Reverse Industry Day V:

Advancing the Dialogue: Where Acquisition, Innovation, Cybersecurity, and Technology Intersect

January 31, 2018

Homeland Security

Welcome and Introduction

Nina Ferraro, Acting Deputy Chief Procurement Officer, Department of Homeland Security (DHS)

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Opening Keynote Address

Claire Grady, Under Secretary for Management, DHS

Session Keynote Address

Martin Gross, Director, Office of Cybersecurity and Communications, National Protection and Programs Directorate, DHS

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Panel I – Rapid Acquisition of Cybersecurity Resources – Industry Perspectives

Moderator: Richard Smith, Vice President and Enterprise IT Chief Technology Officer, CACI

Sallie Sweeney, Principal Cyber Solutions Architect, General Dynamics Information Technology

Sridhar Vishnubhotla, Chief Solutions Architect, Cyber Security, Sevatec

Frederick Schroeder, Cyber Security Director, SiloSmashers

Paul Beckman, Deputy Chief Information Security Officer, Office of the Chief Information Officer, DHS

Alma Cole, Chief Information Security Officer and Executive Director, Cyber Security, Office of Information and Technology, U.S. Customs and Border Protection, DHS

Rapid Acquisition of Cyber Services - Takeaways

Primary
Release Sections B, C, L and M early so that plenty of time is given to develop proposal strategy
Provide time (30 days minimum) in the acquisition prior to contract start to complete the Entry on Duty (EOD) process

Understand all clearance and facility clearance requirements. If possible, ask that clearances are "obtainable" vs "required".

Secondary
For cyber product purchases use existing strategic sourcing vehicles like FirstSource II or CDM SIN where products were already reviewed and approved for use on DHS networks

Use vehicles as the first resort instead of the last. Services can almost always be procured more quickly on existing vehicles
Cyber services are best purchased using vehicles that are hybrid and provide flexible approaches for surge support. Vehicles will optimally provide optional time and materials tasks. T&M to FFP conversion options.

Use certifications requirements as a baseline for skills. They can't replace experience, but they can help differentiate bidders.

Tertiary
Use SLAs as a differentiator and incentivize cyber/IT service improvement. Request what metrics industry will use to track their progress

Supervisors managing IT / Cyber portfolios should consider hiring Acquisition Specialists with cyber experience. If not, work with customer to identify cyber SMEs

For solution development type contracts, ask for industry approach to product selection which will promote alternatives analysis

Session Keynote Address

Dr. John Zangardi, Chief Information Officer, DHS

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DHS CIO Mission and Vision

Mission

Protect. Connect. Perform.

Vision

Deliver World Class
Information Technology (IT) To Enhance
and Support the DHS Mission

DHS CIO Strategic Tenants

- Assure **effective, resilient communications** to advance the mission

- Provide **trusted information to enable collaboration** across the Department when and where it is needed

- **Develop and organize the workforce** to more effectively accomplish the Office of the CIO organization's core missions

- **Optimize IT investments** through improved planning, resourcing, acquisition, and management

- **Realize efficiencies** through innovative IT solutions across DHS

DHS CIO Focus

1. **OneNet**
   - Transition to Managed Service

2. **Cloud Computing and Data Center Optimization**
   - Optimize Data Center 1 (DC1) and Data Center 2 (DC2)
   - Enterprise Approach

3. **Security Ops Center (SOC) / Network Ops Center (NOC)**
   - Consolidate
   - Align Capabilities

4. **Mobility**
   - Transition to an Enterprise Mobile Solution
   - Leverage Derived Credentials
   - Move to Unified Capabilities

DHS CIO Focus

5. **Enterprise License Agreements (ELAs)**

6. **Cybersecurity**
    - Deploy DHS Cyber Scorecard
        - Continued Windows 10 Roll Out
        - Public Key Infrastructure (PKI)
        - Demilitarized Zone (DMZ)
        - Continuous Diagnostics and Mitigation (CDM)
    - Execute DHS Cyber Sprint

7. **Modernization**
    - Advance Office Productivity
    - Refresh Technologies

Panel II – Understanding Procurement Challenges to Technology Innovation

Moderator: Mark Emery, Principal, Emery Consulting

Cynthia Mar, Chief Technical Architect/CTO, Homeland Division, Microsoft

Cos DiMaggio, Chief Executive Officer, The Tauri Group

Steve Pichney, Senior Vice President/CTO, Xcelerate Solutions

Dr. Douglas Maughan, Director, Cyber Security Division, and Senior Executive, Silicon Valley Innovation Program, Science and Technology Directorate, DHS

Dr. Barry West, Senior Accountable Official for Risk Management, DHS

Understanding Procurement Challenges to Technology Innovation - Takeaways

Requirements alignment with innovation barriers
Protect IP during market research

Seek continuous innovation, even after award
Program level procurements acquired in smaller chunks

Innovation can come from many types, sizes, and locations of companies

Evaluation Criteria do not reward innovation
Pricing format and instructions must account for risk in the use of people, process and technology

Evaluation criteria that consider risk and risk mitigation

"Best Value" criteria, not defacto LPTA

Acquisition Strategy is not aligned to the innovation requirement
SOO type RFP's promote innovation; prescriptive use of labor cats and hours stifles innovation

Apply lessons learned from OTA based contracts

Tailor procurement type based upon product vs. service vs. R&D

Closing Keynote Address

William Bryan, Senior Official Performing the Duties of the Under Secretary for Science and Technology, DHS

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Closing Remarks

Nina Ferraro, Acting Deputy Chief Procurement Officer, DHS

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