

# Give Me 5: Doing Business with the Department of Homeland Security

Presented by: **Sharon B. Phillips**  
Procurement Analyst/Small Business Advisor  
DHS Office of Small Disadvantaged Business Utilization

Hosted by: **Ann Sullivan**  
WIPP Chief Advocate and  
President of Madison Services Group.





Women Impacting Public Policy (WIPP) is a nonprofit, membership organization working to increase the economic power and public policy clout of women entrepreneurs by providing essential business skills education, leadership opportunities for business and personal growth, and a seat at the table among policymakers in Washington, D.C.

WIPP was founded in 2001 and is recognized as a national, nonpartisan voice for women business owners, advocating on behalf of its coalition of 4.7 million businesswomen including 78 business organizations. WIPP identifies important trends and opportunities and provides a collaborative model for the public and private sectors to advance the economic empowerment of women.

[www.WIPP.org](http://www.WIPP.org)



# Give Me 5

- National program from WIPP & American Express OPEN designed to educate women business owners on how to apply for and secure federal procurement opportunities.
- Give Me 5 works to increase the representation of Women Business Owners that win government contracts. We provide accessible business education tools to assist both new and experienced federal contractors.



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# Give Me 5: Doing Business with DHS



Ann Sullivan

Chief Advocate

Women Impacting Public Policy



# Give Me 5: Doing Business with DHS



## Sharon Phillips

Procurement Analyst/Small Business Advisor  
DHS Office of Small Disadvantaged Business  
Utilization





# U.S. Department of Homeland Security (DHS) Office of Small and Disadvantaged Business Utilization (OSDBU)

## Doing Business with DHS

Sharon B. Phillips  
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# DHS Creation and Mission

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- The Department of Homeland Security (DHS) came into existence on March 1, 2003
- The vision of homeland security is to ensure a homeland that is safe, secure, and resilient against terrorism and other hazards.
- There are five core homeland security missions:
  - Prevent terrorism and enhancing security;
  - Secure and manage our borders;
  - Enforce and administer our immigration laws;
  - Safeguard and secure cyberspace;
  - Ensure resilience to disasters

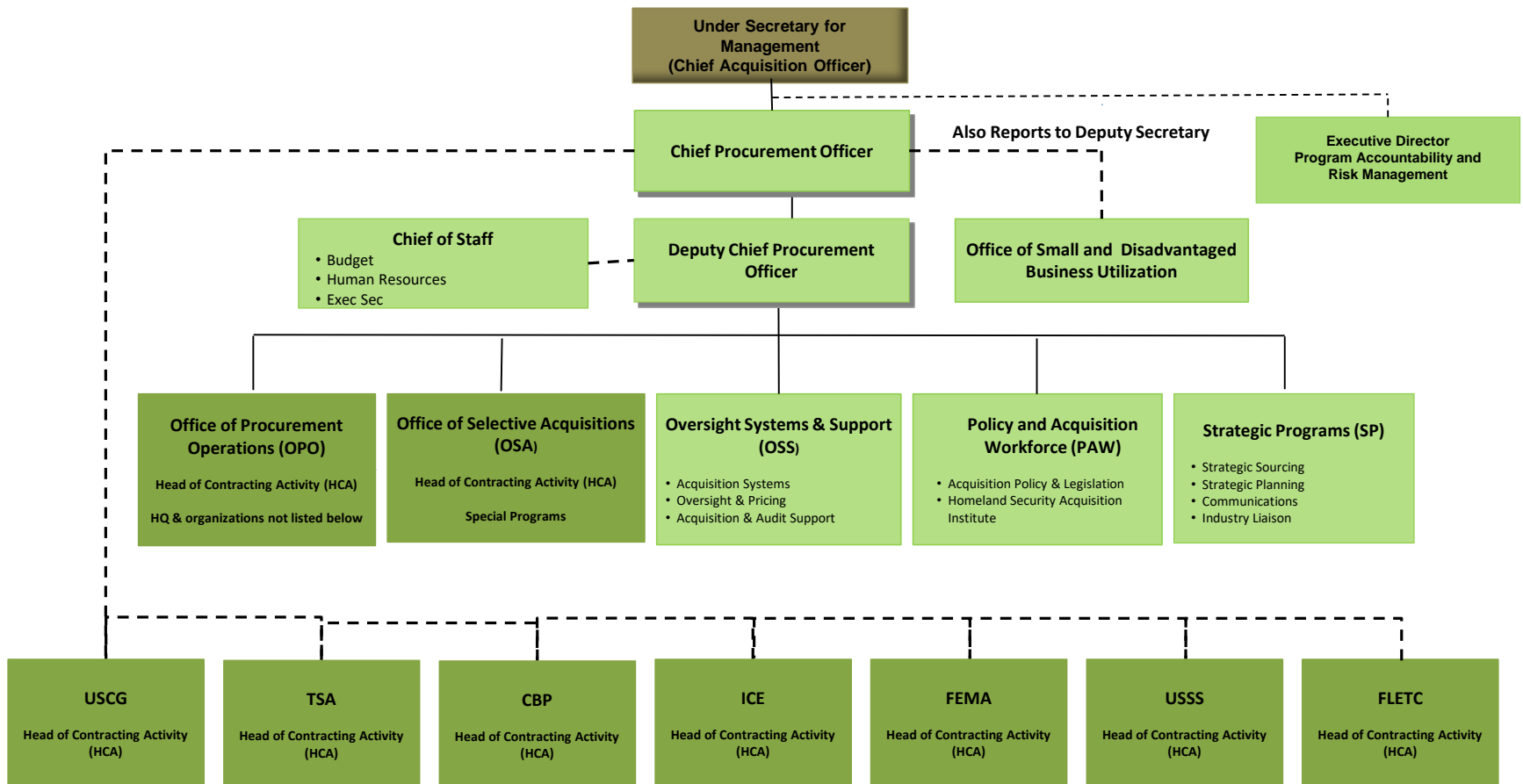


● 22 → 8

● 8 Major Buying Activities:

- DHS Headquarters/Office of Procurement Operations (DHS HQ/DHS OPO)
- Customs and Border Protection (CBP)
- Federal Emergency Management Agency (FEMA)
- Federal Law Enforcement Training Centers (FLETC)
- Immigration and Customs Enforcement (ICE)
- Transportation Security Administration (TSA)
- U.S. Coast Guard (USCG)
- U.S. Secret Service (USSS)

# DHS Procurement Structure



Key:

Contracting  
Activity

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

- 8(a)
- HUBZone Businesses
- Service Disabled Veteran Owned Small Businesses
- Woman-Owned Small Businesses
- Traditional Small Business Set-Asides
- Various GWACS, MACS, DWACS, FSS (GSA Federal Supply Schedule, etc.)
- Strategic Sourcing
- Small Business Teams or Joint Ventures
- Full and Open Competition (Subcontracting, Mentor-Protégé Program, etc.)

- Mentor-Protégé Program was established in 2003 as a tool to support DHS's small business program
- Published in the Federal Register via the DHS FAR supplement on December 4, 2003
- Consider participating in the Homeland Security Mentor-Protégé Program
- Details and application format available on the DHS Open for Business Website  
<https://www.dhs.gov/mentor-protege-program>



## DHS Mentor-Protégé Program

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- The mentor-protégé team jointly submits an agreement to the Mentor-Protégé Program Manager
- After e-mail receipt notification, the application is reviewed within 10 business days
- If there are any comments on original submittal, we will respond within 30 days via e-mail
- DHS POCs: Sharon Davis, [Sharon.Davis@hq.dhs.gov](mailto:Sharon.Davis@hq.dhs.gov) and Candice Brooks, [Candice.Brooks@hq.dhs.gov](mailto:Candice.Brooks@hq.dhs.gov)

# DHS Vendor Outreach Sessions (VOS)

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- Vendor Outreach Sessions are a series of pre-arranged 15-minute appointments with Small Business Specialists from various components of the Department of Homeland Security procurement offices, plus several prime contractors who currently have contracts with DHS. These sessions provide the small business community an opportunity to discuss their capabilities and learn of potential procurement.
- <https://www.dhs.gov/small-business-vendor-outreach-sessions>

- 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
  - Utilize the FOIA process
  - Participate in small business outreach/networking activities
  - Consider prime contracts, subcontracts, and teaming



# FY 2016 Final Small Business Accomplishments

Category	Govt-wide Goal (%)	DHS Goal (%)	Accomplishment (\$)	Accomplishment (%)
Total Procurement Dollars	N/A	N/A	\$14,007,339,677	N/A
Small Business Prime Contracts	23.00%	33.50%	\$5,176,211,228	36.95%
SDB Prime Contracts [overall; including 8(a) contracts]	5.00%	5.00%	\$2,190,554,727	15.64%
HUBZone SB Prime Contracts	3.00%	3.00%	\$590,334,564	4.21%
SDVOSB Prime Contracts	3.00%	3.00%	\$838,536,008	5.99%
WOSB Prime Contracts	5.00%	5.00%	\$1,074,456,184	7.67%
Total Subcontracting Dollars	N/A	N/A	\$2,257,400,483	N/A
SB Subcontracts	33.70%	41.0%	\$1,071,941,582	47.49%
SDB Subcontracts	5.00%	5.00%	\$223,032,407	9.88%
HUBZone Subbcontracts	3.00%	3.00%	\$51,660,720	2.29%
SDVOSB Subcontracts	3.00%	3.00%	\$103,767,210	4.60%
WOSB Subcontracts	5.00%	5.00%	\$254,677,489	11.28%



# FY 2017 Preliminary Small Business Accomplishments as of 4/17/17

Category	Govt-wide Goal (%)	DHS Goal (%)	Accomplishment (\$)	Accomplishment (%)
Total Procurement Dollars	N/A	N/A	\$6,056,176,853	N/A
Small Business Prime Contracts	23.00%	35.50%	\$1,940,510,295	32.04%
SDB Prime Contracts [overall; including 8(a) contracts]	5.00%	5.00%	\$889,730,881	14.69%
HUBZone SB Prime Contracts	3.00%	3.00%	\$169,026,953	2.79%
SDVOSB Prime Contracts	3.00%	3.00%	\$332,179,154	5.48%
WOSB Prime Contracts	5.00%	5.00%	\$451,336,774	7.45%

## Available Electronic Information with Website Links

**#1 – DHS OSDBU/Small Business Assistance Main Page**

[www.dhs.gov/do-business-dhs](http://www.dhs.gov/do-business-dhs)

**#2 – DHS OSDBU Points of Contact**

[www.dhs.gov/office-small-and-disadvantaged-business-utilization-staff](http://www.dhs.gov/office-small-and-disadvantaged-business-utilization-staff)

**#3 – DHS Component Small Business Specialists**

[www.dhs.gov/small-business-specialists](http://www.dhs.gov/small-business-specialists)

**#4 – DHS Industry Liaisons**

[www.dhs.gov/department-homeland-security-industry-liaisons](http://www.dhs.gov/department-homeland-security-industry-liaisons)

**#5 – Forecast of DHS Contract Opportunities**

<http://apfs.dhs.gov/>

**#6 – Listing of DHS Large Business Prime Contractors with Subcontracting Opportunities**

[www.dhs.gov/prime-contractors](http://www.dhs.gov/prime-contractors)

**#7 – DHS Mentor-Protégé Program**

[www.dhs.gov/mentor-protege-program](http://www.dhs.gov/mentor-protege-program)

**#8 – Monthly Vendor Outreach Sessions**

[www.dhs.gov/small-business-vendor-outreach-sessions](http://www.dhs.gov/small-business-vendor-outreach-sessions)

**#9 – DHS Strategically Sourced Contracts**

<http://www.dhs.gov/dhs-strategic-sourcing>

**#10 – DHS Federal Business Opportunities**

[www.fbo.gov](http://www.fbo.gov)

**#11 – Small Business Administration**

[www.sba.gov](http://www.sba.gov)

**#12 – <sup>19</sup>USA Spending**

[www.USAspending.gov](http://www.USAspending.gov)



- Learn About the 8 Major Buying Activities at the U.S. Department of Homeland Security
- Learn what we buy
- Help us solve our problems
- ***Homework always comes before success in the dictionary & Small Business Procurement!***

# Thank You For Participating

Following this call you will receive links to the podcast of this session.

For questions, please contact Lin Stuart at

[Lstuart@wipp.org](mailto:Lstuart@wipp.org)

[www.GiveMe5.com](http://www.GiveMe5.com)





### **Get Involved!**

- Join a policy issue committee and learn how policy can impact your business growth
- Make your voice heard - become a member of our national Instant Impact Advocacy Team
- Participate in our educational series – unlimited opportunities for you and your staff
- Receive weekly policy updates and briefings

1-888-488-WIPP

[www.wipp.org](http://www.wipp.org)

Questions? Contact WIPP Staff

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