

Business Opportunities at DHS



NOVEMBER 2008: Focus on FEMA and Secret Service

From the Chairman

Dear Friends,

Thank you for your consistent support of the "DHS Business Opportunities Newsletter." The next several newsletters will focus on the many opportunities that exist in the Department's contracting authorities—from headquarters to FEMA. With this continuing series, our goal is to provide you with an overview of the functions of the authorities to better equip you and get your company's foot in the door.

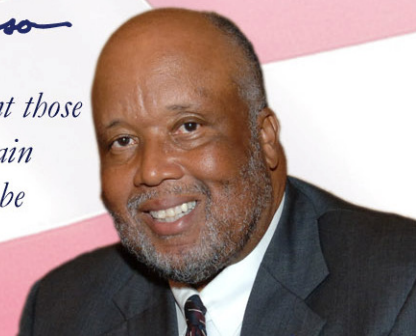
As the Department undergoes its first ever Presidential transition, it will be essential for all companies to have a keen understanding of the practices and policies governing the Department's procurement operations. I remain committed to assuring fair and open competition and a level playing field.

Please 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 me at DHSBizOps@mail.house.gov if I can be of assistance to you.

Keep the Faith,

"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



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FOCUS ON FEMA (FY 2008)

Total dollars: **\$975,571,507**

Total number of contractors: 1,855

Total number of transactions: 7,082

Top 5 Products or Services Sold

Other Architect and Engineering Services	\$221,513,697
Services -- Management and Support (R&D)	\$97,138,828
Maintenance, Repair or Alteration of Real Property -- Other Residential Buildings	\$83,814,541
A&E Management Engineering Services	\$73,420,257
Program Management/Support Services	\$45,097,118

Top 10 Contractors

AECOM TECHNOLOGY CORPORATION	\$109,112,554
Fluor Corporation	\$92,328,837
Michael Baker Corporation	\$78,912,960
Nationwide Infrastructure Support Technical Assistance Consultants	\$77,096,676
Booz Allen Hamilton Inc.	\$31,986,567
Stratix Corporation	\$23,310,488
Partnership For Response & Recovery B/JV	\$20,721,611
51	\$19,525,361
Parsons Brinckerhoff Inc.	\$19,041,474
SAIC, Inc.	\$17,250,360

Source: <http://www.usaspending.gov/fpds/fpds.php?>

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We're Here to Serve You!

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

FOCUS ON SECRET SERVICE (FY 2008)

Total dollars: **\$88,143,970**

Total number of contractors: 734

Total number of transactions: 1,757

Top 5 Products or Services Sold

Passenger Motor Vehicles	\$6,076,767
Automated Information System Design and Integration Services	\$6,061,042
Program Management/Support Services	\$4,598,604
Engineering and Technical Services	\$3,999,785
Telephone and/or Communications Services (includes Telegraph, Telex, and Cablevision Services)	\$3,732,368

Top 10 Contractors

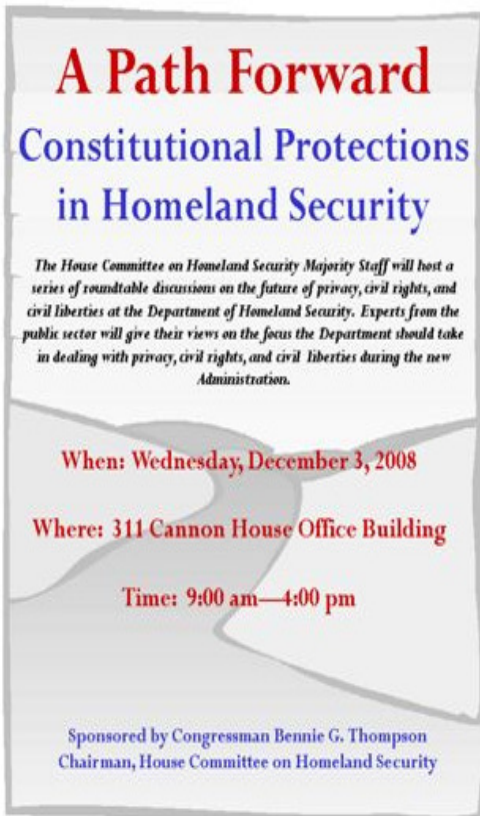
General Motors Corporation	\$5,822,813
51	\$5,573,448
Sra International, Inc.	\$3,550,331
Verizon Communications Inc.	\$3,481,961
PARADIGM HOLDINGS, INC.	\$3,460,984
Global Computer Enterprises, Inc.	\$2,899,522
Lockheed Martin Corporation	\$2,078,452
Carlson Holdings, Inc.	\$1,977,905
The Mitre Corporation	\$1,946,110
INTEGRATED SOLUTIONS, LLC	\$1,481,291

Source: http://www.usaspending.gov/fpds/fpds.php?mod_agency=7009&sortby=u&detail=-1&datatype=T&reptype=a&database=fpds&fiscal_year=2008&submit=GO

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UPCOMING EVENTS



A Path Forward
Constitutional Protections
in Homeland Security

The House Committee on Homeland Security Majority Staff will host a series of roundtable discussions on the future of privacy, civil rights, and civil liberties at the Department of Homeland Security. Experts from the public sector will give their views on the focus the Department should take in dealing with privacy, civil rights, and civil liberties during the new Administration.

When: Wednesday, December 3, 2008

Where: 311 Cannon House Office Building

Time: 9:00 am—4:00 pm

Sponsored by Congressman Bennie G. Thompson
Chairman, House Committee on Homeland Security

Our Committee will host the above day-long seminar on December 3, 2008 in 311 Cannon House Office Building from 9am-4pm. For more information about the seminar, please contact Hope Goins at 202-226-2616.

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>

GAO RELEASES REPORT ON THE STATE OF SBA PROGRAMS

In FY2006, the federal government awarded \$77 billion in contracts to small businesses. The dollar value of these contract awards would lead one to believe that the federal government is actively involved in assuring the participation of small businesses in the federal sector. Anecdotal reports indicated that the dollar value of contracts was not an indicator of the quality of assistance provided by SBA. Unfortunately, this GAO report has confirmed these anecdotal accounts. This report tells a story of an Administration that has allowed an agency to wither on the vine. It details the inaction of agency officials who failed to serve the small business and minority business community.

GAO found in the Small Business Administration Report (GAO-09-16):

- Years of SBA downsizing and budget reductions have significantly reduced resources available for core SBA functions, including contracting review and monitoring;
- Drastic cuts in SBA employees responsible for reviewing subcontracting plans of large prime contractors has reduced the ability of SBA to assure that prime contractors are subcontracting working to legitimate small businesses;
- Ineffective administration and understaffing of the 8(a) business development program has limited SBA's ability to provide the business development services that form the core of the 8(a) program;
- Consistent understaffing has led to SBA's inability to assure that other federal agencies comply with the procurement laws that govern the 8(a) program.

FINAL RULE ON CONTRACTOR ETHICS

Effective December 12, 2009, contractors that discover they have overcharged the government must notify the contracting agency or face suspension or debarment, under a final rule published in the *Federal Register* on November 12, 2008.

Failure of company executives to disclose to agency inspectors general evidence that a company violated fraud, bribery, conflict-of-interest, false claims or gratuity statutes will also provide cause for agencies to pursue suspension or debarment from federal contracting. The rule will apply to government contracts performed in the U.S. and overseas.

The Contractor's Internal Control System shall be established within 90 days after contract award, unless the Contracting Officer establishes a longer time period (See FAR 52.203-13(c)). The Internal Control System is not required for small businesses or for commercial item contracts.

THIS MAY AFFECT YOUR BUSINESS: CHANGES TO E-VERIFY

Starting January 15, 2009, many contractors and subcontractors doing business with the Federal government will have to confirm the employment authorization of employees working in the United States. Prime contractors over \$100,000 and subcontracts over \$3,000 are covered. Existing contracts must be amended to include the E-Verify requirements for future task and delivery orders. Only those employees working on applicable contracts are required to be verified. The Department of Homeland Security (DHS) is the administering agency. Federal contractors may find additional information and verify on line at <https://www.vis-dhs.com>

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DHSBizOps@mail.house.gov

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
15823	DHS FEMA	Training	Bryan McCreary Bryan.McCreary@dhs.gov
56946	DHS FEMA	Potable water storage structure	Mike McPeak Mike.Mcpeak@dhs.gov
27875	DHS FEMA	Building and Equipment Replacement and repairs-	Bryan McCreary Bryan.McCreary@dhs.gov
19768	DHS FEMA	Analyze risk program Management and support	Kathy Miller Kathy.Miller@dhs.gov
27777	DHS FEMA	Course Development	Bryan McCreary Bryan.McCreary@dhs.gov
57305	DHS USSS	EA Services to Support Enterprise Arch	Benjamin Senker Benjamin.Senker@dhs.gov
14251	DHS USSS	Radio/Siren/Lighting Installations and Removals	Benjamin Senker Benjamin.Senker@dhs.gov
14250	DHS USSS	O & M Services for Telephone systems	Benjamin Senker Benjamin.Senker@dhs.gov
541712	DHS HQ	Virtual Center for Network and Security Data	Douglas Maughan Douglas.Maughan@dhs.gov
541712	DHS HQ	Los Angeles Network Data Exchange	Douglas Maughan Douglas.Maughan@dhs.gov
541690	DHS HQ	Security Contract Administration Costs	James Helt James.Helt@dhs.gov
541330	DHS HQ	Organizational Environmental, Safety, and Health Management System	Doug Smith Douglas.M.Smith@dhs.gov
541990	DHS HQ	O&M Contractor - Base 2009 - 1st Increment	James Helt James.Helt@dhs.gov

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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
HSFEHQ-08-R-0151	FEMA	FEMA needs security support services	Lilian Hutchinson Lilian.Hutchinson@dhs.gov	December 8, 2008
HSFEHQ-09-R-0016	FEMA	FEMA needs assistance with maintenance and deactivation Of temporary housing units	Aubrey J. McKinney Aubrey.McKinney@dhs.gov	December 5, 2008
R-154000	United States Secret Service	USSS is in need of uniforms.	Susan L. Papa-Provost Susan.Papa-Provost@uss.s.dhs.gov	December 5, 2008
HSTS02-09-R-TTC822	Transportation Security Administration	TSA needs adjudication services	Matthew Erbe Matthew.Erbe@dhs.gov	December 24, 2008
DHSSBIR-2009-1	Office of the Chief Procurement Officer	CPO is accepting solicitations to take part in the Small Business Innovation Research Program	Susan Eicher Susan.Eicher@dhs.gov	January 5, 2009
030303	Office of the Chief Procurement Officer	CPO is hosting Cyber Initiative Industry Day to allow vendors to learn about business Opportunities and share their capabilities.	Tiffany A. Kindred-Lopez Tiffany.KindredLopez@hq.dhs.gov	December 8, 2008

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