



# U.S. Customs and Border Protection

## 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.

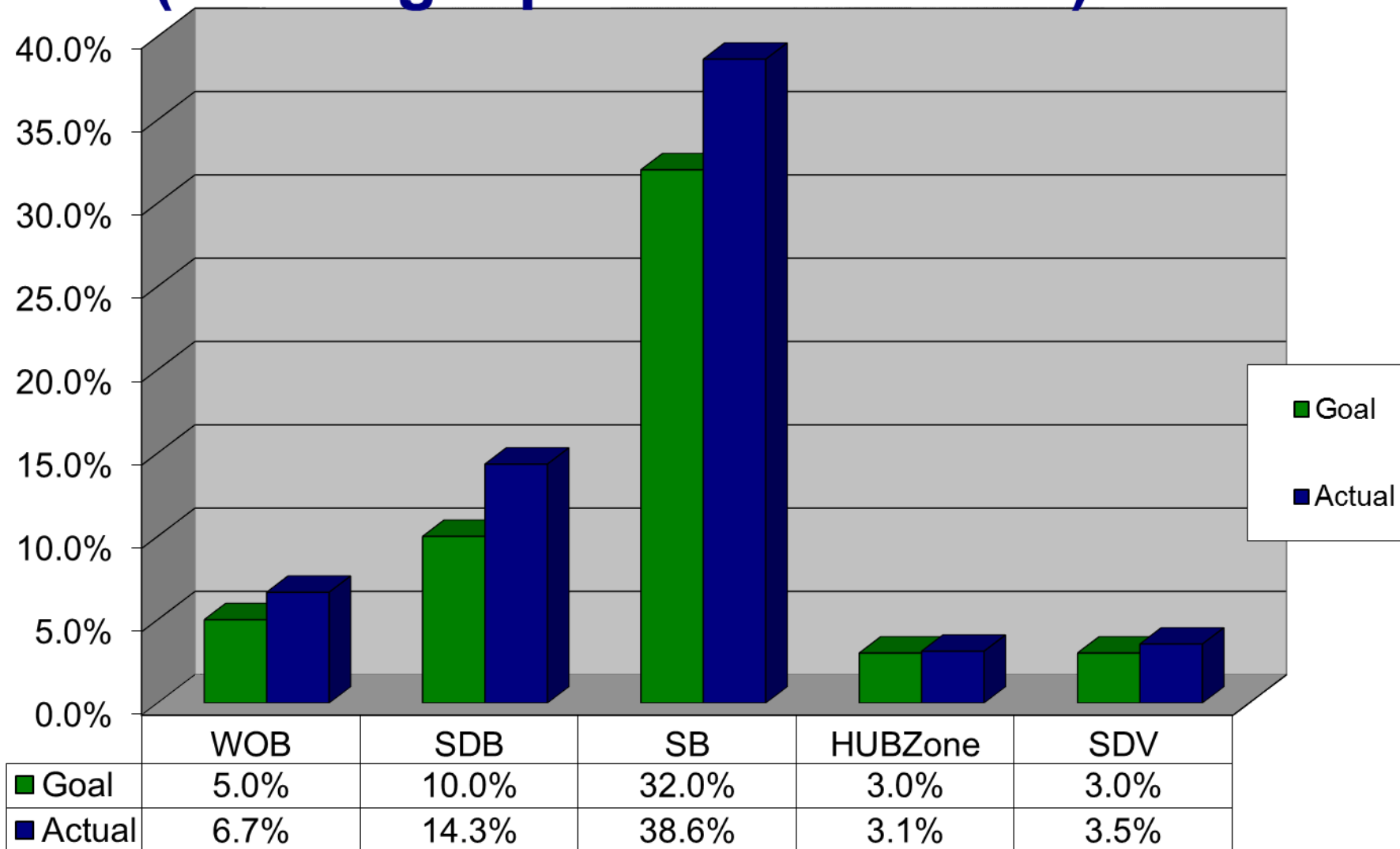


## CBP Expenditures

- 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)





## Meeting with a CBP Small Business Specialist

- Acquisition Planning Forecast System (APFS)  
<http://apfs.dhs.gov/>
  - 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)  
<http://apfs.dhs.gov/>
  - 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](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/>



# 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**



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# Summary

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





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## Small Business Specialists

Herman (Tony) Shivers, (202) 344-2895

E-mail: [herman.t.shivers@cbp.dhs.gov](mailto:herman.t.shivers@cbp.dhs.gov)

Luz (Ivette) Jorge, (619) 216-4106

E-mail: [luz.i.jorge@cbp.dhs.gov](mailto:luz.i.jorge@cbp.dhs.gov)



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## 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](mailto:linda.marchal@cbp.dhs.gov)

Phone: (317) 614-4577



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