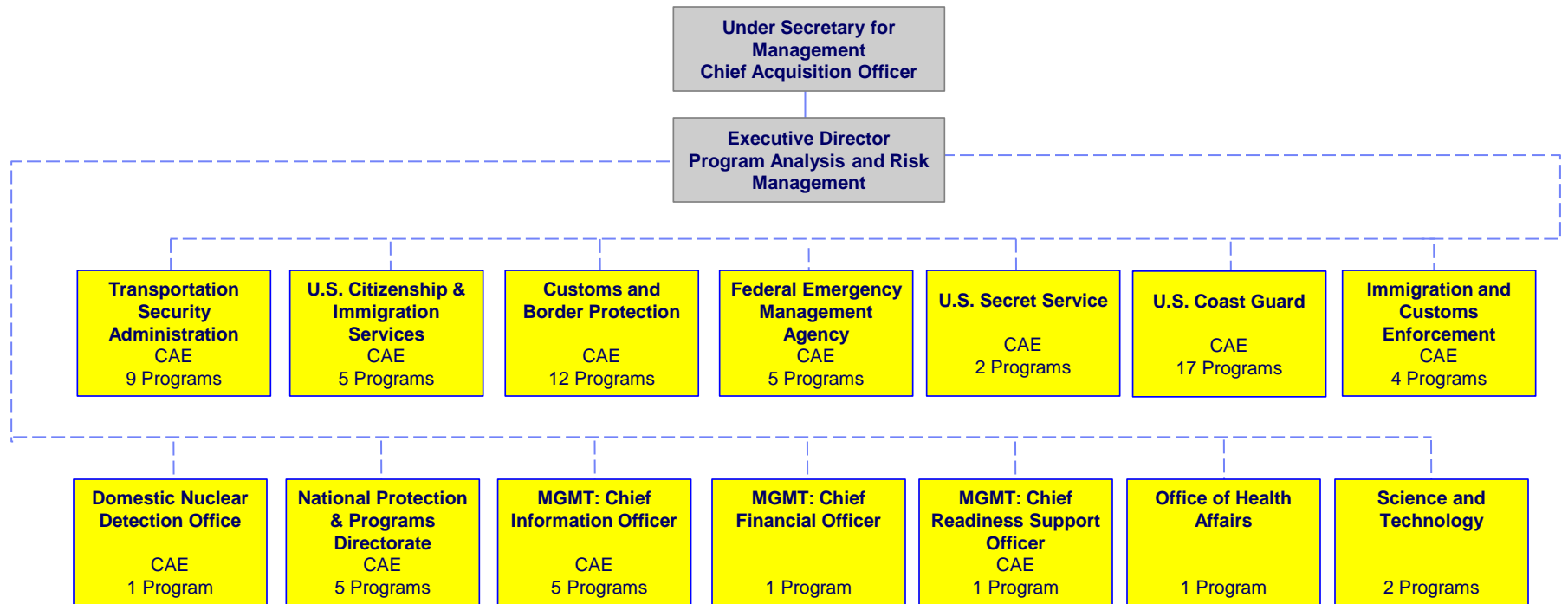
HCA - Head of the Contracting Activity

FY 2014 Obligations

DHS Acquisition Structure



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CAE – Component Acquisition Executive

FY15 Procurement Spend



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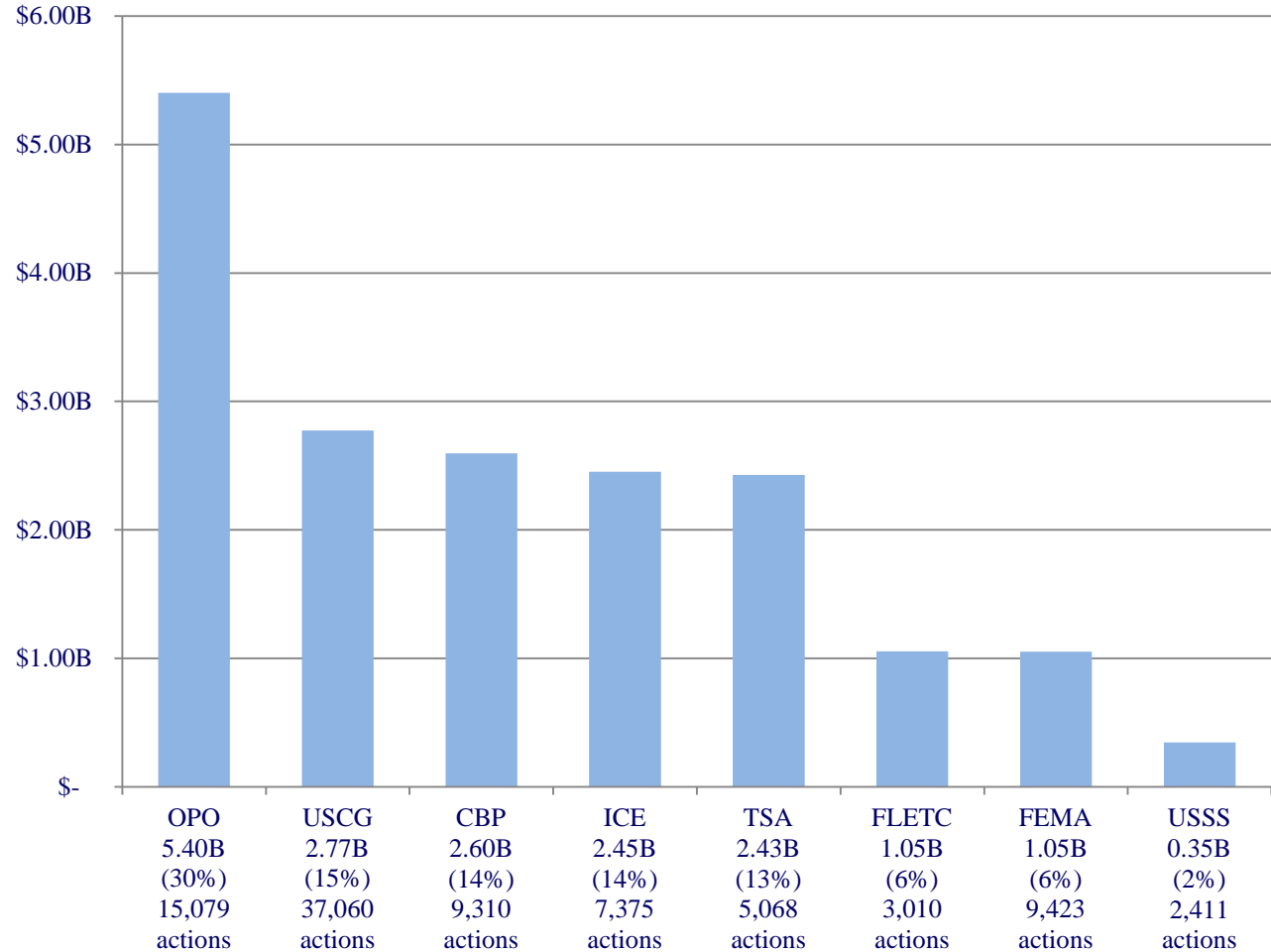
FY15 Contracting Spend Highlights

•DHS spent \$18.1B via 88,736 buying transactions

•\$18.1B equals 47.3% of the \$38.2B FY15 DHS adjusted net discretionary budget.

•Spend includes:

- Contracts
- Interagency Agreements
- Other Transactions



FY15 Contract Spend By Component

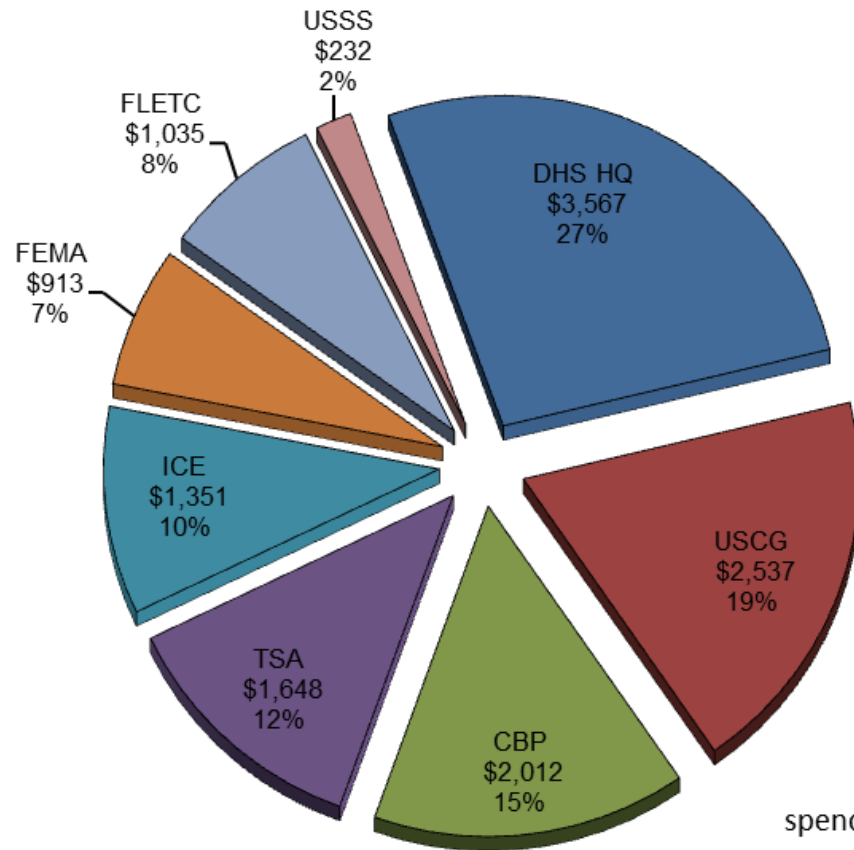


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FPDS-NG reports ~\$13.3B of spend in FY15

SPEND BY COMPONENT

Component	Total (\$M)
DHS HQ	\$ 3,567
USCG	\$ 2,537
CBP	\$ 2,012
TSA	\$ 1,648
ICE	\$ 1,351
FEMA	\$ 913
FLETC	\$ 1,035
USSS	\$ 232
Grand Total	\$ 13,294



DHS HQ = CIS + HQ

Data Source: FPDS-NG

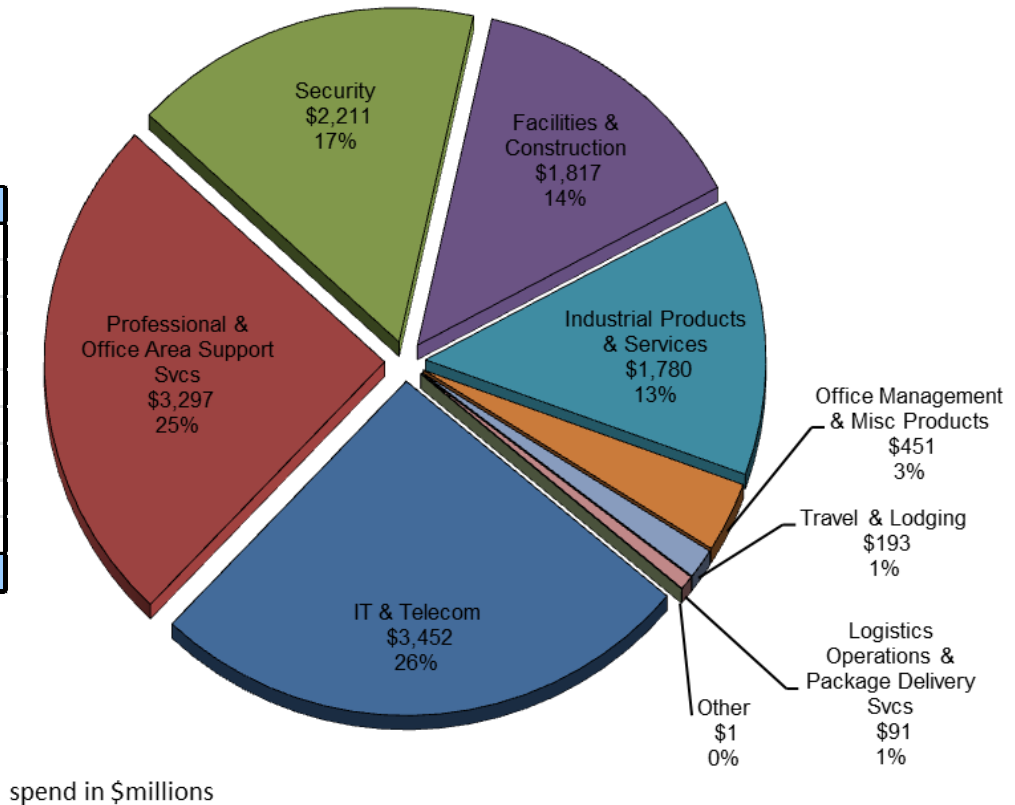
FY15 Spend By Commodity Family



FPDS-NG reports ~\$13.3B of spend in FY15

SPEND BY COMMODITY FAMILY

Commodity Family	Total (\$M)
IT & Telecom	\$ 3,452
Professional & Office Area Support Svcs	\$ 3,297
Security	\$ 2,211
Facilities & Construction	\$ 1,817
Industrial Products & Services	\$ 1,780
Office Management & Misc Products	\$ 451
Travel & Lodging	\$ 193
Logistics Operations & Package Delivery Svcs	\$ 91
Other	\$ 1
Grand Total	\$ 13,294



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Do Business with DHS

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Do Business with DHS

Start here if you want to learn about how to work with DHS, how we assist small business, our policies and regulations and business opportunities.



CPO Annual Progress Report for FY 2013

Learn about the accomplishments of the DHS procurement community in FY 2013 and updates to the FY 2012-2014 Strategic Plan that provide direction on the Chief Procurement Officer's FY 2014 priorities, objectives, initiatives and metrics



CPO Strategic Plan for FY 2012 - 2014

Learn how the Chief Procurement Officer drives business performance and continuous improvement through the 4 priorities and the associated objectives, initiatives, and metrics outlined in the FY 2012-2014 Strategic Plan.



Acquisition Policies & Regulations

Get information on the Department of Homeland Security acquisition policies, regulations, forms and other resources.



Business Contacts

Find the right contact for information on contracts and doing business with the Department of Homeland Security.



Business Initiatives

Learn about the Department of Homeland Security programs to encourage businesses to provide a wide range of programs and services



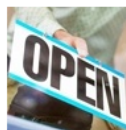
Contract Opportunities

Current contracting opportunities, forecasts of contract opportunities, specialized science and technology opportunities and FedBizOpps justification and approval documents.



Get Started: DHS Contracting

Resources for contracting with DHS, including getting started, finding opportunities, mentoring, and verifying staff employment eligibility.



DHS Financial Assistance

Grants to states, local, and tribal, and regional areas to prepare, prevent and respond to disasters and terrorist attacks.



Small Business Assistance

DHS small business assistance helps companies have fair opportunities to compete and be selected for contracts. Learn about vendor outreach and resources.



The Recovery Act

Funds made the country safe and more secure. Created and saved jobs of people working to prevent terrorism.

Business Contacts

- [Contacts for Unsolicited Proposals](#)
- [Industry Communication Liasons](#)
- [Office of Small and Disadvantaged Business Utilization Staff](#)
- [Open Competition Ombudsman](#)
- [Prime Contractor Contacts for Small Business Sub-Contracting Opportunities](#)
- [Small Business Specialists](#)

Contract Opportunities

Current Contracting Opportunities

- [Homeland Security Contracting Opportunities through FedBizOpps](#)
- [Information Technology Acquisitions \(EAGLE II and FirstSource\)](#)
- [Program Management, Administrative, Clerical, and Technical Services \(PACTS\)](#)
- [Technical Investigative Surveillance Equipment \(TechOps\)](#)
- [Prime Contractors](#)
- [Remote Sensing](#)

Forecast of Contract Opportunities

- [DHS Sequestration Letter to Contractors](#)
- [DHS Advance Acquisition Planning: Forecast of Contract Opportunities](#) - includes projections of all anticipated contract actions greater than \$150,000
- [Disclaimer](#)

Science and Technology Opportunities

- [Centers of Excellence](#)
- [Long Range Broad Agency Announcement \(BAA\)](#)
- [Small Business Innovation Research \(SBIR\) Program](#)
- [Domestic Nuclear Detection Office \(DNDO\) Business Opportunities](#)
- [SAFECOM Program](#)
- [The Support Anti-terrorism by Fostering Effective Technologies Act \(SAFETY Act\) of 2002](#)
- [S&T Tech Solutions Program](#)
- [Technology Transfer Program](#)

DHS Forecast of Opportunities



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Home

Acquisition Planning Forecast System

Contact Us

Government Users



Welcome

The Department of Homeland Security Acquisition Planning Forecast System provides a way for small business vendors to view a forecast of upcoming opportunities. The system has recently been upgraded to a new version which is designed to be easier to use.

[Download The APFS Tutorial](#)

Forecast

The DHS purchases a wide variety of goods and services and we are committed to small business participation in our acquisition program. We hope that this forecast will assist you in doing business with DHS. By helping firms identify procurement opportunities as early in the acquisition process as possible, we hope to improve communication with industry and assist the small business community with its marketing efforts.

[Search Forecast](#)

About

The Department of Homeland Security (DHS) Forecast of Contract Opportunities includes projections of all anticipated contract actions above \$150,000 that small businesses may be able to perform under direct contracts with DHS, or perform part of the effort through subcontract arrangements with the Department's large business prime contractors.

[Learn More »](#)

NAICS Notification

Vendors seeking to track upcoming DHS opportunities can register to be notified when records are published to APFS. An internet email address is required for subscription to NAICS-based notification.

[Get Notified](#)

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DHS Strategic Sourcing Program Office



Over 75 Department-wide Vehicles

IT & Telecom

1. Academy Class Management System
2. Cellular Wireless Managed Services
3. Content Delivery Network II (CDN2)
4. Data Center 2 (DC2)
5. Cyber Forensic Hardware & Software
6. EAGLE II (IT Services)
7. Enterprise PRISM Instance Support Services
8. FirstSource II - IT Hardware and Software
9. Geospatial Tech Support Services (GTSS)
10. Microsoft Enterprise Services
11. Remote Sensing
12. Tactical Comm. (TacCom) Equipment & Services
13. Technical Investigative Surveillance Equipment (TechOps)^a
14. Wireless Devices & Services (FSSI)^a

Facilities & Construction

15. Design/Build Construction – National and Regional

Industrial Products & Services

16. Bulk Fuel
17. Janitorial & Sanitation Supplies (FSSI)^a
18. Maintenance, Repair & Operations (MRO) (FSSI)^a
19. Medical Countermeasures II (MCM2)
20. Medical Supplies
21. Nitrile Gloves
22. Personal Protective Equipment – Garments
23. Personal Protective Equipment – Goggles
24. Personal Protective Equipment – Hand Sanitizers
25. Personal Protective Equipment – Surgical Masks
26. Personal Protective Equipment – N95 Respirators

Logistics Ops & Package Delivery Services

27. Domestic Delivery Services III (FSSI)^a
28. Relocation Services

Professional & Office Support Services

29. Architecture & Engineering Services
30. Centers of Excellence
31. Contract Auditing & Review Services
32. Credit Monitoring Services
33. Credit Reporting
34. DHS MarketPlace
35. Employee Shuttle Services
36. Intelligence/Counterintelligence Analysis, Training, & Tradecraft (ICATTS)
37. OASIS
38. OCFO: Assessment of Internal Controls Support Services
39. OCFO: Compliance, Performance, and Statistical Sampling of Internal Controls Support Services
40. OCFO: Financial Management & Reporting Support Services (FMRSS)
41. Regulatory Support Services
42. Technical, Acquisition and Business Support Services (TABSS)
43. Third Party Intern Providers Support Services
44. Workers Compensation Medical Case Management Services

Security

45. .223 Caliber Ammunition (Standard and Enhanced)
46. .223 Readily Identifiable Training Ammunition
47. .357 Sig Caliber Duty and Training Ammunition
48. .38 Special +P Caliber Ammunition 135 Grain
49. .40 Caliber Ammunition 180 Grain
50. .40 Caliber Readily Identifiable Training Ammunition
51. 9mm Luger +P Caliber Ammunition 124 Grain
52. 12 Gauge Shotgun Ammunition (3 Types)
53. Body Armor II
54. Canines
55. Detection Equipment Integrated Logistics Support
56. Explosive Trace Detection – Next Generation

57. Explosives Trace Detection (ETD) Consumables
58. Firearms Interactive Training Simulator (FITS)
59. Handheld Radiation Detectors
60. Human Portable Tripwire
61. Less than Lethal Specialty Munitions (LLSM)

IT Software

62. Adobe Enterprise License Agreement
63. Continuous Diagnostic & Mitigation (CDM)^a
64. Enterprise PRISM Instance Perpetual Licenses & Maintenance
65. Enterprise Software Solutions – F5 Networks
66. Enterprise Software Solutions – IBM
67. Enterprise Software Solutions – McAfee
68. Enterprise Software Solutions – NetApp
69. Enterprise Software Solutions – Quantum
70. Enterprise Software Solutions – Symantec
71. Enterprise Software Solutions – VMWare
72. Enterprise Talent Management System (ETMS)
73. Environmental System Research Institute II
74. Microsoft Enterprise Licensing Agreement
75. Oracle Enterprise License Agreement

Office Mgmt. and Misc. Products

76. Furniture
77. Office Supply III (FSSI)^a
78. Print Management (FSSI)^a
79. Uniforms

^a Federal Initiatives DHS is supporting or leading
Red text denotes FY 2015 Award(s)



In-Process Strategic Sourcing Initiatives

IT & Telecom

1. Cisco SMARTnet
2. Enterprise Computing Services
3. Enterprise Desktop Productivity Suite
4. Reverse Auction

Professional & Office Support Services

5. Architecture and Engineering Services
6. Background Investigation Services
7. Centers of Excellence (re-compete)
8. Federally Funded Research and Development Centers
9. Language Services
10. National Academy of Sciences (re-compete)
11. PACTS II (re-compete)

Facilities & Construction

12. Building Maintenance Operations (FSSI)
13. Design/Build & Construction Services – Regional & National

Office Mgmt. and Misc. Products

14. Furniture (Nationwide)

Security

15. Ammunition – 9 mm Luger +P Caliber Ammunition
16. Ammunition – Reduced Hazard Training
17. Body Armor III
18. Canines II
19. Detection Equipment – Backpack Radiation Detector
20. Detection Equipment – CCTV
21. Detection Equipment – Checked Baggage X-Ray
22. Detection Equipment – Checkpoint X-Ray (single view)
23. Detection Equipment – Checkpoint X-Ray (multi-view)
24. Detection Equipment – Enhanced Metal Detectors
25. Detection Equipment – Explosive Trace Detection - Bench
26. Detection Equipment – Explosive Trace Detection – Handheld
27. Detection Equipment – Personal Radiation Detectors

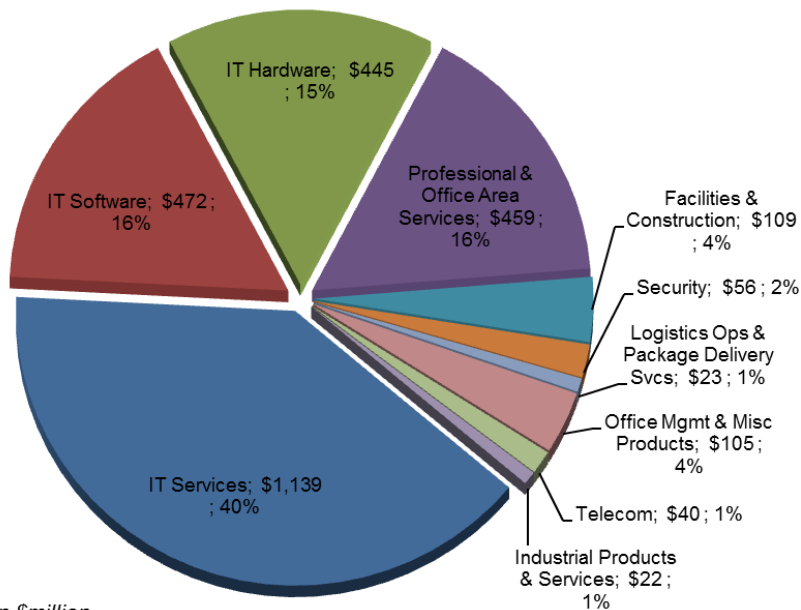
FY16 Goal = Award 15 New Initiatives

Strategic Sourcing Spend & Savings FY2015



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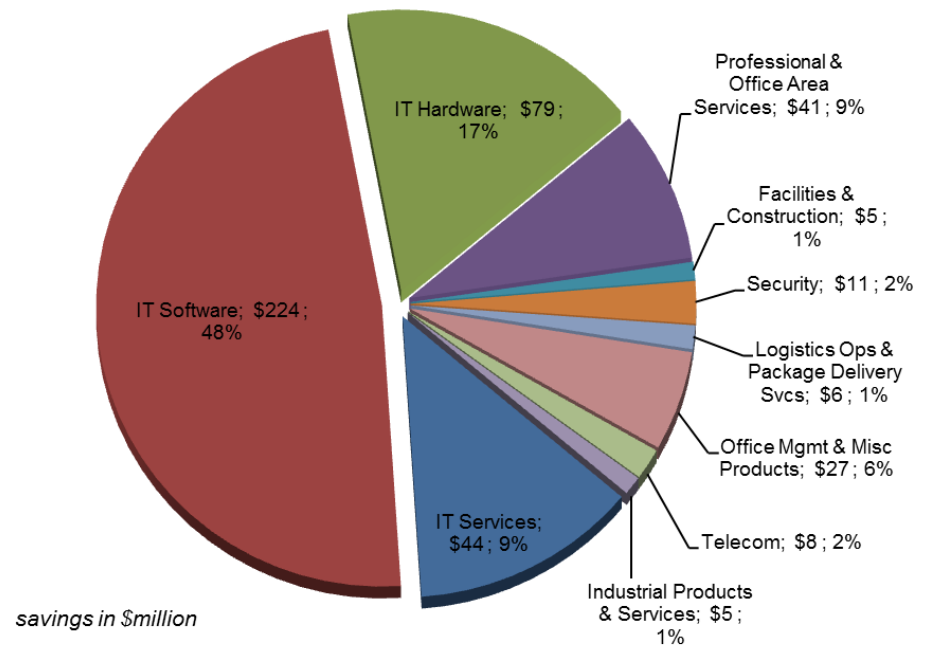
Spend (\$M)



spend in \$million

\$2.9B Spend in FY15

Savings (\$M)



savings in \$million

\$466M Savings in FY15



DHS Strategic Sourcing Highlights

SPEND

- Strategically sourced \$2.9 billion in FY15
- This represents approximately 21% of the total FY15 obligated dollars
- Small businesses received 50% of the spend through strategic sourcing contracts

SAVINGS

- Cumulative savings = \$3.0 billion (since FY05)
 - FY15 = \$466 million
 - FY14 = \$471 million
 - FY13 = \$336 million
- Savings methodologies independently validated (March 2011)
- FY16 goal = \$425 million

UTILIZATION

- DHS achieved a 43% utilization rate of strategic sourcing contracts in FY15
 - i.e., DHS purchased 43% of its needs through strategic sourcing for the areas covered by the vehicles we had in place during FY15.
- FY16 goal = 42%

FEDERAL PARTICIPATION

- DHS is an active participant on the Category Management Leadership Council (CMLC) and numerous Federal strategic sourcing initiatives (FSSI)
- DHS is a recognized leader in Federal strategic sourcing by organizations such as OMB, GAO, and Congress



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DHS Office of Small and Disadvantaged Business Utilization

DHS Office of Small and Disadvantaged Business Utilization



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Key premises:

- **DHS supports all of the federal small business programs**
- **DHS has small business prime contracting and subcontracting opportunities**
- **DHS uses both pre-existing contract vehicles (such as the GSA schedule and DHS-wide IDIQs) and open market procedures (FedBizOpps)**

FY15 Small Business Accomplishments



Homeland Security

Department of Homeland Security
 Preliminary Small Business Accomplishments - FY 2015

as of morning of 10/15/15 - using the SBA Scorecard Small Business Categories

source: FPDS

Category	Gov't-wide Goal	DHS-wide Goal	Award \$	%
Total Procurement Dollars	N/A	N/A	\$13,642,294,772	N/A
SB Prime Contracts	23.0%	32.0%	\$4,658,701,170	34.1%
Overall SDB [8(a) + SDB Prime]	5.0%	5.0%	\$1,995,796,221	14.6%
HUBZone Prime Contracts	3.0%	3.0%	\$549,882,066	4.0%
SDVOSB Prime Contracts	3.0%	3.0%	\$742,183,711	5.4%
WOSB Prime Contracts	5.0%	5.0%	\$1,005,608,527	7.4%

Acronym Key:

SB = Small Business

8(a) = Awarded under 8(a) procedures; SDBs certified by SBA to participate in the 8(a) program

SDB = Small Disadvantaged Business

HUBZone = Historically Underutilized Business Zone Small Business

SDVOSB = Service Disabled Veteran Owned Small Business

WOSB = Women-Owned Small Business

Note: these accomplishments are shown in accordance with SBA reporting procedures; Ability One, Federal Prison Industries, and interagency agreements are excluded

DHS Office of Small and Disadvantaged Business Utilization



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Ongoing activities:

- **DHS small business website – www.dhs.gov/openforbusiness**
- **Small Business Specialists in each major buying activity**
- **Forecast of contract opportunities**
- **Outreach program**
- **Listing of large business prime contractors with subcontracting opportunities**
- **DHS mentor-protégé program**

DHS Office of Small and Disadvantaged Business Utilization



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Did You Know?

- In FY 2014, about 13,000 companies representing all 50 states, DC, and five territories had DHS contracts.
- Of the 13,000, about 9,400 are small businesses;
- Of those 9,400, nearly 1,800 small businesses secured their *first* DHS contract.



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Industry Perspective

Where Does Industry Go From Here?



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- **First: Know what you do; Do what you Know**
 - Do Your Homework
 - Read!
 - Understand the Mission of HQ Organizations and the Components
 - Identify what your company does compared to what DHS is buying

- **Build a Viable Pipeline**
 - Advanced Procurement Forecast: <http://apfs.dhs.gov>
 - Register to receive daily updates for your company's specific NAICS codes
 - Affordable BI tools: ezgovopps.com; govpurchase.com

Where Does Industry Go From Here?



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- **Understand Your Market**
 - Major Initiatives in your Business Area
 - Your Competitors (By Capability and Socio-Economic)
 - Viable Teaming Partners
 - Graduating Small Businesses
- **Teaming with Large and Small Businesses**
 - Socio-Economic status combined with Capability areas
 - Clarify your message to potential teaming partners
 - Earn your spot on the Team



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QUESTIONS AND ANSWERS

