



Focus on Small Business

Opportunities abound for “Engines of Innovation.”

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**Homeland
Security**

Science and Technology

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The Commercialization Office prides itself with the attention it pays to small businesses of all kinds – including minority-owned, HUBZone, veteran-owned and other disadvantaged business. It is well known that much of our nation’s (and the world’s) innovation emanates from small business, but they often find some of their most difficult challenges with raising capital or performing effective market research necessary for business growth. To address these challenges, we have visited and met with thousands of small business owners, CEOs and entrepreneurs/innovators across the United States to inform them of the business opportunities that exist at the U.S. Department of Homeland Security (DHS). In addition, we have developed a series of books recently published by DHS that small businesses can use to augment and enhance their ability to efficiently and cost-effectively develop market-driven products and/or services. We have also produced numerous well-received articles and materials germane to small business. Refer to http://www.dhs.gov/xres/programs/gc_1234200779149.shtm for more detailed information and access to all of these useful resources.

The Commercialization Office continues to travel extensively throughout the United States to meet with small business through our Science and Technology (S&T) Directorate private sector outreach efforts. Statistical information on these efforts is posted to our website and updated on a quarterly basis. It is also important to note that DHS has a number of valuable resources small business may explore. Below is a handy reference for small business:

U.S. Department of Homeland Security and other Federal Contact Information:

DHS and/or Federal Contact	Description	Contact Information
Private Sector Office	Part of the DHS Office of Policy, the Private Sector Office engages individual businesses, trade associations and other non-governmental organizations to foster dialogue with the Department. It also advises the Secretary on prospective policies and regulations and in many cases on their economic impact. The Private Sector Office promotes public-private partnerships and best practices to improve the nation’s homeland security, and promotes Department policies to the private sector.	http://www.dhs.gov/xabout/structure/gc_1166220191042.shtm
Federal Business Opportunities (Fed Biz Opps)	“Virtual marketplace” that captures the official Federal government procurement opportunities allowing contractors to retrieve services posted by government buyers.	https://www.fbo.gov/

Small Business Innovation Research (SBIR)	SBIR is a set-aside program (2.5% of an agency's extramural budget) for domestic small business concerns to engage in Research/Research and Development (R/R&D) that has the potential for commercialization.	https://www.sbir.dhs.gov/
Small Business Assistance	Provides numerous resources, links and contacts to ensure that small companies have a fair opportunity to compete and be selected for Department of Homeland Security contracts.	http://www.dhs.gov/xopnbiz/smallbusiness/
Mentor-Protégé Program	Designed to motivate and encourage large business prime contractor firms to provide mutually beneficial 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.	http://www.dhs.gov/xopnbiz/smallbusiness/editorial_0716.shtm
SECURE (System Efficacy through Commercialization, Utilization, Relevance and Evaluation) Program	An efficient and cost-effective program to foster cooperative "win-win" partnerships between the U.S. Department of Homeland Security and the private sector. The Department works with the private sector to develop products, systems or services aligned to the needs of its operating components, first responders and critical infrastructure/key resources owners and operators – representing in many cases, large potential available markets.	http://www.dhs.gov/xres/programs/gc_1211996620526.shtm

S&T Directorate – Homeland Security:

DHS and/or Federal Contact	Description	Contact Information
TechSolutions Program	Established to provide information, resources and technology solutions that address mission capability gaps identified by the emergency response community. The goal of TechSolutions is to field technologies that meet 80% of the operational requirement, in a 12 to 15 month time frame, at a cost commensurate with the proposal but less than \$1 million per project.	http://www.dhs.gov/xfrstresp/training/gc_1174057429200.shtm
SBIR	Please refer to the description above.	https://www.sbir.dhs.gov/
SAFETY (Support Anti-terrorism by Fostering Effective Technologies) Act	Part of the Homeland Security Act of 2002, the SAFETY Act encourages the development and deployment of anti-terrorism technologies to protect the nation and provide “risk management” and “litigation management” protections for sellers of qualified anti-terrorism technologies and others in the supply and distribution chain.	https://www.safetynet.gov/
Homeland Security Advanced Research Projects Agency (HSARPA)	Manages a broad portfolio of solicitations and proposals for the development of homeland security technology. HSARPA performs this function in part by awarding procurement contracts, grants, cooperative agreements, or other transactions for research or prototypes to public or private entities, businesses, federally funded research and development centers,	https://baa.st.dhs.gov/

	and universities.	
SECURE Program	Please refer to the description above.	http://www.dhs.gov/xres/programs/gc_1211996620526.shtm
Unsolicited Proposals	Composed of several component agencies which handle different types of acquisitions. This Department has several resources, links and contacts if a given small company has products or services which may be of interest to one or more of DHS component agencies.	http://www.dhs.gov/xopnbiz/opportunities/editorial_0617.shtm

To put it simply, the Commercialization Office welcomes the prospect of working with all kinds of small businesses. In fact, we make it a point in ALL of our briefs/presentations to discuss small business opportunities as well as provide seminars and resources on how to raise capital and form strategic partnerships. Feel free to contact the Chief Commercialization Officer (CCO), Dr. Tom Cellucci directly at 202-254-5309 if we can provide any additional information or answer any questions.



Thomas A. Cellucci, Ph.D., MBA is the U.S. Department of Homeland Security's first Chief Commercialization Officer. In his role, he recently published four comprehensive books: *Requirements Development Guide*, *Developing Operational Requirements*, *Developing Operational Requirements (Version 2.0)* and *Harnessing the Valuable Experience and Resources of the Private Sector for the Public Good: DHS's Entry into Commercialization* to aid in effective requirements development and communication for the Department. He possesses extensive experience as a senior executive and Board Member in high-technology firms in the private sector. He is also the first federal official on the Council of Competitiveness representing the U.S. Department of Homeland Security.

Doing Business with DHS S&T:

All U.S. Government business opportunities can be found at www.fedbizopps.gov.

- **HSARPA:** Register to join the HSARPA mailing list to receive various meeting and solicitation announcements. Link to the Long Range Broad Agency Announcement solicitation, where multiple awards are anticipated and will be based upon the proposal evaluation, funds availability, and other programmatic considerations. Also link to Representative High Priority Technology Areas, where DHS areas of interest can be found. <http://www.hsarpabaa.com>
- **Small Business Innovation Research(SBIR):** SBIR's goal is to increase the participation of innovative and creative small businesses in Federal Research/Research and Development (R/R&D) programs and challenge industry to bring innovative homeland security solutions to reality. <http://www.sbir.dhs.gov>
- **SAFETY Act:** The SAFETY Act enables the development and deployment of qualified anti-terrorism technologies and provides important legal liability protections for manufacturers and sellers of effective technologies. <https://www.safetyact.gov/>
- **TechSolutions:** The mission of TechSolutions is to rapidly address technology gaps identified by Federal, State, Local, and Tribal first responders by fielding prototypical solutions within 12 months at a cost less than \$1M per project. www.dhs.gov/techsolutions
- **Commercialization:** The mission of S&T's commercialization efforts is to identify, evaluate, and commercialize technologies that meet the specific operational requirements of DHS operating components and first responder communities. The commercialization efforts actively reach out to the private sector to establish mutually beneficial working relationships to facilitate cost-effective and efficient product development efforts. Please contact Chief Commercialization Officer Tom Cellucci at S&T-Commercialization@dhs.gov.



*From Science and Technology...
Security and Trust*

