



**Department of Homeland Security**

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**Office of Small and  
Disadvantaged Business  
Utilization (OSDBU)**

**Phyllis Miriashtiani**

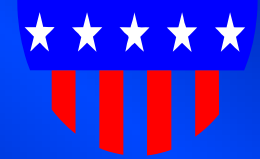
**Desk Officer,  
DHS/OSDBU**



**Homeland  
Security**

# Department of Homeland Security Mission

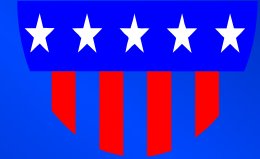
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**“We will lead the unified national effort to secure America. We will prevent and deter terrorist attacks and protect against and respond to threats and hazards to the nation. We will ensure safe and secure borders, welcome lawful immigrants and visitors, and promote the free-flow of commerce.”**

# DHS Acquisition Regulation Small Business Policy

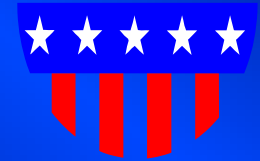
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- ★ “DHS is committed to a unified team approach involving senior management, small business specialists, acquisition personnel and program staff to support both critical homeland security missions and meet public policy objectives concerning small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

# Three Major Types of Business Opportunities at DHS

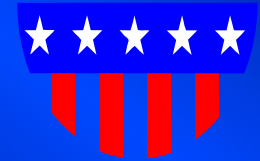
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- ★ **Contracts and Subcontracts**
- ★ **Research and Development**
- ★ **Grants to State and Local Governments**

# 8 Major DHS Buying Activities

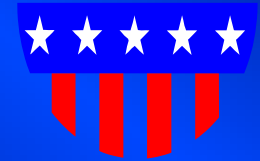
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- ★ **Customs & Border Protection**
- ★ **DHS Headquarters Office of Procurement Operations**
- ★ **Federal Emergency Management Agency**
- ★ **Federal Law Enforcement Training Center**
- ★ **Immigration & Customs Enforcement**
- ★ **Transportation Security Administration**
- ★ **U.S Coast Guard**
- ★ **U.S. Secret Service**

# Customs and Border Protection (CBP)

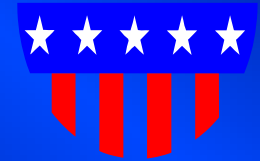
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- ★ Protects America's borders against terrorists and other criminals, while facilitating trade and travel.
- ★ Oversees 2,000 miles of border with Mexico, 5,000 miles of border with Canada, 317 "ports of entry" (official crossing points) and 136 Border Patrol stations with 33 interior checkpoints.

# HQ Office of Procurement Operations

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**Provides a full range of acquisition support to 35 program offices within Homeland Security such as:**

**Science & Technology**

**Citizenship & Immigration Services**

**US-Visit**

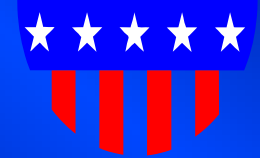
**Center for Domestic Preparedness**

**CFO**

**CIO**

# HQ Office of Procurement Operations

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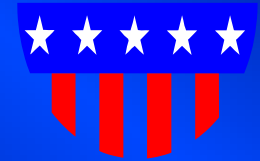


Provides a full range of acquisition support to 35 program offices within DHS such as:

- ★ Office of the Secretary (USM, CPO, CIO, CFO)
- ★ US VISIT Program Office
- ★ Office of Preparedness
- ★ Office of Intelligence & Analysis
- ★ Domestic Nuclear Detection Office
- ★ Science & Technology (HSARPA)
- ★ Citizenship & Immigration Services
- ★ Center for Domestic Preparedness

# Federal Emergency Management Agency (FEMA)

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- ★ **Manages Federal response and recovery efforts following any national disaster**
- ★ **Provides disaster assistance in the form of housing and financial assistance caused by disaster**
- ★ **Manages the National Flood Insurance Program**
- ★ **Coordinates 4,000 standby disaster assistance employees available for deployment after disasters**

# FEMA

## Readiness Contracts

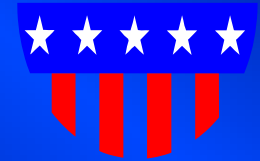
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- ★ Contracts/Agreements in place for emergencies
- ★ Include all types of supplies/services required for emergencies (tarps, pharmaceuticals, comms equipment, mobile power, vehicles, fuel, water, etc.)
- ★ Contact the FEMA Acquisition Business Office ([www.fema.gov](http://www.fema.gov)/ or (202) 646-4006)

# Federal Law Enforcement Training Center (FLETC)

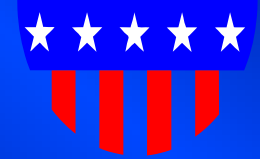
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- ★ Provides training that enables federal, state and local law enforcement partners to accomplish their missions (training is provided by in-house trainers)
- ★ Provides mission-responsive infrastructure

# Immigration and Customs Enforcement (ICE)

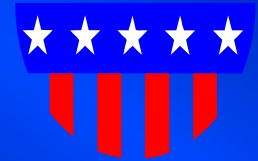
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- ★ Investigates issues such as human smuggling, export enforcement, contraband smuggling, and financial and immigration crimes
- ★ Ensures the departure from the U.S. of all removable aliens
- ★ Collects and analyses intelligence data for use by ICE and DHS
- ★ Reduces threats posed against the more than 8,800 federal facilities nationwide (FPS)

# Transportation Security Administration

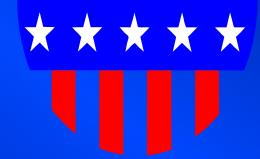
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- ★ Protects the nation's transportation systems
- ★ Screens all airline passengers
- ★ Deploys Federal air marshals to detect, defeat, and deter hostile acts targeting all transportation modes
- ★ Screens 100% of 1 billion pieces of luggage checked annually
- ★ Detects and deters the use of explosive devices in transportation systems

# U.S. Coast Guard (USCG)

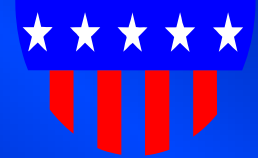
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- ★ Protects ports, waterways, & flow of commerce from terrorism
- ★ Provides maritime border security against illegal drugs, illegal aliens, firearms and WMD
- ★ Provides protection of natural resources
- ★ Provides maritime safety, including search & rescue efforts, commercial and recreational boating safety

# U. S. Secret Service

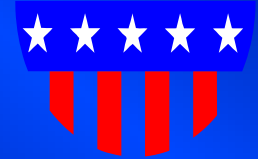
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- ★ Protects the President, Vice President, visiting heads of state, and other government leaders
- ★ Protects U.S. currency from counterfeiters and safeguards Americans from financial crimes
- ★ Plans, coordinates, and implements security for designated national special security events (NSSE)
- ★ Emphasizes prevention through protective intelligence and threat assessment

# Role of the OSDBU

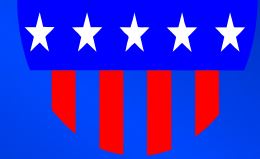
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- ★ The OSDBU serves as the focal point for small business acquisition matters, and works closely with all DHS organizations to implement the program.
- ★ The OSDBU strives to create an environment in which small businesses have a meaningful opportunity to obtain DHS prime and subcontracts.
- ★ OSDBU and small business procurement information: please visit [www.dhs.gov/openforbusiness](http://www.dhs.gov/openforbusiness)

# Role of the OSDBU

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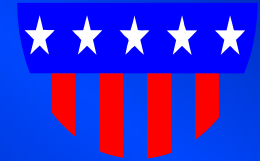


## Major Activities

- ★ **FY 2008 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 Considerations

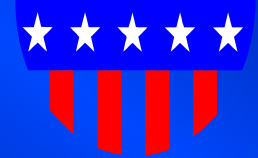
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- ★ 8(a)
- ★ HUBZone
- ★ Service Disabled Veteran Owned Small Business
- ★ Traditional Small Business Set-Asides
- ★ Small Business Teams or Joint Ventures
- ★ Full and Open Competition –  
Subcontracting and DHS Mentor-Protégé Program

# DHS Mentor-Protégé Program

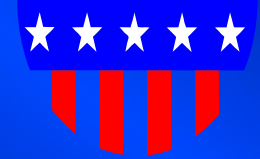
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- ★ **Mentor-protégé program features three incentives: pre-award, post-award, and annual recognition**
- ★ **Mentor-Protégé Program is open to all small businesses**
- ★ **Details and application format available on the DHS small business website**

# Small Business Goals for FY 2008 / 2009

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- ★ SB prime - 30.0%
- ★ 8(a) – 4.0%
- ★ SDB [non-8(a)] prime – 4.0%
- (note: 8(a) + SDB [non-8(a)] = 8.0%)
- ★ WOSB prime – 5.0%
- ★ HUBZone prime – 3.0%
- ★ SDVOSB prime – 3.0%
- ★ SB sub – 40.0%
- ★ SDB sub – 5.0%
- ★ WOSB sub – 5.0%
- ★ HUBZone sub – 3.0%
- ★ SDVOSB sub – 3.0%

**FY 2008**

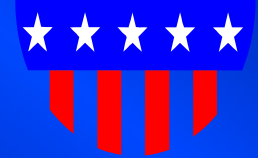
**Preliminary Small Business Prime Contracting  
Accomplishments**



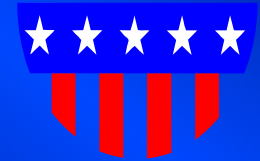
<b>Category</b>	<b>Goal (%)</b>	<b>Accomplishment (\$)</b>	<b>Accomplishment (%)</b>
<b>Total Procurement Dollars</b>	<b>N/A</b>	<b>\$13,392,683,597</b>	<b>N/A</b>
<b>SB Prime Contracts</b>	<b>31.9%</b>	<b>\$4,393,638,510</b>	<b>32.81%</b>
<b>8(a) Contracts</b>	<b>4.0%</b>	<b>\$829,300,834</b>	<b>6.19%</b>
<b>SDB Prime Contracts</b>	<b>4.0%</b>	<b>\$990,724,693</b>	<b>7.40%</b>
<b>Overall SDB [8(a) + SDB Prime]</b>	<b>8.0%</b>	<b>\$1,820,025,527</b>	<b>13.59%</b>
<b>WOSB Prime Contracts</b>	<b>5.0%</b>	<b>\$899,643,776</b>	<b>6.72%</b>
<b>HUBZone Prime Contracts</b>	<b>3.0%</b>	<b>\$425,135,243</b>	<b>3.17%</b>
<b>SDVOSB Prime Contracts</b>	<b>3.0%</b>	<b>\$263,173,641</b>	<b>1.97%</b>

# Strategic Positioning

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- ★ **Marketing tips from small businesses that have been successful in the federal marketplace:**
  - **Review all background information**
  - **Understand difference between use of pre-existing contract vehicles and open market buying – and position your firm accordingly**
  - **Participate in small business outreach/networking activities**
  - **Teaming**



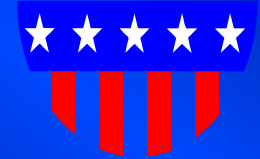
# Helpful Hints

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- ★ Register in CCR – make sure your profile is current and complete; especially the Performance History section ([www.ccr.gov](http://www.ccr.gov))
- ★ Receive electronic notifications from FedBizOpps ([www.fbo.gov](http://www.fbo.gov))
- ★ Looking for subcontracting opportunities – go to SBA’s SubNet listing (<http://web.sba.gov/subnet>)
- ★ Look to local resources – SBA, PTACs, local Federal agencies (use the “blue” pages in the phone book to find them)

# Other DHS Programs

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- ★ **Research and Development Opportunities (featuring Broad Agency Announcements from the DHS Science and Technology Division)**
- ★ **Small Business Innovation Research (SBIR) Program**
- ★ **DHS Grants to State and Local Governments (potentially resulting in a state or local government procurement opportunity)**
- ★ **For more information on DHS programs of interest to the business community, please visit [www.dhs.gov/openforbusiness](http://www.dhs.gov/openforbusiness)**



# Homeland Security