

Stimulus Opportunities Business Roundtables



The Following Presentation was
Conducted by:
Department of Homeland
Security



SBA's participation in this activity is not an endorsement of the views, opinions, products or services of any participating organization or other person or entity. All of SBA's programs and services are extended to the public on a non discriminatory basis.

Department of Homeland Security

Office of Small and Disadvantaged Business Utilization OSDBU



Homeland
Security

Ilene Waggoner
Small Business Advocate

Three Major Types of Business Opportunities at Homeland Security

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



Homeland
Security

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.)



Homeland
Security

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



Homeland
Security

Homework

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



Homeland
Security

Customs and Border Protection



Homeland
Security

www.cbp.gov/
Clarence Abernathy
SB Specialist

Federal Law Enforcement Training Center (FLETC)



**Homeland
Security**

www.fletc.gov
Tim Strong
SB Specialist

Immigration & Customs Enforcement (ICE)



Homeland
Security

www.ice.gov/graphics/index.htm
Tamika Gray
SB Specialist

Citizenship Immigration Service (CIS)



Homeland
Security

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

Transportation Security Administration (TSA)



**Homeland
Security**

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

Federal Emergency Management Administration (FEMA)



Homeland
Security

www.fema.gov/
Demetria Carter
SB Specialist

U. S. Secret Service



Homeland
Security

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

Coast Guard



Homeland
Security

www.uscg.mil/USCG.shtm
Nauman A. Ansari
SB Specialist

DHS HEADQUARTERS



Trish Wyatt, SB Advocates
Faye Jones



Homeland
Security

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



Homeland
Security

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 FirstSource can be found at: www.dhs.gov/openforbusiness)



Homeland
Security

Small Business Prime Contracting Preliminary Accomplishments – FY 2008

Category	Goal (%)	Accomplishment (\$)	Accomplishment (%)
Total Procurement Dollars	N/A	\$13,905,538,042	N/A
SB Prime Contracts	31.9%	\$4,524,001,365	32.53%
8(a) Contracts	4.0%	\$838,369,605	6.03%
SDB Prime Contracts [other than 8(a)]	4.0%	\$1,006,019,811	7.23%
SDB Prime Contracts [overall; including 8(a) contracts]	8.0%	\$1,844,389,417	13.26%
HUBZone SB Prime Contracts	3.0%	\$424,655,973	3.05%
SDVOSB Prime Contracts	3.0%	\$264,303,028	1.90%
VOSB Prime Contracts	N/A	\$660,369,837	4.75%
WOSB Prime Contracts	5.0%	\$921,484,775	6.63%



**Homeland
Security**

DHS Vendor Outreach Sessions

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



Homeland
Security

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.hsarpasbir.com

Grants

www.dhs.gov/openforbusiness

Federal Procurement Data System

www.fpds.gov

Federal Acquisition Regulations

www.arnet.gov/far



**Homeland
Security**