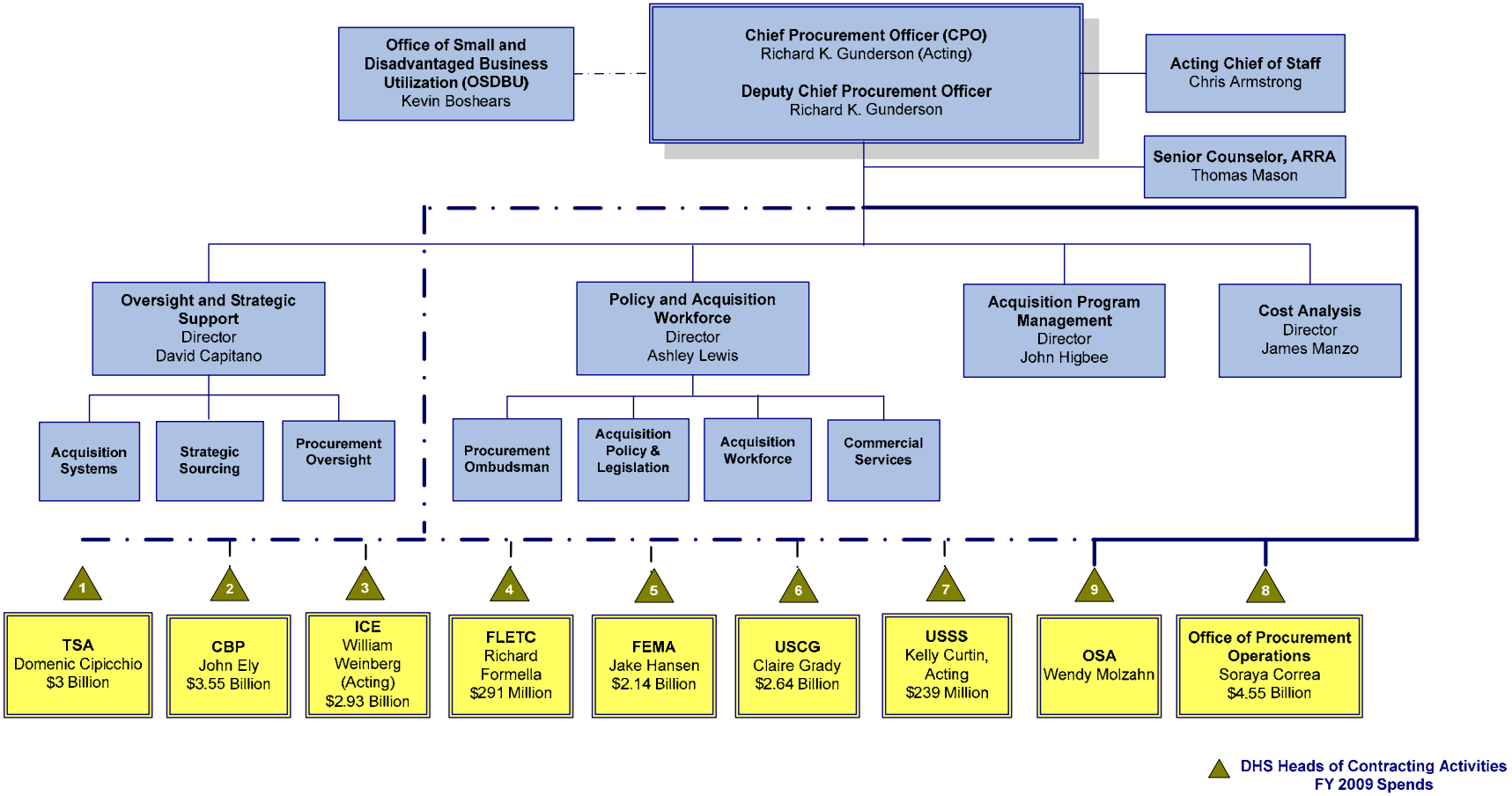
Department of Homeland Security (DHS)

Office of Procurement Operations

2010 Congressional Procurement Conference and Expo

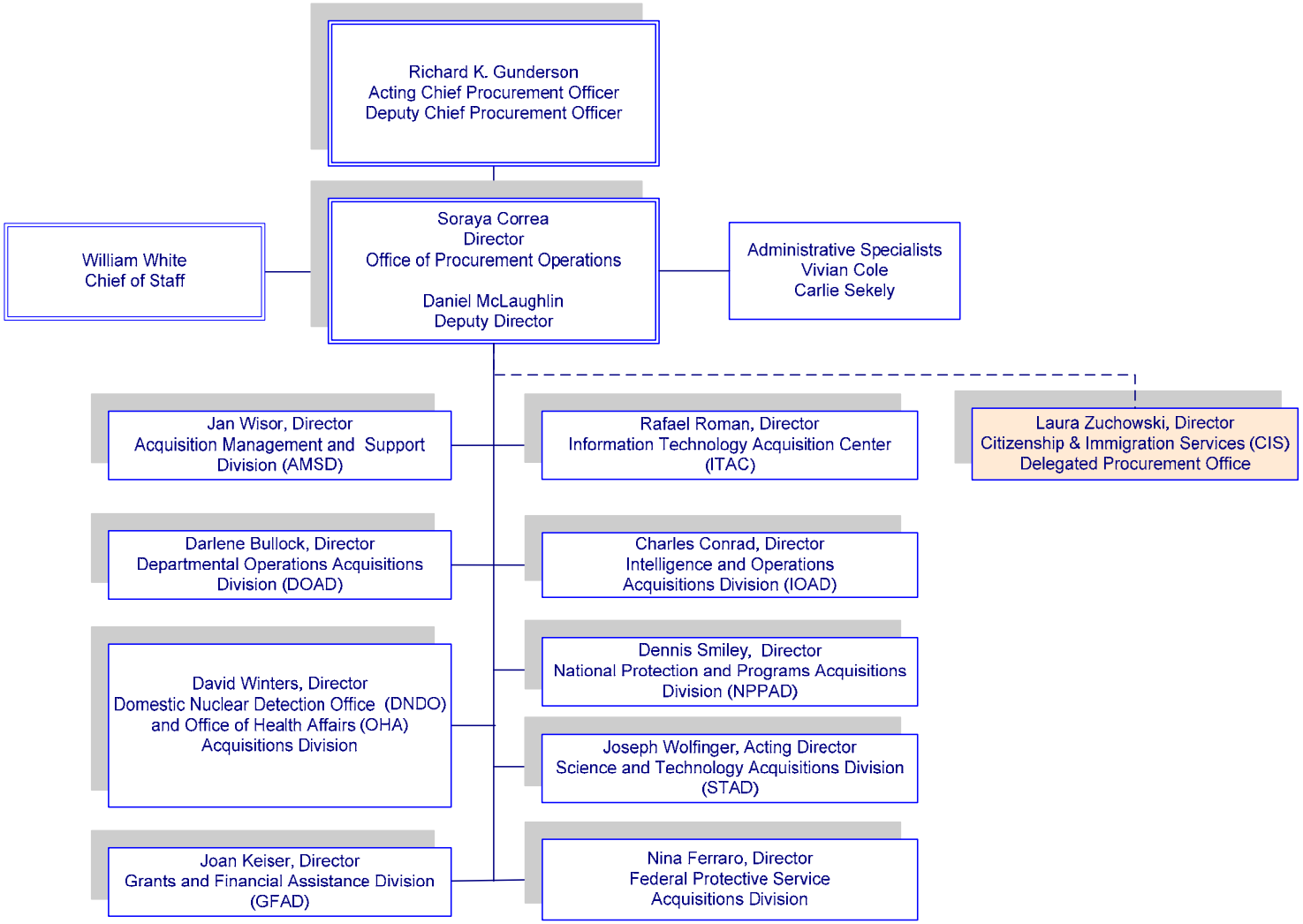
May 5, 2010

Office of the Chief Procurement Officer (CPO)



DHS Heads of Contracting Activities
FY 2009 Spends

Office of Procurement Operations (OPO)



Our Customers

- Office of the Secretary
- Under Secretary for Management (includes the CIO, CSO, CAO, CHCO and CPO)
- Chief Financial Officer
- Under Secretary Science & Technology
- Assistant Secretary Policy
- Under Secretary National Protection & Programs
- Under Secretary Intelligence & Analysis
- Assistant Secretary Health Affairs
- Director Operations Coordination
- Director Domestic Nuclear Detection Office
- Director Citizenship & Immigration Services (CIS)
- General Counsel
- Assistant Secretary Legislative Affairs
- Assistant Secretary Public Affairs
- Inspector General
- Director Counter Narcotics Enforcement
- Citizenship & Immigration Services Ombudsman
- Chief Privacy Officer
- Civil Rights & Civil Liberties Officer
- Director National Cyber Security Center

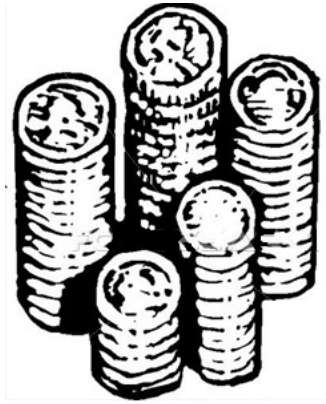
FY 2009 Acquisition Results

DHS

OPO

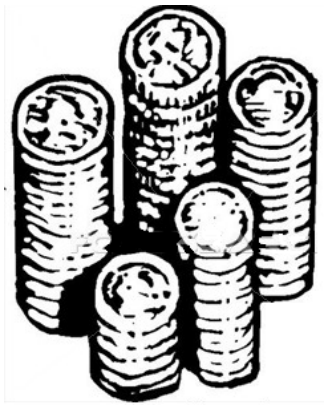
What We Bought

DHS



Services	$8.87B	(63%)
Commodities	$1.12B	(8%)
Facilities	$939M	(7%)
IT Services	$2.22B	(16%)
IT Commodities	$876M	(6%)
Other	$30M	(0%)

OPO

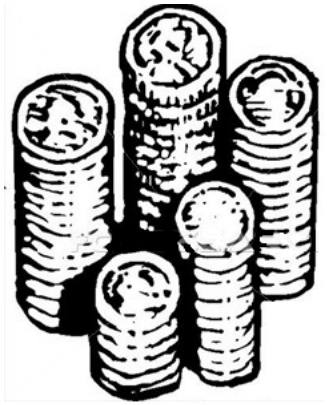


Services	$1,769M	(38.8%)
Grants	$132M	(2.9%)
Commodities	$103M	(2.3%)
IT Commodities	$334M	(7.3%)
IAAs	$1,602M	(35.2%)
IT Services	$615M	(13.5%)

Does not include IAAs and Grants

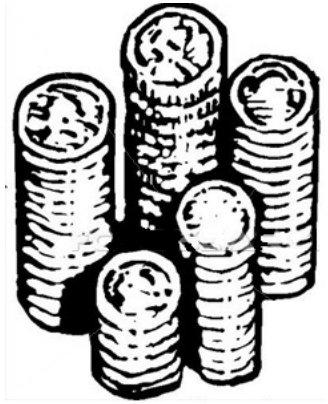
How We Bought

DHS



Contracts, BPA, PO/DO/TO	$13.8B	(72%)
IAA	$4.0B	(21%)
Other Transaction	$1.2B	(6%)
Grants	$254M	(1%)

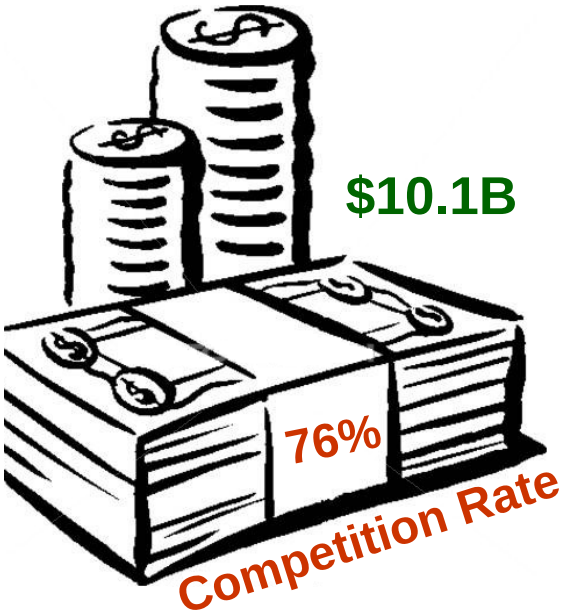
OPO



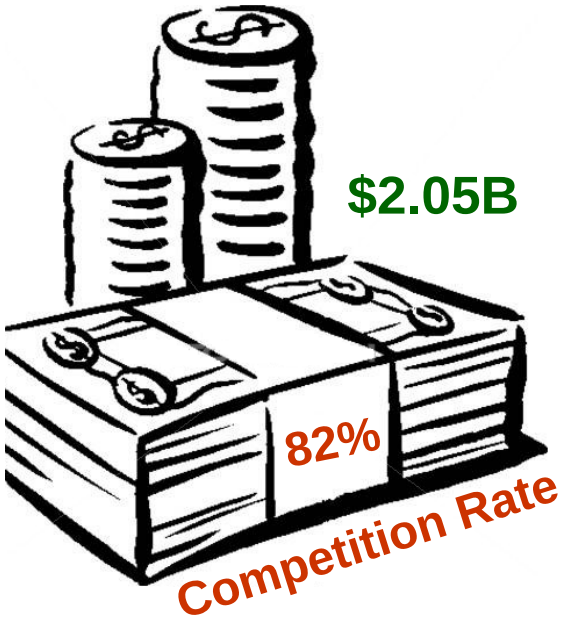
Contracts	$386M	(8.4%)
BPA Call	$446M	(9.8%)
Purchase Order	$24M	(.5%)
Other Transaction	$33M	(.8%)
IAA	$1,602M	(35.2%)
Delivery/Task Order	$1,932M	(42.4%)
Grants	$132M	(2.9%)

FY 2009 Commitment to Competition

DHS

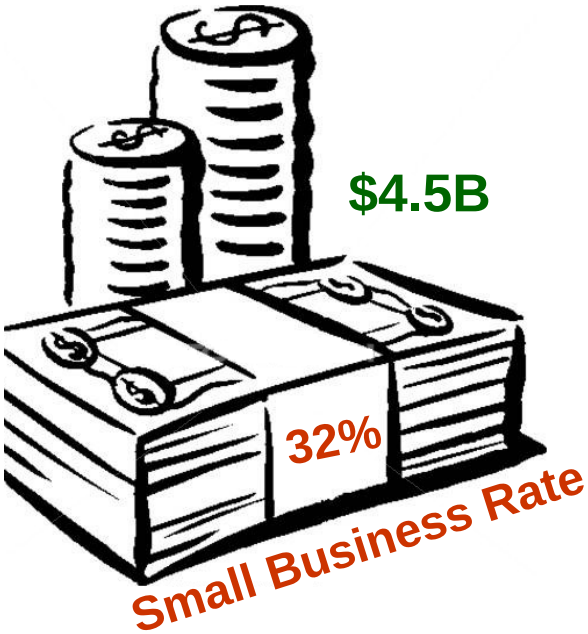


OPO

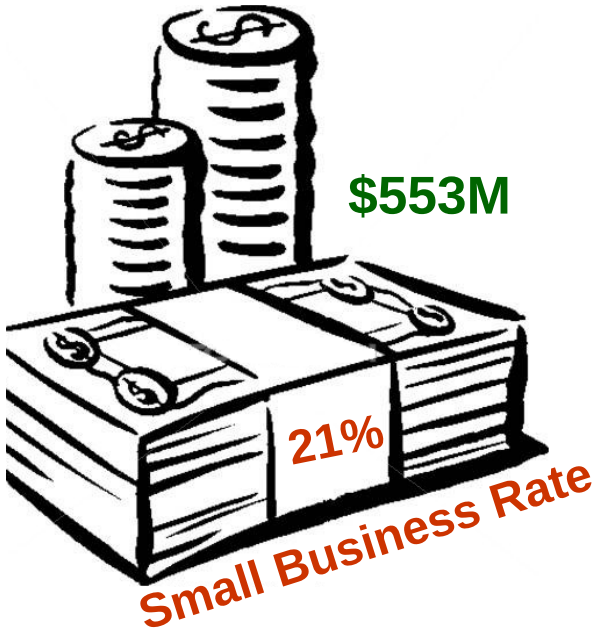


FY 2009 Commitment to Small Business

DHS



OPO



Understanding the Procurement Process

PRESOLICITATION

- Determination of Need (Forecasting and Planning)
- Identifying & Defining the Requirement (Developing Specifications and Government Estimates)
- Market Research
- Analyzing the Requirements (Specifications, Statement of Work or Objectives)
- Sourcing (Competition, Method of Procurement)
- Initiating the Procurement (Funding and other Documentation)

SOLICITATION AND AWARD

- Solicitation (FedBizOpps, E-Buy)
- Evaluation (Bid/Proposal Evaluation Procedures)
- Discussions (As may be needed)
- Award (Selection, Execution, Debriefings)

Understanding the Procurement Process

POSTAWARD AND ADMINISTRATION

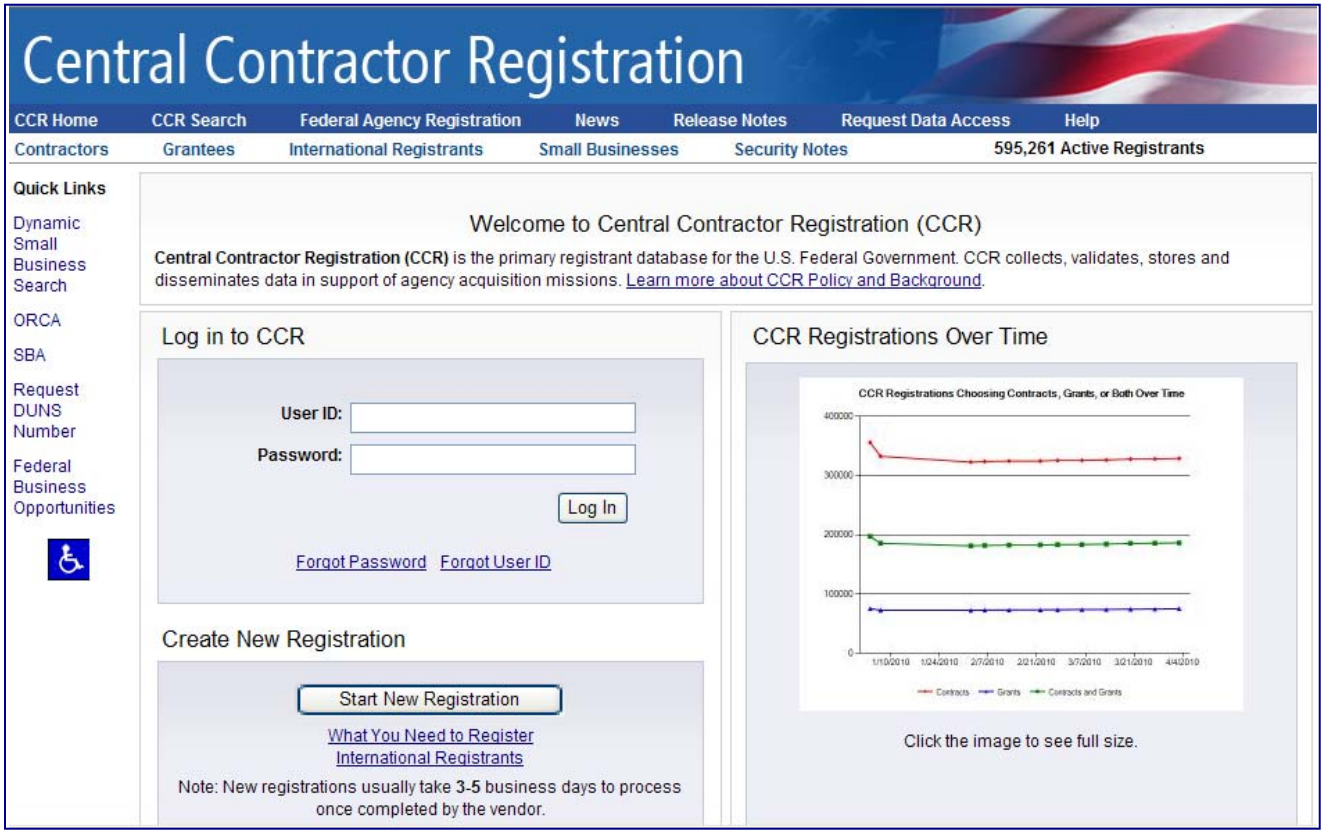
- Post-award Conference (Establishing Communications, Identifying Contacts)
- Contracting Officer's Technical Representative (Identification, Limitations of Authority)
- Deliverables (Type, Frequency)
- Inspection and Acceptance (Method, Location, Quality Assurance Plan, if applicable)
- Invoicing and Payment (Acceptable Invoices, Payment of Fee (if applicable))
- Other Issues (Subcontracting, Property, Change of Key Personnel, etc., as applicable)
- Contractor Performance Assessment Reporting System (CPARS)
- Contract Closeout (Final Exhibits, Deliverables, Payment)

Strategic Sourcing Initiatives

- **EAGLE**
- **FirstSource (100% Small Business)**
- **Program Management, Administrative, Clerical and Technical Services (PACTS)**
- **EAGLE II – Small Business**
- **Multi-Functional Devices (MFDs)**
- **Technical, Acquisition, and Business Support Services (TABSS)**
- **Enterprise Software Agreements**

Interested in doing business with the Federal Government?

You must register in CCR.



www.bpn.gov/ccr

Online Business Opportunities through FedBizOpps

http://www.fbo.gov

OPO Small Business Specialists

- **Trish Wyatt (patricia.wyatt@dhs.gov)**
  Office of Procurement Operations
  Room 3051, 7th and D Street, SW
  (202) 447-5578

- **Faye Jones (faye.jones@dhs.gov)**
  Office of Procurement Operations
  Room 3051, 7th & D Street, SW
  (202) 447-5572

- **DHS Office of Small and Disadvantaged Business Utilization**
  (202) 447-5555

DHS is Open for Business!

- **Contact Us**

  Office of Procurement Operations
  Room 3051, 7th and D Street, SW
  (202) 447-5500

- **Opportunities On-Line**

  Visit DHS.GOV

http://www.dhs.gov/xopnbiz/opportunities