



## Guide to Doing Business with the DHS Science and Technology Directorate

The Department of Homeland Security (DHS) Science and Technology Directorate (S&T) invests in scientific research leading to the development of new and innovative technologies to enhance the mission capabilities of its stakeholders that include the seven DHS operating components, first responders at federal, state, and local levels, critical infrastructure/key resources owners and operators, and other partners from the private sector, labs and university communities. The S&T website is [www.dhs.gov/st-directorate](http://www.dhs.gov/st-directorate). The most important thing that you can do is request a “Full Response Package” at [SandT\\_RDPartnerships@hq.dhs.gov](mailto:SandT_RDPartnerships@hq.dhs.gov). This package contains additional background information on partnership opportunities with DHS S&T and provides a vehicle by which your organization can share detailed information about your capabilities and offerings.

Here are answers to some frequently asked questions about doing business with DHS S&T:

### **“I have a product or service that I want to sell to DHS NOW!”**

S&T invests in research and development programs/projects that lead to the eventual development of new technologies, not current acquisitions or procurements for DHS components. So, if you **already have** technology-based products and/or services that are on the market and ready to go now, the DHS website has the information you need to identify and bid on current acquisition opportunities (<http://www.dhs.gov/contract-opportunities>). You will also find current opportunities at <https://www.fbo.gov/>.

### **“I’ve never sold anything to the government before. How do I start?”**

Everything you need to know about getting started doing business with DHS is available [here](http://www.dhs.gov/get-started-dhs-contracting) (<http://www.dhs.gov/get-started-dhs-contracting>). Note that if you have never done business with the government before, you **MUST** register in the System for Award Management (SAM) (<https://www.sam.gov>). The federal government also requires that all applicants for federal grants and cooperative agreements, with the exception of individuals other than sole proprietors, have a Data Universal Numbering System (DUNS) number. You can request a DUNS number by calling 1-866-705-5711 or visiting <http://fedgov.dnb.com/webform/>. There is no fee for obtaining a DUNS number.

### **“I’m a small business. Is there extra help for me?”**

The DHS **Small Business Innovation Research (SBIR)** program has the mission to help companies develop and commercialize their technology in partnership with DHS S&T. Please visit <https://sbir2.st.dhs.gov> or e-mail [STSBIR.Program@hq.dhs.gov](mailto:STSBIR.Program@hq.dhs.gov).

### **“I have a great new invention or idea that will help DHS!”**

If you are an inventor or developer with a great idea, or a current technology that needs further development, your first step is to find out if DHS is looking for what you have. Check out current solicitations at [www.Fedbizopps.gov](http://www.Fedbizopps.gov), and DHS S&T solicitations at <https://baa2.st.dhs.gov>.



## **“I have a great idea that may be useful for DHS. What is the next step?”**

There are several ways to go now. We recommend you first look at our broad agency announcement or BAA. There is an annual Long Range Broad Agency Announcement (LRBAA) solicitation also listed that covers a wide variety of research topics of interest to DHS S&T. This is a useful vehicle to consider if your idea fits one of those research topics. We also have targeted BAAs throughout the year describing detailed needs. Check out <https://baa2.st.dhs.gov> to find these solicitations.

## **“What if my idea is not identified as a high priority requirement?”**

If your idea is still not covered you may send your idea via an unsolicited proposal to [Unsolicited.Proposal@dhs.gov](mailto:Unsolicited.Proposal@dhs.gov).

## **“I am a first responder, and I have a great idea for my colleagues. But frankly, it’s not quite ready yet. Any hope for me?”**

The S&T First Responders Group is here to help with several resources. [www.FirstResponder.gov](http://www.FirstResponder.gov) is a practical portal for the first responder community to leverage federal web services on products, standards, best practices, and other resources in a collaborative environment. [TechSolutions](#) operates just for you, and is funded to develop prototypes quickly and economically. Visit <http://www.dhs.gov/st-tcr> to learn more.

## **“I think I have exactly the right technology for DHS right now! How do I get someone to look at it, and perhaps test it, to see if I’m right?”**

The Commercialization Office pages on the DHS S&T website lists several programs and a number of publications that will get you started. E-mail the Commercialization Office at [SandT\\_Commercialization@hq.dhs.gov](mailto:SandT_Commercialization@hq.dhs.gov) or visit: <http://www.dhs.gov/st-commercialization-office>.

## **“Are there other engagement opportunities across the Department?”**

The Private Sector Office, part of the DHS Office of Policy, is responsible for outreach and to interface with the private sector on a range of topics to foster a positive dialogue with the Department. They have developed the Private Sector Resources Catalog which provides helpful listings to support your engagement with DHS. Visit: <http://www.dhs.gov/xlibrary/assets/pso-private-sector-resource-catalog-May-2012.pdf>.

## **“Is there anything else I should know about technologies for DHS?”**

As you develop your product, you will want to check out the provisions of the SAFETY Act ([www.safetyact.gov](http://www.safetyact.gov)). The SAFETY Act offers liability protection for certain qualified anti-terrorism technologies, products, services, or other equipment if they are used to support the homeland security mission.

## **“I have a question you didn’t answer!”**

We hope this guide has made it easier for you to start doing business with DHS S&T. The staff of the S&T Research & Development Partnerships Group is always willing to help wherever we can. You can e-mail us at [SandT\\_RDPartnerships@hq.dhs.gov](mailto:SandT_RDPartnerships@hq.dhs.gov) or give us a call at 202-254-6749. Also, follow us on Twitter @dhsscitech!