Doing Business with U.S. Customs and Border Protection (CBP)

We are the guardians of our nations borders

We are America’s frontline
CBP’s MISSION

• We safeguard the American homeland at and beyond our borders

• We protect the American public against terrorist and instruments of terror

• We steadfastly enforce the laws of the United States while fostering our nation’s economic security through lawful international trade and travel
Small Business Policy
FAR 19.201

- It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns. Such concerns must also have the maximum practicable opportunity to participate as subcontractors in the contracts awarded by any executive agency, consistent with efficient contract performance.
CBP Expenditures

• Fiscal Year 2011    $2,009,118,497

• Fiscal Year 2012    $1,894,717,560

• Fiscal Year 2013    $1,739,485,502

• Fiscal Year 2014    $2,071,658,843

(Data Source: FPDS-ng - SB Goaling Report – 07/29/15)
CBP's Small Business Goals / Actuals FY15
(FPDSng report as of 10/5/15)

<table>
<thead>
<tr>
<th>Category</th>
<th>Goal</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>WOB</td>
<td>5.0%</td>
<td>6.7%</td>
</tr>
<tr>
<td>SDB</td>
<td>10.0%</td>
<td>14.3%</td>
</tr>
<tr>
<td>SB</td>
<td>32.0%</td>
<td>38.6%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>3.0%</td>
<td>3.1%</td>
</tr>
<tr>
<td>SDV</td>
<td>3.0%</td>
<td>3.5%</td>
</tr>
</tbody>
</table>
Meeting with a CBP Small Business Specialist

- Acquisition Planning Forecast System (APFS)
  - Requirement over $150k - 8 components of DHS
    - Department of Homeland Security Headquarter
    - Customs and Border Protection
    - Federal Law Enforcement Training Center
    - Immigration and Customs Enforcement
    - Transportation Security Administration
    - Federal Emergency Management Agency
    - Secret Service
    - Coast Guard
Meeting with a CBP Small Business Specialist (Cont.)

- Acquisition Planning Forecast System (APFS)

  - updated on a daily basis
    (when budget pass you will see more opportunities)

- NAICS #
  - Creates report
Meeting with a CBP Small Business Specialist (Cont.)

- DHS Prime Contractors Listing
- DHS Mentor Protégé Program
- DHS Small Business Specialists

- When is that the PM/CO/CS/SB are more accessible:
  (Oct, Nov, Dec, Jan, Feb & Mar)

  - Fiscal Year 14, 15 & 16 Budget History
    FY 14 – Sequestration
    FY 15 – Close to April
    FY 16 – Continuous Resolution as of 12/11
Meeting with a CBP Small Business Specialist (Cont.)

- FPDS-ng (NAICS Report)
  - This report will allow you to know who to target - Federal Agency
    - Southern California Small Business Team

- USASpending.gov (Report)
  - Which are the Prime Contractors that are being awarded the federal agencies contracts
    - SBA’ SUB-Net (http://web.sba.gov/subnet) – Prime Contractors post subcontracting opportunities
Meeting with a CBP Small Business Specialist (Cont.)

- Dynamics Small Business Search
  - http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

- SBA Profile
  - (Your resume online) – Everyone have access to this website

- NAICS

- Past Performance
  - (Point of Contact & Phone Number – Upon Request)
Meeting with a CBP Small Business Specialist (Cont.)

- FBO.GOV
  - https://www.fbo.gov/
    - Opportunities over $25k

- Search Engine – NAICS Code or Keyword
  - Which one will give you more opportunities?
Meeting with a CBP Small Business Specialist (Cont.)

TIPS

DO YOU WANT TO BUILD YOUR OWN DIRECT POINT OF CONTACTS ROLODEX??

- Dynamics Small Business Search
  - [http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)

- FBO.GOV
  - [https://www.fbo.gov/](https://www.fbo.gov/)
FBO.Gov

THE POWER OF REQUEST FOR INFORMATION & SOURCES SOUGHT

- Very important to:
  - Build Business Relationships
  - Network
  - Attend Government Acquisition Conferences

- 2 or More – Set-aside
Summary

• Invest time in studying the business and the Government’s acquisition process
• Be patient
• Seek a special niche or branding
• Market, Market, Market
After Earning your First Government Contract—Remember to:

• Perform
  – Past Performance is Very Important!

• Deliver on time
  – Deliver a quality product/service in timely manner

• Keep in touch with the contracting officer
Summary

If you can deliver timely, quality, goods and services at fair prices, CBP is interested in doing business with you.
Small Business Specialists

Herman (Tony) Shivers, (202) 344-2895
E-mail: herman.t.shivers@cbp.dhs.gov

Luz (Ivette) Jorge, (619) 216-4106
E-mail: luz.i.jorge@cbp.dhs.gov
Want to be on CBP Vendor Database?

Please forward your completed questionnaire along with a power point capability briefing/statement to:
Ms. Linda Marchal
E-mail: linda.marchal@cbp.dhs.gov
Phone: (317) 614-4577