U.S. Department of Homeland Security

Office of Small and Disadvantaged Business Utilization
(OSDBU)

E. Darlene Bullock
Small Business Advocate/Procurement Analyst
(202) 447-5543
darlene.bullock@dhs.gov
U.S. Department of Homeland Security (DHS)

• Department came into existence on March 1, 2003

• Mission: The Department's mission is to ensure a homeland that is safe, secure, and resilient against terrorism and other hazards.
8 Major Buying Activities:
- DHS Headquarters (DHS HQ)**
- Citizenship and Immigration Service (CIS)**
- Customs and Border Protection (CBP)
- Federal Emergency Management Agency (FEMA)
- Federal Law Enforcement Training Center (FLETC)
- Immigration and Customs Enforcement (ICE)
- Transportation Security Administration (TSA)
- U.S. Coast Guard (USCG)
- U.S. Secret Service (USSS)
DHS Headquarters

Faye Jones
Small Business Specialist
Faye.Jones@dhs.gov
Citizenship Immigration Service (CIS)
Customs and Border Protection

Homeland Security

www.cbp.gov
Clarence Abernathy
Small Business Specialist
Clarence.Abernathy@dhs.gov

Luz (Ivette) Jorge
Small Business Specialist
Luz.Jorge@dhs.gov
Federal Law Enforcement Training Center (FLETC)
Coast Guard

www.uscg.mil
Nauman A. Ansari
Small Business Specialist
Nauman.Ansari@uscg.dhs.gov
Three Major Types of Business Opportunities at Homeland Security

• Contracts and Subcontracts

• Research and Development

• Grants to State and Local Governments
DHS

• 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, FedBid)
Homeland Security Small Business Considerations

- 8(a)
- HUBZone
- Service Disabled Veteran Owned Small Business
- Woman-Owned Small Business
- Traditional Small Business Set-Asides
- Various MACS, DWACS, FSS (GSA Federal Supply Schedule, etc.)
- Small Business Teams or Joint Ventures
- Full and Open Competition (Subcontracting, Mentor-Protégé Program, etc.)
Homeland Security Mentor-Protégé Program

- Mentor-Protégé Program was established in 2003 as a tool to support DHS’s small business program

- Published in the Federal Register via the DHS FAR supplement on December 4, 2003

- Consider participating in the Homeland Security Mentor-Protégé Program

- Details and application format available on the DHS Open for Business Website (www.openforbusiness.gov)
Purpose of DHS Mentor-Protégé Program

• Motivate and encourage approved mentors to provide developmental assistance to protégés
• Improve the performance of DHS contracts and subcontracts
• Foster the establishment of long-term business relationships
• Strengthen subcontracting opportunities and accomplishments
Assistance Provided by Mentors

- Technical and Management
- Financial - in the form of equity investments or loans
- Sub-contractual support
- Assist in performance of prime contracts. Mentor can provide subcontracting opportunities.
Requirements to Be a Mentor

• Large business firm (in good standing in the federal marketplace)

• Demonstrated commitment and capability to assist in the development of small business protégés

• Not on the federal Debarred or Suspended List
Incentives for Mentor Participation

Mentors may:

• Receive additional evaluation points toward the award of contracts during evaluation of competitive offers.

• Receive credit toward attaining subcontracting goals contained in their DHS Subcontracting plan(s)

• Be eligible for an annual award presented to the Mentor providing the most effective developmental support to a protégé.
Requirements to Be a Protégé

- A small business concern that is independently owned and operated, not dominant in its field, and meets federal size standards in its primary NAICS code

- Not on the federal Debarred or Suspended List

- Must be registered in CCR – www.ccr.gov
Incentive for Protégé Participation

In addition to the benefits available to mentors, protégés may:

• Gain opportunities to seek and perform government and commercial contracts
• Result in significant small business development
Mentor-Protégé Agreements Benefit DHS

The Mentor-Protégé Agreements help support DHS mission by:

• Strengthening subcontracting opportunities

• Achieving a potential increase in small business program goal accomplishments

• Establishing a relationship based on mutual agreement, trust, and meaningful business development.
Application and Agreement Process

• The mentor-protégé team jointly submits an agreement to the Mentor-Protégé Program Manager.
• After e-mail receipt notification, the application is reviewed within 10 business days.
• If there are any comments on original submittal, we will respond within 30 days via e-mail.
• DHS POCs: Sharon Davis, Sharon.Davis@dhs.gov; Teneshia Alston, Taneshia.Alston@dhs.gov
DHS Vendor Outreach Sessions

- Held in Washington, DC
- 15 Minute Appointments/SB Specialists
- Prime Contractors
- Regional Vendor Outreach (twice a year)
- www.dhs.gov/openforbusiness
### Small Business Prime Contracting Accomplishments – FY 2009

<table>
<thead>
<tr>
<th>Category</th>
<th>Goal (%)</th>
<th>Accomplishment ($)</th>
<th>Accomplishment (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Procurement Dollars</td>
<td>N/A</td>
<td>$14,439,866,558</td>
<td>N/A</td>
</tr>
<tr>
<td>SB Prime Contracts</td>
<td>31.9%</td>
<td>$4,675,972,262</td>
<td>32.4%</td>
</tr>
<tr>
<td>8(a) Contracts</td>
<td>4.0%</td>
<td>$861,096,882</td>
<td>6.0%</td>
</tr>
<tr>
<td>SDB Prime Contracts [other than 8(a)]</td>
<td>4.0%</td>
<td>$1,185,796,749</td>
<td>8.2%</td>
</tr>
<tr>
<td>SDB Prime Contracts [overall; including 8(a) contracts]</td>
<td>8.0%</td>
<td>$2,046,893,631</td>
<td>14.2%</td>
</tr>
<tr>
<td>HUBZone SB Prime Contracts</td>
<td>3.0%</td>
<td>$389,712,699</td>
<td>2.7%</td>
</tr>
<tr>
<td>SDVOSB Prime Contracts</td>
<td>3.0%</td>
<td>$275,704,170</td>
<td>1.9%</td>
</tr>
<tr>
<td>VOSB Prime Contracts</td>
<td>N/A</td>
<td>$624,947,667</td>
<td>4.3%</td>
</tr>
<tr>
<td>WOSB Prime Contracts</td>
<td>5.0%</td>
<td>$1,135,257,349</td>
<td>7.9%</td>
</tr>
</tbody>
</table>
## Small Business Prime Contracting Accomplishments – FY 2010 as of 5-9-11

<table>
<thead>
<tr>
<th>Category</th>
<th>Govt. Goal (%)</th>
<th>DHS Goal (%)</th>
<th>Accomplishment ($)</th>
<th>Accomplishment (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Procurement Dollars</td>
<td>N/A</td>
<td>N/A</td>
<td>$13,873,249,285</td>
<td>N/A</td>
</tr>
<tr>
<td>SB Prime Contracts</td>
<td>23.0%</td>
<td>33.5%</td>
<td>$4,487,888,146</td>
<td>32.3%</td>
</tr>
<tr>
<td>8(a) Contracts</td>
<td>2.5%</td>
<td>2.5%</td>
<td>$665,541,068</td>
<td>4.8%</td>
</tr>
<tr>
<td>SDB Prime Contracts [other than 8(a)]</td>
<td>2.5%</td>
<td>2.5%</td>
<td>$1,085,849,132</td>
<td>7.8%</td>
</tr>
<tr>
<td>SDB Prime Contracts [overall; including 8(a) contracts]</td>
<td>5.0%</td>
<td>5.0%</td>
<td>$1,751,390,200</td>
<td>12.6%</td>
</tr>
<tr>
<td>HUBZone SB Prime Contracts</td>
<td>3.0%</td>
<td>3.0%</td>
<td>$368,573,891</td>
<td>2.7%</td>
</tr>
<tr>
<td>SDVOSB Prime Contracts</td>
<td>3.0%</td>
<td>3.0%</td>
<td>$444,406,181</td>
<td>3.2%</td>
</tr>
<tr>
<td>VOSB Prime Contracts</td>
<td>N/A</td>
<td>N/A</td>
<td>$759,192,125</td>
<td>5.2%</td>
</tr>
<tr>
<td>WOSB Prime Contracts</td>
<td>5.0%</td>
<td>5.0%</td>
<td>$974,474,859</td>
<td>7.0%</td>
</tr>
</tbody>
</table>
### Business Performance

**Top Ten Federal Agencies for FY 2010**

<table>
<thead>
<tr>
<th>Rank/Agency</th>
<th>FY’10 Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Department of Defense</td>
<td>$292,131,769,688</td>
</tr>
<tr>
<td>2. Department of Energy</td>
<td>$24,847,795,685</td>
</tr>
<tr>
<td>3. National Aeronautics and Space Administration</td>
<td>$18,432,252,173</td>
</tr>
<tr>
<td>4. Department of Veterans Affairs</td>
<td>$16,023,739,086</td>
</tr>
<tr>
<td>6. Department of Health and Human Services</td>
<td>$13,853,012,558</td>
</tr>
<tr>
<td>7. Department of Justice</td>
<td>$8,108,647,209</td>
</tr>
<tr>
<td>8. Department of Agriculture</td>
<td>$6,134,177,103</td>
</tr>
<tr>
<td>9. General Services Administration</td>
<td>$6,064,466,264</td>
</tr>
<tr>
<td>10. Department of Interior</td>
<td>$4,456,742,132</td>
</tr>
</tbody>
</table>
Upcoming Opportunity

• FirstSource II
  – The Enterprise Acquisitions Division within the DHS HQ procurement office (Office of Procurement Operations (OPO) is responsible for the enterprise-wide contracts which OPO administers
  – FirstSource is DHS’ enterprise-wide vehicle for a wide variety of information technology commodities, and will expire in 2012
  – Approximately 14,000 orders and over $1.7B have been issued under FirstSource, a small business set-aside
  – DHS currently plans on competing a similar requirement that will be called FirstSource II (NAICS code 541519, Footnote #18)
  – A Request for Information was posted to www.fbo.gov in March 2011
  – DHS is considering setting-aside the requirement in five categories
    • 8(a), HUBZone, SDVOSB, EDWOSB, and SB
Strategic Positioning

- Marketing tips from small businesses that have been successful in the Federal marketplace:
  - Review all background information
  - Understand the difference between use of pre-existing contract vehicles and open market buying and position your firm accordingly
  - Utilize the FOIA process
  - Participate in small business outreach/networking activities
  - Consider prime contracts, subcontracts, and teaming
Homework

• Learn About the 8 Major Buying Activities at Homeland Security

• Learn what we buy

• Help us solve our problems

• *Homework always comes before success in the dictionary & Small Business Procurement!*
Helpful Websites

FEDBIZOpps
www.fedbizopps.gov

FEDBID
www.fedbid.com

SUBNET
web.sba.gov/subnet

Federal Acquisition Regulations (FAR)
www.arnet.gov/FAR

Ready.gov
www.ready.gov

Outreach Activities OSDBU Council
www.osdbu.gov

Forecast
www.dhs.gov/openforbusiness

Research & Development
www.hsarpabaa.com
www.sbir.dhs.gov/index.aspx

Grants
www.dhs.gov/openforbusiness

Federal Procurement Data System
https://www.fpds.gov/