

# **SMART PROC GOVCON VIRTUAL SMALL BUSINESS CONFERENCE JANUARY 22, 2021**

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E. Darlene Bullock, Executive Director  
Office of Small and Disadvantaged Business Utilization

January 22, 2021



**Homeland  
Security**

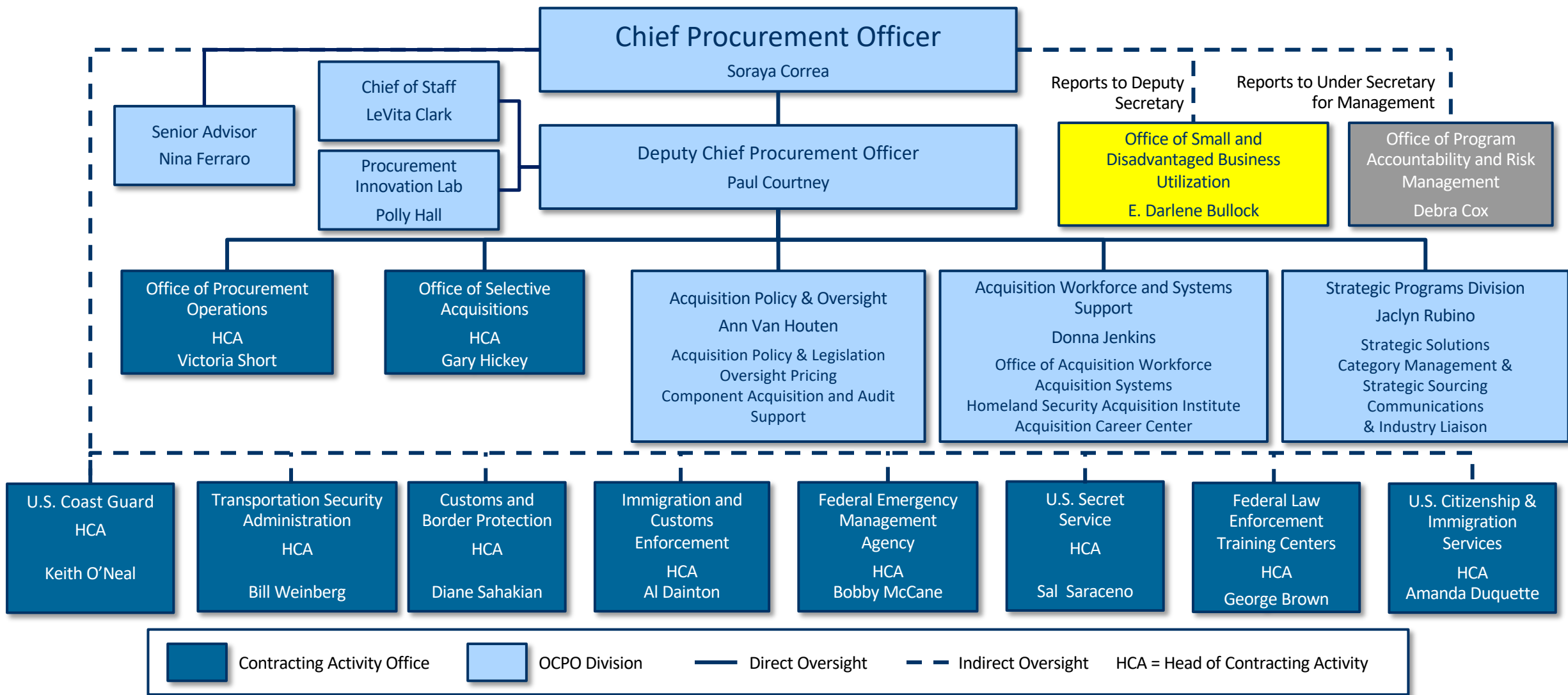
# The Department of Homeland Security



## ***Mission:***

- *Counter Terrorism and Homeland Security Threats*
- *Secure U.S. Borders and Approaches*
- *Secure Cyberspace and Critical Infrastructure*
- *Preserve and Uphold the Nation's Prosperity and Economic Security.*
- *Strengthen Preparedness and Resilience*
- *Champion the DHS Workforce and Strengthen the Department*

# DHS Procurement Organization





# DHS Small Business Specialists

<https://www.dhs.gov/small-business-specialists>

Component	Small Business Specialist
CBP	Luz “Ivette” Jorge
FEMA	Robert “Danny” Keegan
FLETC	Tim Strong
ICE	Tommy Thompson Anita Perkins
OPO/DHS Headquarters	Ana Rangel
TSA	Robert Boone/Margaret Butler
USCIS	Heather Niquette
USCG	Michelene Rangel Maria Kersey Gwen Strogon-Boozer Stephanie France
USSS	Kimberly Witcher
PCR – Procurement Center Representative (SBA)	Bernard Durham





# 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](mailto:DHSIndustryLiaison@hq.dhs.gov)

**DHS Components Industry Liaisons:** Contact information for DHS Component Industry Liaisons may be found at [www.dhs.gov/aiim](http://www.dhs.gov/aiim)



# WHAT DHS BUYS

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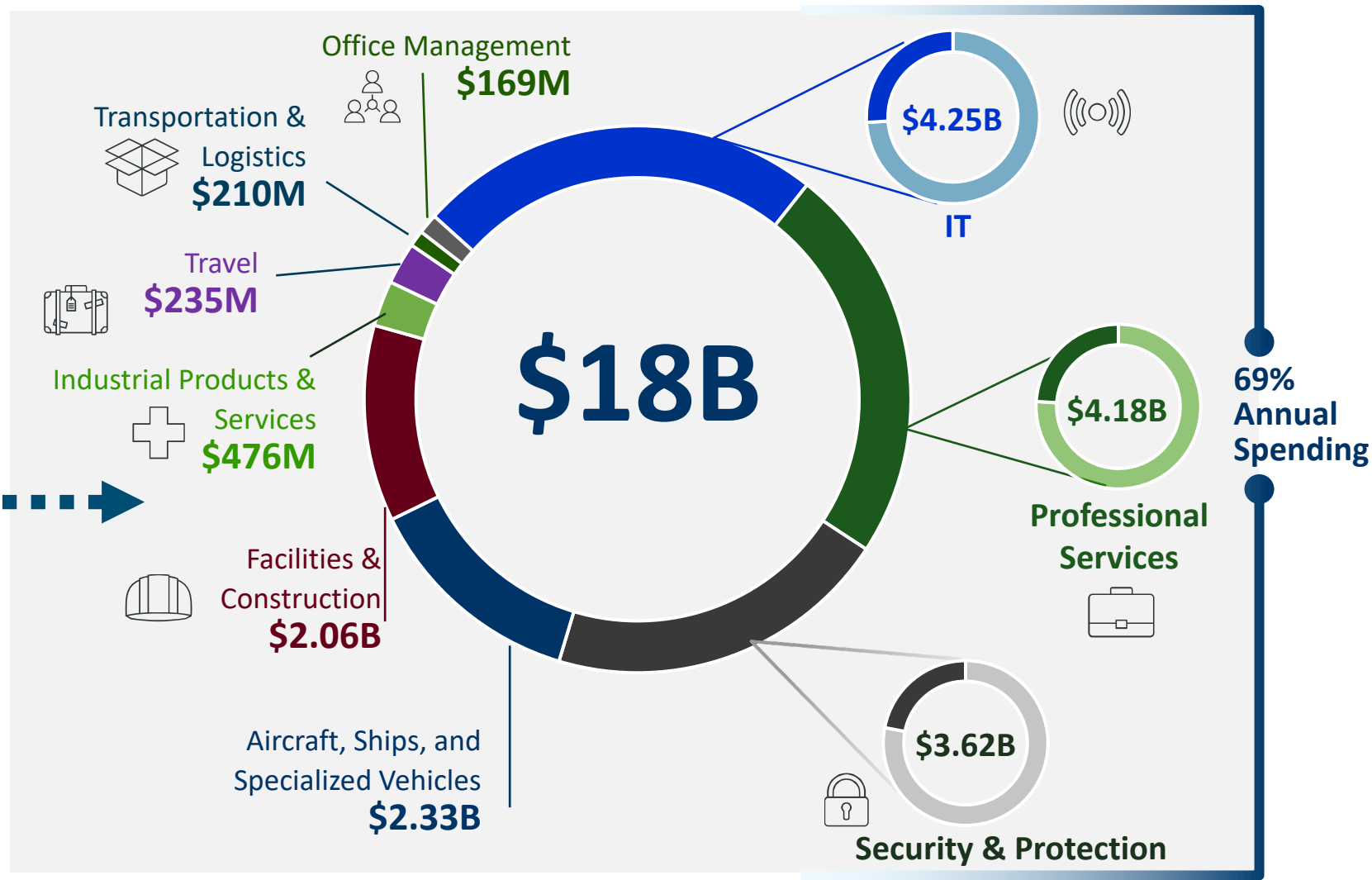
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# DHS Acquires a Variety of Goods and Services

# FY2019 Contract spending

on various goods and services  
across nine commodity families.



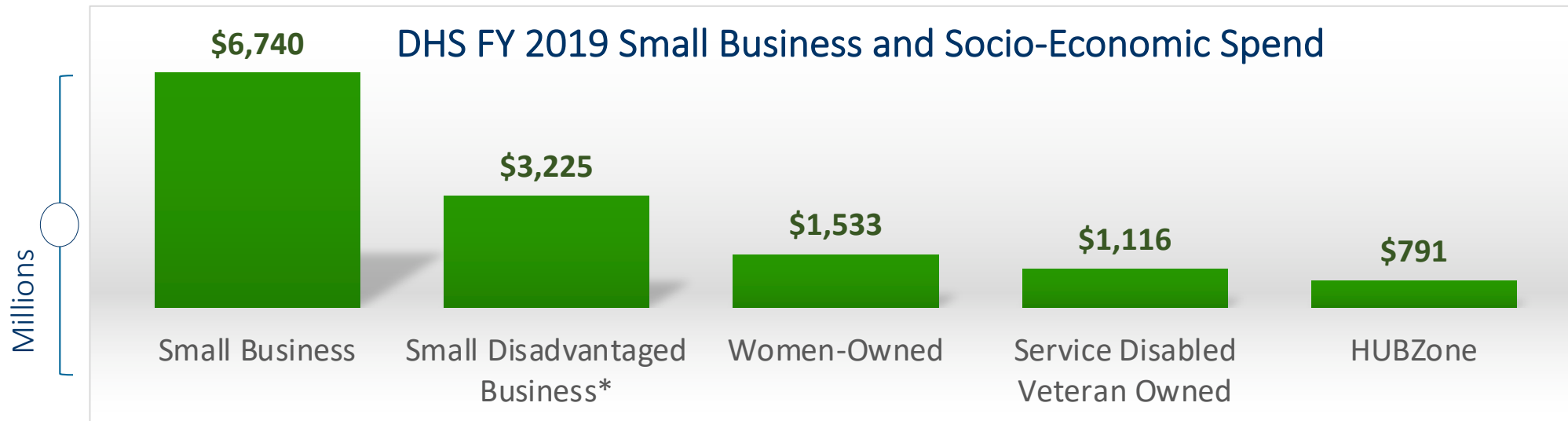


# DHS Creates Opportunities for Small Businesses

***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

# HOW DHS BUYS

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Homeland  
Security

# Procurement Highway

## Strategic Sourcing, Government-wide Agency Contract (GWAC), Best in Class (BIC) Contracts, and Multi-Agency Contracts (MACs)

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

## Open Market

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

## Unsolicited Proposals

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

## Other Transaction Authority (OTA)

Information may be found at  
[www.dhs.gov/science-and-technology/svip](http://www.dhs.gov/science-and-technology/svip)

## Commercial Solutions Opening Pilot Program (CSOP)

## GSA Schedules

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

**Determine  
Your  
Exit**

**DHS buys through  
a variety of ways**



# Where Should Vendors Go?



**apfs-cloud.dhs.gov**



## 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 and be notified

# Where Should Vendors Go?



The screenshot shows a web browser window with the address bar displaying <https://beta.sam.gov/>. The navigation menu includes links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. A yellow banner below the menu contains a magnifying glass icon and the text "Search more than **99,000** active federal opportunities". Below the banner, four green checkmarks are listed next to the following text:

- 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?





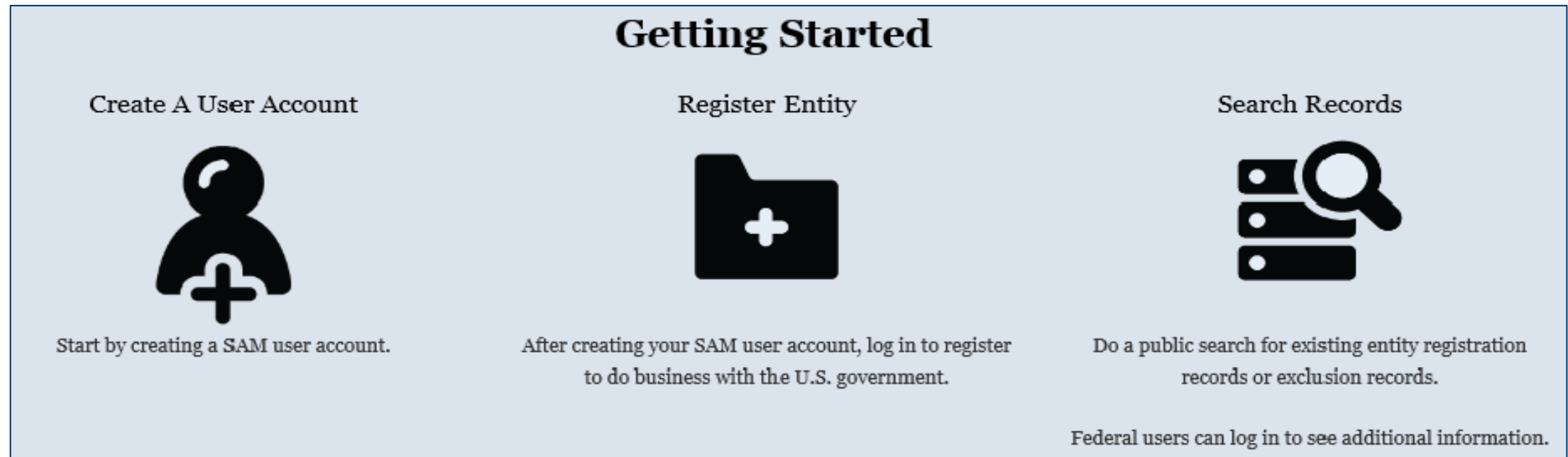
# Getting Started

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

**DHS Budget** – [www.dhs.gov/dhs-budget](http://www.dhs.gov/dhs-budget)

Register to do business with the government

**System for Award Management (SAM)** – [beta.sam.gov](http://beta.sam.gov)



*Image from sam.gov*

# Key Resources for Small Businesses

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## Office of Small and Disadvantaged Business Utilization (OSDBU)



DHS OSDBU Email: [DHSOSDBU@hq.dhs.gov](mailto:DHSOSDBU@hq.dhs.gov)

DHS OSDBU Staff: [www.dhs.gov/office-small-and-disadvantaged-business-utilization-staff](http://www.dhs.gov/office-small-and-disadvantaged-business-utilization-staff)

DHS Component Small Business Specialists: [www.dhs.gov/small-business-specialists](http://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](http://www.dhs.gov/small-business-vendor-outreach-sessions)

For additional information, please visit:  
[www.dhs.gov/small-business-assistance](http://www.dhs.gov/small-business-assistance)

# Post-Award Teaming Opportunities

## *Where to Look for Subcontracting Opportunities*

**DHS website** - [www.dhs.gov/prime-contractors](http://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](http://www.dhs.gov/dhs-strategic-sourcing)

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

**Contract Opportunities** – [beta.sam.gov](http://beta.sam.gov)

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





# 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)

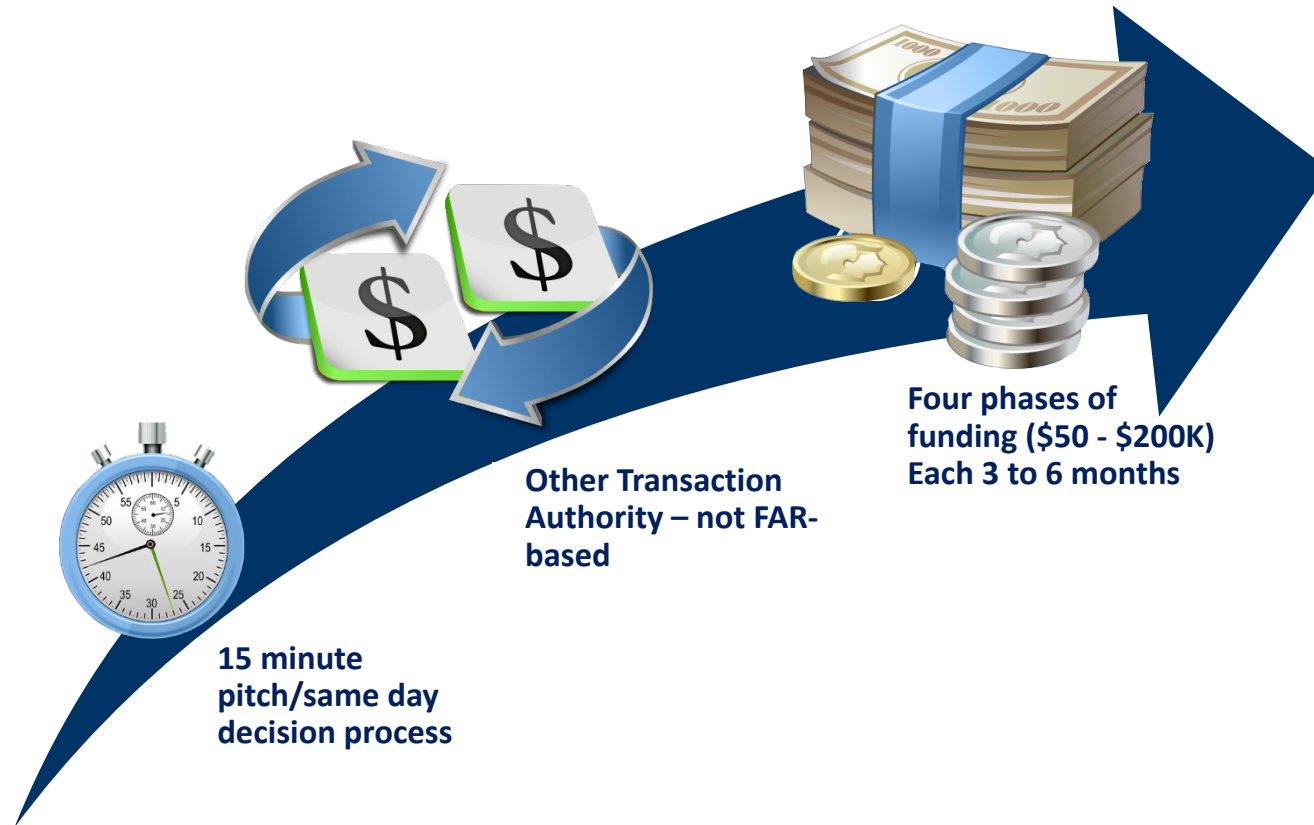
- Protégé's eligibility based on NAICS Code
- Mentor may be large or small
- JV feature
- Online application and training module required; currently open-ended submission
- Mentors (no more than three protégés in aggregate)

Additional information can be found at: [www.dhs.gov/mentor-protege-program](http://www.dhs.gov/mentor-protege-program)

# 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](http://www.dhs.gov/science-and-technology/svip)

# Small Business Innovation Research Program

## Small Business Innovation Research (SBIR) 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.

HOW TO APPLY



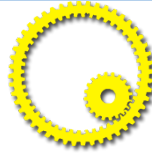
Step-by-step guide to help you apply

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 how to apply may be found on the Science & Technology (S&T) SBIR web site.

[www.dhs.gov/science-and-technology/sbir](http://www.dhs.gov/science-and-technology/sbir)



# Entry Points into DHS



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

**Monthly Touch-Point** with DHS CPO, DCPO and Industry Associations

**Industry Days** – Attend a DHS Component Industry Day focused on specific programs and requirements [beta.sam.gov](https://beta.sam.gov)

**Annual Strategic Industry Conversation** – Attend this annual event featuring discussions on DHS programs spanning multiple Components  
[www.dhs.gov/aiim](https://www.dhs.gov/aiim)

**Requests for Information (RFI)** – Respond to RFIs on FedBizOpps and share information about your capabilities [beta.sam.gov](https://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](https://www.dhs.gov/dhs-industry-government-activity-calendar)



# Key Takeaways for Doing Business with DHS

