

HOW TO DO BUSINESS WITH DHS

Office of the Chief Procurement Officer

Last Updated: September 14, 2020



**Homeland
Security**

ABOUT DHS



**Homeland
Security**



Homeland Security

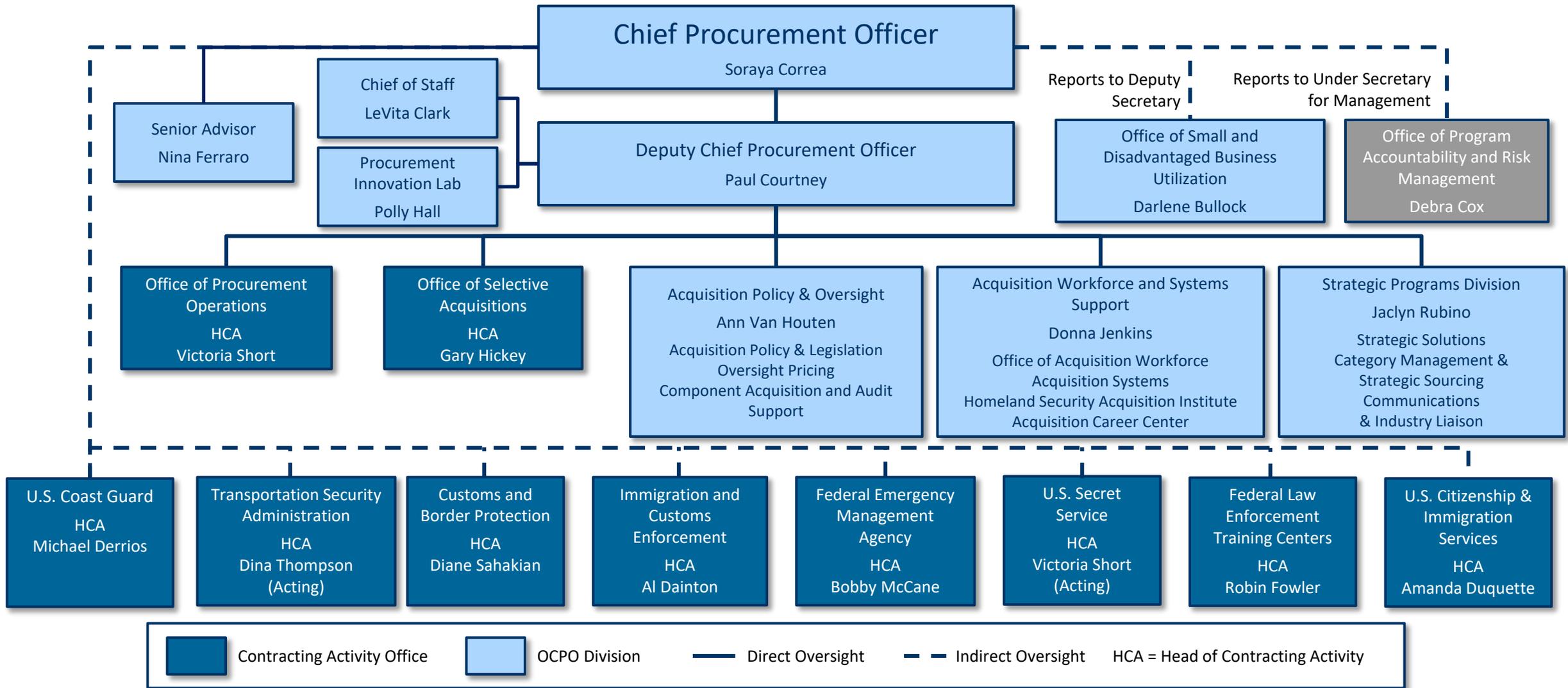
Mission

With honor and integrity we will safeguard the American people, our homeland, and our values

Vision

To ensure a homeland that is safe, secure, and resilient against terrorism and other hazards

DHS Procurement Organization



WHAT DHS BUYS

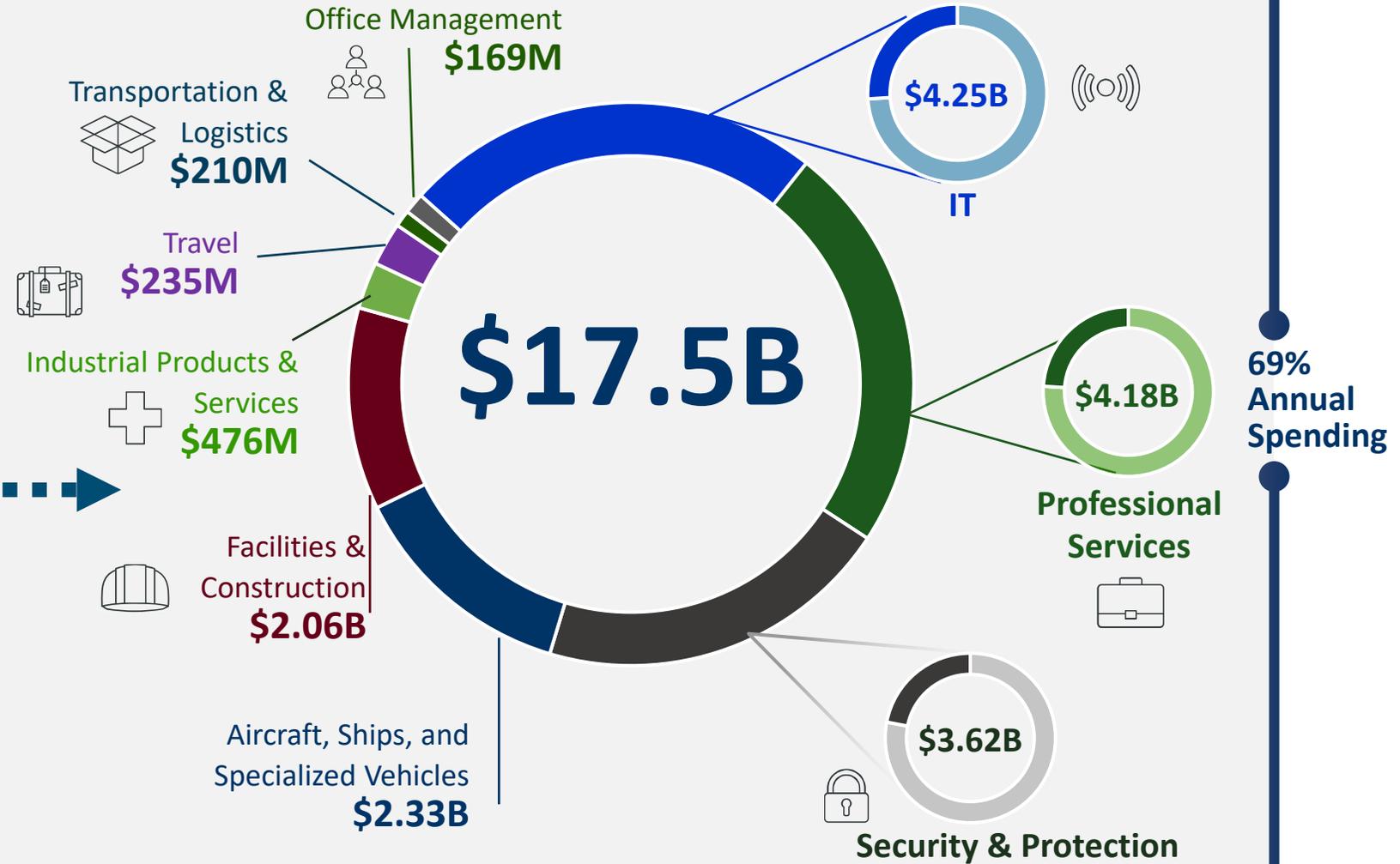


Homeland
Security

DHS Acquires a Variety of Goods and Services

FY2019 Contract spending

on various goods and services
across nine commodity families.



DHS Needs and Spend Breakdown



Office of Procurement Operations

Total FY 2019 Spend = **\$5.4B***

Mission: Secure the nation from the many threats we face

- Security Guard and System Services
- Management Advisory and Analytic Services/Research and Development
- IT Maintenance, Operations and Support



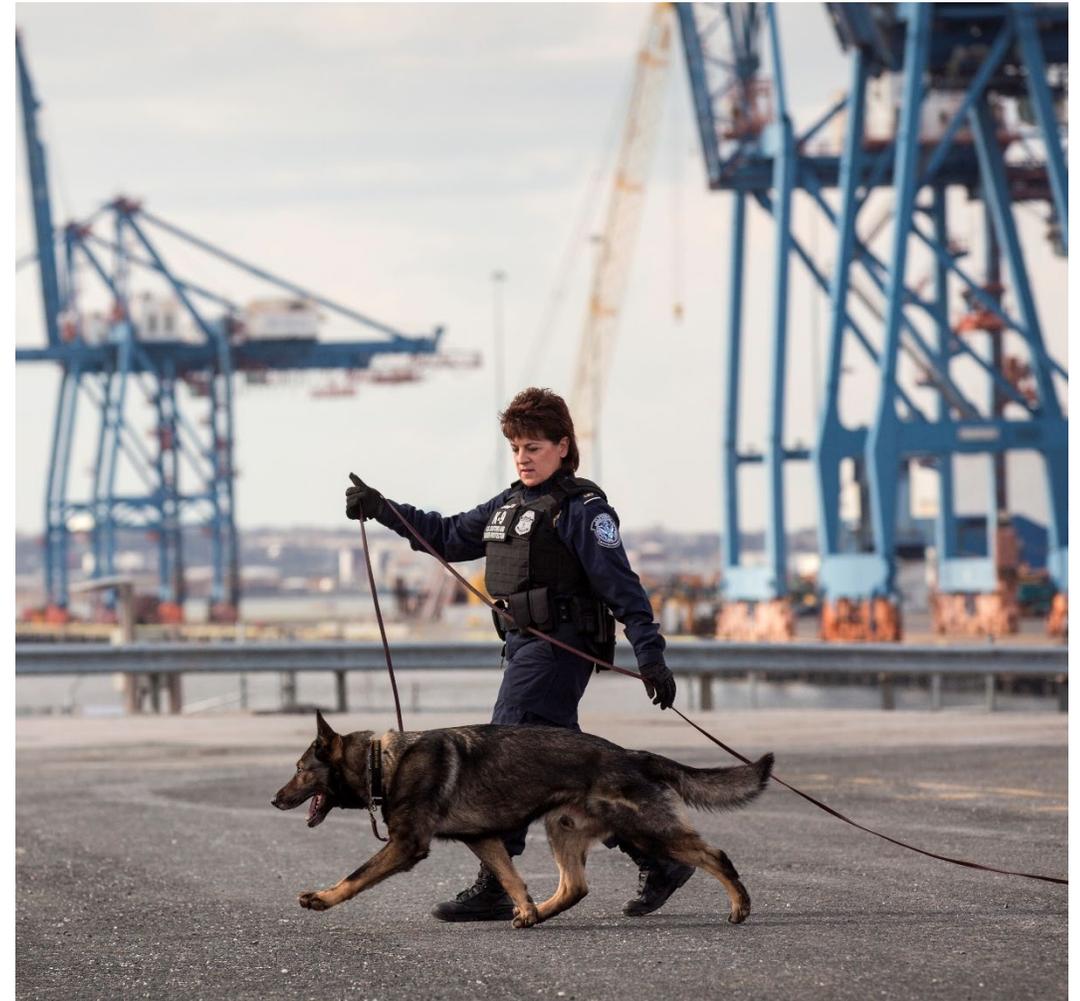
U.S. Immigration and Customs Enforcement

ICE

Total FY 2019 Spend = **\$4.0B***

Mission: Enforce federal immigration and customs laws

- Security Guard Services
- Management Advisory and IT-related Services
- Medical, Translation, and Interpretation Services



**Includes contracts, interagency agreements, other transactions, and other agreements/procurements*

DHS Needs and Spend Breakdown



U.S. Customs and
Border Protection

CBP

Total FY 2019

Spend =
\$5.1B*

Mission: Safeguard America's borders

- IT Maintenance, Operations, Support (OneNet Infrastructure), and Software
- Management Support Services and Engineering/Technical Support
- Aircraft, Engines, and Equipment and Related Maintenance



USCG

Total FY 2019

Spend =
\$4.6B*

Mission: Maritime safety, security and stewardship

- Ship Building and Repair
- Construction and Maintenance of Facilities
- Aircraft, Equipment and Associated Maintenance



**Includes contracts, interagency agreements, other transactions, and other agreements/procurements*

DHS Needs and Spend Breakdown



FEMA

Total FY
2019
Spend =
\$2.4B*

Mission: Prepare for, protect against, respond to, recover from, and mitigate all hazards

- Building Inspection and Facility Services
- Architectural and Engineering Services
- Trailers, Vehicles, and Equipment



Transportation
Security
Administration

Mission: Protect the nation's transportation systems

TSA
Total FY
2019
Spend =
\$2.0B*

- Detection Equipment and Related Maintenance
- Security Guard Services
- IT Maintenance, Operations, Support



**Includes contracts, interagency agreements, other transactions, and other agreements/procurements*

DHS Needs and Spend Breakdown



Mission: Protect senior leadership and investigate financial infrastructure crimes

USSS
Total FY
2019
Spend =
\$316M*

- IT Maintenance, Operations, Support – Including Data Centers
- Communications Equipment
- Vehicles

FEDERAL LAW ENFORCEMENT TRAINING CENTERS



Mission: Train law enforcement

FLETC
Total FY
2019
Spend =
\$221M*

- Facilities Construction, Maintenance, and Services
- Security Guard Services
- Lodging and Travel Services



**Includes contracts, interagency agreements, other transactions, and other agreements/procurements*

HOW DHS BUYS



Homeland
Security

Procurement Highway

Strategic Sourcing, Government-wide Agency Contract (GWAC) and Multi-Agency Contracts (MACs)

Vendors must be on the contract vehicle to compete for orders.
(www.dhs.gov/department-wide-contract-vehicles)

GSA Schedules

Vendors must be on a GSA Schedule to participate.
(<https://beta.sam.gov>).

Open Market

Open to all vendors. (<https://beta.sam.gov>).

Other Transaction Authority (OTA)

Information may be found at
www.dhs.gov/science-and-technology/svip

Commercial Solutions Opening Pilot Program

Information may be found in the [Commercial Solutions Opening Pilot Program Guide](#)

Unsolicited Proposals

Can be submitted by all vendors.
(www.dhs.gov/unsolicited-proposals)



**Determine
Your
Exit**

**DHS buys through
a variety of ways**

Where Should Vendors Go? Step 1



apfs.dhs.gov/forecast



Welcome

The Department of Homeland Security **Acquisition Planning Forecast System** is a portal for vendors to view anticipated contract actions above \$250,000



First place to check. Components post potential procurements up to a year in advance

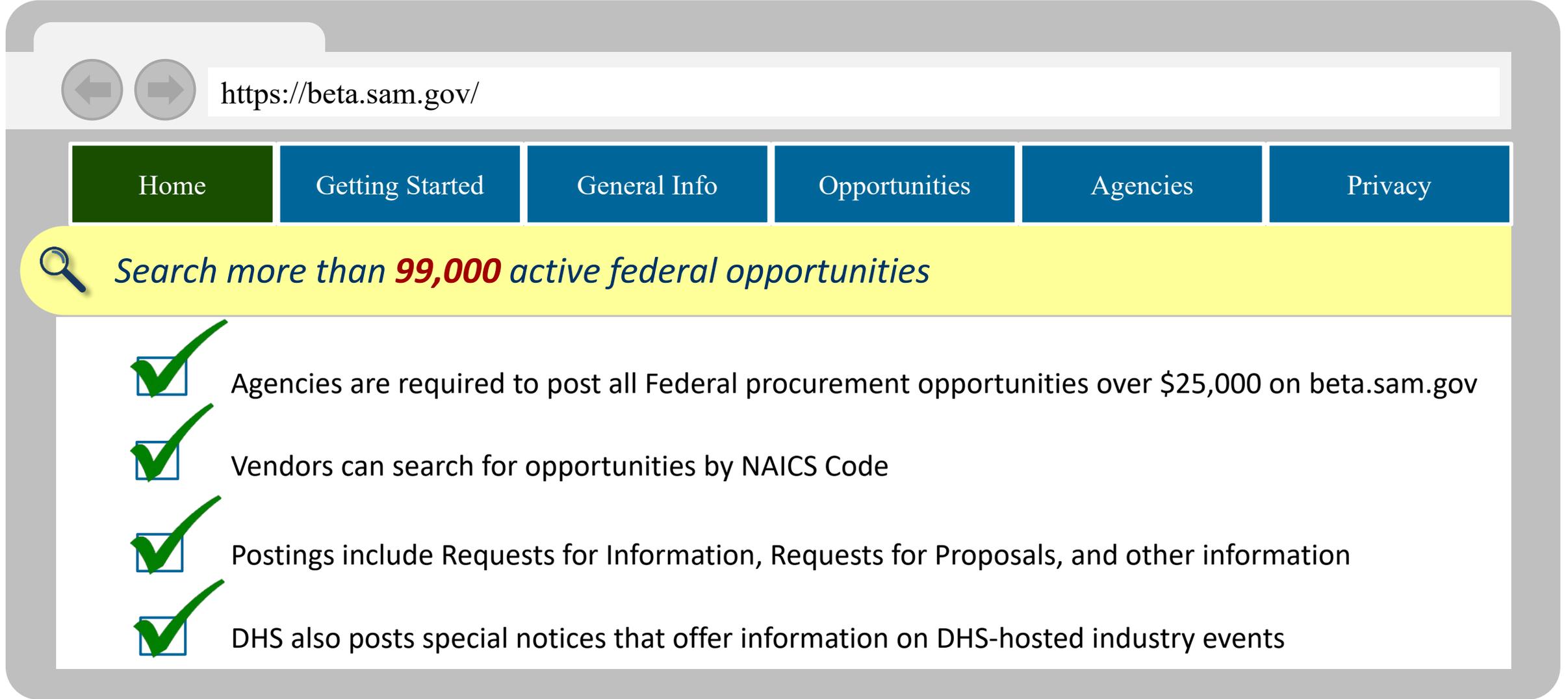


Vendors have the option to search by NAICS code, Component, and many other fields



Ability to track opportunities

Where Should Vendors Go? Step 2



The screenshot shows a web browser window with the address bar containing <https://beta.sam.gov/>. Below the address bar is a navigation menu with six items: Home (highlighted in dark green), Getting Started, General Info, Opportunities, Agencies, and Privacy. A yellow search bar below the menu contains a magnifying glass icon and the text "Search more than **99,000** active federal opportunities". Below the search bar is a list of four items, each with a green checkmark in a blue box:

- Agencies are required to post all Federal procurement opportunities over \$25,000 on beta.sam.gov
- Vendors can search for opportunities by NAICS Code
- Postings include Requests for Information, Requests for Proposals, and other information
- DHS also posts special notices that offer information on DHS-hosted industry events

beta.sam.gov – Why is it Important to You?

https://beta.sam.gov/

Home Getting Started General Info Opportunities Agencies Privacy

-  **Request for Information (RFI)**
Your opportunity to tell the government about what you offer.
-  **Broad Agency Announcement**
Your opportunity to secure research and development (R&D) funding from the government.
-  **Draft Request for Proposal/Request for Quotation**
Your opportunity to provide feedback on the government's planned direction.
-  **Sources Sought Notice**
Your opportunity to inform the government about interests and capabilities within a specific market.
-  **Request for Quotation (RFQ)/Request for Proposal (RFP)**
Your opportunity to offer the government your goods or services.

Getting Started

Learn about DHS budget priorities and how Congress has allocated the budget

DHS Budget – www.dhs.gov/dhs-budget

Register to do business with the government

System for Award Management (SAM) – www.sam.gov

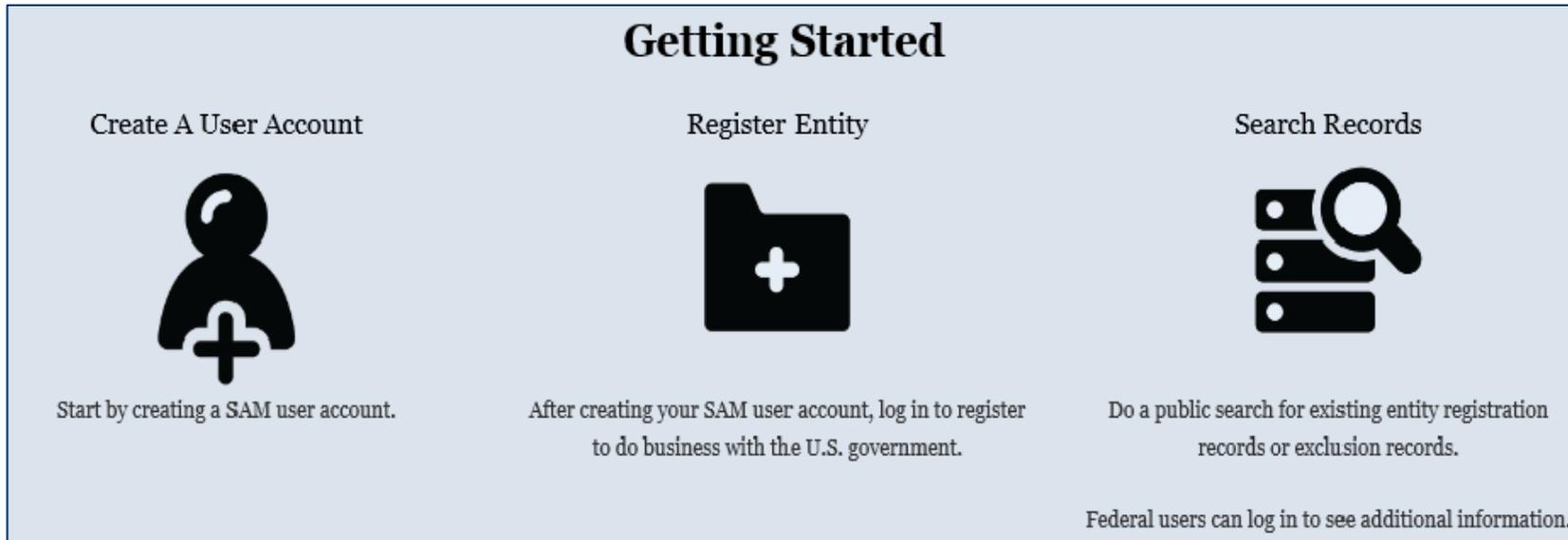


Image from sam.gov

KEY PROGRAMS



Homeland
Security

What is Category Management and Strategic Sourcing?

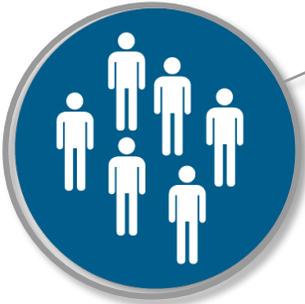


What Drives Category Management at DHS?

Promotes innovation and efficiency, bridges capability gaps, generates savings



Leadership councils, executives, teams, acquisition professionals



[OMB M-19-13](#),
Government-wide
Category Memos,
President's
Management Agenda



Improve mission delivery, efficiently fulfill common needs



What value has strategic sourcing delivered to DHS?

Fiscal Year 2019

DHS spent **\$8.9 billion** on goods and services available through strategic sourcing and best-in-class contract vehicles



Of the total spent, DHS purchased **\$5.4 billion**, or **60%**, through strategic sourcing and best-in-class contract vehicles



small business prime contractors received **44%** of strategically sourced dollars

DHS saved **\$601 million**



on average, strategic sourcing saved **11%** of every dollar spent

savings can be reallocated to **serve the mission**



prevent terrorism



border security



immigration



cybersecurity



disaster relief

STRATEGIC SOURCING & BIC SAVINGS = \$5.2 billion

cumulative savings since FY05

Key Resources for Strategic Sourcing

DHS uses strategic sourcing to increase acquisition efficiency, enhance mission performance, and optimize commodity management.

Department-wide Contract Vehicles:

www.dhs.gov/department-wide-contract-vehicles

DHS Strategic Sourcing In-Process Contract Vehicles:

www.dhs.gov/process-initiatives

To contact us regarding current and in-process Department-wide contract vehicles, please email: SSOInquiry@hq.dhs.gov

For additional information, please visit:

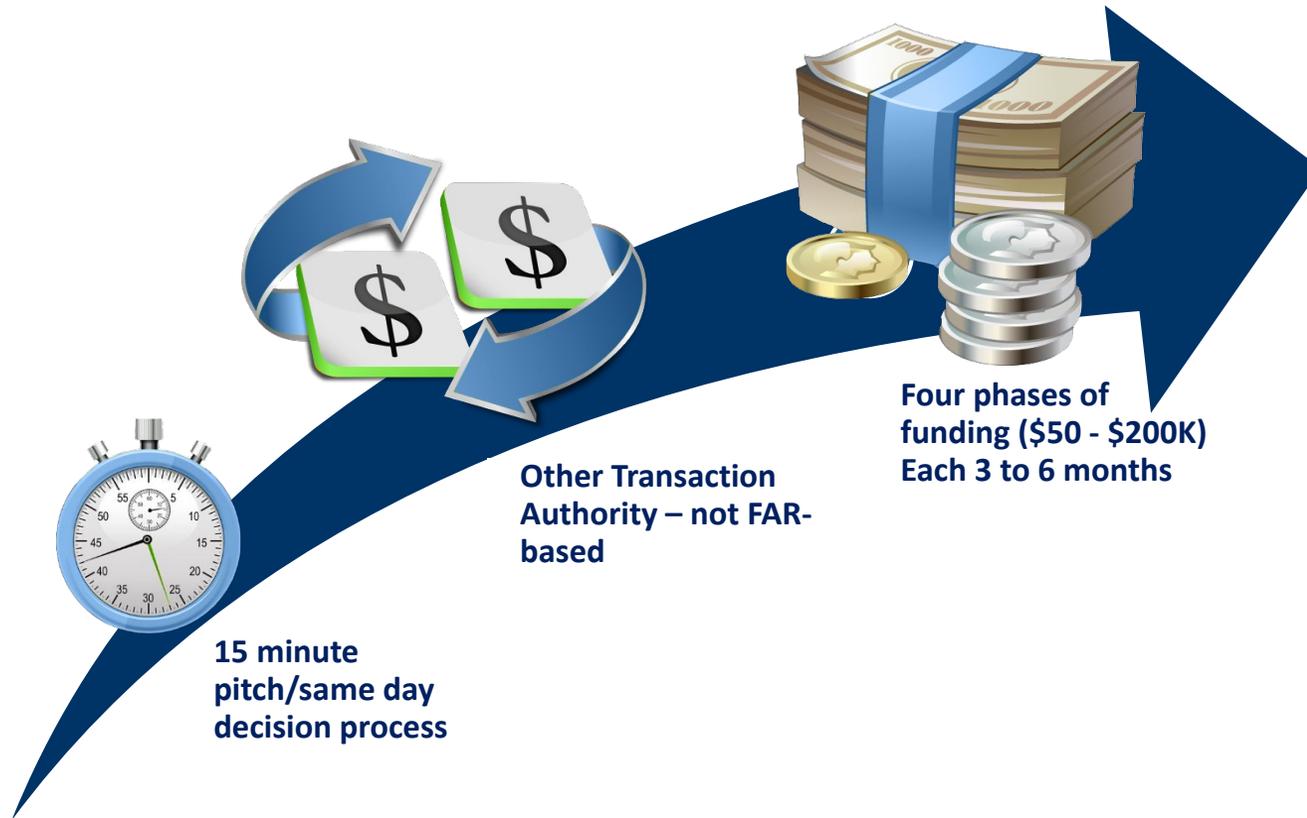
www.dhs.gov/dhs-strategic-sourcing



Silicon Valley Innovation Program

Science and Technology Directorate Silicon Valley Innovation Program (SVIP)

Engages with innovation communities across the nation and around the world to harness the commercial R&D ecosystem for technologies with government applications and to co-invest in and accelerate technology transition-to-market.



Who is eligible for award? Companies that are:

- U.S. and internationally based
- **Fewer than 200 employees**
- Not a party to any FAR-based **contracts and/or** federally awarded **grants over \$1,000,000** in the **past 12 months**, whether as a prime contractor or subcontractor.

More information and open solicitations may be found on the SVIP web site.

www.dhs.gov/science-and-technology/svip

Small Business Innovation Research Program

Small Business Innovation Research program

The goal of the DHS SBIR program is to increase the participation of innovative and creative U.S. small businesses – those with **fewer than 500 employees** – in federal research and development programs and challenge industry to bring innovative homeland security solutions to reality.



The three-phase program is focused on near-term commercialization and delivery of operational prototypes.

Phase 1 = up to \$150K and 3-6 months, Phase 2 = up to \$1,000,000 and 24 months; Phase 3 = no limits, but funded by sources other than the SBIR program

Information about the program and on how to apply to may be found on the S&T SBIR web site.

www.dhs.gov/science-and-technology/sbir



Unsolicited Proposals

According to FAR Subpart 15.6: A valid Unsolicited Proposal must:



Be innovative and unique



Be independently originated and developed by the offeror



Be prepared without Government supervision, endorsement, direction, or direct Government involvement



Include sufficient detail to determine that Government support could be worthwhile and the proposed work could benefit the agency



Not be an advance proposal for a known agency requirement that can be acquired by competitive methods



Not address a previously published agency requirement

Unsolicited Proposals

An unsolicited proposal is not:



“Advertising material” – Material designed to acquaint the Government with a prospective contractor’s present products, services, or potential capabilities, or designed to stimulate the Government’s interest in buying such products or services.



“Commercial item offer” – Offer of a commercial item that the vendor wishes to see introduced in the Government’s supply system as an alternate or a replacement for an existing supply item. This term does not include innovative or unique configurations or uses of commercial items that are being offered for further development and that may be submitted as an unsolicited proposal.



“Contribution” – Concept, suggestion, or idea presented to the Government for its use with no indication that the source intends to devote any further effort to it on the Government’s behalf.

DHS Components points of contact for unsolicited proposals are located at www.dhs.gov/unsolicited-proposals

DHS Creates Opportunities for Small Businesses

DHS is the largest agency to earn a grade of “A” or “A+” for eleven years in a row on the annual small business federal procurement scorecard issued by the Small Business Administration (SBA)

Our small business accomplishments are a great example of the DHS Unity of Effort in action. Through the collaboration of the contracting officials, small business experts, and program officials across DHS, we are able to continually identify the right small businesses to support the DHS mission.

In FY 2019, DHS awarded 36.96 percent of total contracting dollars to small businesses, greatly exceeding the government-wide goal of 23 percent.



* Includes contracts awarded under the 8(a) program

Key Resources for Small Businesses

Office of Small and Disadvantaged Business Utilization (OSDBU)



DHS OSDBU Email: DHSOSDBU@hq.dhs.gov

DHS OSDBU Staff: www.dhs.gov/office-small-and-disadvantaged-business-utilization-staff

DHS Component Small Business Specialists: www.dhs.gov/small-business-specialists

Vendor Outreach Sessions: Series of pre-arranged 15-minute meetings with Small Business Specialists from DHS Components and with prime contractors who currently hold DHS contracts. Provide small businesses opportunities to discuss their capabilities and learn about potential business and teaming opportunities.

www.dhs.gov/small-business-vendor-outreach-sessions

For additional information, please visit:
www.dhs.gov/small-business-assistance

Post Award Teaming Opportunities

Where to Look for Subcontracting Opportunities

DHS website - www.dhs.gov/prime-contractors

Identifies prime contractors interested in sub-contracting with small businesses.

DHS strategic sourcing website - www.dhs.gov/dhs-strategic-sourcing

Provides information on existing department-wide contracts and post-award teaming.

Contract Opportunities – beta.sam.gov

Allows users to search for award notices that identify prime contractors (including DUNS number).



SBA All Small Mentor-Protégé Program (ASMPP)

U.S. Small Business Administration (SBA) ASMPP offers an opportunity for small businesses to learn from an experienced government contractor.

Additional information on ASMPP can be found at: www.sba.gov/federal-contracting/contracting-assistance-programs/all-small-mentor-protege-program



Plan your business

You've got a great idea. Now, make a plan to turn it into a great business.



Launch your business

Turn your business into a reality. Register, file, and start doing business.



Manage your business

Run your business like a boss. Master day-to-day operations and prepare for success.



Grow your business

When business is good, it's time to expand. Find new funding, locations, and customers.

Additional information
can be found at:
www.sba.gov

Graphic courtesy of Small Business Administration

DHS Mentor-Protégé Program

Purpose:

- Motivate and encourage large business prime contractor firms to provide developmental assistance to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns
- Improve the performance of DHS contracts and subcontracts
- Foster the establishment of long-term business relationships
- Strengthen subcontracting opportunities and accomplishments

DHS vs. SBA

DHS MPP

68 FR 67871, December 4, 2003 amended as
71 FR 25775, May 2, 2006

- Protégé's eligibility in accordance with FAR Part 19
- Mentor must be large
- No JV feature
- Online application; open-ended submission
- Unlimited MPAs for mentor or protégé

SBA All Small MPP

Small Business Jobs Act 2010 and
NDAA 2013 (FY13)

- Protégé's eligibility based on NAICS Code
- Mentor may be large or small
- JV feature
- Online application and training module required; currently open-ended submission
- Mentors (no more than three protégés in aggregate)

Additional information can be found at: www.dhs.gov/mentor-protege-program

INTERACT WITH DHS



Homeland
Security

Promote Meaningful Communications

The Chief Procurement Officer has four Strategic Priorities

- Inspire & Motivate People
- Deliver Exceptional Results
- Enhance Mission Capabilities
- Promote Meaningful Communications

Meaningful communications between DHS and industry improves the DHS acquisition environment

- Acquisition Innovation Roundtables
- Strategic Industry Conversations
- Reverse Industry Days
- Learning Cafes and Webinars
- Procurement Innovation Lab
- Small Business Vendor Outreach



Industry Liaisons

Industry Liaisons help implement Acquisition Innovations in Motion (AiM) across DHS. AiM is a framework focused on embracing innovation and promoting meaningful communications. Through AiM, we introduce strategies, practices, and technologies that strengthen the acquisition environment.

Industry Liaisons are one of the entry points into the Department.

Industry Liaisons accept capabilities briefings, forge program connections, answer questions, and resolve problems.

For more information, contact:

DHS Headquarters Industry Liaison: DHS Industry Liaisons
DHSIndustryLiaison@hq.dhs.gov

DHS Components Industry Liaisons: Contact information for DHS Component Industry Liaisons may be found at www.dhs.gov/aiim



Entry Points into DHS



One-on-One Meetings: Meet with DHS and Component Industry Liaisons, program offices, and Small Business Specialists

Industry Days – Attend a DHS Component Industry Day focused on specific programs and requirements beta.sam.gov

Annual Strategic Industry Conversation – Attend this annual event featuring discussions on DHS programs spanning multiple Components www.dhs.gov/aiim

Requests for Information (RFI) – Respond to RFIs on FedBizOpps and share information about your capabilities beta.sam.gov

Industry-Government Activity Calendar – Monitor to learn about DHS-sponsored activities designed to promote meaningful communications between DHS and industry www.dhs.gov/dhs-industry-government-activity-calendar

Questions



Key Takeaways for Doing Business with DHS

