

# U.S. Department of Homeland Security

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## Office of Small and Disadvantaged Business Utilization (OSDBU)

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# U.S. Department of Homeland Security (DHS)

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- 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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# Citizenship Immigration Service (CIS)

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# Customs and Border Protection



[www.cbp.gov](http://www.cbp.gov)

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# Federal Emergency Management Administration (FEMA)



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[www.fema.gov](http://www.fema.gov)

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# Federal Law Enforcement Training Center (FLETC)

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[www.fletc.gov](http://www.fletc.gov)

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# Immigration & Customs Enforcement (ICE)

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[www.ice.gov](http://www.ice.gov)

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# Transportation Security Administration (TSA)

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[www.tsa.gov](http://www.tsa.gov)

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# Coast Guard



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[www.uscg.mil](http://www.uscg.mil)

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# U. S. Secret Service



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[www.secretservice.gov](http://www.secretservice.gov)

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# Three Major Types of Business Opportunities at Homeland Security

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- 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 both pre-existing contract vehicles (such as the GSA schedule and DHS-wide IDIQs) and open market procedures (FedBizOpps, FedBid)**



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# Homeland Security Small Business Considerations

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- 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.)



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# Homeland Security Mentor-Protégé Program

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- 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](http://www.openforbusiness.gov))



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# Purpose of DHS Mentor-Protégé Program

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- 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

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- 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

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- 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

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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

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- 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](http://www.ccr.gov)



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# Incentive for Protégé Participation

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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



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# Mentor-Protégé Agreements Benefit DHS

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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

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- 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](mailto:Sharon.Davis@dhs.gov); Teneshia Alston, [Taneshia.Alston@dhs.gov](mailto:Taneshia.Alston@dhs.gov)



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# DHS Vendor Outreach Sessions

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- Held in Washington, DC
- 15 Minute Appointments/SB Specialists
- Prime Contractors
- Regional Vendor Outreach (twice a year)
- [www.dhs.gov/openforbusiness](http://www.dhs.gov/openforbusiness)



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# Small Business Prime Contracting Accomplishments – FY 2009

Category	Goal (%)	Accomplishment (\$)	Accomplishment (%)
Total Procurement Dollars	N/A	\$14,439,866,558	N/A
SB Prime Contracts	31.9%	\$4,675,972,262	32.4%
8(a) Contracts	4.0%	\$861,096,882	6.0%
SDB Prime Contracts [other than 8(a)]	4.0%	\$1,185,796,749	8.2%
SDB Prime Contracts [overall; including 8(a) contracts]	8.0%	\$2,046,893,631	14.2%
HUBZone SB Prime Contracts	3.0%	\$389,712,699	2.7%
SDVOSB Prime Contracts	3.0%	\$275,704,170	1.9%
VOSB Prime Contracts	N/A	\$624,947,667	4.3%
WOSB Prime Contracts	5.0%	\$1,135,257,349	7.9%



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# Small Business Prime Contracting Accomplishments – FY 2010 as of 5-9-11

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



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# Business Performance

## Top Ten Federal Agencies for FY 2010

Rank/Agency	FY'10 Dollars
1. Department of Defense	\$292,131,769,688
2. Department of Energy	\$24,847,795,685
3. National Aeronautics and Space Administration	\$18,432,252,173
4. Department of Veterans Affairs	\$16,023,739,086
5. Department of Homeland Security	\$15,557,990,497
6. Department of Health and Human Services	\$13,853,012,558
7. Department of Justice	\$8,108,647,209
8. Department of Agriculture	\$6,134,177,103
9. General Services Administration	\$6,064,466,264
10. Department of Interior	\$4,456,742,132



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# 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](http://www.fbo.gov) in March 2011
  - DHS is considering setting-aside the requirement in five categories
    - 8(a), HUBZone, SDVOSB, EDWOSB, and SB



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# Strategic Positioning

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- 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

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- 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!***



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# Helpful Websites

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## **FEDBIZOpps**

[www.fedbizopps.gov](http://www.fedbizopps.gov)

## **FEDBID**

[www.fedbid.com](http://www.fedbid.com)

## **SUBNET**

[web.sba.gov/subnet](http://web.sba.gov/subnet)

## **Federal Acquisition Regulations (FAR)**

[www.arnet.gov/FAR](http://www.arnet.gov/FAR)

## **Ready.gov**

[www.ready.gov](http://www.ready.gov)

## **Outreach Activities OSDBU Council**

[www.osdbu.gov](http://www.osdbu.gov)

## **Forecast**

[www.dhs.gov/openforbusiness](http://www.dhs.gov/openforbusiness)

## **Research & Development**

[www.hsarpabaa.com](http://www.hsarpabaa.com)

[www.sbir.dhs.gov/index.aspx](http://www.sbir.dhs.gov/index.aspx)

## **Grants**

[www.dhs.gov/openforbusiness](http://www.dhs.gov/openforbusiness)

## **Federal Procurement Data System**

<https://www.fpds.gov/>



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