




LEARN ACQUISITION INVEST COLLABORATE HONESTY TEAM CONTRACT INVESTMENT FOCUS OPEN CLEAR IDEAS LARGE FAIR MEDIUM JOBS SMALL ENGAGE BUSINESS GOVERNMENT POLICY PARTNERSHIP TRANSPARENCY

DHS communicates with industry through formal events, individual meetings and public forums. DHS also provides information regarding goals and potential requirements through various public websites in the form of announcements, Request For Information, blogposts, press releases, and other materials.

AIIM	<p style="text-align: center;">Acquisition Innovations in Motion (AiM)</p> <p>AiM is an integral part of Secretary Jeh Johnson's <i>Unity of Effort</i> initiative to make the Department of Homeland Security greater than the sum of its parts. AiM includes participants from across DHS and the Federal Government.</p> <p>For additional information, see: https://www.dhs.gov/publication/acquisition-innovations-motion.</p>
GOALS	<div style="display: flex; justify-content: space-around;"> <div style="border: 1px solid #003366; padding: 5px; width: 45%;"> <p style="text-align: center; font-size: 24px; font-weight: bold;">1</p> <p>Institutionalize a consistent and recurring approach to industry engagement</p> </div> <div style="border: 1px solid #003366; padding: 5px; width: 45%;"> <p style="text-align: center; font-size: 24px; font-weight: bold;">2</p> <p>Implement targeted initiatives designed to improve the DHS acquisition process</p> </div> </div>
EVENTS & INITIATIVES	<p style="text-align: center;">Types of Industry Events</p> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div style="width: 30%;"> <p style="text-align: center; font-weight: bold; color: #003366;">REQUIREMENTS EVENTS</p>  <p>Hear and discuss specific mission requirements or program challenges impacting specific DHS offices or components</p> </div> <div style="width: 30%;"> <p style="text-align: center; font-weight: bold; color: #003366;">MAJOR EVENTS</p>  <p>Learn about acquisition and procurement issues that affect the Department as a whole, or processes that have an impact on a broad spectrum of industry.</p> </div> <div style="width: 30%;"> <p style="text-align: center; font-weight: bold; color: #003366;">LEARNING EVENTS</p>  <p>Come together to share best practices, explore innovation opportunities and understand business processes with the DHS acquisition community.</p> </div> </div>
RESOURCES	<p style="text-align: center;">Industry Days and Requirements Announcements</p> <p>Federal Business Opportunities: www.fbo.gov DHS Acquisition Planning Forecast System: www.apfs.dhs.gov</p> <p style="text-align: center;">Industry Liaisons, Small Business Specialists, and Competition Advocates</p> <p>Industry Liaisons: http://www.dhs.gov/department-homeland-security-industry-liaisons Small Business Specialists: http://www.dhs.gov/small-business-specialists Competition Advocates and Ombudsmen: http://www.dhs.gov/competition-advocates-and-task-order-and-delivery-order-ombudsman</p>

Acquisition Innovations In Motion Reverse Industry Day

May 26, 2016



Homeland
Security

Office of the Chief Procurement Officer

Contact Us: DHSIndustryLiaison@hq.dhs.gov

Reverse Industry Day Agenda

Morning Sessions

8:00 - 9:00 Registration

9:00 - 9:15 Welcome and Introduction

*Thurgood
Marshall
North East* Soraya Correa, Chief Procurement Officer, Department of Homeland Security

9:15 - 9:30 Keynote Address

*Thurgood
Marshall
North East* Russ Deyo, Under Secretary for Management, Department of Homeland Security

9:30 - 10:45 Plenary Session I - Demystification of the Private Sector

*Thurgood
Marshall
North East* This session will outline how industry determines if it should participate in the homeland security market

Andy McCann, Dell Services Federal Government
Jay Bokulic, VMWare, Inc.
Amina Elgouacem, NEOSTEK
Linda Metz, Booz Allen Hamilton
Todd Morris, Attain
Notes:

10:45 - 12:00 Plenary Session II - How Industry Decides to Bid (or Not): Industry's View of the Procurement Lifecycle

*Thurgood
Marshall
North East* This session will discuss the identification, quantification, capture, and proposal phases prior to submitting a bid

Carol Miller, Trowbridge
Lynn Ann Casey, Arc Aspicio
Marlin Edwards, ManTech
Suzanne Petrie Liscouski, NCI, Inc.
Notes:

12:00 - 1:00 Lunch

Afternoon Sessions

1:00 - 2:15 How Industry Interprets and Responds to Evaluation Criteria

*Thurgood
Marshall
West* This session will discuss evaluation criteria, contract type selected, and the proper pairing of acquisition strategy with requirements

Jim Grimm, HeiTech Services, Inc.
Frank Kenniasty, Motorola Solutions, Inc.
Adrian Rich, Simple Technology Solutions, Inc.
Patricia Todaro Bolin, XLA
Jared Townshend, Deloitte
Notes:

Thurgood Marshall South Factors Affecting Innovation and the Participation of Non-Traditional Vendors

*Thurgood
Marshall
South* This session will discuss innovation and creativity available from existing contractors and firms that do not traditionally work with the government

Dan Chenok, IBM Global Business Services
Jonathan Aberman, Tandem, NSI
Richard Beutel, Cyrus Analytics, LLC
Mary Clare Gumbleton, The Wolverine Group, Inc.
Notes:

2:15 - 3:30 Factors Affecting a Proposed Solution

*Thurgood
Marshall
West* This session will cover the impact of the choice of contract vehicle, the type of contract, and expectations for capture

John Kreger, Mitre Corporation
Michael Bruce, General Dynamics Mission Systems
Douglas Cheek, CSRA
Amanda Sramek, DELTA Resources, Inc.
Notes:

Thurgood Marshall South Industry Pricing Models and Factors that Determine Bid Price

*Thurgood
Marshall
South* This session will discuss factors that impact how industry treats risk and other factors in determining pricing

Tony Constable, CAI/SISCO
Mark Bonatucci, FLIR Systems-Surveillance
Bob Martin, Aveshka
Pamela Rothka, Buchanan & Edwards, Inc.
Sudha Venkateswaran, Inerso
Notes:

3:30 - 3:45 Break & Transition to Closing Remarks

3:45 - 4:00 Closing Remarks

*Thurgood
Marshall
North East* Notes: