

Business Opportunities at DHS



DECEMBER 2008: Focus on ICE, CBP, & FLETC

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.

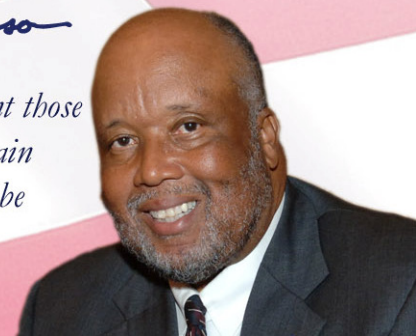
As we prepare for the Department's first ever presidential transition, it is essential that all companies whether small, medium, or large have a keen understanding of the Department's procurement practices. This newsletter is a testament to my commitment to the ideal that the necessary ingredients to create the American dream are work, optimism, and fairness. 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 us at DHSBizOps@mail.house.gov if I can be of assistance to you.

Happy Holidays,

"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 FLETC (FY 2008)

Total dollars: **\$208,291,471**

Total number of contractors: 795

Total number of transactions: 3117

Top 5 Products or Services Sold

Maintenance, Repair or Alteration of Real Property -- Laboratories and Clinics	\$23,900,530
Logistics Support Services	\$17,554,358
Food Services	\$16,652,537
Other Education and Training Services	\$12,826,103
Construction of Structures and Facilities -- Other Educational Buildings	\$10,120,248

Top 10 Contractors

The Whiting-Turner Contracting Company	\$23,900,530
Native American Services Corp	\$23,778,828
Arctic Slope Regional Corporation	\$17,533,823
Pyramid Services, Inc.	\$10,654,388
State of Georgia	\$10,042,551
State of New Mexico	\$6,611,526
L. C. Gaskins Construction Co., Inc.	\$6,214,144
Alliant Techsystems Inc.	\$4,843,642
Ramcor Services Group, Inc.	\$4,783,001
Saic, Inc.	\$4,410,310

S o u r c e : http://www.usaspending.gov/fpds/fpds.php?r_e_p_type=a&database=fpds&mod_agency=&program_source_agency_code=&program_source_account_code=&program_source_desc=&mod_fund_agency=7015&PIID=&psc_cat=&psc_sub=&contractor_type=&descriptionOfContractRequirement=&compete_cat=&dollar_tot=&fiscal_year=2008&first_year_range=&last_year_range=&detail=-1&datatype=T&email=

Interim Rule for Task Order and Delivery Order Contracts

An interim rule was issued amending the FAR to implement the enhanced competition requirements for task and delivery order contracts contained in Section 843 of the Fiscal Year 2008 National Defense Authorization Act, which went into effect on May 27, 2008. The interim rule 73 Fed. Reg. 54008, provides that for task or delivery orders exceeding \$5 million, the requirement to provide all awardees a fair opportunity to be considered for each order must include the following (at a minimum): (1) a notice of the order that includes a clear statement of the agency's requirements; (2) a reasonable response period; (3) disclosure of the significant factors and sub-factors, including cost or price, that the agency expects to consider in evaluating proposals, and their relative importance; (4) where the award is made on a best value basis, a written statement documenting the basis for award and the relative importance of quality and price or cost factors; and (5) an opportunity for a post-award debriefing consistent with the post-award debriefing requirements in FAR 15.506.

The interim rule also includes limitations on "single award" task and delivery order contracts exceeding \$100 million. In addition, the interim rule amends the FAR to implement the expanded authorization of the Government Accountability Office (GAO) to consider bid protests relating to the issuance of task or delivery orders in excess of \$10 million.

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 ICE (FY 2008)

Total dollars: **\$1,866,195,874**

Total number of contractors: 1656

Total number of transactions: 9471

Top 5 Products or Services Sold

Guard Services	\$860,234,148
ADP Systems Development Services	\$132,582,518
Other Professional Services	\$96,335,809
Other ADP and Telecommunications Services (includes data storage on tapes, compact disks, etc.)	\$58,886,964
Engineering and Technical Services	\$57,686,972

Top 10 Contractors

Saic, Inc.	\$149,765,743
Akal Security, Inc	\$86,140,004
Corrections Corporation of America	\$84,121,038
The Geo Group Inc	\$81,339,488
G4S PLC	\$56,853,730
Csi Aviation Services, Inc.	\$55,557,808
Knight Protective Service Inc	\$48,766,205
Security Consultants Group Inc	\$46,935,929
Coastal International Security, Inc.	\$46,019,490
Hewlett-Packard Company	\$45,816,170

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

[type=a&database=fpds&mod_agency=&program_source_agency_code=&program_source_account_code=&program_source_desc=&mod_fund_agency=7012&PIID=&psc_cat=&psc_sub=&contractor_type=&descriptionOfContractRequirement=&compete_cat=&dollar_tot=&fiscal_year=2008&first_year_range=&last_year_range=&detail=-1&datatype=T&email=](http://www.usaspending.gov/fpds/fpds.php?rep=type=a&database=fpds&mod_agency=&program_source_agency_code=&program_source_account_code=&program_source_desc=&mod_fund_agency=7012&PIID=&psc_cat=&psc_sub=&contractor_type=&descriptionOfContractRequirement=&compete_cat=&dollar_tot=&fiscal_year=2008&first_year_range=&last_year_range=&detail=-1&datatype=T&email=)

FOCUS ON CBP (FY 2008)

Total dollars: **\$3,041,324,524**

Total number of contractors: 2315

Total number of transactions: 7,897

Top 5 Products or Services Sold

ADP Systems Development Services	\$759,716,594
Other ADP and Telecommunications Services (includes data storage on tapes, compact disks, etc.)	\$398,694,466
Aircraft Launching Equipment	\$159,559,535
Services -- Management and Support (R&D)	\$119,690,960
Other Management Support Services	\$108,928,595

Top 10 Contractors

The Boeing Company	\$614,442,135
International Business Machines Corporation	\$423,698,210
L-3 Communications Holdings, Inc.	\$162,321,052
Qinetiq North America Operations LLC	\$145,214,085
Unisys Corporation	\$132,461,174
Chenega Corporation	\$94,504,762
European Aeronautic Defence and Space Company EADS N.V.	\$91,541,481
Lockheed Martin Corporation	\$80,274,245
Motorola, Inc	\$79,517,762
Bart & Associates, Inc	\$73,674,728

Source: http://www.usaspending.gov/fpds/fpds.php?r_e_p_type=a&database=fpds&mod_agency=7014&program_source_agency_code=&program_source_account_code=&program_source_desc=&mod_fund_agency=&PIID=&psc_cat=&psc_sub=&contractor_type=&descriptionOfContractRequirement=&compete_cat=&dollar_tot=&fiscal_year=2008&first_year_range=&last_year_range=&detail=-1&datatype=T&email=

UPCOMING EVENTS WITH DHS

Small Business Vendor Outreach Sessions are a series of pre-arranged 15-minute appointments with Small Business Specialists from various components of the Homeland Security procurement offices. Scheduled participants from the Department include representatives from:

- Department Headquarters (HQ)
- U.S. Coast Guard (USCG)
- U.S. Customs and Border Protection (CBP)
- Federal Emergency Management Agency (FEMA)
- U.S. Immigration and Customs Enforcement (ICE)
- U.S. Secret Service (USSS)
- Transportation and Security Administration (TSA)

EAGLE Prime Contractor Vendor Outreach Sessions

Thursday, January 15 & Friday, January 16, 2009

9:00 a.m. — 12:00 p.m.

1:00 p.m.— 4:00 p.m.

Holiday Inn Capitol

Columbia Ballroom

Appointments will be accepted starting:

Tuesday, December 30, 2008 at

12:00 noon

WHERE THE EAGLE FLIES

In August 2005, the Department announced that the Information Technology Acquisition Center (ITAC), within the Office of Procurement Operations (OPO), would establish DHS Department-wide contracts for Information Technology (IT) support services under EAGLE (Enterprise Acquisition Gateway for Leading Edge).

In mid-2006, the Department awarded the first contracts under the EAGLE program. Through EAGLE, the Department created a pool of vendors. According to the Department, by using the EAGLE pool, each DHS component can issue task orders for IT services and equipment at prices that are more competitive than a component would pay if it had to contract individually for these goods and services. Additionally, purchases through EAGLE may reduce DHS' reliance on interagency contracts administered through the GSA schedule. In essence, for IT purchases, the Department's goal is for EAGLE to complement or replace the GSA's general schedule. Current contracts under EAGLE have an estimated value of \$45 billion over a ten year period.

Since the program's initiation, some vendors have maintained that this in-house schedule will unfairly restrict competition and artificially constrict the market. Others have pointed to EAGLE as a measure likely to lessen participation in a rapidly growing business area and have argued that such a reduction in available opportunity will have the greatest impact on small, minority and disadvantaged businesses.

Because EAGLE was initiated in 2006, it may be too soon to tell whether the Department has either reduced costs or increased efficiencies. It may also be too early to tell whether the EAGLE schedule has unfairly limited competition and adversely affected small, minority and disadvantaged businesses.

Despite these uncertainties, the Department recently announced its intention to launch EAGLE II, an addition to the original EAGLE contract. Because of the many concerns about the anti-competitive nature of EAGLE I, the displacement of current EAGLE I participants and the costs of the EAGLE schedule, Chairman Thompson recently requested a meeting with the Department to discuss EAGLE II. Please check future editions of the DHS Business Opportunities newsletter for EAGLE II updates.

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>

DID YOU KNOW...

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

We're Here to Serve You!

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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
333314	CBP	Border Patrol Operations Nationwide	Robert O. Nelson Robert.o.nelson@dhs.gov
541511	CBP	System verification, validation and testing services	Marian Bragg Marian.bragg@dhs.gov
541512	CBP	Contract Support	John Buckley John.buckley@dhs.gov
236220	FLETC	Re-roof Building 3	Terry Gragg Terry.gragg@dhs.gov
561990	FLETC	Program support, Glynco, GA Includes: educational Aides, services publication storage, warehouse support, and student records management	Charlotte Halstead Charlotte.halstead@dhs.gov
236220	FLETC	Abate/Repurpose Kitchen Area Building 3	Terry Gragg Terry.gragg@dhs.gov
238210	FLETC	High Voltage Cable Replacement	Terry Gragg Terry.gragg@dhs.gov
561110	ICE	Document Scanning and data entry support nationwide	Sharon Smith Sharon.d.smith@dhs.gov
611430	ICE	Trial Advocacy training for OPLA attorneys	Sharon Smith Sharon.d.smith@dhs.gov
561110	ICE	Support in the areas of acquisition, finance, mission support/administrative, INTRANET design, development and administration, and database development and administration in Dallas and Washington, DC metro areas.	Douglas Maughan Douglas.Maughan@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
HSCEMS-09-R-00002	ICE	ICE needs facility maintenance service at the Krome Facility	David Murphy David.m.murphy@dhs.gov	January 6, 2009
HSCECR-09-00001	ICE	ICE need assistance with on-site National Detention Compliance Monitoring Services	Nancy Maples-Remley Nancy.maples-remley@dhs.gov	January 16, 2009
HSCEMS-09-R-00003	ICE	Facility maintenance Services– Batavia, NY	David Murphy David.m.murphy@dhs.gov	January 8, 2009
HSFLGL-09-R-00002	FLETC	Off Center Lodging for FLETC Training Facility In Glynco, GA	Susan Varga-Sinka Susan.varga-sinka@dhs.gov	January 15, 2009

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