DHS Procurement Structure

Under Secretary for Management
Chief Acquisition Officer

Chief Procurement Officer

Deputy Chief Procurement Officer

Executive Director
Program Analysis and Risk Management

Office of Procurement Operations
HCA
$3.4 Billion

Oversight and Strategic Support
Strategic Sourcing

Policy and Acquisition Workforce

USCG HCA
$3.1 Billion

TSA HCA
$1.6 Billion

CBP HCA
$2.0 Billion

ICE HCA
$1.4 Billion

FEMA HCA
$920 Million

USSS HCA
$197 Million

FLETC HCA
$205 Million

HCA - Head of the Contracting Activity
FY 2014 Obligations
DHS Acquisition Structure

Under Secretary for Management
Chief Acquisition Officer

Executive Director
Program Analysis and Risk Management

Transportation Security Administration
CAE
9 Programs

U.S. Citizenship & Immigration Services
CAE
5 Programs

Customs and Border Protection
CAE
12 Programs

Federal Emergency Management Agency
CAE
5 Programs

U.S. Secret Service
CAE
2 Programs

U.S. Coast Guard
CAE
17 Programs

Immigration and Customs Enforcement
CAE
4 Programs

Domestic Nuclear Detection Office
CAE
1 Program

National Protection & Programs Directorate
CAE
5 Programs

MGMT: Chief Information Officer
CAE
5 Programs

MGMT: Chief Financial Officer
CAE
1 Program

MGMT: Chief Readiness Support Officer
CAE
1 Program

Office of Health Affairs
CAE
1 Program

Science and Technology
CAE
2 Programs

CAE – Component Acquisition Executive

CAE – Component Acquisition Executive
FY14 Procurement Spend

FY14 Contracting Spend Highlights

• DHS spent $16.5B via 86,594 buying transactions

• $16.5B equals 36% of the $45.4B FY14 DHS discretionary budget.

• Spend includes:
  • Contracts
  • Interagency Agreements
  • Other Transactions

- OPO: $4.47B (27%) 14,857 actions
- USCG: $3.46B (21%) 34,338 actions
- CBP: $2.55B (15%) 8,491 actions
- ICE: $2.51B (15%) 8,348 actions
- TSA: $1.90B (12%) 3,746 actions
- FEMA: $1.06B (6%) 11,958 actions
- USSS: $0.30B (2%) 2,071 actions
- FLETC: $0.23B (1%) 2,785 actions
FY14 Contract Spend by Component

FPDS-NG reports ~$12.7B of spend in FY14

<table>
<thead>
<tr>
<th>Component</th>
<th>Total ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>USCG</td>
<td>$3,079</td>
</tr>
<tr>
<td>DHS HQ</td>
<td>$2,524</td>
</tr>
<tr>
<td>CBP</td>
<td>$1,953</td>
</tr>
<tr>
<td>TSA</td>
<td>$1,553</td>
</tr>
<tr>
<td>ICE</td>
<td>$1,431</td>
</tr>
<tr>
<td>FEMA</td>
<td>$920</td>
</tr>
<tr>
<td>CIS</td>
<td>$875</td>
</tr>
<tr>
<td>FLETC</td>
<td>$206</td>
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<tr>
<td>USSS</td>
<td>$197</td>
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<tr>
<td><strong>Grand Total</strong></td>
<td><strong>$12,737</strong></td>
</tr>
</tbody>
</table>

Data Source: FPDS-NG
FY14 Spend by Commodity Type

FPDS-NG reports ~$12.7B of spend in FY14

SPEND BY COMMODITY FAMILY

<table>
<thead>
<tr>
<th>Commodity Family</th>
<th>Total ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional &amp; Office Area Support Svcs</td>
<td>$3,213</td>
</tr>
<tr>
<td>IT &amp; Telecom</td>
<td>$3,154</td>
</tr>
<tr>
<td>Industrial Products &amp; Services</td>
<td>$2,084</td>
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<tr>
<td>Security</td>
<td>$2,077</td>
</tr>
<tr>
<td>Facilities &amp; Construction</td>
<td>$1,241</td>
</tr>
<tr>
<td>Office Management &amp; Misc Products</td>
<td>$559</td>
</tr>
<tr>
<td>Travel &amp; Lodging</td>
<td>$293</td>
</tr>
<tr>
<td>Logistics Operations &amp; Package Delivery Svcs</td>
<td>$114</td>
</tr>
<tr>
<td>Other</td>
<td>$2</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td><strong>$12,737</strong></td>
</tr>
</tbody>
</table>

Data Source: FPDS-NG
DHS Strategic Sourcing Highlights

SAVINGS
- Cumulative savings = $2.5 billion (since 2005)
  - FY2014 = $471.4 million
  - FY2013 = $336.9 million
  - FY2012 = $386.5 million
  - FY2011 = $336.4 million
- * Savings independently validated (March 2011)

SPEND
- In FY 2014, DHS strategically sourced $2.89 billion
- This represents approximately 23% of the total FY 2014 obligated dollars
- Small businesses received 43% of the spend through strategic sourcing contracts

FEDERAL PARTICIPATION
- DHS is an active participant on Federal strategic sourcing initiatives, including, but not limited to:
  - Office Supplies
  - Domestic Delivery Services
  - Wireless Devices & Airtime
  - Print Management
  - TechOps - Surveillance Equipment

UTILIZATION
- DHS achieved a 41% utilization rate of strategic sourcing contracts in FY 2014
  - i.e., DHS purchased 41% of its needs through strategic sourcing for the areas covered by the vehicles we had in place during FY 2014.
  - FY 2015 target is 42%
CPO Strategic Priorities

• Quality People
• Quality Contracting
• Quality Mission Support
• Quality Industry-Government Communication
Office of Procurement Operations
Dennis E. Smiley, Executive Director
The Office of Procurement Operations (OPO) and its staff of acquisition professionals takes pride in supporting the needs of a diverse and unique customer base. Our customers include:

- Office of the Secretary
- Under Secretary for Management (includes the CIO, OCSO, CRSO, CHCO and CPO, and CFO)
- Under Secretary Science & Technology
- Assistant Secretary Policy
- Under Secretary National Protection & Programs
- Under Secretary Intelligence & Analysis
- Assistant Secretary Health Affairs
- Director Domestic Nuclear Detection Office
- Director Citizenship & Immigration Services (CIS)
- General Counsel
- Assistant Secretary Legislative Affairs
- Assistant Secretary Public Affairs
- Inspector General
- Citizenship & Immigration Services Ombudsman
- Chief Privacy Officer
- Civil Rights & Civil Liberties Officer
- Director National Cyber Security Center
OPO Organization

OPO is organized into operational acquisition divisions aligned to meet its specific customer needs.

Soraya Correa
Chief Procurement Officer

Daniel Clever
Deputy Chief Procurement Officer

Dennis Smiley
Executive Director
Office of Procurement Operations

Vivian Cole
Executive Assistant

Victoria Short
Executive Director
Enterprise Acquisition and Information Technology

Thaddeus Rowan, Director
Acquisition Data Management Division (ADMD)

John Ziu, Director
Acquisition Management and Support Division (AMSD)

Ron Christner, Director
Contract Management Division (CMO)

Carrie Herndon, Director
Departmental Operations Acquisitions Division (DOAD)

Christopher Wallis, Director
Domestic Nuclear Detection Office & Office of Health Affairs Acquisitions Division (DNDO/HAAD)

Jan Wisor
Chief of Staff

Rafael Roman
Industry Liaison and Intern Program Manager

Daniel O'Sullivan, Director
Federal Protective Service Acquisitions Division (FPSAD)

Marsha Mathis, Director
Grants and Financial Assistance Division (GFAD)

David Winters, Director
Intelligence and Operations Acquisitions Division (IOAD)

Courtney Byrd, Director
National Protection and Programs Acquisitions Division (NPPD)

Gary Hickey, Director
Science and Technology Acquisitions Division (STAD)

Holly Donawa, Director
Enterprise Acquisitions Division (EAD)

David Ritter, Director
Information Technology Acquisition Center (ITAC)

Thaddeus Rowan, Director
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Holly Donawa, Director
Enterprise Acquisitions Division (EAD)

David Ritter, Director
Information Technology Acquisition Center (ITAC)
FY 2014 Acquisition Summary

DHS FY14 SPEND
75,870 Actions
* Does not include IAAs

DHS FY14
Competition Rate 72.36%
Small Business Rate 85.45%

OPO FY14 SPEND
14,928 Actions
(includes IAAs)

OPO FY14
Competition Rate 85%
Small Business Rate 31.56%
FY15 Planned Procurements

- **Livescan Equipment & Maintenance** $20 Million (4th Qtr)
  (Electronic fingerprint scanning systems to digitally capture and electronically submit applicant fingerprint images to the Federal Bureau of Investigation (FBI))

- **FAMISS (Recompete)** $70 Million (4th Qtr)
  (Federal Information Security Management Act Access Management & Information Security Services)

- **HSPD-12 Program Management Office (PMO) Recompete** $28.4 Million (3rd Qtr)
  (Program management support services for the HSPD-12 Personal Identity Verification (PIV) program)

- **Human Resources Support Services for Chief Human Capital Officer** $10 Million (4th Qtr)

- **PACTS II (SDVOSB set-aside)** $1.5 Billion (4th Qtr)

- **Protective Security Officer Services at St. Elizabeth’s Complex** $100 Million (4th Qtr)

- **DHS/FPS Magnetometers** $22 Million (4th Qtr)
  (Walk-thru Magnetometers/Detection Equipment)

- **Facilities and Administrative Management Support Services** $10 Million (Q3/Q4)
  (Management of DNDO facilities)

*Not yet in Acquisition Planning Forecast System*
## FY15 Planned Procurements

- **Maintenance and Operations of the National Biodefense Analysis & Countermeasures Center (NBACC) - FFRDC**
  - $500 Million (4th Qtr)

- **NextGen Security Operations Center (SOC)**
  - $361 Million (3rd Qtr)
  - (SOC Support Services to the Chief Information Security Officer)

- **Enterprise Data Architecture & Management Support Services**
  - $7 Million (4th Qtr)

- **Priority Telecommunications Services**
  - $106 Million (4th Qtr)
  - (Engineering, acquisition, and operations, administration, maintenance and provisioning (OAM&P) services)

- **Priority Services Scientific, Engineering & Technical Assistance**
  - $32 Million (4th Qtr)
  - (Support services for NextGen Networks Priority Services & Priority Telecommunications Services programs)

- ***Enterprise and Data Architecture Support Services**
  - $1.6 Million (Q3/Q4)
  - (Develop and maintain models/architectures that enable DNSO solutions to share radiological and nuclear detection information)

- **Academic Research Initiative (Grants)**
  - $3 million (4th Qtr)
  - (Research in the fields of nuclear and radiological threat detection. Open to academic institutions)

* Not yet in Acquisition Planning Forecast System
EAGLE II Update

- Use of EAGLE II
  - Mandatory / Non-Mandatory

- No IDIQ under an IDIQ

- EAGLE II Statistics
  - DHS has saved approximately $6.7M since EAGLE II’s inception
  - Total Task Order Awards: 68

  | FC1 SB | 10 Task Order Awards | $12M |
  | FC1 SDVOSB | 7 Task Order Awards | $1.8M |
  | FC1 HubZone | 15 Task Order Awards | $59.9M |
  | FC1 8(a) | 1 Task Order Award | $178.9K |
  | FC1 UNR | 2 Task Order Awards | $6.3M |
  | FC2 SB | 21 Task Order Awards | $33.8M |
  | FC2 UNR | 0 Task Order Awards | |
  | FC3 SB | 10 Task Order Awards | $10.8M |
  | FC3 UNR | 2 Task Order Awards | $2.7M |
Enterprise Compute Service (ECS)

- Enterprise Computing Services (ECS) is a DHS OCIO acquisition initiative designed to leverage the successes of data center consolidation with the Federal “Cloud First” mandate and the flexibility, agility, and savings being offered by emerging cloud computing technologies.

- The primary objective of the ECS acquisition is:
  - To provide the portfolio of cost-effective, secure, and reliable information technology computing services necessary to enable DHS business units to accomplish their mission objectives.
  - It is envisioned that the next generation of these services and computing capabilities will capture the shared on-demand capabilities evident in today’s cloud technology. This technology enables on-demand network access to a shared pool of configurable computing resources (networks, servers, storage, applications, and services) with rapid provisioning and release with little management effort.

- The definition of “Enterprise Computing Services” is configurable computing capabilities available through rapid automated provisioning in response to user needs. It addresses data center and cloud services, (e.g., Managed Hosting, Software as a Service, Infrastructure as a Service, and Platform as a Service.)
Enterprise Computing Service (ECS) cont’d

- ECS acquisitions that may take one of three forms:
  - (1) proof of concept, a small exercise to test a discrete design idea” and usually precedes prototyping or piloting.
  - (2) prototype, “a more fleshed out system that tries to simulate a full system or at least a material part of it” and could be of moderate duration (12-24 months).
  - (3) pilot. “a point in a program that indicates Initial Operating Capability”, may test scalability, and may be of longer duration (up to 36 months).

- DHS will use a variety of contract methods to conduct these actions to include:
  - Inter-agency/intra-agency agreements;
  - DHS existing contracts;
  - GSA Schedules;
  - GWACs or new contracts.

- Federal Business Opportunities HSHQDC-15-ECS
  - Vendors are encouraged to check the website directly for any status and/or updates for HSHQDC-14-ECS at the following link:
Online Business Opportunities
DHS Acquisition Planning Forecast System

Welcome
The Department of Homeland Security Acquisition Planning Forecast System provides a way for small business vendors to view a forecast of upcoming opportunities. The system has recently been upgraded to a new version which is designed to be easier to use.

Download The APFS Tutorial

Forecast
The DHS purchases a wide variety of goods and services and we are committed to small business participation in our acquisition program. We hope that this forecast will assist you in doing business with DHS. By helping firms identify procurement opportunities as early in the acquisition process as possible, we hope to improve communication with industry and assist the small business community with its marketing efforts.

Search Forecast

About
The Department of Homeland Security (DHS) Forecast of Contract Opportunities includes projections of all anticipated contract actions above $150,000 that small businesses may be able to perform under direct contracts with DHS, or perform part of the effort through subcontract arrangements with the Department’s large business prime contractors.

Learn More

NAICS Notification
Vendors seeking to track upcoming DHS opportunities can register to be notified when records are published to APFS. An internet email address is required for subscription to NAICS-based notification.

Get Notified

➢ http://apfs.dhs.gov
Online Business Opportunities through FedBizOpps

http://www.fbo.gov
Contact Us

Small Business Specialists:
- Faye Jones (Faye.Jones@dhs.gov) (202) 447-5572
- Will Thomas (Willard.Thomas@dhs.gov) (202) 447-5630

Small Business Liaison:
- LeDina Nelson (Ledina.Nelson@hq.dhs.gov) (202) 447-5501

Industry Liaison:
- Rafael Roman (Rafael.A.Roman@hq.dhs.gov) (202) 447-0530
  (202) 303-3884 (MOBILE)
Transportation Security Administration
Ron Gallihugh, Deputy Assistant Administrator for Acquisition, Head of the Contracting Activity
OA Mission, Vision, and Goals

**MISSION**

“Solutions to equip the frontline”
We ensure that the frontline is best equipped with the tools and support required to secure transportation for America.

**VISION**

We are recognized within TSA, the federal government and industry as a lean, collaborative, and fast-moving customer service organization that executes highly effective, innovative, and integrated acquisitions. To do this, we will become a learning organization that values creative solutions, diversity of people and ideas, and data-driven processes.

**STRATEGIC GOALS**

**Outcomes**
Deliver effective outcome-based acquisitions

**Workforce**
Develop an engaged and informed workforce

**Performance**
Continuously improve operational performance and efficiency

**Collaboration**
Ensure internal and external collaboration
Office of Acquisition Core Values

**Transparent**
We are team-oriented and aspire to realize the best from all through mutual respect and openness. As an honest broker, we provide a clear path through complex issues.

**Inventive**
Our culture inspires fresh and independent thinking and embraces creative solutions. We focus on new ways to add value in an agile environment.

**Determined**
We work tirelessly to understand our customers’ unique needs, service as a reliable resource who gets the job done in a responsive manner. We weight all outcomes and make the best decision for the need.

**Expert**
We are strategic, guided by experience, knowledge, a broad business perspective and mission understanding. We are high-performers, committed to effective stewardship of taxpayer dollars.
“Actions and Dollars”

Years

$\$$ Obligations (bil)

Number of Actions

Years
What TSA Acquires

**Supplies**
- Security Detection Systems - Misc: $120.4
- ADP Software: $40.7
- Clothing, Special Purpose: $22.1
- Medical and Surgical Instruments, Equipment, and Supplies: $6.1
- Office Furniture: $5.3

**Services**
- Equipment Testing - Security Detection Systems: $299.4
- IT/Telecom Systems Development: $196.2
- Security Guard: $168.3
- Maintenance of Equipment - Security Detection Systems: $78.6
- Support - Professional: $74.6
Challenges & Plan

- Small number of non-competed actions with large dollar value
- Focus on improving competition based on portfolio spend
- Continued procurement strategy reviews
- Various sole source bridge extensions executed. During extensions, continue working to transform how products/services are defined and acquired to increase efficiency and ultimately increase competition

* Government Avg = 69%
Small Business

Challenges & Plan

- Small businesses generally do not have infrastructure or capacity to perform more complex security technology requirements
- Encourage large acquisition program offices to appoint small business advocates within the portfolio
- Identify requirements that should be broken up into smaller acquisitions

* Government Avg = 22.9%
FY09-FY14 Goal = 23%
## Current Acquisitions of Interest

### TOP 10 CONTRACTS BY $

<table>
<thead>
<tr>
<th>Project</th>
<th>Contractor</th>
<th>FY14 $</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>ITIP</td>
<td>$136,805,006</td>
</tr>
<tr>
<td>2.</td>
<td>HRAccess</td>
<td>$110,733,787</td>
</tr>
<tr>
<td>3.</td>
<td>ILS</td>
<td>$98,705,941</td>
</tr>
<tr>
<td>4.</td>
<td>SPP SFO</td>
<td>$98,072,519</td>
</tr>
<tr>
<td>5.</td>
<td>EDS Maint.</td>
<td>$72,267,200</td>
</tr>
<tr>
<td>6.</td>
<td>EDS Maint. L-3 Communications</td>
<td>$65,244,713</td>
</tr>
<tr>
<td>7.</td>
<td>AT2s</td>
<td>$62,921,279</td>
</tr>
<tr>
<td>8.</td>
<td>EDS Maint. Leidos</td>
<td>$28,866,361</td>
</tr>
<tr>
<td>9.</td>
<td>SPP MCI</td>
<td>$28,606,265</td>
</tr>
<tr>
<td>10.</td>
<td>EDS Units L 3 Communications</td>
<td>$27,705,000</td>
</tr>
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</table>

### TOP 10 CONTRACTORS

<table>
<thead>
<tr>
<th>Company</th>
<th>FY14 $</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Leidos</td>
<td>$169,496,160</td>
</tr>
<tr>
<td>2. L 3 Communications</td>
<td>$156,254,873</td>
</tr>
<tr>
<td>3. Computer Sciences Corporation</td>
<td>$147,748,538</td>
</tr>
<tr>
<td>4. Lockheed Martin Integrated Systems</td>
<td>$123,279,476</td>
</tr>
<tr>
<td>5. Covenant Aviation Security</td>
<td>$98,072,519</td>
</tr>
<tr>
<td>6. Morpho Detection</td>
<td>$83,381,721</td>
</tr>
<tr>
<td>7. Smiths Detection Edgewood</td>
<td>$67,734,112</td>
</tr>
<tr>
<td>8. Lockheed Martin Services</td>
<td>$61,410,788</td>
</tr>
<tr>
<td>9. International Business Machines</td>
<td>$57,577,093</td>
</tr>
<tr>
<td>10. Accenture Federal Services</td>
<td>$39,402,598</td>
</tr>
</tbody>
</table>
Future Acquisitions of Interest

**Screener Partnership Program**
- Privatized screening services
- Extensive industry engagement
- Moving from individual awards to an IDIQ approach
- Rolling admissions overtime to add new contractors if needed
- RFP release in spring

**MIDAS**
- Recompete of current ITIP vehicle
- Extensive industry engagement
- Anticipate a full managed service approach, with an extensive teaming arrangement
- Currently, coordinating with DHS CPO
- Hope to release RFP this summer

**Personnel Futures Program**
- Recompete of current HRAccess
- Extensive industry engagement
- Most likely strategy breaks up HRAccess into multiple parts – call center, recruitment and hiring, personnel processing
- RFP releases beginning this summer through the end of 2015

**Test and Evaluation Services**
- Recompete of current multiple award IDIQs
- Extensive industry engagement
- Strategy will shift to several single award vehicles – Development Test (DT), Operational Test (OT), and Acceptance Testing (AT).
- RFP Release for DT and AT this spring. OT already solicited.
Primary Customers

- Office of Air and Marine
- Office of the Border Patrol
- Office of Field Operations
- Office of Information Technology
- Office of Administration
- Office of Technology, Innovation, and Acquisition
- Office of Training and Development
- Office of Human Resources Management
- Office of Internal Affairs
FY14 Overview

- >6000 actions
- >$2.5B
- >38% to small businesses
- >13% to small disadvantaged businesses
- ~7% to women-owned small businesses
- >1300 reverse auction actions
FY15 Initiatives

- Smarter Buying
  - Increased Enterprise Purchases
  - Contractor Performance Assessment Reporting System (CPARS)
  - Reduce Protest Risk
- Enhance Industry Communications
  - Targeted Forums
  - Debriefings
- Paperless/Mobile Environment
  - Assessing IT needs to accommodate more automated process
  - E-Signature and E-Files
- Strengthen the Workforce
  - Skill Gap assessments
FY15 Select Procurements

- Background Investigations
- Polygraph Testing
- Pre-Employment Fitness Testing
- Program Management Support for OTIA
- Coastal Interceptor Vessel
- ACE O&M
- Internal Communications
- Media Training
- Land Border Initiative
- Medical Screening Services
Industry Points of Contact (POC)

- Industry Liaison/Small Business POCs
  
  Ophelia Sheppard (202-344-1142)  
  (ophelia.l.sheppard@cbp.dhs.gov)

  Tony Shivers (202-344-2895)  
  (herman.t.shivers@cbp.dhs.gov)

  Ivette Jorge (619-216-4106)  
  (luz.i.jorge@cbp.dhs.gov)
FEMA Spend Summary

Typical Spend vs. Significant Disaster Spend

<table>
<thead>
<tr>
<th>Obligations (In Millions)</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>Typical Spend (2014)</td>
<td>$104,829,681.20</td>
<td>$229,089,770.29</td>
<td>$248,494,470.20</td>
<td>$506,708,556.11</td>
</tr>
<tr>
<td>Significant Disaster (2013)</td>
<td>$417,708,401.01</td>
<td>$184,994,087.96</td>
<td>$373,113,882.81</td>
<td>$488,964,536.77</td>
</tr>
</tbody>
</table>
OCPO Support for FEMA Priorities

**FEMA 2014 – 2018 Priorities:**
- Be survivor-centric in mission and program delivery;
- Become an expeditionary organization;
- Posture and build capability for catastrophic disasters;
- Enable disaster risk reduction nationally; and
- Strengthen FEMA’s organizational foundation.

In order for FEMA to achieve these Priorities, FEMA OCPO Must:
- Provide quality contracting;
- Maintain an expeditionary, flexible and responsive workforce capable of supporting both steady state and disaster workloads for our customers.
- Promote competition; and
- Achieve savings and reduce mission risk across FEMA acquisition portfolio.
FEMA Top Procurements

- FEMA’s Information Technology Framework
  - Program Management Oversight
  - Mission Needs & Requirements
  - Application Development, Engineering & Sustainment
  - Quality Assurance, IV&V
  - Production Management (Operations & Maintenance)
  - Information Security Technology
  - Hardware (Blanket Purchasing Agreements)
    - Manufactured Housing Program
    - National Flood Insurance Program (NFIP and Phoenix)
  - Grants Modernization
The FEMA Industry Liaison is the single point of entry for vendors looking to do business with FEMA. Some of the program’s goals are to:

- Implement business provider alliances between vendors and the acquisition community that will assist FEMA in the preparedness, protection, response, recovery and mitigation of disasters;

- Leverage vendor capabilities and industry best practices, to assist FEMA in providing timely support to constituents impacted by a disaster;

- Provide vendor-supporting industry partners greater visibility into FEMA’s requirements;

- Foster knowledge sharing between FEMA acquisitions and vendors; and

- Provide greater opportunities for local businesses, in accordance with the Stafford Act, in support of FEMA’s mission

Please visit our Website on FEMA.gov at: [http://www.fema.gov/about-industry-liaison-program#](http://www.fema.gov/about-industry-liaison-program#)

Contact us:

**Industry Liaison Program**  
Industry Liaison Support Center  
Phone: 202-646-1895  
Email: [FEMA-Industry@fema.dhs.gov](mailto:FEMA-Industry@fema.dhs.gov)

**Small Business Program**  
Please send all correspondences and inquiries to: [FEMA-SB@fema.dhs.gov](mailto:FEMA-SB@fema.dhs.gov)
Do Business with DHS

Start here if you want to learn about how to work with DHS, how we assist small business, our policies and regulations and business opportunities.

CPO Annual Progress Report for FY 2013
Learn about the accomplishments of the DHS Procurement community in FY 2013 and updates to the FY 2012-2014 Strategic Plan that provide direction on the Chief Procurement Officer’s FY 2014 priorities, objectives, initiatives and metrics.

CPO Strategic Plan for FY 2012 - 2014
Learn how the Chief Procurement Officer drives business performance and continuous improvement through the 4 priorities and the associated objectives, initiatives, and metrics outlined in the FY 2012-2014 Strategic Plan.

Acquisition Policies & Regulations
Get information on the Department of Homeland Security acquisition policies, regulations, forms and other resources.

Business Contacts
Find the right contact for information on contracts and doing business with the Department of Homeland Security.

Business Initiatives
Learn about the Department of Homeland Security programs to encourage businesses to provide a wide range of programs and services.

Contract Opportunities
Current contracting opportunities, forecasts of contract opportunities, specialized science and technology opportunities and FedBizOpps justification and approval documents.

DHS Contracting
Resources for contracting with DHS, including getting started, finding opportunities, monitoring, and verifying staff employment eligibility.

DHS Financial Assistance
Grants to states, local, and tribal, and regional areas to prepare, prevent and respond to disasters and terrorist attacks.

Small Business Assistance
DHS small business assistance helps companies have fair opportunities to compete and be selected for contracts. Learn about vendor outreach and resources.

The Recovery Act
Funds made the country safe and more secure. Created and saved jobs of people working to prevent terrorism.

Business Contacts

Forecast of Contract Opportunities

- DHS Sequestration Letter to Contractors
- DHS Advance Procurement Forecast of Contract Opportunities - includes projections of all anticipated contract actions greater than $150,000
- Disclaimer

Science and Technology Opportunities

- Centers of Excellence
- Long Range Roadmap for Homeland Security (LRMR) Program
- Small Business Innovation Research (SBIR) Program
- Department of Homeland Security (DHS) Business Opportunities
- SAFECOM Program
- The Support Antiterrorism by Fostering Effective Technologies Act (SAFETY Act) of 2003
- Science and Technology Transfer Program
Welcome

The Department of Homeland Security Acquisition Planning Forecast System provides a way for small business vendors to view a forecast of upcoming opportunities. The system has recently been upgraded to a new version which is designed to be easier to use.

Download The APFS Tutorial

Forecast

The DHS purchases a wide variety of goods and services and we are committed to small business participation in our acquisition program. We hope that this forecast will assist you in doing business with DHS. By helping firms identify procurement opportunities as early in the acquisition process as possible, we hope to improve communication with industry and assist the small business community with its marketing efforts.

Search Forecast

About

The Department of Homeland Security (DHS) Forecast of Contract Opportunities includes projections of all anticipated contract actions above $150,000 that small businesses may be able to perform under direct contracts with DHS, or perform part of the effort through subcontract arrangements with the Department's large business prime contractors.

Learn More

NAICS Notification

Vendors seeking to track upcoming DHS opportunities can register to be notified when records are published to APFS. An internet email address is required for subscription to NAICS-based notification.

Get Notified
Questions?