

# DHS by the Numbers

Washington Technology Power Breakfast  
December 1, 2023



Government  
Business  
Council

# DHS at a Glance



## FY24 Annual Budget

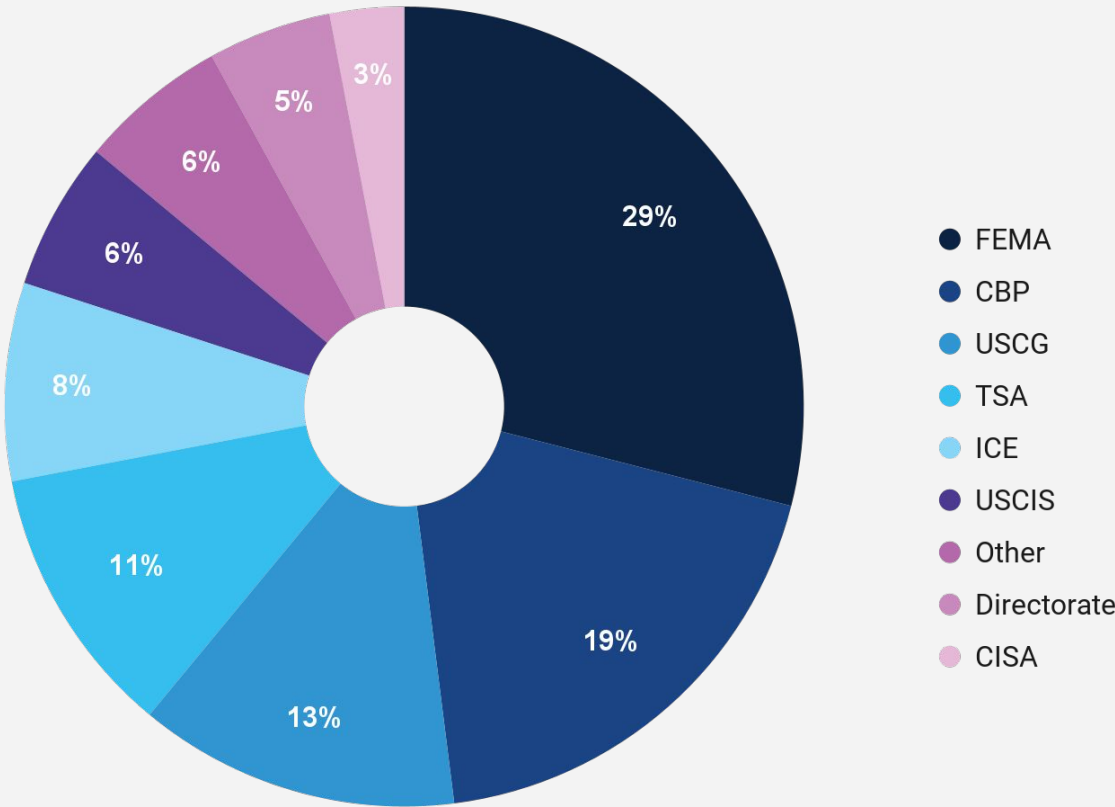
**President's FY24 Budget Request for the DHS = \$103.2B**

Increase of 1.5% from FY23

**Net Discretionary Funding = \$60.4B**

Decrease of 1.1% from FY23

FY24 Total Budget Authority by Component



# DHS Funding Priorities

According to the [President's FY24 Budget-in-Brief](#), DHS has **9** funding priorities.

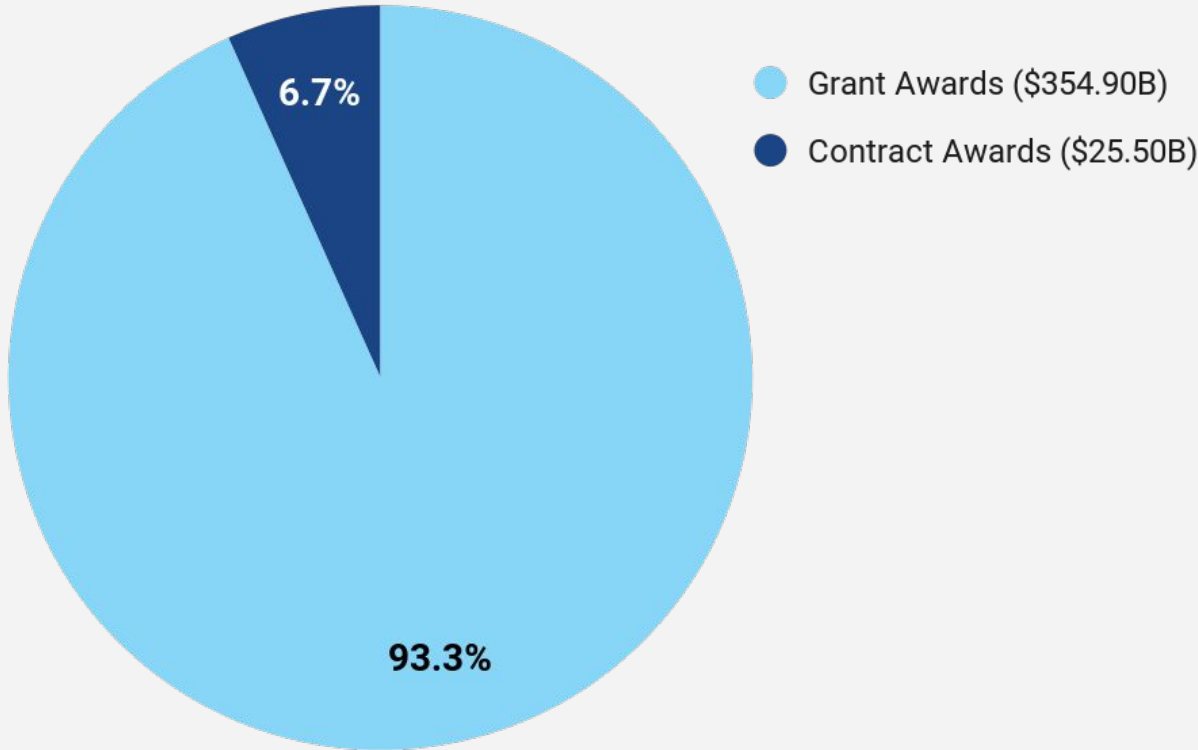
1. Supporting a Fair, Orderly, and Humane Immigration System
2. Enhancing Border Security, Immigration Enforcement, and Modernizing Trade
3. Southwest Border Contingency Fund: Addressing the Situation at the Southwest Border
4. Investing in Cybersecurity and Infrastructure Security Protection
5. Climate Investment, Research, and Natural Disaster Resilience
6. Transportation Security and Modernizing TSA Pay and Workforce Policies
7. Investment in Sustainability and Conservation
8. Coast Guard Operational Modernization and Presence in the Arctic Region
9. Protection of the Nation's Leaders and 2024 Presidential Campaign Security



# Overall Funding Snapshot

# DHS Spending Overview (Nov 2022-Oct 2023)

Total: \$380.4B



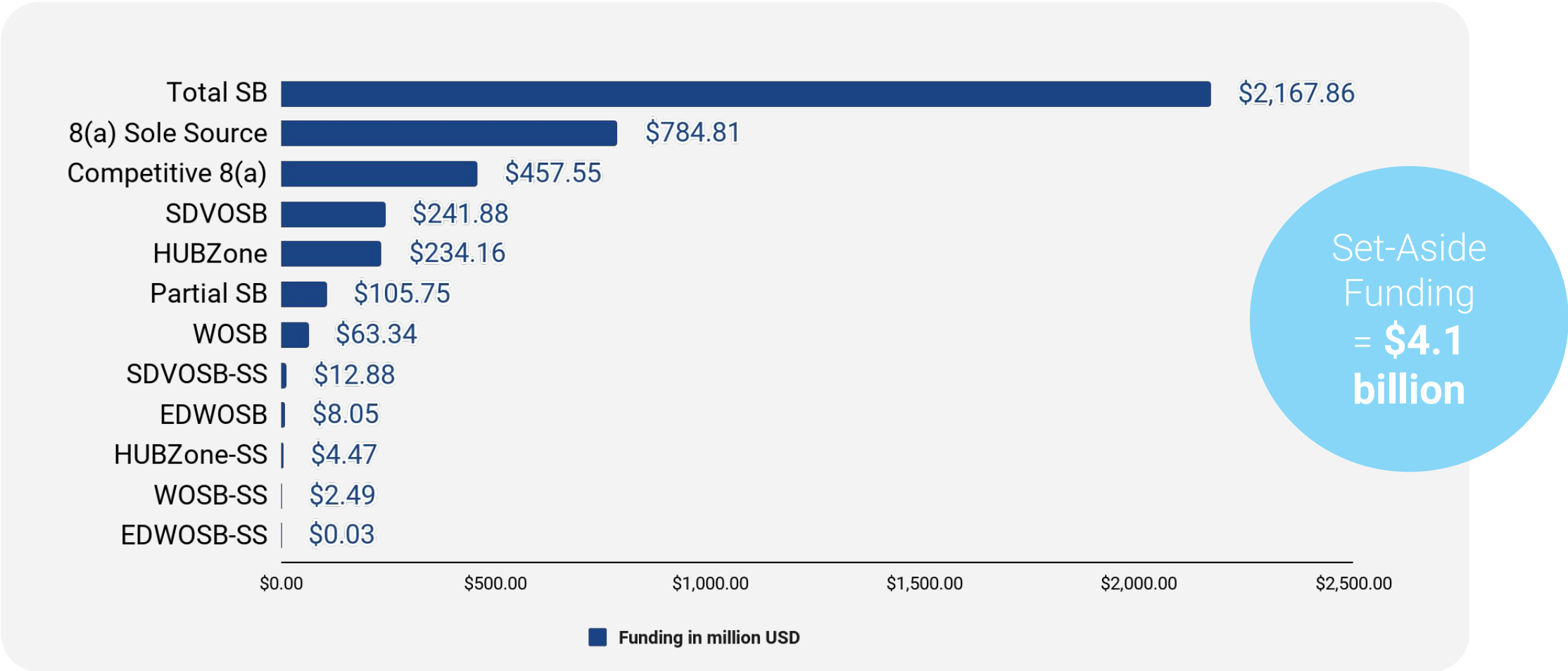
96%

of grant funding  
went specifically  
to disaster and  
public assistance.



# DHS Set Aside Funding

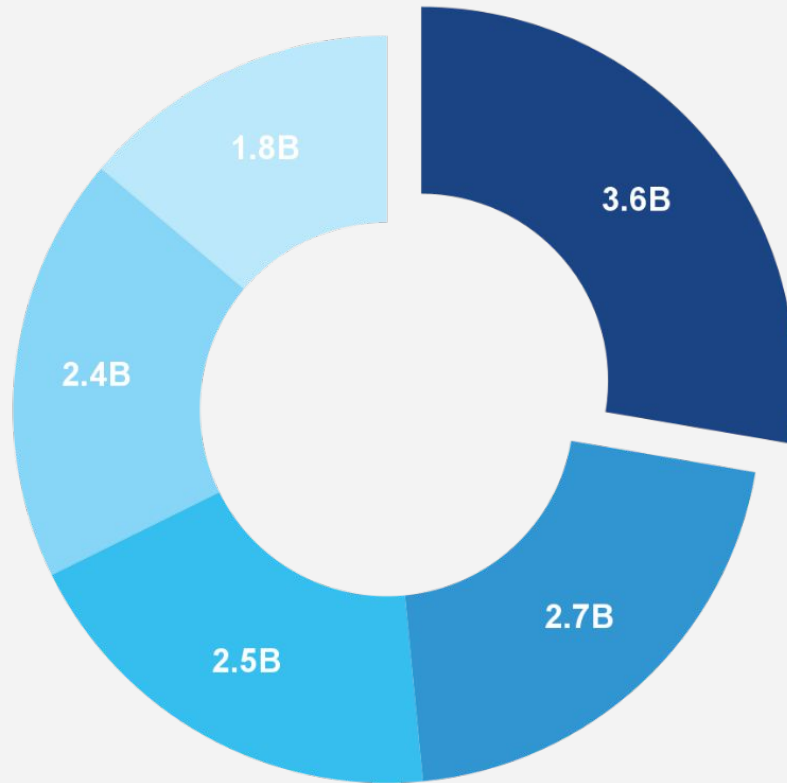
## Set-Asides (Last year)



# IT Funding

# DHS Funding Areas

## Top 5 NAICS Codes (Last year)



- **541512 - Computer Systems Design Services**
- 561612 - Security Guards and Patrol Services
- 236220 - Commercial and Institutional Building Construction
- 541519 - Other Computer Related Services
- 541330 - Engineering Services

DHS top NAICS breakdown over the last year. Source: GovTribe



# IT Methodology

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**While Computer Systems and Design Services (541512) was the largest NAICS category for DHS, it doesn't tell the full IT picture.**

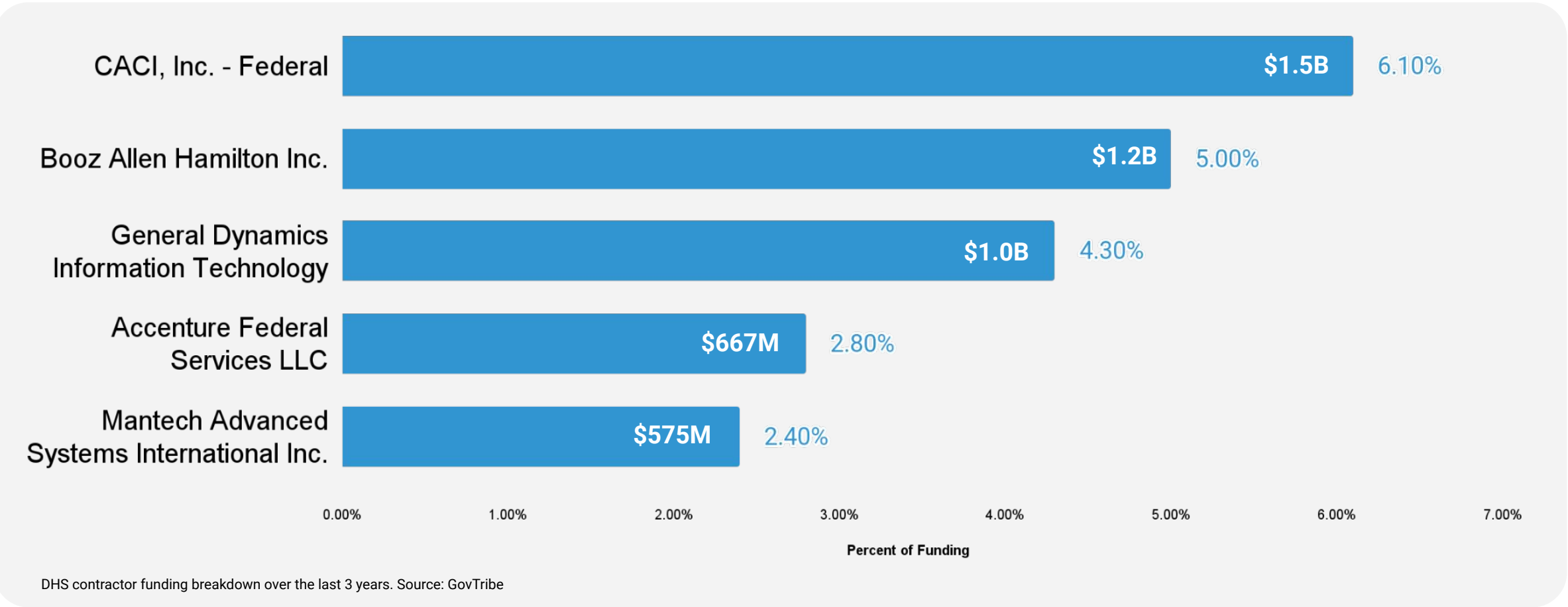
**The IT data in the next slides includes parent NAICS categories 5415 & 5182. (Computer Software and Infrastructure)**



DHS awarded over **\$24B** in federal contracts for IT over the last 3 years.

# Who are the Leading IT Contractors?

## Top 5 Prime IT Contractors (Last 3 years)



# Federal IT Contract Vehicles

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Over the last year, the top three IT-focused multi-award IDIQs by funding amount are:

## FirstSource II

- **\$5.6B** funded to date (90% of Shared Ceiling)
- *Top Awardees:* Panamerica Computers Inc, Government Acquisition Inc, Blue TECH Inc.

## Scalable Ways to Implement Flexible Tasks (SWIFT)

- **\$51M** funded to date (15% of Shared Ceiling)
- *Top Awardees:* Procentrix LLC, Dev Technology Group Inc, Salient Crgt Inc.

## Information Technology Enterprise Solutions 3 - Services (ITES-3S)

- **\$2.3B** funded to date (19% of Shared Ceiling)
- *Top Awardees:* SAIC, Agile Defense LLC, International Business Machines Corporation

# Contract Vehicle Snapshot: FirstSource II

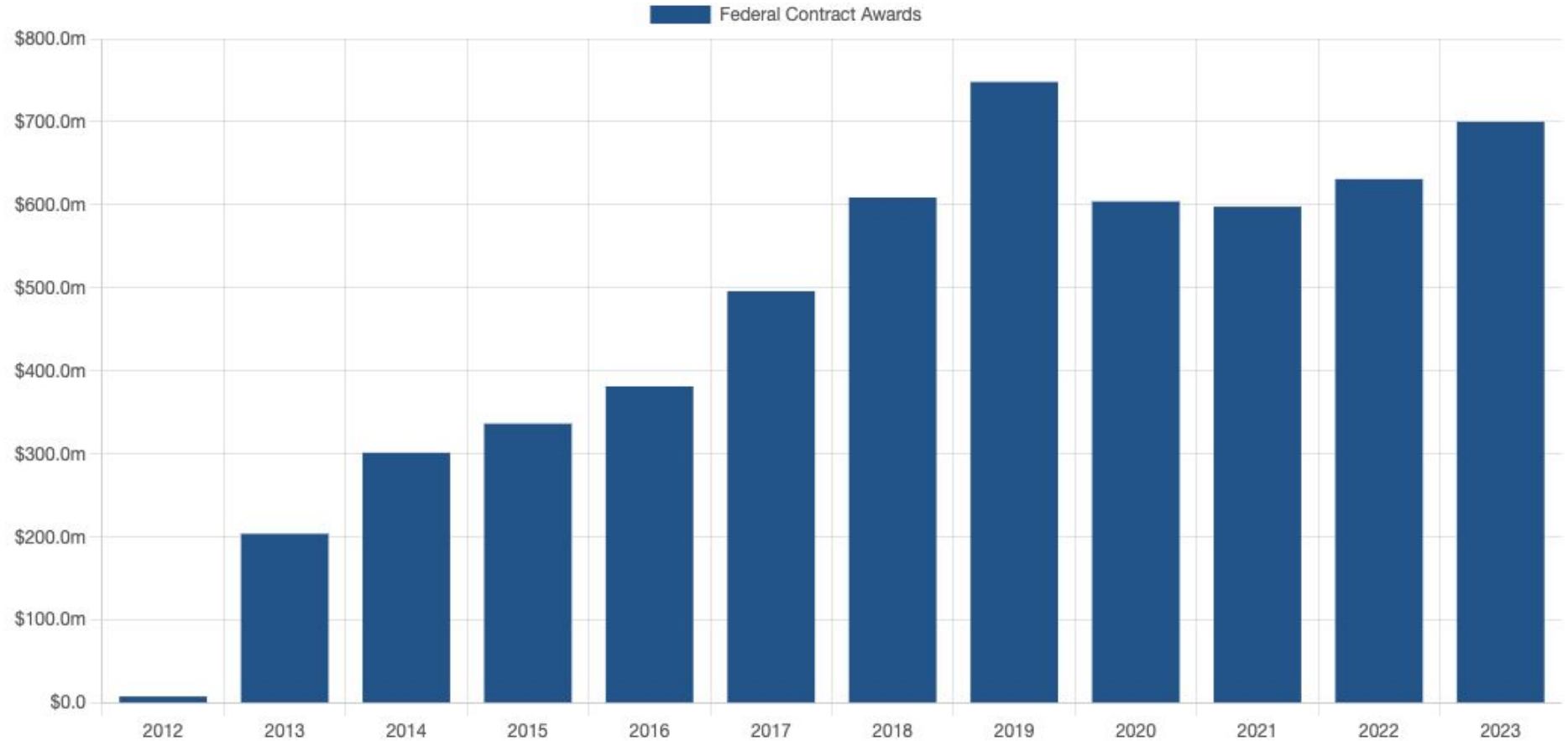
## Award date:

September 16, 2012

\$5.6B Obligated

10 year, multi-award  
IDIQ with 30 primes

- 19,000 Task Orders
- 7.6% of funding is SDVOSB
- 46% of total funding awarded to the top 5 primes



**In the last year, the major focuses of this IDIQ have been:**

Other Computer Related Services: **\$5,616,564,742**

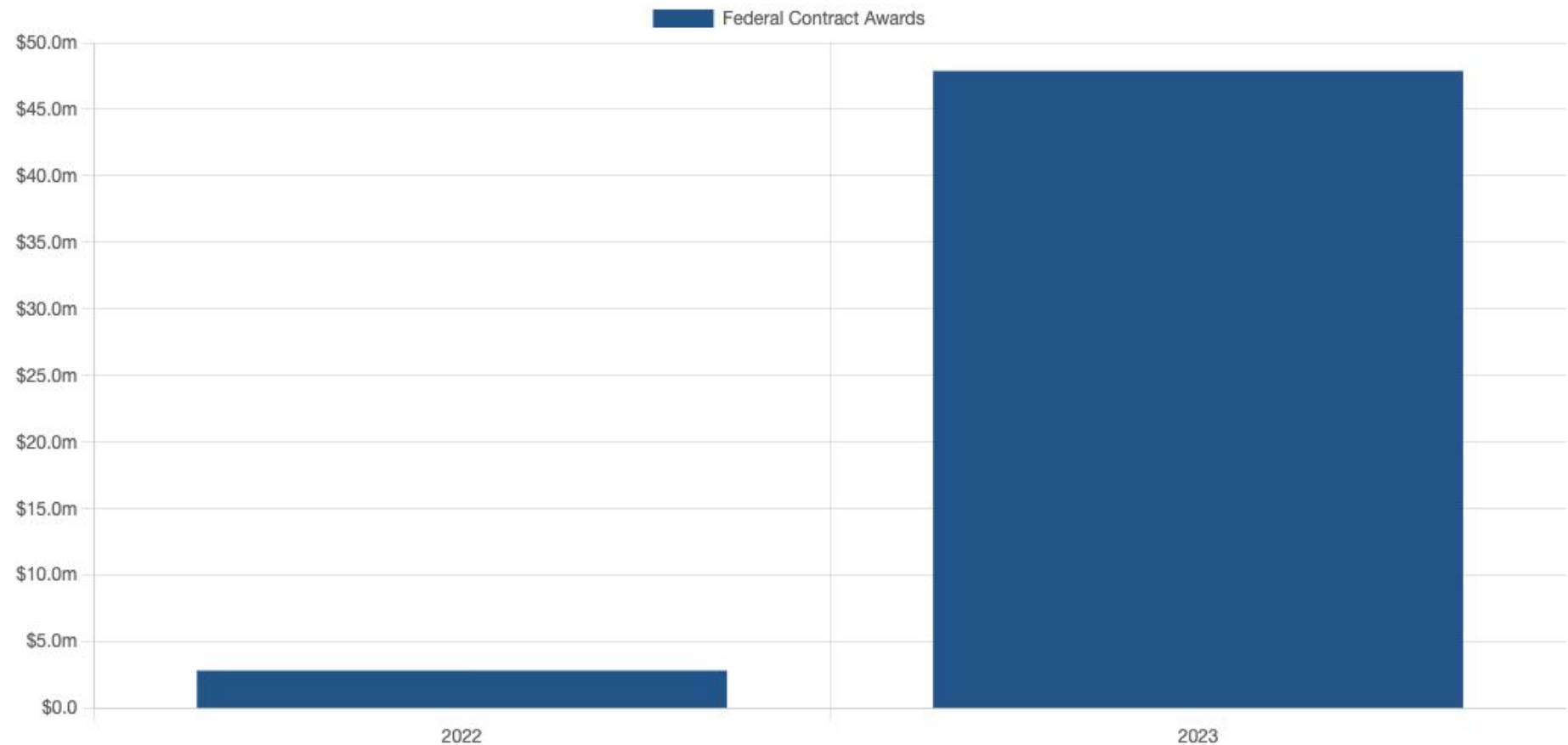
# Contract Vehicle Snapshot: Scalable Ways to Implement Flexible Tasks (SWIFT)

**Award date:**  
September 14, 2022

\$51M Obligated

5 year, multi-award  
IDIQ with 7 primes

- 23 Task Orders
- 0% of funding is SDVOSB
- 96% of total funding awarded to the top 5 primes



**In the last year, the major focuses of this IDIQ have been:**

Other Computer Related Services: **\$50,739,166**

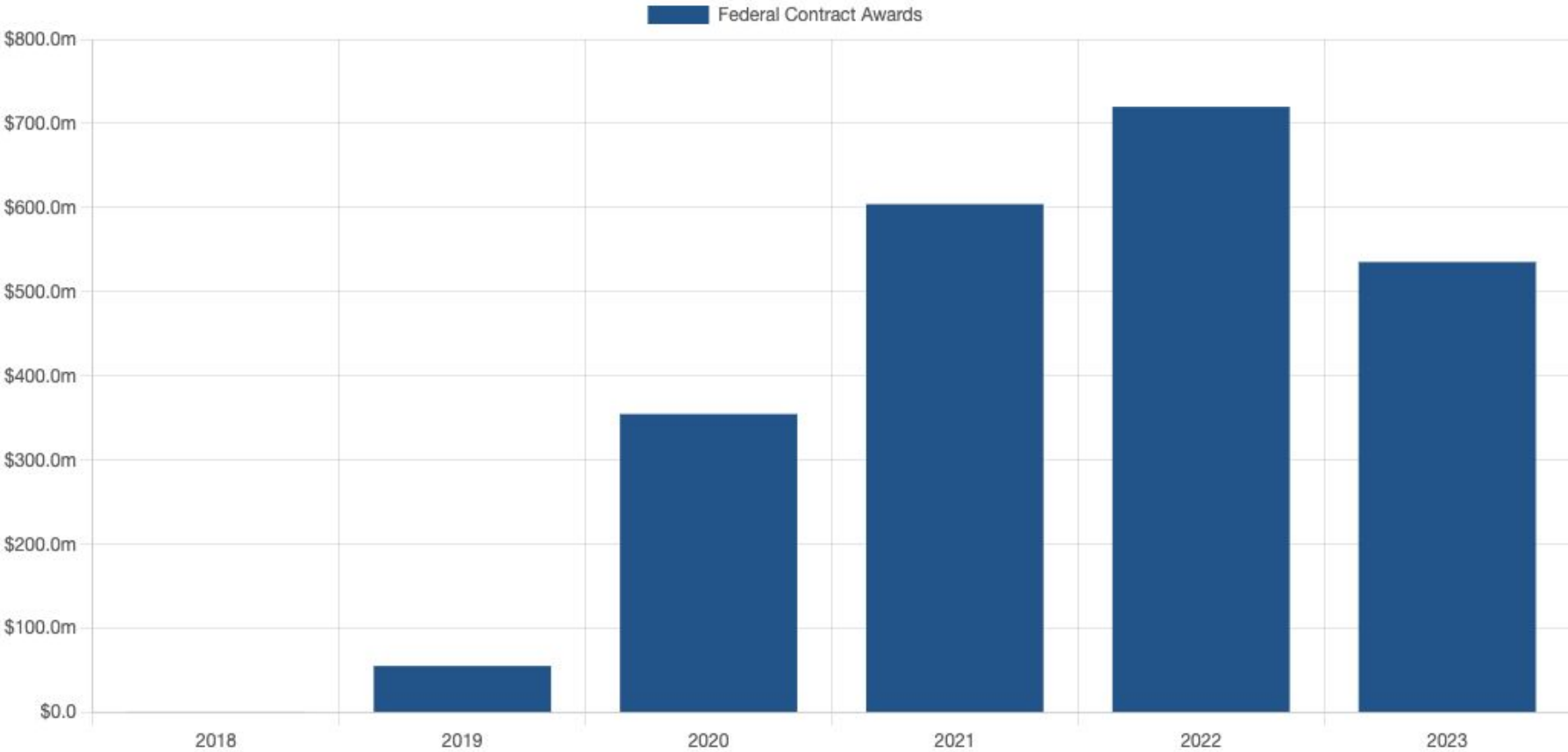
# Contract Vehicle Snapshot: Information Technology Enterprise Solutions 3 - Services (ITES-3S)

**Award date:**  
September 24, 2018

\$2.3B Total  
Obligated to Date

5 Year, multi award  
IDIQ with 135  
primes

- 617 Task Orders
- 45% of total funding awarded to the top 5 primes

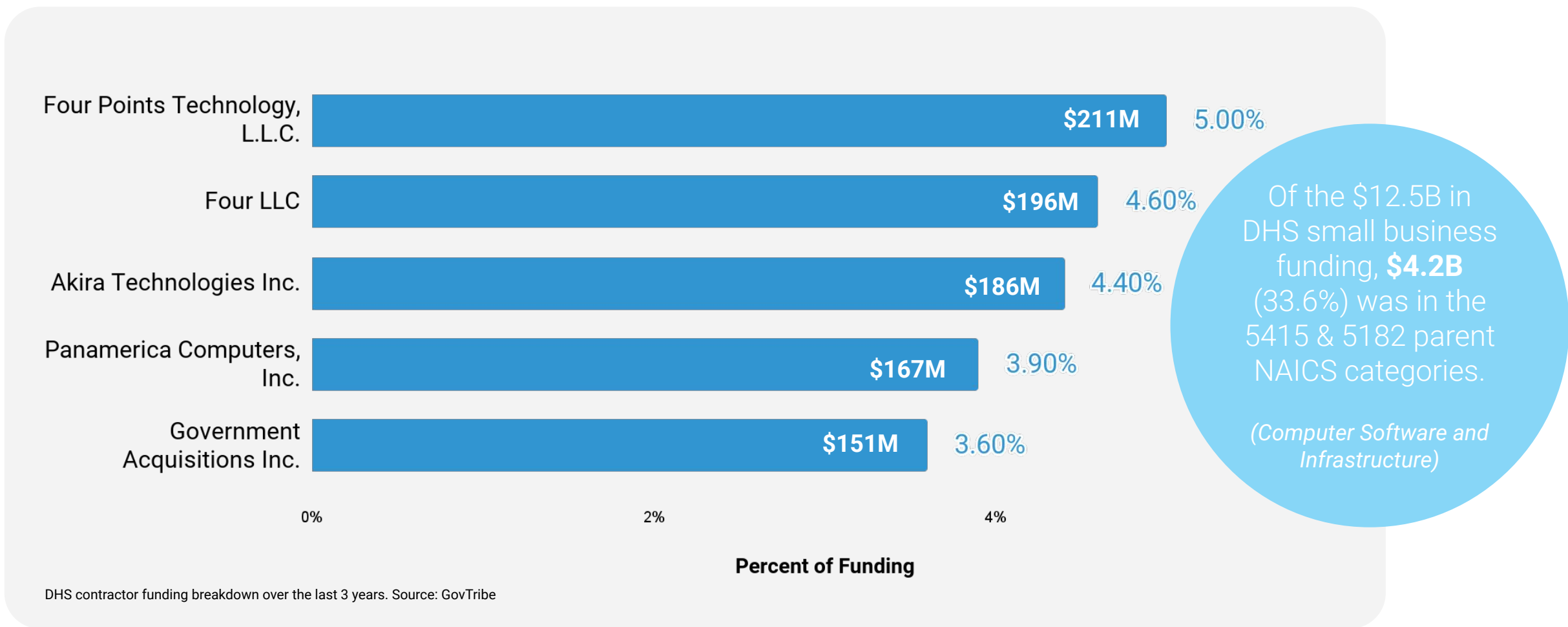


**In the last year, the major focuses of this IDIQ have been:**

Other Computer Related Services: **\$2.270,499,193**

# Who are the Leading IT Small Business Contractors?

## Top 5 Small Business IT Contractors (Last 3 years)



# Top 3 DHS IT Small Business Entrants to Market

VENDOR	AWARD DATE	POTENTIAL VALUE	DURATION	SET ASIDE	PRICING TYPE	EXTENT COMPETED	VEHICLE	COMPONENT
Capital Technology Group LLC	6/16/23	64M	1.3k Days	Total Small Business	Labor Hours	Full and Open Competition after exclusion of sources	MAS	Citizen and Immigration Services
Light Speed Partners JV, LLC	09/30/2023	39M	1.4k Days	Competitive 8a	Firm Fixed Price	Full and Open Competition after exclusion of Sources	8a Stars III	Federal Emergency Management Agency
APF Technology LLC	11/15/22	8.7M	1.8k Days	Competitive 8a	Firm Fixed Price	Full and Open after exclusion of Sources	8a Stars III	Science and Technology Directorate



# **Working with DHS as a Small Business**

# Teaming with Primes

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- Large prime contractors receiving Federal contract awards valued over \$750,000 (\$1.5 million for construction) are required to establish plans and goals for teaming with small businesses.
- Partnerships between small businesses and primes can bring expertise and marketability to small business contracting opportunities.
- The Small Business Administration's [Sub-Net](#) and [Subcontracting Opportunities Directory](#) are both good resources for prime and subcontractors to connect.



Image source: istockphoto.com

# Office for Small & Disadvantaged Business Utilization (OSDBU)

The primary role of OSDBU is to promote and develop strategies for small business participation in the DHS contracting program while adhering to federal small business regulations and ensuring diversity, equity and inclusion in the procurement process.

## **Key resources for small businesses include:**

- **Small Business Administration (SBA) [Contracting Guide](#) & [Contracting Assistance Programs](#)**  
These SBA guides and programs help small businesses find and win contracts with the federal government.
- **[DHS Small Business Specialists \(SBS\)](#)**  
SBS at each DHS Component are available to discuss specific procurement opportunities available for small businesses.
- **[List of DHS Prime Contractors](#)**  
The list provides information on large business Prime Contractors who are interested in subcontracting with small businesses.
- **[DHS Vendor Outreach Sessions \(VOS\)](#)**  
VOS provide small businesses with the platform to discuss their capabilities and learn about DHS procurements and large business subcontracting and partnering opportunities.

# OSDBU (Continued)

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## How to get started? - Contact a DHS Component SBS

- Electronic marketing is recommended over making cold calls.
- DHS recommends you provide 2 electronic marketing documents which should provide an overview of your firm's capabilities.

### 1. Capability Statement

- a. No more than 1-2 pages
- b. The 1st segment should provide access information on the firm.
- c. The 2nd segment should provide the firm's core competencies/capabilities and any unique performance factors.
- d. The 3rd segment should provide the firm's DHS related past performance.

### 2. Electronic copy of SBA's Dynamic Small Business Search Profile

- a. Ensure the information on your profile is current, especially the contact, key words and past performance information.

For more information, visit <https://www.dhs.gov/small-business-assistance>.

# Doing Business with DHS

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Image source: <https://www.dhs.gov/publication/procurement>

# Available Tools

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## GovTribe

- Federal Market Intelligence Tool, source of the data in this report.

## System for Award Management (SAM.gov)

- SAM includes postings of DHS procurement opportunities over \$25,000.

## DHS Acquisition Planning Forecast System (APFS)

- APFS provides industry with an early view of anticipated contract actions over \$250,000.

## DHS Department-Wide Contract Vehicles

- Provides information on existing Department-wide contracts and vendors holding those contracts/agreements.

## DHS Industry Liaisons (ILs)

- ILs are located in Components and offices across DHS. They are excellent resources to engage with when seeking to do business with DHS.

## DHS Science and Technology Directorate

- DHS S&T serves as the RDT&E arm for the department.

# About

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GovTribe provides industry-leading market intelligence and capture tools for federal government contractors. Our mission is to make the tools and data required to compete in the federal market accessible and modern, while keeping the end-user in mind. With GovTribe, contractors can identify federal sales opportunities before anyone else knows they exist, giving them the edge they need to win more contracts and grow their business. To learn more about how GovTribe can help your business succeed in the federal marketplace, visit [govtribe.com](https://govtribe.com).



Government Business Council (GBC), the research arm of Government Executive Media Group, is dedicated to advancing the business of government through analysis and insight. GBC partners with industry to share best practices with top government decision makers, understanding the deep value inherent in industry's experience engaging and supporting federal agencies.



Washington Technology provides a direct line to contractor executives who need cutting-edge IT systems and solutions to serve the largest customer in the world – the government market. Our expert coverage and analysis fuel strategic decisions around partnering, RFPs, and resource development, enabling WT readers to competitively build relationships, bid smartly and win contracts.



## Questions? Please reach out to:

**Molly Broemmelsiek**

*SVP of Data Sales at GovExec*

E: [mbroemmelsiek@govexec.com](mailto:mbroemmelsiek@govexec.com)