



How to Do Business with the U.S. Department of Homeland Security

Interested in U.S. Department of Homeland Security (DHS) procurements?
Here are key areas of focus when researching DHS opportunities!



GET TO KNOW DHS

Buying for DHS Operational and Support Components is conducted by nine operational procurement offices:

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

DHS buying is decentralized

Buying is conducted by the operational procurement offices. There is no centralized DHS vendor portal or interested vendors list. To begin researching DHS opportunities, get to know the mission of the Components and their existing and potential requirements. Review Component websites and budget forecasts to identify where your firm's products or services would provide benefit to DHS and enhance the protection of the Nation and its citizens. Be prepared to offer value-added solutions that put the DHS mission first!

First point of contact – Small Business Specialist (SBS)

Each DHS Component has a dedicated SBS – the first point of contact. The SBS can help identify current opportunities and discuss specific Component buying practices. To get started, send an email to the SBS introducing your firm and include your capability statement. To see the list of all SBSs, visit <https://www.dhs.gov/small-business-specialists>.



Valuable resources for small businesses



The **DHS Acquisition Planning Forecast System of Contract**

Opportunities (APFS Forecast) is an electronic tool describing DHS planned procurements over the Simplified Acquisition Threshold. Visit <https://apfs-cloud.dhs.gov>.

If your firm is interested in **sub-contracting opportunities**, DHS maintains a list of prime contractors and potential supplies and services. The list can be found at <https://www.dhs.gov/prime-contractors>.

Vendor Outreach Sessions (VOS) are held by the DHS Office of Small and Disadvantaged Business Utilization (OSDBU) once a month (except in April and September). These popular sessions are pre-arranged, 15-minute, one-on-one meetings between small businesses, Component SBSs, and participating large business prime contractors. For more information, visit <https://www.dhs.gov/small-business-vendor-outreach-sessions>.



The **System for Award Management** (SAM)

includes postings of DHS procurement opportunities over \$25,000. SAM registration is required in order to do business with the U.S. Government. SAM offers a host of federal contracting information, including the ability to search for DHS contract opportunities and contract data reports. Visit <https://sam.gov>.

As you explore opportunities with DHS, become knowledgeable about the DHS Category Management/Strategic Sourcing Program. Strategic sourcing vehicles are designed to manage costs and reduce duplicative contracts in meeting defined DHS-wide requirements. Most are mandatory for use for covered products and services, with limited exceptions. For information, see <https://www.dhs.gov/dhs-strategic-sourcing>.

The OSDBU manages the DHS small business program. The mission of the DHS OSDBU is to maximize small business prime and subcontracting opportunities. The OSDBU is an advocate for small businesses while ensuring mission needs are met. For more information, see the DHS Small Business website at <https://www.dhs.gov/do-business-dhs#>. The OSDBU can also be contacted by email at: DHSOSDBU@hq.dhs.gov.

NOT A SMALL BUSINESS?

If your company identifies as other than a small business, contact a DHS Headquarters or Component Industry Liaison (IL). The IL accepts capabilities briefings, forges program office connections, and answers questions to implement DHS's Acquisition Innovations in Motion (Alim) activities. For more information, see <https://www.dhs.gov/acquisition-innovations-motion>.