

Business Opportunities at DHS



JUNE 2009

From the Chairman

Greetings,

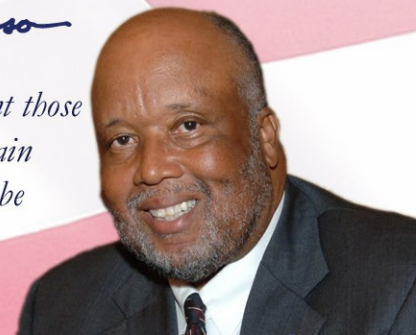
Seneca, a Roman philosopher, once said luck is when preparation meets opportunity. In the business realm, this quote is especially true. Without proper preparation, businesses will find it increasingly tough to gain access to the opportunities that the Department of Homeland Security offers. However, with proper preparation and information the opportunities to do business with the Department can be limitless.

In this edition of the newsletter, we will explore effective ways to identify upcoming opportunities to establish greater avenues for accessing the Department. You will also find information on the current state of the E-verify Program, which is the new system the Department is using to verify employment eligibility .

I encourage you to continue to send in your views on working with the Department. Additionally, feel free to provide your suggestions on how to improve the newsletter. Do not hesitate to contact us at DHSBizOps@mail.house.gov if we can be of assistance to you.

Keep the Faith,

A handwritten signature in blue ink that reads "Bennie G. Thompson".



“Securing our homeland is one of the nation’s most critical needs. Artificial barriers that prevent those with good ideas from contributing to this important endeavor can no longer be permitted to remain unchecked. The kind of bureaucratic inertia that leads to limited opportunities for many must be replaced by a new spirit of service and inclusion. I am committed to ensuring expanded participation in this critical endeavor.”

—Chairman Bennie G. Thompson

DHS E-VERIFY UPDATE

E-Verify is an Internet based system operated by the Department of Homeland Security (DHS) in partnership with the Social Security Administration (SSA) that allows participating employers to electronically verify the employment eligibility of newly hired individuals.

Earlier editions of this newsletter provided information on the changes to the E-Verify system. The E-Verify final rule is scheduled to go into effect on September 8, 2009.

Originally, all federal contractors were required to comply with E-Verify if they had contracts valued at the micro-purchase threshold of \$3000 had to be in compliance. The Committee submitted comments on the proposed rule, suggesting that the Department of Homeland Security increase the dollar value of contracts subject to the rule to \$100,000. DHS reconsidered this issue and adjusted the requirements. Under the final rule, the E-verify requirements will now apply to prime contracts with a threshold value of \$100,000 instead of \$3,000. Unfortunately, the \$3000 contract value threshold has not changed for subcontractors.

The final rule makes other changes as well. For instance, the final rule clarifies that the E-Verify clause does not have to be inserted into prime contracts with performance terms of less than 120 days. The final rule also amends the proposed rule to permit federal contractors participating in the E-Verify program for grants a commencement extension to contractors—90 days calendar days from enrollment instead of 30 days as initially proposed. While the final rule requires all federal contractors to use E-Verify, certain portions of the rule, such as the covered contract value, only apply to prime contractors. Therefore, you must read the rule carefully to see its effect on your business.

We will continue to monitor the E-Verify rule and its effect on both the prime and subcontracting community. For more information on E-Verify visit www.uscis.gov/e-verify.

UPCOMING EVENTS WITH DHS

Vendor Outreach Session

July 15, 2009

Chicago, Illinois

*Registration will open on Wednesday, July 1, 2009
at 12:00 noon EDT.*

26th Annual Conference

June 24, 2009

Lake Buena Vista, Florida

5th Annual National Veteran Small Business Conference

July 20-23, 2009

Las Vegas, Nevada

National 8(a) Association, Summer Conference

June 23-24, 2009

Millennium Hotel Anchorage, Alaska

8th Annual Power Networking

June 25-27, 2009

Marriott Atlanta Marquis

Atlanta, GA

Please visit the event website or email

*LisaO@frasernet.com or call (216) 691.6686 for
additional information*

*If you believe your company has been treated unfairly by the Department of Homeland Security, please tell us about it:
DHSBizOps@mail.house.gov*

Getting Your Foot in the Door

“How do we get our foot in the door?” This is often the first question businesses ask when trying to do business with the Department. Whether your business is a veteran or novice in the world of government contracting, many companies have a hard time understanding what it takes to become a DHS contractor.

Below are several tips for companies interested in competing for DHS contracts.

1. **Understand how your product can be used within the Department**– Before trying to do business with the Department you should have a full understanding how your good or service meet departmental needs and/or enhance its functions. You should also determine whether your product or service has multiple uses within the Department because that provides you with additional points of access and strengthens your ability to attain multiple contracts.
2. **Ensure you have all your certifications and licenses in place**– Certifications and licenses are essential for any business wanting to do business with the Department. They not only help you get in the door, but they can also give you an edge when competing against other companies.
3. **Contact the Appropriate Small Business Specialist**– Although the Department has an OSDBU, each procurement authority has small business specialists. These small business specialists are tasked with helping answer small business questions and advising small business on procurement opportunities that are in line with your company’s product or service. A list of small business specialists can be found at http://www.dhs.gov/xopnbiz/smallbusiness/gc_1178570919850.shtm
4. **Be proactive and anticipate future needs**– Each year, Congress examines and presents bills that impact the Department’s policies, procedures, and procurements. Understanding what technologies are on the horizon will not only give you the opportunity to get your technology in the door, but it will also help you adjust your technology to the priorities of the Department. Keeping an eye on upcoming legislation will give you a great competitive edge.
5. **Be persistent**– Although you may not get the first contract you bid on, understand there will be of additional opportunities. Keep a watchful eye on fedbizopps.com and keep in contact with procurement authorities—Heads of Contracting Authority, Program Managers, Contracting Officers and Small Business Specialists. You never know when their advice or suggestions will pay off.

DID YOU KNOW...

You can locate advance acquisition planning information at:

<http://www.fido.gov/dhs/aap/publicviewsb.asp>

You can locate current opportunities at:

<http://vsearch2.fbo.gov/servlet/SearchServlet>

You can serve as a subcontractor with a prime at DHS:

http://www.dhs.gov/xlibrary/assets/opnbiz/OSDBU-DHS_Prime_Contractors_List.pdf

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UPCOMING OPPORTUNITIES

For more information about these opportunities, please visit: <http://vsearch2.fbo.gov/servlet/SearchServlet>

Solicitation #	DHS Office/ Agency	Project	Point of Contact	Response Date
HSCG27-09-Q-5PT460	USCG	The USCG Air Station Atlantic City has a requirement to purchase: install four Cardo USA/ Mega Door approved safety arrestors	Dale Kendrick Robert.D.Kendrick@uscg.mil	July 6, 2009
192109FBO00002096	ICE	Bagged Lunches to be delivered to ICE-DRO Field Office 10 New England Executive Park Burlington, MA	Bethany Stutler Bethany.Stutler@dhs.gov	June 26, 2009
HSCG83-09-B-3WQ162	USCG	Provide all labor, material, equipment, transportation and supervision required to Rehab Station Building at USCG Station Great Egg, Ocean City, NJ	Laurie F. Walker Laurie.F.Walker@uscg.mil	June 30, 2009
HSBP1110Q2510	CBP	Request for Dog Kenneling Services at Louisville, KY	Gary M. Orr Gary.Orr@dhs.gov	June 22, 2009
HSCG83-09-B-3WN032	USCG	Provide all labor, material, equipment, transportation, and supervision required for Gravel Road Drainage and Paving	Colleen A. Henry Colleen.A.Henry@uscg.mil	July 14, 2009
HSTS02-09-R-CGO021	TSA	Certified Cargo Screening Program Training	Kerry A. Toscano Kerry.Toscano@dhs.gov	July 9, 2009
HSCG82-09-B-3WCA48	USCG	Repair Waterfront Electrical And Fuel Systems At U. S. Coast Guard Station Gulfport, Mississippi	Ada.M.Hoggard Ada.m.hoggard@uscg.mil	July 16, 2009
HSBP1110Q2507	CBP	Request for Dog Kenneling Services at Indianapolis, IN	Gary M. Orr Gary.Orr@dhs.gov	June 22, 2009
HSTS07-09-R-00130	TSA	Workforce Satisfaction Pulse Survey Support	Robert P Kirzow Robert.p.kirzow@secureskies.net	July 6, 2009

We're Here to Serve You!

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FORECASTING OPPORTUNITIES

For more information about these opportunities, please visit: <http://www.fido.gov/dhs/aap/publicviewsb.asp>

NAICS Code	DHS Office/Agency	Project	Point of Contact
541512	FEMA	The objective of this project is to acquire support in the areas of engineering and technical services, technical management and professional support services. FEMA intends to award an IDIQ contract and issues task orders against it to acquire the services.	John Richardson John.Richardson1@dhs.gov
541512	FEMA	Total Asset Visibility (TAV) Program - Asset Tracking Services	Mary Rose Register Mary.R.Register@dhs.gov
236220	FLETC	Construction Management Services for Building 1	Terrence Gragg Terry.Gragg@dhs.gov
238910	FLETC	Demolish Building One	Terrence Gragg Terry.Gragg@dhs.gov
236220	FLETC	Port of Entry Restroom Facility	David Ford Dford@dhs.gov
541330	TSA	Engineering technical services contract	William Dorwart William.Dorwart@dhs.gov
541940	TSA	Veterinary Services	Carolyn Dorgham Carolyn.dorgham@dhs.gov
541511	TSA	E-Gov Services- Managed Service Provider for Databases	Robert E. Moore Robert.e.moore@dhs.gov
423610	USSS	Install/replace emergency back-up generators for several buildings on the JJRTC campus.	David Dawson david.dawson@ussdhs.gov
611519	USSS	Training courses - Instructor for Abnormal Behavior Course, Advanced Protective Intelligence Interviewing Course, Laurel, MD	David Dawson david.dawson@ussdhs.gov

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CONTRACTING BASICS FOR SMALL BUSINESSES

The federal government purchases billions of dollars in goods and services each year that range from office supplies to legal services. To ensure that small businesses get their fair share, statutory goals have been established for Federal executive agencies. They are:

- 23 percent of prime contracts for small businesses;
- 5 percent of prime and subcontracts for small disadvantaged businesses;
- 5 percent of prime and subcontracts for women-owned small businesses;
- 3 percent of prime contracts for HUBZone small businesses;
- 3 percent of prime and subcontracts for service-disabled veteran-owned small businesses.

In addition to the goals, the Small Business Act 15(g)(1) states that it is the policy of the United States that each agency shall have an annual goal that represents, for that agency, the maximum practicable opportunity for small business concerns, small business concerns owned and controlled by service disabled veterans, qualified HUBZone small business concerns, small business concerns owned and operated by socially and economically disadvantaged individuals, and small business concerns owned and controlled by women to participate in the performance of contracts let by that agency.

The Federal government uses Federal Business Opportunities (www.fedbizopps.gov) to post all procurement opportunities expected to exceed \$25,000. FedBizOpps is a web-based application for the government to communicate its buying requirements to potential suppliers. When the government wants to purchase a certain product or service, it can use a variety of contracting methods. Simplified acquisition procedures, sealed bidding, contracting by negotiation, and consolidated purchasing vehicles are key contract methodologies used to purchase products and services.

The Department of Homeland Security has eight procurement authorities. The procurement authorities are independently responsible for issuing solicitation for upcoming contracting opportunities with DHS. The Department procures goods and services in accordance with the varying missions of each procurement authority. For more information visit: http://www.dhs.gov/xopnbiz/editorial_0421.shtm

HELPFUL LINKS

“How to Do Business with the Department”

http://www.dhs.gov/xopnbiz/editorial_0421.shtm

DHS Organizational Chart

http://www.dhs.gov/xabout/structure/editorial_0644.shtm

OSDBU Contacts

http://www.dhs.gov/xopnbiz/smallbusiness/gc_1178570919850.shtm

Statistics on DHS Small Business
Performance

<http://www.sba.gov/aboutsba/sbaprograms/goals/index.html>

Report Contract Bundling

http://www.sba.gov/aboutsba/sbaprograms/gc/gc_bundling.html

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