

Business Opportunities at DHS



FEBRUARY 2009

From the Chairman

Thank you for your consistent support of the “DHS Business Opportunities Newsletter.” This newsletter is designed to increase awareness and therefore, access to contracting at DHS for companies that may lack the resources to consistently monitor upcoming opportunities.

In this edition of the newsletter, you will find information about the upcoming “EAGLE II-Small Business” information technology contract with DHS. Additionally, you will read about the role for small businesses in homeland security opportunities resulting from the stimulus package.

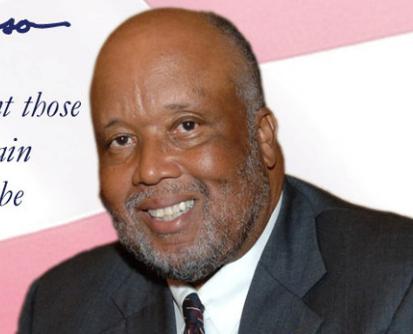
This monthly e-publication is representative of my commitment to the ideal that the necessary ingredients to create the American dream are work, optimism, and fairness. I know that you have the first two qualities—the willingness to work and the spirit of optimism. My mission is to help bring about the third necessity—fairness. I remain committed to assuring fair competition and a level playing field. No business with a viable product or service should be denied an opportunity to compete.

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 us 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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SECURING THE NATION AND STIMULATING SMALL BUSINESS



Small firms are responsible for most of the new job creation in the U.S. and employ more than 50 percent of our workforce. If the econ-

omies are revitalized, small businesses must be given a substantial boost. The recently enacted stimulus package expands the Small Business Administration (SBA) loan guarantee programs, provides help for small firms having trouble making payments, encourages investment in rapidly expanding small businesses, and provides tax relief to cash-strapped ones.

Many small business advocates say that more must be done to protect their interests in the massive contracting expenditures for infrastructure and other programs. In the days and months to come, these advocates will be in the political trenches pushing to ensure additional action for the nation's economic engine—small business. Among other things, they will insist that Federal agencies meet the goal set forth in laws and regulations that ensure small business concerns receive at least 23 percent of Federal contract dollars.

One of the enduring sore points has been the award of contracts designated for small business to large firms. The SBA Inspector General found that large firms have often been the beneficiaries of small business contracts.

Small business owners and managers should watch carefully as the new notices on www.fedbizopps.gov resulting from the stimulus package are posted and be sure that they are positioned to compete for these new procurements—especially homeland security opportunities.

CONTRACTING WITH GSA TO CONSOLIDATE DHS

St. Elizabeths Hospital was established in 1855 as the first Federal government hospital for people with mental illnesses in Washington, DC. The site, which sits on over 300 acres, is a National Historic Landmark and includes a significant collection of historic buildings dating from the 1850's through the early 20th century. The location is the future consolidated home to the Department of Homeland Security (DHS).

GSA contracted with Jones Lang LaSalle to assist in the preparation of a Master Plan for the development of St. Elizabeths as a high security campus for DHS. While the process is still ongoing, the current version of the Master Plan may be viewed at www.stelizabethswestcampus.com. The exact size, scope, and complexity of the overall project, including the phases are still being discussed and explored through public consultation required by the NHPA.

On February 24-25, 2009, GSA's National Capital Region hosted the first in a series of 8(a) certification training labs for Washington, DC area small businesses at the Martin Luther King, Jr. Memorial Library in Washington, DC. During the two-day training session, over 70 participants learned first hand from representatives of NCR's Small Business Utilization Center and the Small Business Administration's (SBA), Washington District Office, the eligibility and technical requirements for 8(a) participation. Participating in the training means that more small business owners are eligible for 8(a) subcontracting opportunities with the Consolidation of the Department of Homeland Security Headquarters at St. Elizabeth's Hospital.

The next training lab will be held in April or May, but the specific dates have not been confirmed. GSA will post information about the next training on www.fedbizopps.gov. To review the St. Elizabeth's presolicitation notice, please visit: www.fedbizopps.gov.

EAGLE II— SMALL BUSINESS?

DHS officials plan to create a small-business replica of its Enterprise Acquisition Gateway for Leading Edge Solutions (EAGLE) indefinite-delivery, indefinite-quantity contract (IDIQ).

EAGLE II is not a plan to “ramp up” DHS' original roster of small business contractors, but instead the Department plans to move to a second generation of the EAGLE program, under which it will procure IT support services in a revised manner—one that targets small business concerns as its potential contractors.

During the first set of EAGLE contracts, DHS awarded contracts for IT-related work that fell into five functional categories: engineering design, operations and maintenance, independent test and evaluation, software development, and management support to 25 large businesses in June 2006 and 28 small businesses in September 2006.

Since the original small business awards, nine of the 28 EAGLE small businesses have been acquired by larger firms, which means they are no longer eligible for small business status. Other companies have remained independent, but may also outgrow their small business status.

Currently, the Department is in the process of figuring out the best way to structure the competition for task orders. One idea is to base competitions on categories of work, such as management support services or engineering design and development. The scope of the task order would be limited to that category, and subsequent market research would determine which types of small businesses could compete for the work.

DHS has received the feedback of many within the small the business community. For more information about EAGLE II, contact Holly Donawa via email at holly.donawa@hq.dhs.gov.

UPCOMING EVENTS WITH DHS

Vendor Outreach Session

Thursday, March 19, 2009
9:00 a.m. - 12:00 p.m.
Holiday Inn Capitol
Columbia Ballroom

Regular VOS w/Small Business Specialists and some Prime Contractors

This session is reserved for Woman-owned Business ONLY in honor of Women's History Month.

Registration will be on Thursday, March 12, 2009 at 12:00 PM .

Small Business Innovation Research (SBIR) Conference

March 18, 2009, Newark, DE
John M. Clayton Hall, University of Delaware,
Newark Campus

SBIR is a highly competitive program that encourages small business to explore their technological potential and provides the incentive to profit from its commercialization. By including qualified small businesses in the nation's R&D arena, high-tech innovation is stimulated and the United States gains entrepreneurial spirit as it meets its specific research and development needs.

Additional information can be found at Delaware Small Business Development Center, (302)-831-0770, dsbdctraining@lerner.udel.edu.

Kentucky SBIR-STTR Conference

March 26, 2009, Lexington, KY
Embassy Suites, 1801 Newtown Pike, Lexington, KY
Additional information can be found at:
<http://ksef.kstc.com/>.

OSDBU Conference 2009

April 22, 2009
Dulles Expo Center North Hall, Chantilly, VA
The OSDBU Procurement Conference is a national conference sponsored by the Federal government Offices of Small and Disadvantaged Business Utilization. For 19 years, the conference has fostered business partnerships between the Federal Government, its prime contractors, and small, minority, service-disabled veteran-owned, veteran-owned, HUBZone, and women-owned businesses.

Additional information can be found at :
<http://www.fbcinc.com/osdbu09/default.aspx>



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
HSTS05-09-Q-OSO127	TSA	Mourning Bands	Gunnar Grotos Gunnar.grotos@dhs.gov	March 9, 2009
HSCEE2-09-Q-OO401	ICE	Security System Installation	Bethany J. McLaughlin Bethany.mclaughlin@dhs.gov	March 9, 2009
HSTS01-09-SSN-CAOO10	TSA	Sources Sought—Environmental Management Program	Sahar R. Greeley Sahar.greeley@dhs.gov	March 9, 2009
HSCG38-09-Q-200056	USCG	Thermostat Sensor	Ryan M. Suchy Ryan.m.suchy@uscg.mil	March 13, 2009
HSFL6L-09-Q-00071	FLETC	Advanced Anti-Terrorism Mobility Driving Course	Patsy Adams-Santana Patsy.adams-santana@dhs.gov	March 9, 2009
HSCG38-09-Q-200057	USCG	Pitot Tubes	Ryan M. Suchy Ryan.m.suchy@uscg.mil	March 13, 2009
HSCGG1-09-R-3WK058	USCG	Dismantling and removal of two U.S. Coast Guard Communication Towers	John O'Boyle John.c.o'boyle@uscg.mil	March 30, 2009
HSCG38-09-Q-100015	USCG	Aircraft Parts	Denise M. Coley Denise.m.coley@uscg.mil	March 4, 2009
HSCG80-09-Q-3FAH13	USCG	USCG Capstan (WYTL-65601) Dining and Lodging	Arlene V. Woodley Arlene.v.woodley@uscg.mil	March 10, 2009

A WAVE OF CHANGE TO FEDERAL PROCUREMENT

The Federal Acquisition or Procurement system governed by the Federal Acquisition Regulations (FAR) is the primary methodology the government uses to acquire goods and services. Department of Homeland Security Secretary Janet Napolitano is an important member of that committee. How the government spends money is inextricably linked to fiscal accountability and responsibility. Procurement and acquisition reform was a significant agenda item for the President's Fiscal Responsibility Summit. DHS Secretary Janet Napolitano was named to a committee that is charged with ensuring positive change to these systems.

What does this mean for small businesses doing business with the Federal Government? It means every-

thing. An acquisition system lacking in accountability and absent the value and benefits of competition is a system that leaves small businesses, especially those historically disenfranchised, outside the gate of economic opportunity.

The House Committee on Homeland Security recently held a hearing with the new DHS Secretary, Janet Napolitano. One of the first questions asked by Chairman Bennie Thompson related to no-bid contracting at DHS and what she would do to alleviate the practice. She assured the Chairman that she would work to improve the way DHS buys goods and services—creating a fairer, more transparent system. Secretary Napolitano's words were encouraging for small business and those concerned about the current practices in the federal acquisition system. We are hopeful that the wind of change and opportunity is shifting in favor of sustainable development of the small and medium size businesses—the economic engine of our great Nation.

If you believe your company has been treated unfairly by the Department of Homeland Security, please tell us about it: 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
541611	DHS HQ	Management and Program planning support for NIPP education, training outreach	Barbara Yagerman Barbara.yagerman@dhs.gov
541690	DHS HQ	Professional Services Washington, DC	Kristine Poptanich Kristine.potanich@dhs.gov
541611	DHS HQ	Full Spectrum of Research, planning, concept development and war game planning execution and assessment required to conduct meaningful exercise	Damion Higbie Damion.Higbie@dhs.gov
541512	CBP	Contract Support Technology Lifecycle	Charlene Miller Parker Charlene.Miller-Parker@dhs.gov
541512	CBP	Enterprise Technical Architecture Contract Support PR#	Jun Delarosa Jun.delarosa@dhs.gov
541519	USCG	Software Operations and Maintenance	Cheryl Ellis Cheryl.r.ellis@uscg.mil
541512	FEMA	IT Support Services	Teresa Dingle Teresa.Dingle@dhs.gov
561990	FLETC	Records, document and Media destruction Services for Glynco, GA	John Youhas John.youhas@dhs.gov
423450	DHS HQ	Equipment (PPE, IT safety) for field inspector SME Personnel, and ISCD office	Sylvonica Medlock sylvonica.medlock@dhs.gov
517110	DHS HQ	Classified Communication Upgrade	J. Paul Johnson Jpaul.johnson@dhs.gov

HELPFUL LINKS

DID YOU KNOW...

"How to Do Business with the Department"
http://www.dhs.gov/xopnbiz/editorial_0421.shtm

DHS Organizational Chart
http://www.dhs.gov/about/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>

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

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