

Department of Homeland Security

Office of Small and Disadvantaged Business Utilization

OSDBU

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Three Major Types of Business Opportunities at Homeland Security

- Contract and Subcontracts
- Research and Development
- Grants to State and Local Governments



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Homeland Security Small Business Considerations

- 8(a)
- HUBZone
- Service Disabled Veteran Owned Small Business
- Traditional Small Business Set-Asides
- Various MACS, DWACS (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

- Consider participating in the Homeland Security Mentor-Protégé Program
- Details and application format available on the Open for Business Website
- For assistance, contact Angela Williams at (202) 447-5280



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Homework

- Learn About the 8 Major Buying Activities at Homeland Security
- Learn what they buy
- Help them solve their problems



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Customs and Border Protection



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www.cbp.gov/
Clarence Abernathy
SB Specialist

Federal Law Enforcement Training Center (FLETC)



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www.fletc.gov
Tim Strong
SB Specialist

Immigration & Customs Enforcement (ICE)



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www.ice.gov/
Tamika Gray
SB Specialist

Citizenship Immigration Service (CIS)



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uscis.gov/graphics/index.htm
uscis.gov/graphics/index.htm
Richard March
SB Speciaist

Transportation Security Administration (TSA)



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www.tsa.gov/public/
Robert Boone
SB Specialist

Federal Emergency Management Administration (FEMA)



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www.fema.gov/
Demetria Carter
SB Specialist

U. S. Secret Service



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www.secretservice.gov/index.shtml
Jeannie Coratolo
SB Specialist

Coast Guard



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www.uscg.mil/default.asp
Nauman A. Ansari
SB Specialist

DHS HEADQUARTERS



Trish Wyatt, SB Advocates
Faye Jones



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Strategic Positioning

- 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
 - Participate in small business outreach/networking activities
 - Consider prime contract, subcontracts, and teaming



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American Recovery and Reinvestment Act FY 2009 (ARRA)

- Ronald Reagan Washington National
and
- Washington Dulles Airport Authorities
- www.metwashairports.com/business_information/contracting_opportunities



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EAGLE and FirstSource

- DHS IT Department-wide contract for support services – EAGLE (Enterprise Acquisition Gateway for Leading Edge solutions) and for commodity products - (FirstSource)
- The procurement is being conducted by the Information Technology Acquisition Center (ITAC) in cooperation with the CIO and Component IT and procurement communities.
- More information on EAGLE and EAGLE II & FirstSource can be found at: www.dhs.gov/openforbusiness



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DHS Vendor Outreach Sessions

- Held in Washington, DC
- 15 Minute Appointments/SB Specialists
- Prime Vendors
- IT Program Managers (Once a year)



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Small Business Prime Contracting Accomplishments – FY 2008

Category	Goal (%)	Accomplishment (\$)	Accomplishment (%)
Total Procurement Dollars	N/A	\$14,056,800,557	N/A
SB Prime Contracts	31.9%	\$4,492,960,244	32.0%
8(a) Contracts	4.0%	\$848,592,191	6.0%
SDB Prime Contracts [other than 8(a)]	4.0%	\$1,006,456,760	7.2%
SDB Prime Contracts [overall; including 8(a) contracts]	8.0%	\$1,855,048,952	13.2%
HUBZone SB Prime Contracts	3.0%	\$429,063,725	3.1%
SDVOSB Prime Contracts	3.0%	\$265,349,301	1.9%
VOSB Prime Contracts	N/A	\$666,066,029	4.7%
WOSB Prime Contracts	5.0%	\$931,964,771	6.6%



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Helpful Websites

FEDBIZ Opps

www.fedbizopps.gov

SUBNET

web.sba.gov/subnet

Federal Acquisition Regulations (FAR)

www.arnet.gov

Ready.gov

www.ready.gov

Outreach Activities OSDBU Council

www.osdbu.gov

Forecast

www.dhs.gov/openforbusiness

Research & Development

www.hsarpabaa.com

www.sbir.dhs.gov/index.aspx

Grants

www.dhs.gov/openforbusiness

Federal Procurement Data System

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



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