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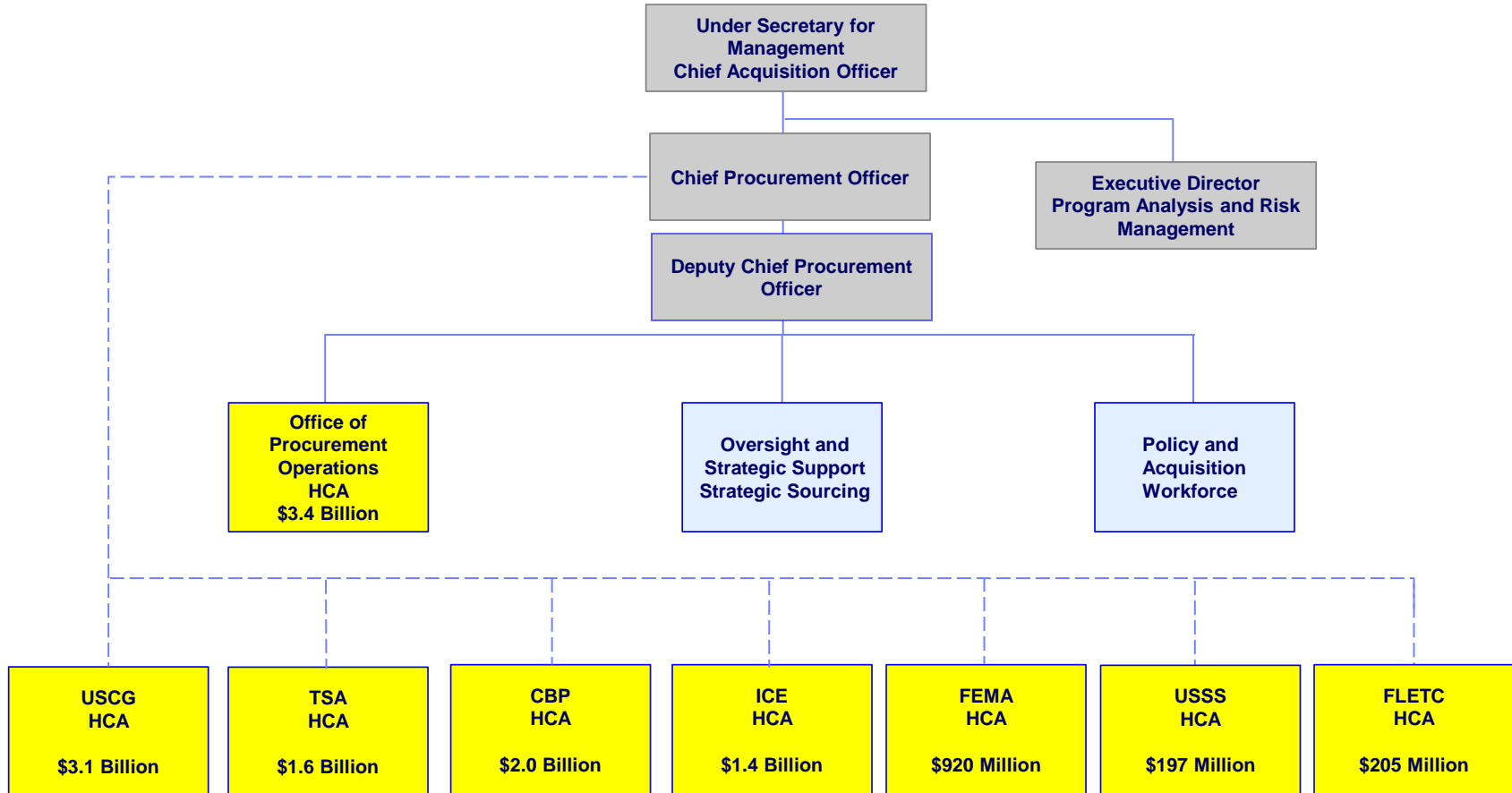
# Department of Homeland Security Doing Business with DHS: DHS 101

February 25, 2015

# DHS Procurement Structure



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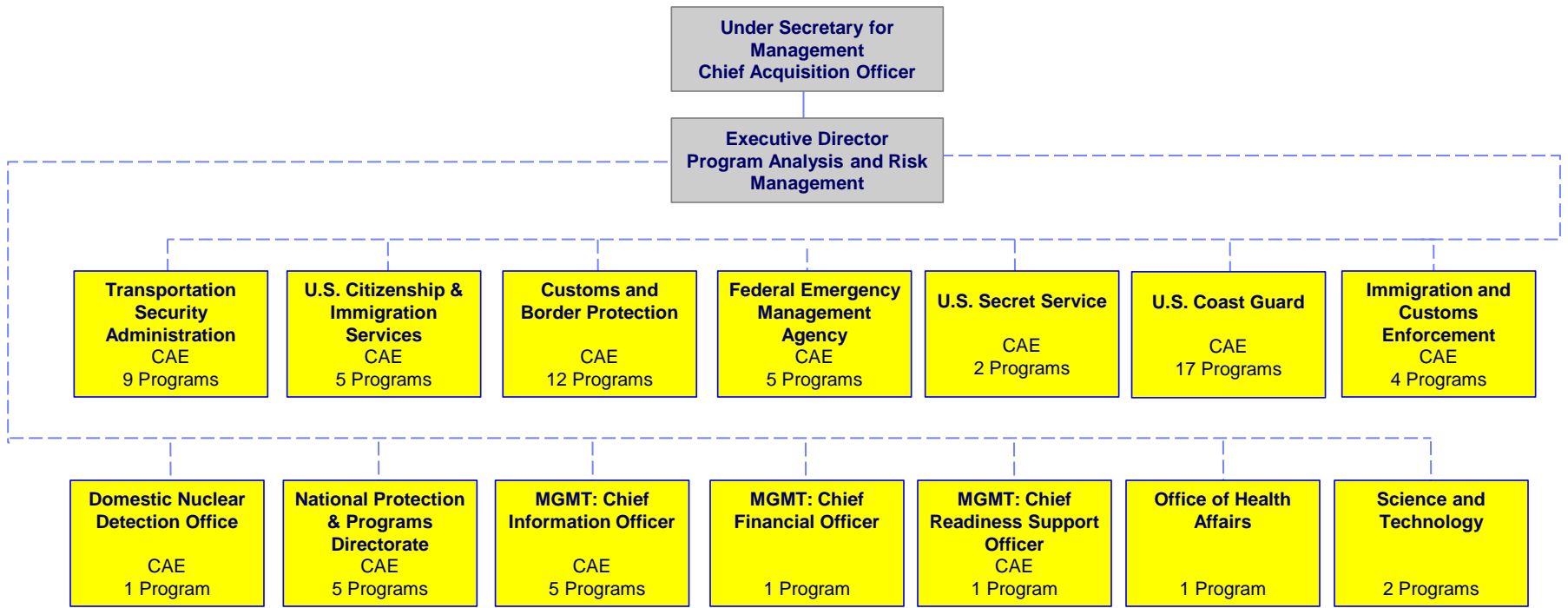
HCA - Head of the Contracting Activity

FY 2014 Obligations

# DHS Acquisition Structure



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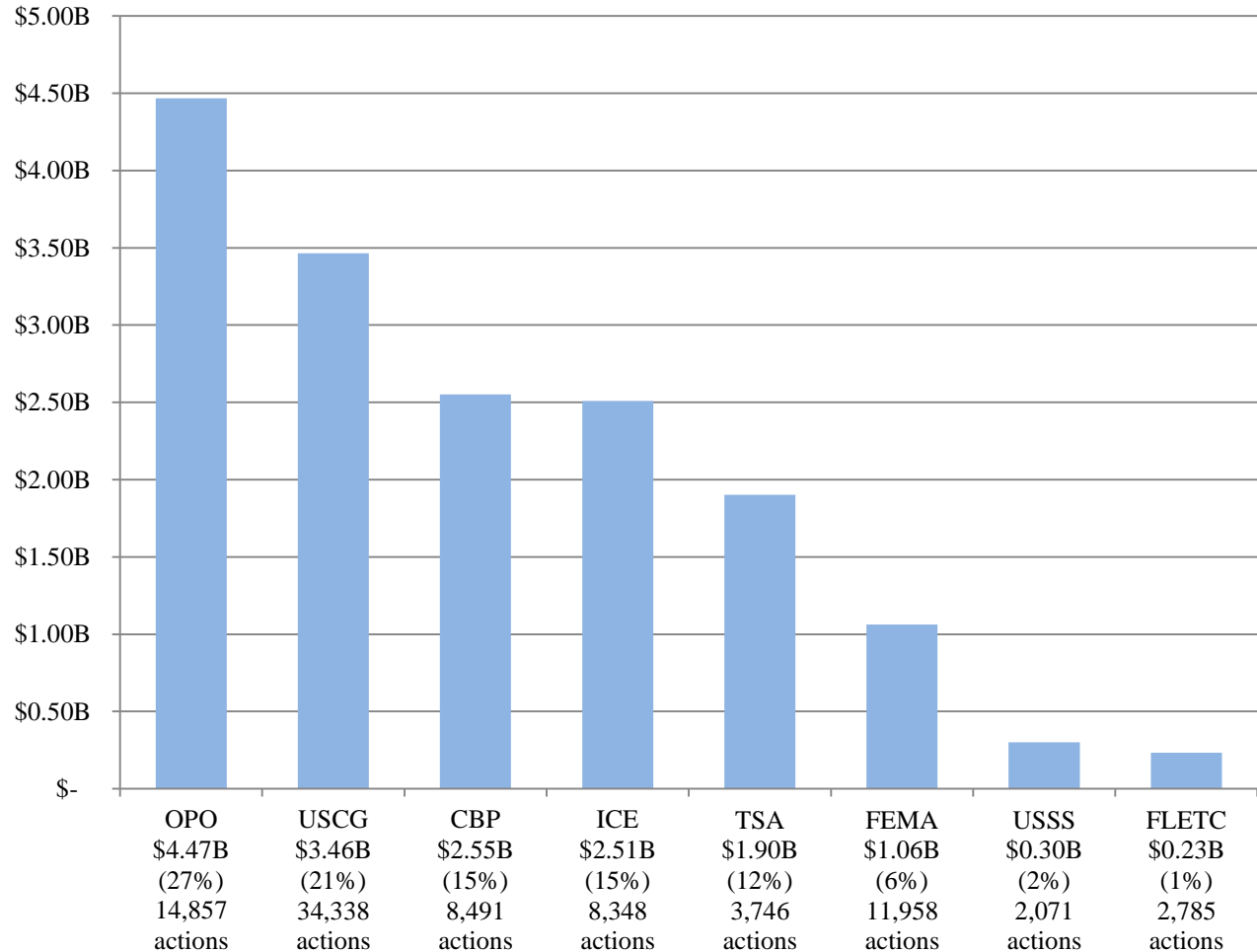
CAE – Component Acquisition Executive



# FY14 Procurement Spend

## FY14 Contracting Spend Highlights

- DHS spent \$16.5B via 86,594 buying transactions
- \$16.5B equals 36% of the \$45.4B FY14 DHS discretionary budget.
- Spend includes:
  - Contracts
  - Interagency Agreements
  - Other Transactions



# FY14 Contract Spend By Component

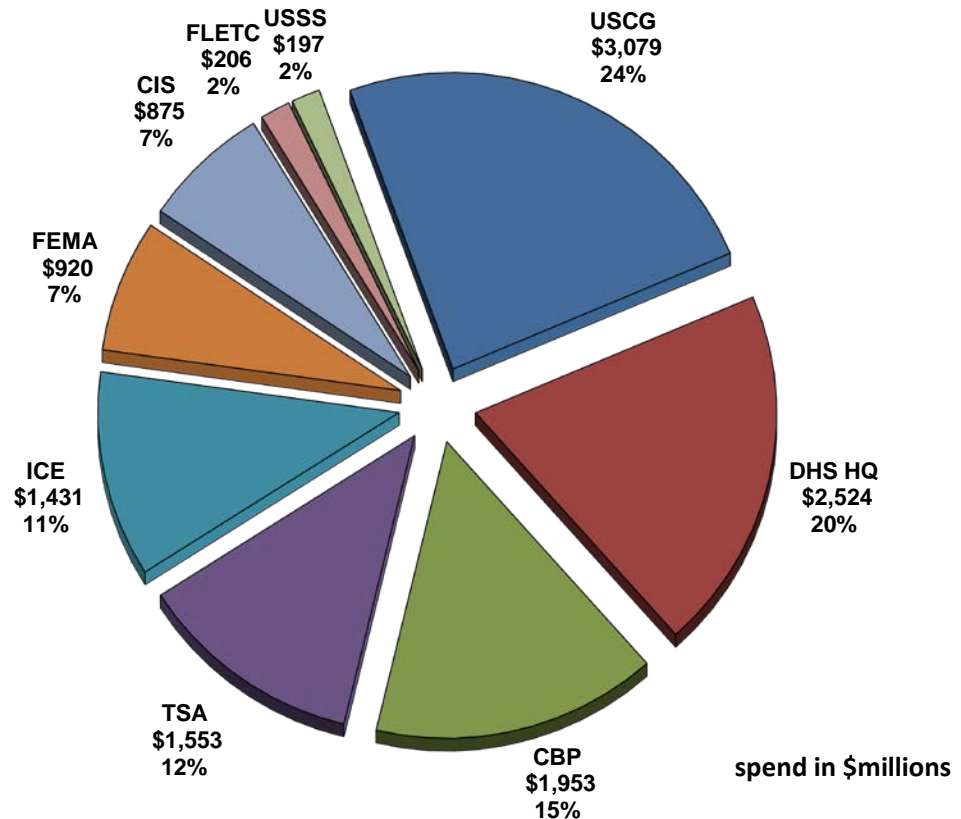


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**FPDS-NG reports ~\$12.7B of spend in FY14**

## SPEND BY COMPONENT

Component	Total (\$M)
USCG	\$ 3,079
DHS HQ	\$ 2,524
CBP	\$ 1,953
TSA	\$ 1,553
ICE	\$ 1,431
FEMA	\$ 920
CIS	\$ 875
FLETC	\$ 206
USSS	\$ 197
<b>Grand Total</b>	<b>\$ 12,737</b>



Data Source: FPDS-NG

# FY14 Spend By Commodity Family

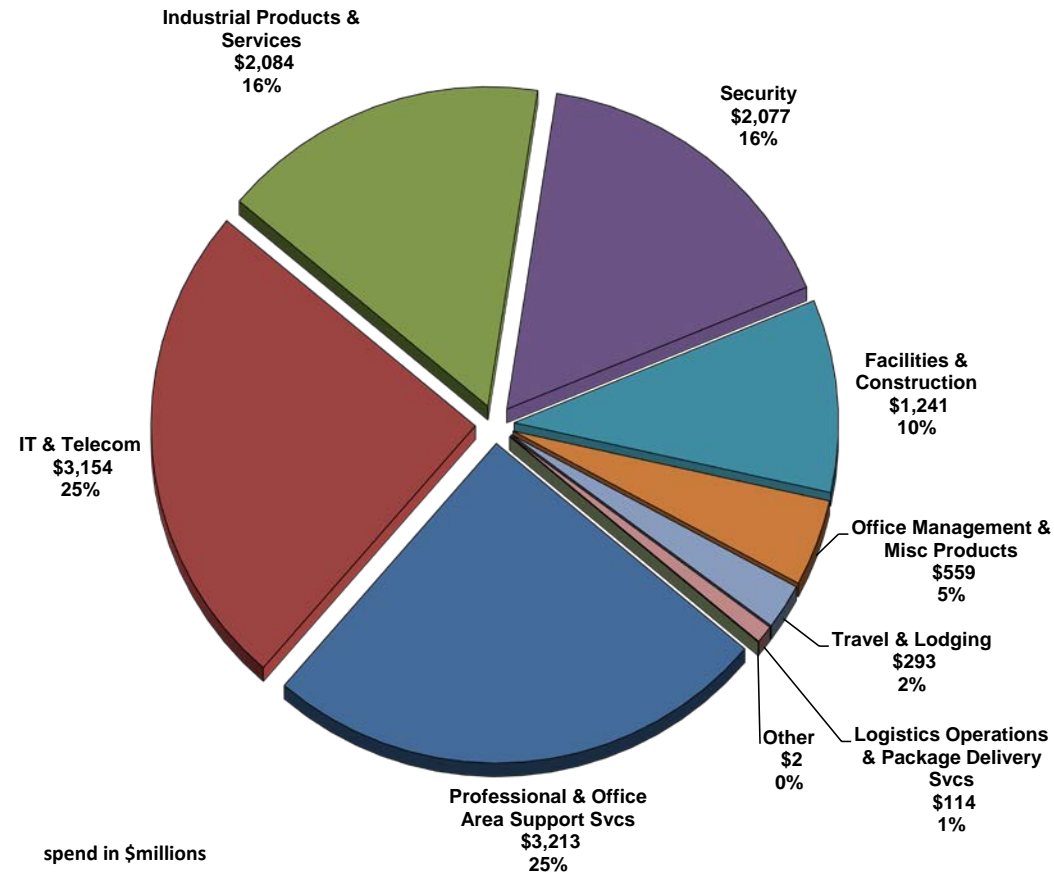


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**FPDS-NG reports ~\$12.7B of spend in FY14**

## SPEND BY COMMODITY FAMILY

Commodity Family	Total (\$M)
Professional & Office Area Support Svcs	\$ 3,213
IT & Telecom	\$ 3,154
Industrial Products & Services	\$ 2,084
Security	\$ 2,077
Facilities & Construction	\$ 1,241
Office Management & Misc Products	\$ 559
Travel & Lodging	\$ 293
Logistics Operations & Package Delivery Svcs	\$ 114
Other	\$ 2
<b>Grand Total</b>	<b>\$ 12,737</b>



Data Source: FPDS-NG

## About DHS

[The Secretary](#)

[Budget & Performance](#)

[Careers](#)

[Contact Us](#)

[DHS Digital Strategy](#)

## Do Business with DHS

[Acquisition Policies & Regulations](#)

[Business Contacts](#)

[Business Initiatives](#)

[Contract Opportunities](#)

[Get Started](#)

[Grant Funding](#)

[Small Business Assistance](#)

[The Recovery Act](#)

[History](#)

[Laws & Regulations](#)

[Mission](#)

[Organization](#)

## 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



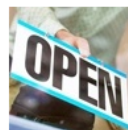
### Contract Opportunities

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 60 Department-wide Vehicles Available



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### IT & Telecom

1. Cellular Wireless Managed Services
2. Content Delivery Network
3. Cyber Forensic Hardware & Software
4. EAGLE II (IT Services)
5. Enterprise PRISM Instance Support Services
6. FirstSource II - IT Hardware and Software
7. Geospatial Tech Support Svc (GTSS)
8. Microsoft Enterprise Services
9. Remote Sensing
10. Tactical Comm. (TacCom) Equip't & Svc <sup>b</sup>
11. Technical Investigative Surveillance Equip't (TechOps) <sup>a</sup>
12. Wireless Devices & Services (FSSI) <sup>a b</sup>

### Facilities & Construction

13. Design/Build Construction – National and Regional

### Industrial Products & Services

14. Bulk Fuel <sup>b</sup>
15. Janitorial & Sanitation Supplies (FSSI)
16. Maintenance, Repair & Operations (FSSI)
17. Medical Countermeasures (MCM)
18. Nitrile Gloves
19. Personal Protective Equipment (PPE)
20. Vehicle Maintenance - Regional <sup>b</sup>

### Logistics Ops & Package Delivery Svc

21. Domestic Delivery Services 3 (FSSI) <sup>a</sup>
22. Relocation Services

### Professional & Office Support Svc

23. Architecture & Engineering Svc
24. Centers of Excellence (S&T)
25. Contract Auditing & Review Services (CA&CR)
26. Credit Monitoring Services
27. Employee Shuttle Services
28. Intelligence/Counterintelligence Analysis, Training, & Tradecraft (ICATTS) <sup>b</sup>
29. National Academy of Sciences
30. OCFO: Assessment of Internal Controls Support Services
31. OCFO: Compliance, Performance, and Statistical Sampling of Internal Controls Support Services
32. OCFO: Financial Mgmt & Reporting Supp Svc (FMRSS)
33. PACTS
34. Regulatory Support Services
35. Technical, Acquisition and Business Supp Svc (TABSS)
36. Workers Comp Medical Case Mgmt Services

### Office Mgmt & Misc Products

37. Furniture BPA <sup>b</sup>
38. Office Supply 3 IDIQ (FSSI) <sup>a b</sup>
39. Print Management BPA (FSSI) <sup>a</sup>
40. Uniforms IDIQ

### IT Software

41. Adobe BPA
42. Continuous Diagnostic & Mitigation (CDM) <sup>a</sup>
43. Enterprise PRISM Instance Perpetual Licenses & Maintenance BPA
44. Enterprise Software Solution – F5 Networks <sup>b</sup>
45. Enterprise Software Solution – IBM <sup>b</sup>
46. Enterprise Software Solution – McAfee <sup>b</sup>
46. Enterprise Software Solution – NetApp <sup>b</sup>
47. Enterprise Software Solution – Quantum <sup>b</sup>
48. Enterprise Software Solution – Symantec <sup>b</sup>
49. Enterprise Software Solution – VMWare <sup>b</sup>
50. Enterprise Talent Mgmt Sys (ETMS)
51. Environmental Sys Research Institute (ESRI) BPA
52. Microsoft Enterprise Licensing Agreement <sup>b</sup>
53. Oracle BPA <sup>b</sup>

### Security

54. .223 Caliber Ammunition
55. .357 Sig Caliber Ammunition
56. .38 Special +P Caliber Ammunition 135 Grain
57. .40 Caliber Ammunition 180 Grain
58. .40 Caliber Readily Identifiable Training Ammunitions
59. 9mm Luger +P Caliber Ammunition 124 Grain
60. 12 Gauge Shotgun Ammunition
61. Body Armor
62. Canines IDIQ
63. Explosive Trace Detection – Next Generation
64. Firearms Interactive Training Simulator (FITS)

<sup>a</sup> Federal Initiatives DHS is supporting or leading <sup>b</sup> Efficiency Review Initiative

### FAST FACT

OVER 539 ACTIVE STRATEGIC SOURCING CONTRACTS  
WITH MORE THAN 339 AWARDED TO SMALL BUSINESSES



## Anticipated Awards FY15/16

### Professional & Office Area Support Services

- 1 Centers of Excellence (re-compete)
- 2 Federally Funded Research & Development Centers (FFRDC)
- 3 Integration and Program Management Support Services
- 4 Language Services
- 5 National Academy of Sciences (re-compete)
- 6 PACTS II

### Detection Equipment Initiatives (9 Initiatives)

- 7.1 Detection Equipment - Advanced Imaging Technology
- 7.2 Detection Equipment – CCTV
- 7.3 Detection Equipment - Checked Baggage X-Ray
- 7.4 Detection Equipment - Checkpoint X-Rays
- 7.5 Detection Equipment - Enhanced Metal Detectors
- 7.6 Detection Equipment - Explosive Trace Detection
- 7.7 Detection Equipment - Handheld Radiation Detectors
- 7.8 Detection Equipment - Human Portable Tripwire
- 7.9 Detection Equipment - Personal Radiation Detectors

### IT Commodities/Services

- 8 Cisco SMARTnet
- 9 Enterprise Computing Services
- 10 Microsoft Enterprise License Agreement (re-compete)
- 11 Microsoft Enterprise Services (re-compete)

### Security

- 12 Ammunition - Reduced Hazard Training, Specialized
- 13 Body Armor III

### Industrial Products & Services

- 14 Medical Supplies
- 15 Personal Protective Equipment (re-compete)

**FAST FACT**  
IN FY14, SMALL BUSINESSES RECEIVED AN AVERAGE  
OF 43% OF THE STRATEGIC SOURCING SPEND

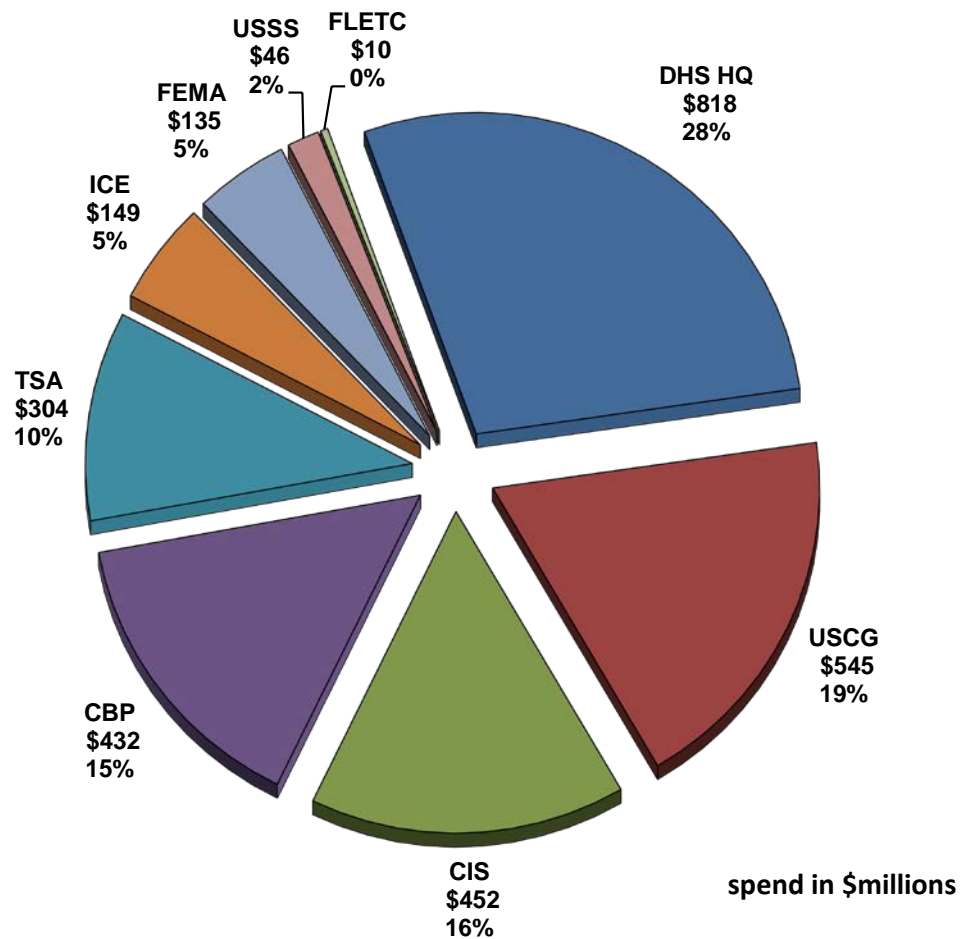
# FY14 Strategic Sourcing Spend By Component



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## SPEND BY COMPONENT

Component	Total (\$M)
DHS HQ	\$ 818
USCG	\$ 545
CIS	\$ 452
CBP	\$ 432
TSA	\$ 304
ICE	\$ 149
FEMA	\$ 135
USSS	\$ 46
FLETC	\$ 10
<b>Grand Total</b>	<b>\$ 2,890</b>

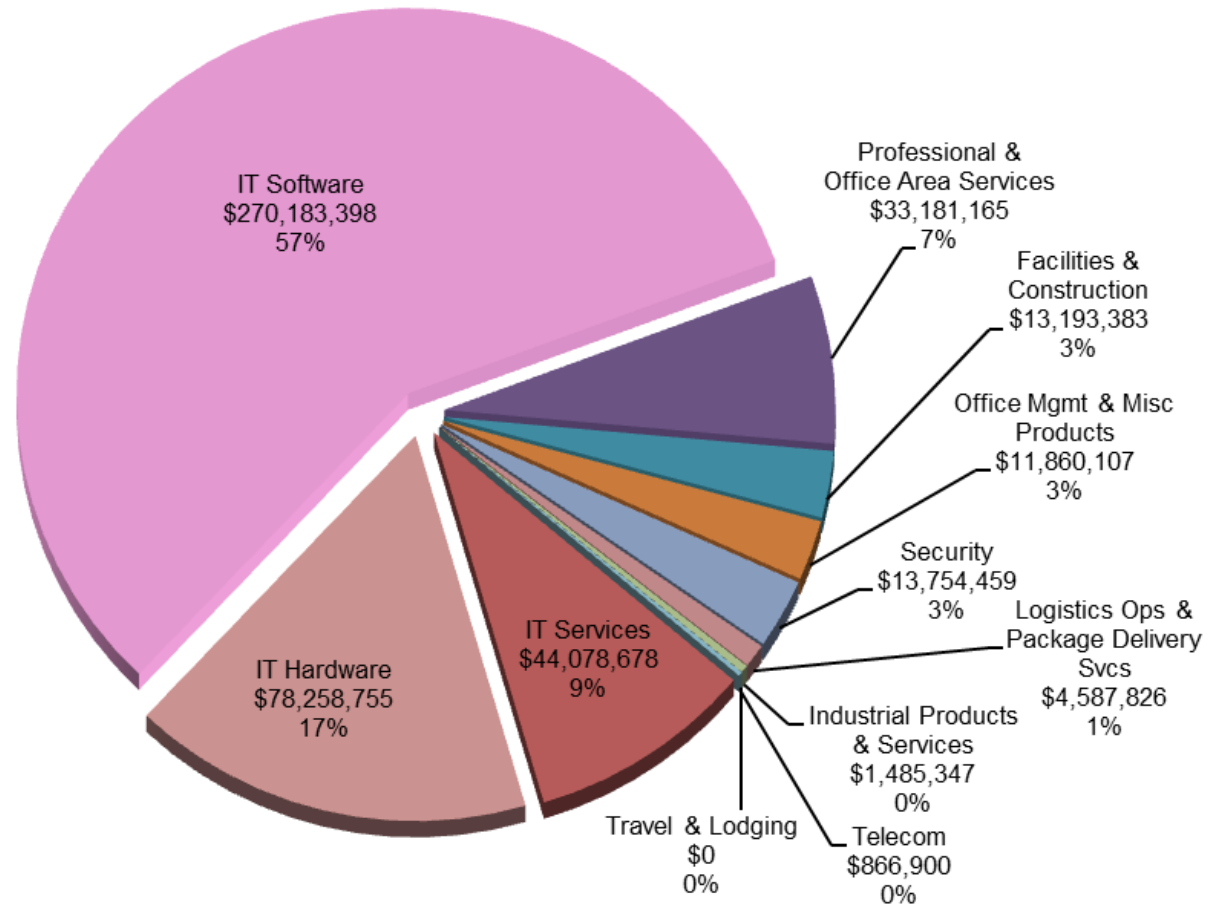


Data Source: DHS Spend-Savings Matrix

# FY14 Strategic Sourcing Savings



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**Total FY14 Savings = \$471M**

# DHS Strategic Sourcing Highlights



## SAVINGS

- **Cumulative savings = \$2.5 billion (since 2005)**
  - FY2014 = \$471.4 million
  - FY2013 = \$336.9 million
  - FY2012 = \$386.5 million
  - FY2011 = \$336.4 million
- \* Savings independently validated (March 2011)

## SPEND

- In FY 2014, DHS strategically sourced \$2.89 billion
- This represents approximately 23% of the total FY 2014 obligated dollars
- Small businesses received 43% of the spend through strategic sourcing contracts

## FEDERAL PARTICIPATION

- DHS is an active participant on Federal strategic sourcing initiatives, including, but not limited to:
  - Office Supplies 3
  - Domestic Delivery Services 3
  - Wireless Devices & Airtime;
  - Print Management;
  - TechOps - Surveillance Equipment

## UTILIZATION

- DHS achieved a 41% utilization rate of strategic sourcing contracts in FY 2014
  - i.e., DHS purchased 41% of its needs through strategic sourcing for the areas covered by the vehicles we had in place during FY 2014.
- FY 2015 target is 42%

### FAST FACT

NO CHANGE IN BUSINESS IS REQUIRED TO MEET NEW FAR RULE, SECTION 1331 SB ACT OF 2010



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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)**



# DHS Office of Small and Disadvantaged Business Utilization



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## Ongoing activities:

- **DHS small business website – [www.dhs.gov/openforbusiness](http://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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# QUESTION AND ANSWER

