

U.S. Department of Homeland Security

Office of Small and Disadvantaged Business Utilization (OSDBU)

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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.



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DHS

- 22 → 8
- **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)**



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DHS Headquarters



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LeDina Nelson
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Citizenship Immigration Service (CIS)



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Customs and Border Protection



Herman Shivers
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Luz (Ivette) Jorge
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Federal Emergency Management Administration (FEMA)



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Pamela McClam
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Federal Law Enforcement Training Center (FLETC)



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Timothy Strong
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Immigration & Customs Enforcement (ICE)



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Transportation Security Administration (TSA)



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Coast Guard



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U. S. Secret Service



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www.secretservice.gov

Steve Ochs

Small Business Specialist

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Three Major Types of Business Opportunities at Homeland Security

- Contracts and Subcontracts
- Research and Development
- Grants to State and Local Governments



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DHS

- **Key premises:**
 - **DHS supports ALL of the federal small business programs**
 - **DHS has small business prime contracting and subcontracting opportunities**
 - **DHS uses pre-existing contract vehicles (such as the GSA FSS, DHS-wide IDIQs, MACS)**
 - **DHS uses open market procedures (FedBizOpps, FedBid)**



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Homeland Security Small Business Considerations

- 8(a)
- HUBZone
- Service Disabled Veteran Owned Small Business
- Woman-Owned Small Business & Economically Disadvantaged Woman-Owned Small Business
- General Small Business
- Small Business Teams or Joint Ventures
- Full and Open Competition (Subcontracting, Mentor-Protégé Teams)



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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)



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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



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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.



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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



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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.



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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



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Incentive for Protégé Participation

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

- Gain opportunities to seek and perform government and commercial contracts
- Gain significant small business development



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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.



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Application and Agreement Process

- The mentor-protégé team jointly submits an agreement to the Mentor-Protégé Program Manager (MPPM)
- With 10 days of an e-mail receipt notification, the application is reviewed
- If review requires modification on original submittal, applicants have 30 days to resubmit a revised application and the MPPM has 30 days in which to re-review
- DHS POCs: Sharon Davis, Sharon.Davis@hq.dhs.gov;



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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



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Small Business Prime Contracting Accomplishments – FY 2011

Category	Govt-wide (%)	Goal (%)	Accomplishment (\$)	Accomplishment (%)
Total Procurement Dollars		N/A	\$14,507,380,870	N/A
SB Prime Contracts	23.0%	33.5%	\$4,217,946,713	29.07%
8(a) Contracts	2.5%	2.5%	\$765,989,710	5.28%
SDB Prime Contracts [other than 8(a)]	2.5%	2.5%	\$902,359,090	6.22%
SDB Prime Contracts [overall; including 8(a) contracts]	5.0%	5.0%	\$1,668,348,800	11.50%
HUBZone SB Prime Contracts	3.0%	3.0%	\$429,418,474	2.96%
SDVOSB Prime Contracts	3.0%	3.0%	\$574,492,282	3.96%
VOSB Prime Contracts	N/A	N/A	\$874,795,066	6.03%
WOSB Prime Contracts	3.0%	5.0%	\$863,189,162	5.95%



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Small Business Prime Contracting

Preliminary Accomplishments – FY 2012

as of 6-5-12

Category	Govt-wide Goal (%)	DHS Goal (%)	Accomplishment (\$)	Accomplishment (%)
Total Procurement Dollars	N/A	N/A	\$6,535,035,009	N/A
SB Prime Contracts	23.0%	32.0%	\$2,029,573,544	31.1%
8(a) Contracts	2.5%	2.5%	\$410,952,160	6.3%
SDB Prime Contracts [other than 8(a)]	2.5%	2.5%	\$454,054,655	6.9%
SDB Prime Contracts [overall; including 8(a) contracts]	5.0%	5.0%	\$865,006,815	13.2%
HUBZone SB Prime Contracts	3.0%	3.0%	\$182,826,847	2.8%
SDVOSB Prime Contracts	3.0%	3.0%	\$383,484,518	5.9%
VOSB Prime Contracts	N/A	N/A	\$508,056,503	7.8%
WOSB Prime Contracts	5.0%	5.0%	\$397,846,869	6.1%



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Upcoming Small Business Opportunities

Coast Guard

- Nationwide Seagoing & Coastal Buoy Depot Maintenance (Multiple Award IDIQ). Small Business Set Aside. (\$50-\$100M)
- Install Fenders & Repair Bulkhead, Wilmington, NC. Sources Sought will be issued to determine Set Aside. (\$100-\$250K)
- Fire System Maintenance & Inspection, Elizabeth City, NC. Small Business Set Aside. (\$250-\$500K)
- Nationwide Seagoing & Coastal Buoy Depot Maintenance (Multiple Award IDIQ). Small Business Set Aside. (\$50-\$100M)



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Upcoming Small Business Opportunities Continued

FLETC

- Architect-Engineering Services for the Plum Island Animal Disease Control Center, Plum Island, New York (anticipate a Small Business Set-Aside)
- Renovation of Building 680, Brunswick, GA. (anticipate a HUBZone Set-Aside)
- Grounds Maintenance Services, Brunswick, GA. Anticipate a HUBZone Set-Aside
- Construction Indefinite Delivery/Indefinite Quantity (IDIQ), Cheltenham, MD, Anticipate SDVOSB Set-Aside.



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Upcoming Small Business Opportunities Continued

ICE

- Program Wide Digitization Initiative of records for foreign national students on student visas Student Exchange VISA Program (SEVP).
 - **Solicitation:**
Estimated release date - after June 15, 2012.
 - **POC Name & Phone Number:**
Tasha Wang (214) 905-5427
 - **Single Award: 1-year base period with 4 one-year options**
 - **Total Anticipated : \$5 - \$10M**
 - **Anticipated Competition Strategy:**
 - Competitive GSA Schedule buy with HUBZone socio-economic preference or general Small Business socio-economic preference



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Upcoming Small Business Opportunities Continued

ICE

- Student Exchange VISA Program (SEVP) School Certification /Recertification
 - **Solicitation:**
Estimated release date - after June 15, 2012
 - **POC Name & Phone Number:**
Sarah Chapman (214) 905-5458
 - **Single Award: 1-year base period with 4 one-year option**
 - **Total Anticipated value: \$20 - \$30M**
 - **Anticipated Competition Strategy:**
 - Competitive GSA MOBIS Schedule buy with HUBZone socio-economic preference or Small Business socio-economic preference



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Upcoming Small Business Opportunities Continued

ICE

- FOIA Request Processing to include research, coordinate and prepare documentation for and responses to FOIA/PA requests; coordinate disclosures of information with entities within DHS and agencies outside of DHS for OI while providing technical training to all OI field components.
 - AAP#: 201202058
 - Estimated Solicitation date: June 2012
 - POC: Sally Arnold @ (214) 905-5319 or sally.arnold@dhs.gov
 - NAICS: 561110 Administrative Services
 - Single award: 1-year base period with 2 one-year options
 - Total Anticipated value: \$2 - \$5M
 - Anticipated Competition Strategy: Competitive GSA MOBIS Schedule buy with HUBZone socio-economic preference or general Small Business socio-economic preference



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Upcoming Small Business Opportunities Continued

- Armed Guard Transportation Services in El Paso, Texas
 - Solicitation # HSCEDM-12-R-00008
 - Solicitation issued on www.fbo.gov, May 17 and closes June 29
 - POC: Arnold Casterline @ (202) 732-2394 or arnold.casterline@dhs.gov
 - NAICS: 561612, Security Guards and Patrol Services
 - Single award: 1-year base period & 4 one-year options
 - Total Anticipated value : \$45M - \$65M
 - 100% Small Business Set-Aside
 - Services include: armed guard Transportation Officer (TO) services to provide day-to-day ground transportation services to support the ICE Enforcement and Removal Operations (ERO), El Paso Field Office. Transportation services entail over the road transport services, security services, and other related transportation and guard duties.



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Upcoming Small Business Opportunities Continued

CBP

- Integrated Logistic Support (ILS) for border protection equipment (competitive 8(a))
- Southeast Region Preventive Maintenance Program (total Small Business set-aside)
- Program Management Support Services for the Office of Intelligence and Investigative Liaison (competitive SDVOSB set-aside)
- Enterprise Management Monitoring (Enterprise Data Management Engineering) Services (competitive 8(a))
- Program Management Support Services for the Automated Commercial Environment (Cargo System Program Office), GSA Small Business Set-aside



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Upcoming Small Business Opportunities Continued

CBP

- National Data Center Hardware/Software Maintenance (GSA 8(a) STARS)
- (Several) Facilities and HVAC Support Services (competitive 8(a))
- Technology Service Desk Support Services (Enterprise Network & Technical Support), GSA Small Business set-aside
- National Data Center Hardware/Software Maintenance (GSA 8(a) STARS)



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Upcoming Small Business Opportunities Continued

FEMA

- National Emergency Training Center. Upgrade of Interior Water Mains; replace Campus Sprinkler Heads & Inspect Campus Storm/Sewage Lines. Invitation for Bid, anticipated bid closing date July 9, 2012. Set Aside - Economically Disadvantaged Woman-Owned Small Businesses.
- National Emergency Training Center, Preparedness Branch. Curriculum Development and Revision Services and Products. Request for Quotes. Dollar range \$2-5 million. Response date June 29, 2012. 8(a) Competitive.
- Installation of Fire Suppression System in Telecom room at FEMA's Federal Regional Center, Maynard, MA. Estimated dollar value \$25,000 - \$100,000. Total Small Business Set Aside.



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Upcoming Small Business Opportunities Continued

FEMA

- National Exercise Division – Program Management Services Line Support. Request for Proposal. Base year plus 4 option periods. Dollar range \$2-5 million. Period of performance 9/1/2012 to 8/31/2017. 8(a) Competitive.
- National Exercise Division – Exercise Coordinator Service Line Support. Pre-solicitation of upcoming acquisition. Base year plus 4 option periods. Dollar range \$5 - 11 million. Period of performance 7/2012 to 6/2017. Total Small Business Set Aside.



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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



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Homework

- Learn About the 8 Major Buying Activities at Homeland Security
- Learn what we buy
- Help us solve our problems



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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/>



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