

# Department of Homeland Security

EAGLE II – Industry Outreach

July 27, 2009



Homeland  
Security

# Agenda

- Introductions & Welcome
- Opening Remarks
- DHS Buying Activities
- Differences between EAGLE and EAGLE II
- Request for Information (RFI) Feedback
- Acquisition Strategies
- Current Status
- Communication Strategies
- Tentative Milestone Schedule
- DHS OSDBU Perspective
- Closing Remarks



Homeland  
Security

# Soraya Correa, Director Office of Procurement Operations



Homeland  
Security

# Opening Remarks

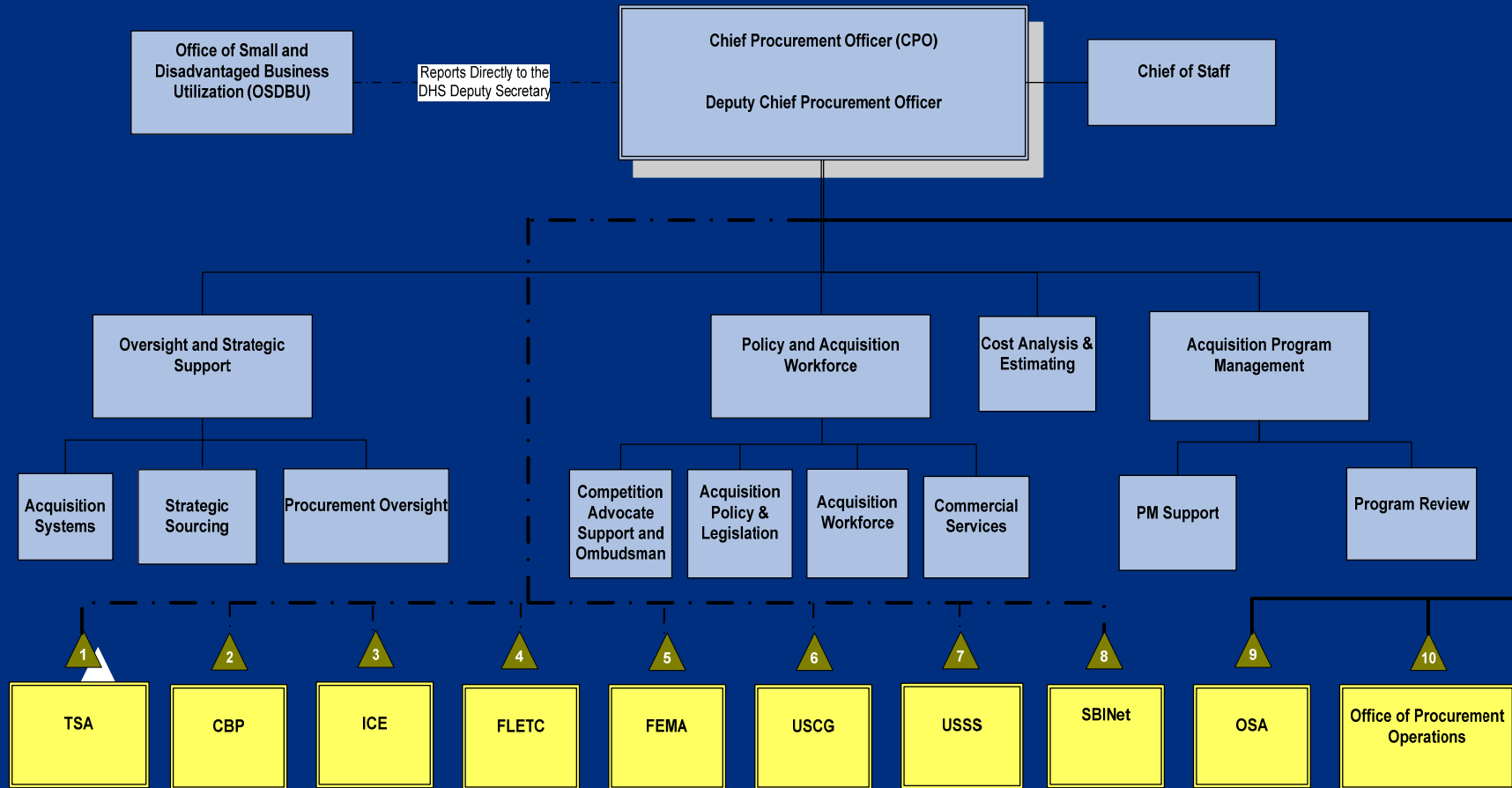
- Enterprise Acquisition Gateway for Leading Edge Solutions II (EAGLE II)
  - Provides support for a Wide Range of Information Technology (IT) Services
  - Provides Business Opportunities for All Vendor Communities
  - Facilitates Continued Partnership with Industry
  - Small Business Goal Attainment
- Current EAGLE Statistics as of July 2009
  - Small Business – 116 Task Orders \$631 M
  - Unrestricted – 205 Task Orders \$6.2 B



Homeland  
Security

# Chief Procurement Officer Organization

## Buying Activities in DHS



# DHS Buying Activities

- Who can use EAGLE II?
  - Department-Wide Acquisition Vehicle
  - Available for use by any DHS program or component agency



Homeland  
Security

Holly Donawa, Contracting Officer  
Information Technology Acquisition Center  
Office of Procurement Operations



Homeland  
Security

# Differences Between EAGLE and EAGLE II

	Current EAGLE	EAGLE II
<b>Solicitation</b>	<p>Single RFP with two evaluation tracks:</p> <ul style="list-style-type: none"> <li>▪ Small Business Set-Aside</li> <li>▪ Unrestricted</li> </ul> <p>Awards combined into one pool</p>	<p>Two separate RFPs</p> <ul style="list-style-type: none"> <li>▪ Small Business Set-Aside</li> <li>▪ Unrestricted</li> </ul> <p>Awards will be separate/distinct pools</p>
<b>Groupings for Awards</b>	<p>Five Functional Categories of services, selections based on ability to provide services in a service category</p>	<p>Set-Aside: Pools based upon SB category (e.g. Hub-Zone, 8(a)) rather than functional category)</p> <p>Unrestricted: TBD</p>
<b>Limitations on Awards</b>	<p>Awardees were able to win in multiple categories</p>	<p>Award in only one pool</p>
<b>Teaming</b>	<p>Awards based upon Prime qualifications only (no defined team)</p>	<p>Set-Aside: Prime with core subs</p> <p>Unrestricted: Prime only</p>
<b>Application of Lessons Learned</b>		<p>Adoption of Lessons Learned:</p> <ul style="list-style-type: none"> <li>▪ Allowing Hourly Labor Rate Increases</li> <li>▪ Consideration of Re-representation</li> <li>▪ Adoption of Current Industry Best Practices</li> </ul>



# RFI Feedback – Small Business

- Number of Responses
- Frequently Asked Questions
- Preferred Acquisition Strategy
- Multi-Step Process
- Best Practices
  - Procurement
  - Certifications (e.g. ISO, ITIL)
  - Performance-Based Considerations



Homeland  
Security

# EAGLE II Acquisition Strategies

- Small Business
  - Multi-Step Proposal Process
  - Change from current EAGLE Functional Categories
    - Socio-economic tracks versus Functional Categories
    - Elimination of IV&V
  - Evaluation of prime and core subcontractor team
  - Establishing Minimum Security Requirements for Personnel
- Unrestricted (Pending feedback from RFI)
  - Multi-Step Proposal Process
  - Change from current EAGLE Functional Categories
    - Elimination of IV&V
    - Incorporation of “Project Management Support” into Functional Categories
    - Potential for an All-Inclusive “Soup to nuts” category
  - Evaluation of prime team
  - Requirement for facility and personnel clearances
  - Limited number of contract awards



# Current Status

- Current Status – Small Business
  - RFI-Small Business Response Analysis completed
  - RFI Questions and Responses posted to FedBizOpps on July 14<sup>th</sup>
  - Draft EAGLE II-Small Business RFP under development
  - Pre-solicitation Conference planned
  - EAGLE II – Small Business RFP to be issued 1<sup>st</sup> QTR FY10
- Current Status – Unrestricted
  - RFI-Unrestricted to be posted the week of July 27<sup>th</sup>
  - Draft EAGLE II – Unrestricted RFP under development
  - Pre-solicitation Conference planned
  - EAGLE II – Unrestricted RFP to be issued 1<sup>st</sup> QTR FY10



# Communication Strategies

- Communication Channels and Feedback Mechanisms:
  - Industry Outreach Activities:
    - RFI to Small Business (completed)
    - RFI to Unrestricted Business
    - Pre-solicitation Conference for Small Business Requirement
    - Pre-solicitation Conference for Unrestricted Requirement
  - EAGLE II electronic media
    - EAGLE II–Small Business e-mail box
    - EAGLE II – Unrestricted e-mail box
    - Microsoft LiveMeeting
    - DHS.gov web postings
    - Federal Business Opportunities



# Tentative Milestone Schedule

Activity	Anticipated Date
RFI to Industry for Small Business Procurement	Feb 10, 2009
RFI to Industry for Large Business Procurement	July 21, 2009
Industry Outreach Day	July 27, 2009
Pre-solicitation Conference – Small Business	To be Determined
Pre-solicitation Conference – Unrestricted	To be Determined
EAGLE II – Small Business RFP Issued	1 <sup>st</sup> QTR FY10
EAGLE II – Unrestricted RFP Issued	1 <sup>st</sup> QTR FY10
EAGLE II – Small Business proposals due	2 <sup>nd</sup> QTR FY10
EAGLE II – Unrestricted RFP proposals due	2 <sup>nd</sup> QTR FY10



Kevin Boshears, Director  
Office of Small and Disadvantaged  
Business Utilization (OSDBU)



Homeland  
Security

# OSDBU Perspective – Part 1

- Small business prime contracting opportunities
  - 8(a)
  - HUBZone
  - SDVOSB
  - SB (includes SB, non-8(a) SDB, VOSB, and WOSB)
- Small business subcontracting opportunities
  - Small business subcontracting goals in solicitation for unrestricted portion
  - DHS mentor-protégé program part of evaluation criteria in solicitation for unrestricted portion
- How many small business contract awards? Competition determines the final number.
  - Estimate based on market research to date = 8 to 12 per category with 5 categories
  - 40 to 60 small businesses total (DHS reserves the right for the final number to vary based on the competitive process)
- Task order competition by category – for example, 8(a) firms compete against one another within the 8(a) category, etc.



# OSDBU Perspective – Part 2

- Teaming
  - FAR 9.601
    - “Contractor team arrangement,” as used in this subpart, means an arrangement in which – (1) Two or more companies form a partnership or joint venture to act as a potential prime contractor; or (2) A potential prime contractor agrees with one or more other companies to have them act as its subcontractors under a specified Government contract or acquisition program.
  - FAR 9.602
    - Contractor team arrangements may be desirable from both a Government and industry standpoint in order to enable the companies involved to – (1) Complement each other’s unique capabilities; and (2) Offer the Government the best combination of performance, cost, and delivery for the system or product being acquired.
- Teaming Coordinator process for EAGLE II (like what was used in current EAGLE)



# Closing Remarks

- Unrestricted RFI to be issued on FedBizOpps this week. The mailbox is:
  - [DHSEAGLE2UNR-RFI@dhs.gov](mailto:DHSEAGLE2UNR-RFI@dhs.gov)
- EAGLE II Updates:
  - Federal Business Opportunities (FedBizOpps) [www.fbo.gov](http://www.fbo.gov)
- Slide Presentation and List of Vendor Outreach (Industry Day) Attendees:
  - [www.dhs.gov/openforbusiness](http://www.dhs.gov/openforbusiness)





# Homeland Security