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SMALL BUSINESS SPECIALISTS

OFFICE OF ACQUISITION

ROADMAP

How to do Business with CBP and DHS (9 Components)

plus find direct POC's from different Government Agencies



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2. Forecast of Opportunities: <http://apfs-cloud.dhs.gov>

Once there you can explore DHS and its 9 Components Forecast of Contracting Opportunities above \$250k:

1. **CBP (Customs and Border Protection)**
2. **DHS HQ (Dept. of Homeland Security Headquarters)**
3. **FEMA (Federal Emergency Management Agency)**
4. **FLETC (Federal Law Enforcement Training Center)**
5. **ICE (Immigration Customs Enforcement)**
6. **TSA (Transportation Security Administration)**
7. **USCG (U.S. Coast Guard)**
8. **USCIS (U.S. Citizenship & Immigration Services)**
9. **USSS (U.S. Secret Service)**



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APFS Report/Spreadsheet

3. Column F:

BOA (Basic Order of Agreement) – Construction

BPA (Blanket Purchase Agreement) - Product or Services

GWAC – Government Wide Acquisition Contract
(Category Management/Best in Class)

DWAC – Department Wide Acquisition Contract



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Here are some examples of these:

EAGLE NEXT GEN (IT Services) – 5 GWAC Contracts:

Alliant 2 (LG), 8(a) STARS III & VETS 2, CIO-SP3 (SB & LG) (extended until 4/24/25), CIO-SP4 ([CIO-SP4 | NITAAC \(nih.gov\)](#))

Polaris GWAC: [Polaris® | GSA](#)

OASIS + - Professional Services – [Interact \(gsa.gov\)](#)



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APFS Report/Spreadsheet

4. Column I: SB Program: **None** - It can be the followings: \$\$ amount too high for SB Set-Aside,
Rule of Two (Sources Sought or RFI thru SAM.Gov)
that is how the Federal Government do their Market Research,
It can also be that is a Sole Source or an Inter-Agency Agreement
5. Column J: **New Requirement** or **Follow On** = Re-compete (Column K- Contract &
L - Incumbent = historical data) can be obtained thru Federal Procurement Data
System Next Generation (FPDSng): https://www.fpds.gov/fpdsng_cms/index.php/en/



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APFS Report/Spreadsheet (Cont.)

6. Columns: O thru R: POC's, if you need additional data, then contact them, if they are not responsive then reach out to their Components Small Business Specialists (SBS):
[https://www.dhs.gov/small-business specialists](https://www.dhs.gov/small-business-specialists)

Note: Look at their Items Procured, if you see the benefit of being in the vendor database contact the SBS directly.

CBP – Completed Vendor Engagement Forms & Capability Statement (Send those documents to: linda.j.marchal@associates.cbp.dhs.gov)



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APFS Report/Spreadsheet (Cont.)

7. Column T: Anticipated **Award** Quarter (No budget, No new Award)

Federal Fiscal Year: October 01 – September 30

Oct – Dec = Q1/Jan – Mar = Q2/Apr – Jun = Q3/Jul – Sept = Q4

If the budget is not signed by Q1, then it will move to Q2 and so on.

Notes:

- When is the best time to contact CO, CS, PM, etc.... when the budget has not passed, they are more flexible to talk or meet with you.
- Run the APFS Report once a week while there is no budget, once budget pass I recommend to run it twice to three times a week.



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8. Forecast of Opportunities: <http://apfs-cloud.dhs.gov>

Subscribe to E-mail Notifications

Vendors interested in receiving email alerts about upcoming DHS opportunities may establish a subscription to email notifications. Subscribers receive email notifications from APFS when records meeting their search criteria are published. Search criteria includes NAICS, Contract Vehicle, Dollar Range, and Small Business Program. Specific email address requirements apply.



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APFS Report/Spreadsheet (Cont.)

9. Columns U: Estimated Solicitation Released Date

(Upcoming Opportunity to Actual Requirement)

These are the sources that we use to post our requirements:

1. [SAM.gov | Search](#)
\$25K & Over
2. [GSA eBuy!](#)



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10. DHS Prime Contractor Listing: <https://www.dhs.gov/prime-contractors>
 1. Sub-Contracting Opportunities
 2. DHS Mentor Protégé - [Mentor-Protégé Program | Homeland Security \(dhs.gov\)](#)
 3. Joint Venture Agreement = Both parties agrees for a specific solicitation/opportunities
 4. Teaming Arrangements (Small Businesses)



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11. Explore which Government Agency is the one that you would want to target: FPDsng – EZ Search: https://www.fpds.gov/fpdsng_cms/index.php/en/

12. Create an excel spreadsheet with you direct Point of Contacts:
(Example on how to title this spreadsheet: DOD 541611 with tabs such as: Army, Navy, etc....)

Name	E-mail	Phone #	Capability Statement	Appointment Date & Time	Follow Up	Comments

13. Phone Numbers: [SAM.gov](https://sam.gov) | [Search](#)

Notes: 1) These are the POC’s that you will want to connect with, when there is no budget (e.g., Oct, Nov & Dec).
2) When you contact these POC’s sell your business 1st (what you sell & past performance) then talk about your SB certs which will help them meet their SB goals.



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14. Four ways that you can gather direct Point of Contact (POC) data:

- 1) Forecast of Contracting Opportunities Report/Spreadsheet - (Columns O thru R)
If they are buying these products/services now, they will buy it again in the future.
- 2) FPDSng – EZ Search:
https://www.fpds.gov/fpdsng_cms/index.php/en/
(View)
- 3) [SAM.gov | Home](#)
Active & Non-Active
- 4) SBA Profile: [SBA - Dynamic Small Business Search](#)
Competitors Profile/Performance History (Reference)

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15. SBA Profile is “Your company resume online”

- Links to your website (Does it actually link to a website?)
 - Capability Narrative (Attractive, SB Certification, include website) (Mall example)
 - NAICS: Key Words (match with your NAICS descriptions)
(Profile, Capability Statement & SAM have the same NAICS)
- (Do not include) (Include)
- Past Performance – POC/Phone #: To honor client privacy, available upon request

Note: To edit your profile, you will have to do it thru [SBA Connect](#)



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16. Capability Statements should include:

- Executive Summary of the Company

- Products and Services Offered

- Experience with what government agencies or private companies (include agency shield or company logo)

- Certifications with Logos (i.e., SBA 8a Certified, SDVOSB, HUBZone, etc...)

- NAICS Code with descriptions

- List any government contract vehicle your company is on (i.e., OASIS, Federal Supply Schedule, NASA SEWP V)

- Cage Code

17. Business Cards – Certs/Logos, NAICS, CAGE Code



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CBP Business Connection

The Office of Acquisition (OA) utilizes a platform called CBP Business Connection to manage the process of scheduling meetings for companies that are interested in showcasing their products and services to CBP.

The steps to register your company are below:

1. Go to [CBP Business Connection](#)
2. Create an account & submit company registration for review
NOTE: Registration review is not immediate
3. Once you receive email notification that your company registration has been reviewed & approved, sign back into your account

After completing your registration, you will have the ability to request a meeting with any of the following offices:

The Office of Information Technology ([OIT](#))

Office of Acquisition ([OA](#))

The CBP Innovation Team ([INVNT](#))

The Office of Field Operations ([OFO](#))

U.S. Border Patrol ([USBP](#))

The Office of Trade's (OT) Business Transformation and Innovation Division ([BTID](#))

4. If you are a new company, small business with no Government contracting experience and would like to know How to do Business with CBP, we recommend you sign up for our training which are done on the 1st & 3rd Tuesday of every month: [Business Training Request - CBP Business](#)



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THANK YOU!!!!

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