



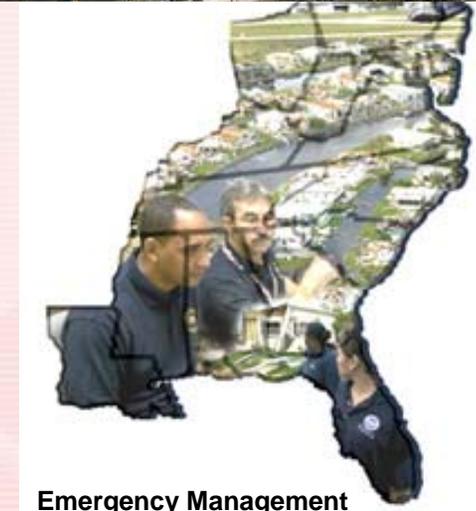
Business Opportunities in DHS

Briefing for the
NDIA Small Business Conference

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Department of Homeland Security Mission

- Prevent terrorist attacks within the United States
- Reduce America's vulnerability to terrorism
- Minimize damage from potential attacks and natural disasters



Emergency Management



Department of Homeland Security History

The Homeland Security Act of 2002:

United 22 previously disparate domestic agencies into one coordinated department to protect the nation against threats to the homeland.



Effective March 1, 2003

Heads of Contracting Activities

(Major DHS Buying Activities)

Initial

CBP

FEMA

FLETC

ICE

TSA

USCG

USSS

Subsequent

CBP/SBI

OSA

OPO

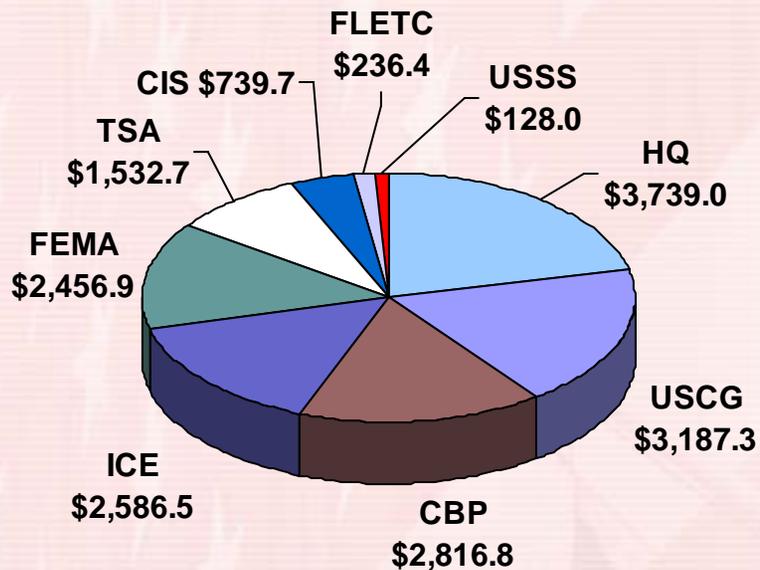
Office of Procurement Operations

Provides a full range of acquisition support to 35 program offices within DHS such as:

- Office of the Secretary (USM, CPO, CIO, CFO, ITAC)
- National Protection & Programs Directorate
- US VISIT Program Office
- Domestic Nuclear Detection Office
- Science & Technology (HSARPA)
- Citizenship & Immigration Services
- Center for Domestic Preparedness

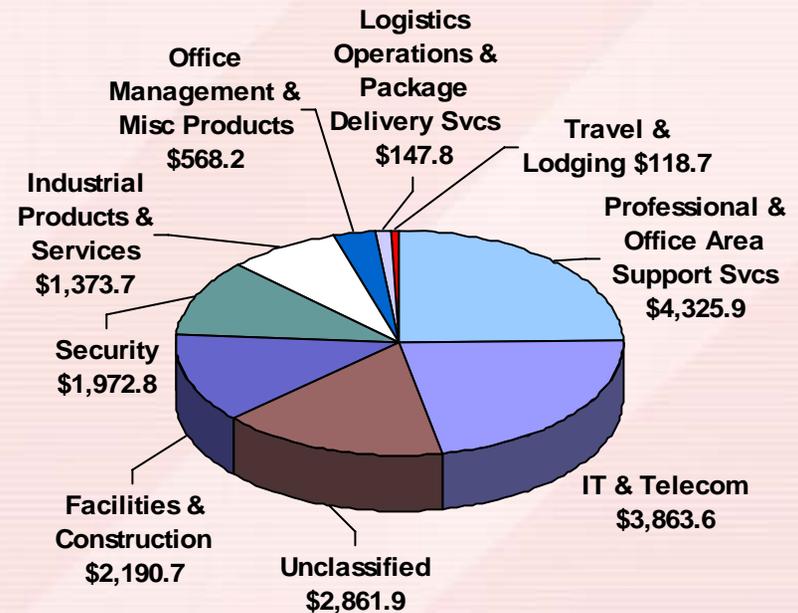
DHS Procurement – 2007 Spend Data

**FY07 DHS SPEND
SPEND BY COMPONENT
TOTAL SPEND = \$17,423.3M**



Source: FY07 Procurement systems, P-card data, SSP analysis

**FY07 DHS SPEND
SPEND BY COMMODITY FAMILY
TOTAL SPEND = \$17,423.3M**



Source: FY07 Procurement systems, P-card data, SSP analysis

KEY FINDINGS

- The largest spend component is DHS HQ with \$3.7B in spend in support of agency mission areas
- Professional Services is the largest Commodity Family with 25% of FY07 spend
- 16.4% of “Unclassified” data is attributed to a of lack of FSC and line item information within the underlying procurement data systems

Major Types of Business Opportunities at DHS

- Contracts and Subcontracts
- Other Transactions (R&D)
- Small Business Innovative Research (SBIR) Program
- Mentor-Protégé Program
- Grants to State and Local Governments
- Commercial Technology Development

DHS Acquisition Regulation Small Business Policy

- “DHS is committed to a unified team approach involving senior management, small business specialists, acquisition personnel and program staff to support both critical homeland security missions and meet public policy objectives concerning small business participation on departmental procurements.”

Office of Small & Disadvantaged Business Utilization (OSDBU)

- DHS focal point for small business acquisition matters. Works closely with all DHS organizations to implement the program and create an environment in which small businesses have a meaningful opportunity to obtain DHS prime and subcontracts.
- Major Activities
 - Annual Forecast of Contract Opportunities (includes a point of contact for each project)
 - Listing of DHS large business prime contractors with small business prime contracting opportunities
 - Links to DHS acquisition offices, small business specialists, and FedBizOpps
 - Outreach Programs
 - DHS Mentor-Protégé Program

Small Business Prime Contracting Accomplishments – FY 2007

Category	Goal (%)	Accomplishment (\$)	Accomplishment (%)
Total Procurement Dollars	N/A	\$11,157,000,000	N/A
SB Prime Contracts	30.0%	\$3,953,000,000	35.4%
8(a) Contracts	4.0%	\$648,500,000	5.8%
SDB Prime Contracts [other than 8(a)]	4.0%	\$846,000,000	7.6%
SDB Prime Contracts [overall; including 8(a) contracts]	8.0%	\$1,500,000,000	13.4%
HUBZone SB Prime Contracts	3.0%	\$350,000,000	3.1%
SDVOSB Prime Contracts	3.0%	\$152,000,000	1.4%
VOSB Prime Contracts	N/A	\$598,000,000	N/A
WOSB Prime Contracts	5.0%	\$893,000,000	8.0%

For more information on DHS contracting and business opportunities:

Open For Business centralizes information to let every business in America know how to work with the Department of Homeland Security. Designed to assist the business community, we include links to contracts, grants, small business opportunities, research and development and contacts.



www.dhs.gov/openforbusiness



Homeland Security