

# WIPP: “DRIVING OPPORTUNITIES TO WOMAN-OWNED FIRMS”



SEP // 08 // 11

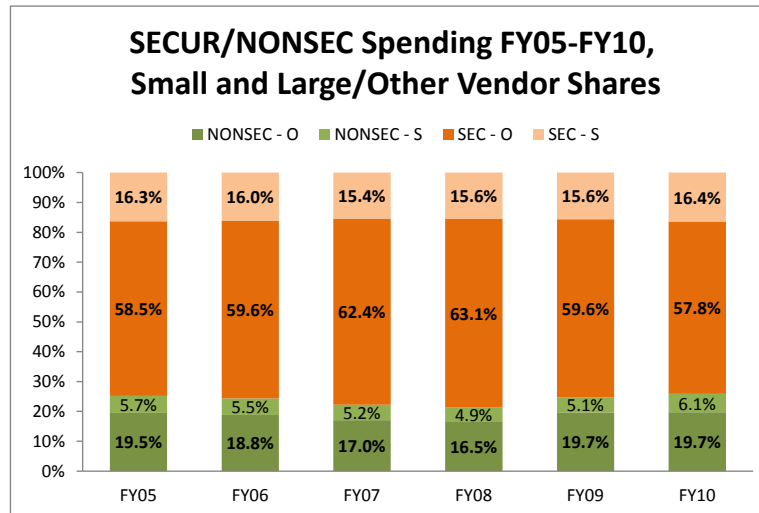
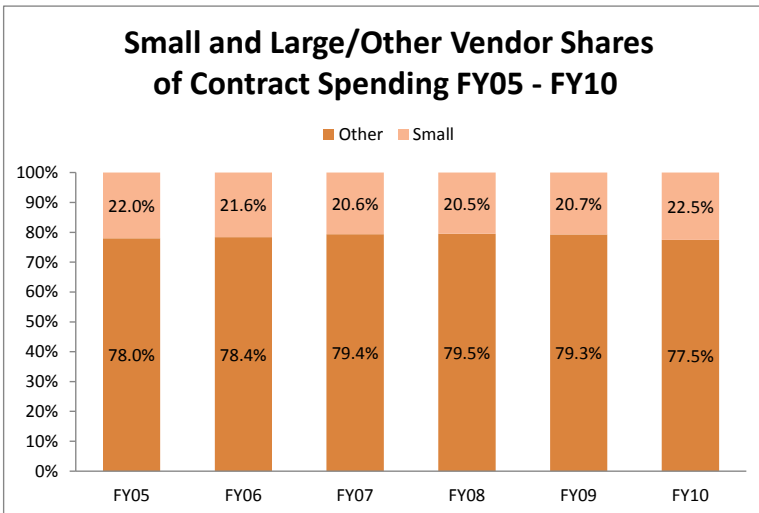
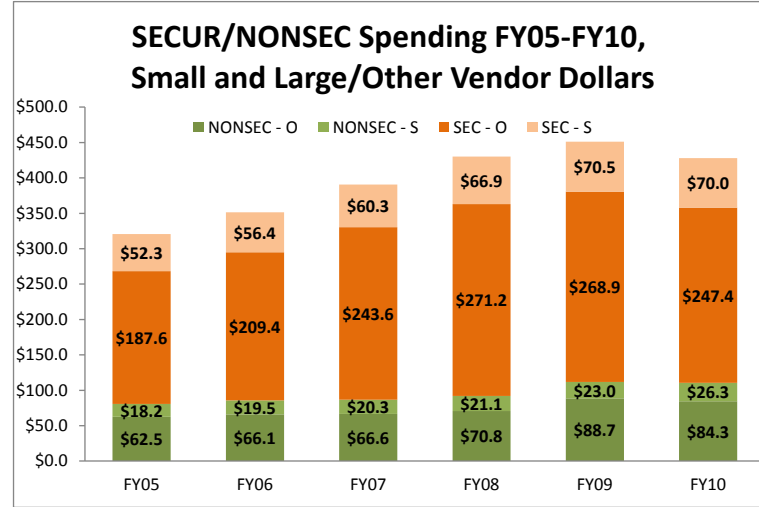
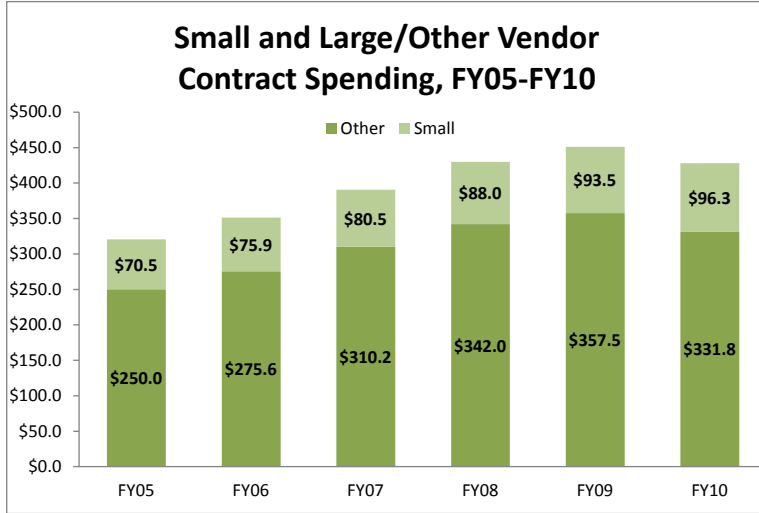
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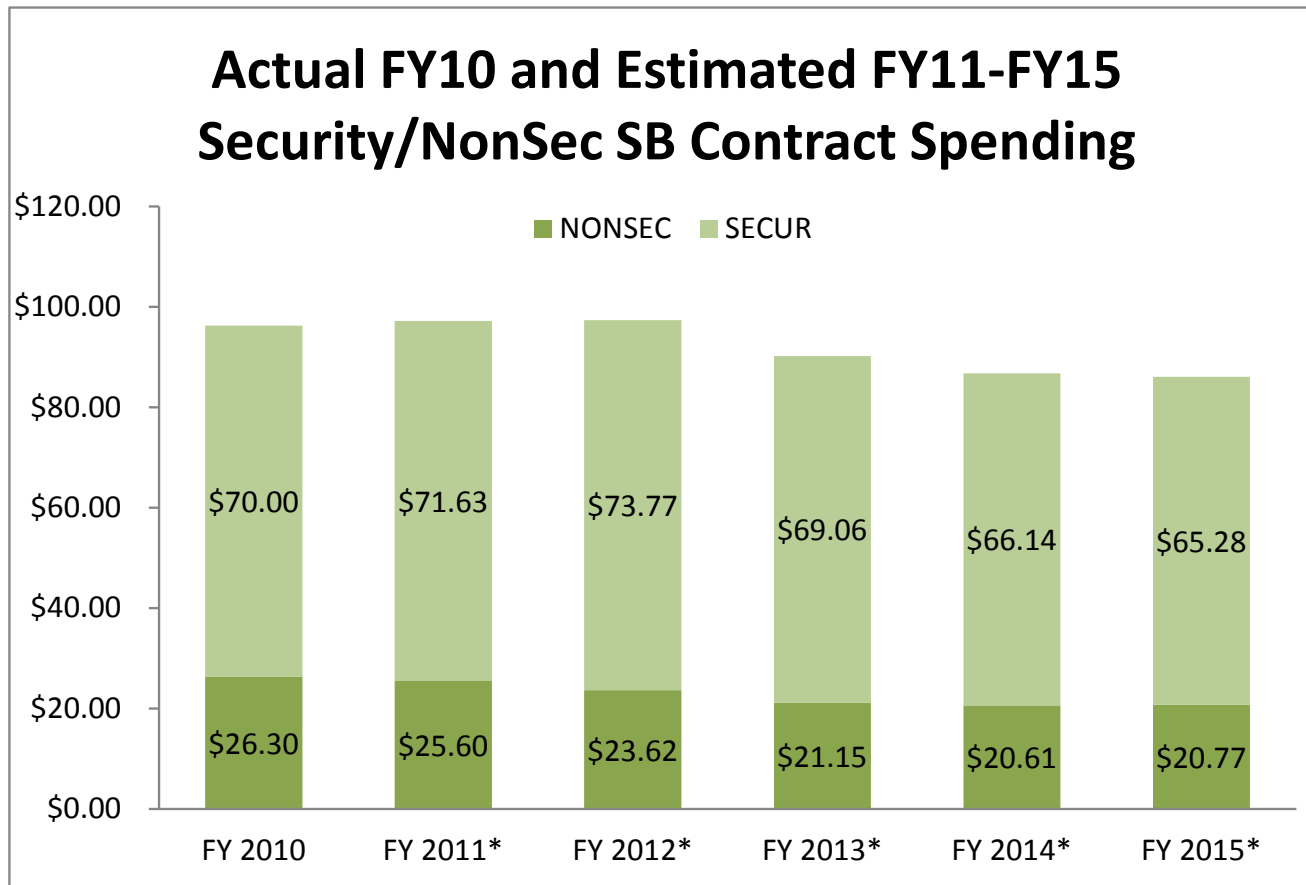
# THE PROCUREMENT ENVIRONMENT FOR WOBS



# THE LAST SIX YEARS: IS THE SB SPENDING PEAK BEHIND US?

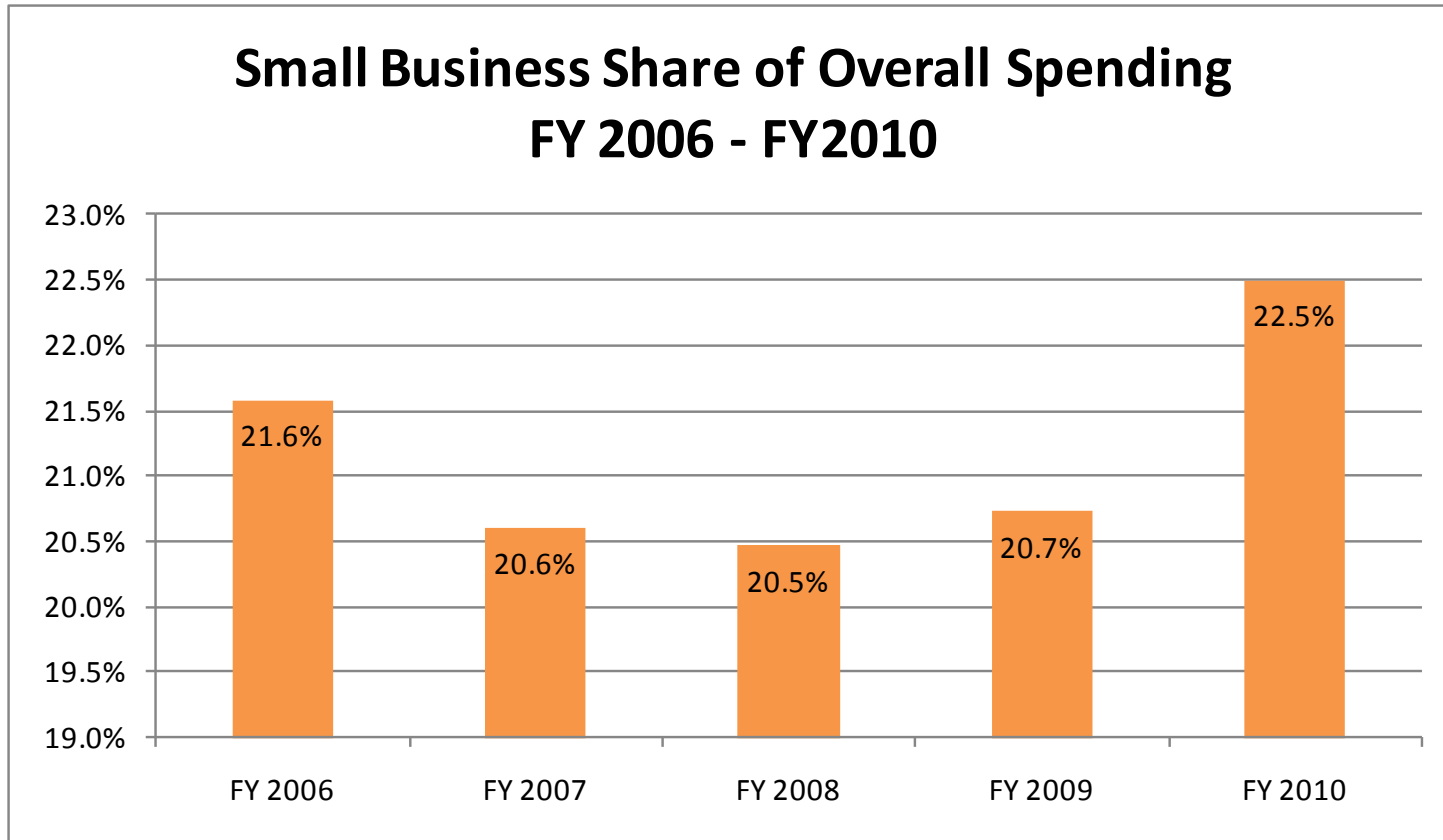


# THE COMING FIVE YEARS: CAN SMALL BUSINESS BUCK THE TREND?



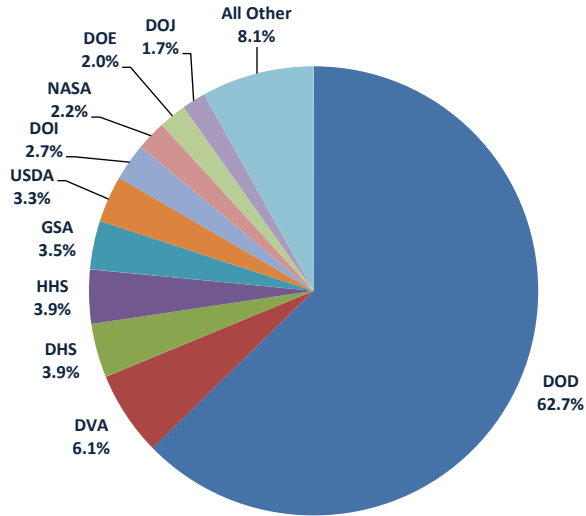
\* Based on OMB MSR Proposed Budget for FY 2012, Table S-4, August 2011 and on definition of "Security" created in the Budget Control Act of 2011 now used by OMB.

# AGENCY SB SPENDING: 23% SB GOAL MAY BE BITTERSWEET



# AGENCY SB SPENDING: MOST STILL STRIVING TO ACHIEVE NEGOT GOALS

FY 2010 Agency Share of Overall SB Spending



FY 2010 SB Utilization At Billion Dollar+ Agencies

Agency	FY 2010 SB Total	FY 2010 Agcy Total	SB %	Agcy SB Goal	Goal Diff
DOD	\$60,381,459,185	\$289,606,812,855	20.8%	22.2%	-1.4%
DVA	\$5,846,657,111	\$15,755,419,847	37.1%	28.7%	8.4%
DHS	\$3,744,984,563	\$11,393,873,181	32.9%	31.9%	1.0%
HHS	\$3,742,668,860	\$17,079,927,359	21.9%	19.0%	2.9%
GSA	\$3,364,421,155	\$12,376,685,706	27.2%	35.7%	-8.6%
USDA	\$3,225,295,620	\$5,830,583,012	55.3%	49.9%	5.4%
DOI	\$2,583,437,559	\$5,923,848,699	43.6%	55.5%	-11.9%
NASA	\$2,079,242,133	\$15,014,414,494	13.8%	15.4%	-1.5%
DOE	\$1,885,282,119	\$25,470,394,508	7.4%	5.9%	1.5%
DOJ	\$1,662,721,091	\$5,822,276,014	28.6%	36.8%	-8.3%
STATE	\$1,457,681,293	\$3,516,726,748	41.4%	37.0%	4.4%
DOC	\$1,406,821,538	\$3,781,838,793	37.2%	50.8%	-13.6%
DOL	\$816,528,139	\$2,470,467,659	33.1%	33.4%	-0.4%
TREAS	\$684,951,844	\$2,324,226,881	29.5%	29.4%	0.1%
EPA	\$679,573,028	\$1,633,070,291	41.6%	39.8%	1.8%
DOT	\$676,743,907	\$2,036,948,731	33.2%	43.3%	-10.1%
HUD	\$419,817,159	\$1,104,800,503	38.0%	66.3%	-28.3%
SSA	\$359,807,149	\$1,001,989,190	35.9%	36.7%	-0.8%
DED	\$292,880,141	\$1,629,285,462	18.0%	12.8%	5.2%
AID	\$109,427,262	\$1,366,536,180	8.0%	19.6%	-11.6%

# AGENCY SB SPENDING: WHO IS DRIVING SMALL BUSINESS GROWTH?

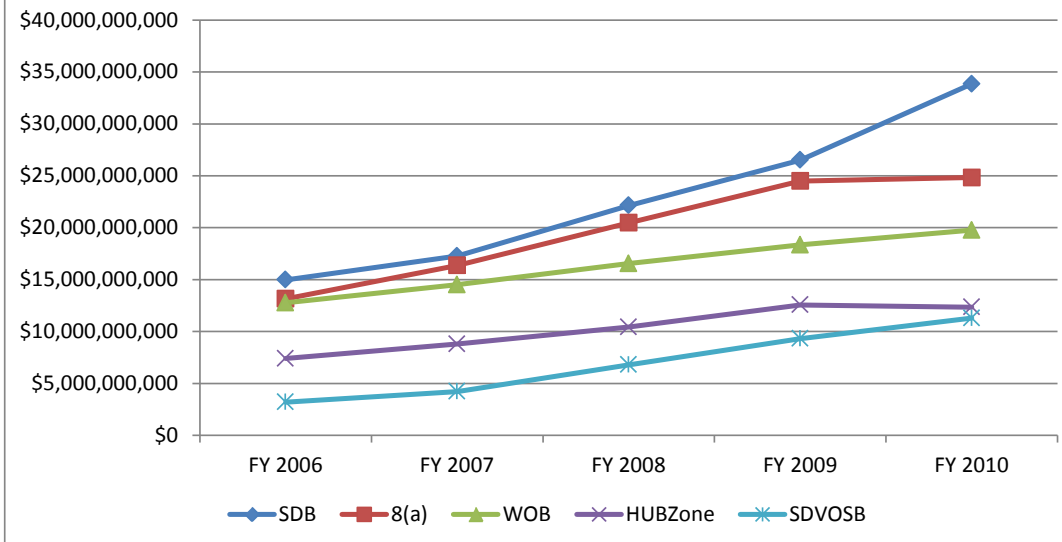
Agency	FY05-FY10 SB Tot	FY05-FY10 SB %	FY05-FY10 Tot \$ Δ	FY05-FY10 SB \$ Δ	SB-Overall Growth %
DOD	\$329,239,494,148	65.2%	30.6%	28.0%	-2.6%
DVA	\$24,389,699,738	4.8%	77.9%	180.6%	102.7%
DHS	\$22,613,114,047	4.5%	24.4%	24.9%	0.5%
GSA	\$16,858,422,634	3.3%	22.4%	23.4%	1.0%
HHS	\$16,557,217,411	3.3%	119.3%	72.0%	-47.3%
USDA	\$14,936,657,542	3.0%	54.6%	63.0%	8.4%
DOI	\$12,817,304,790	2.5%	26.9%	14.9%	-12.0%
NASA	\$12,013,483,285	2.4%	19.8%	17.4%	-2.4%
DOJ	\$9,172,617,072	1.8%	42.8%	24.1%	-18.8%
DOE	\$8,781,688,704	1.7%	10.5%	104.7%	94.2%
All Other	\$37,352,315,935	7.4%	60.0%	53.7%	-6.3%
<b>Total</b>	<b>\$504,732,015,307</b>				

# SOCIOECONOMIC GOALS: AGENCIES STRIVE FOR GREATER SB UTILIZATION

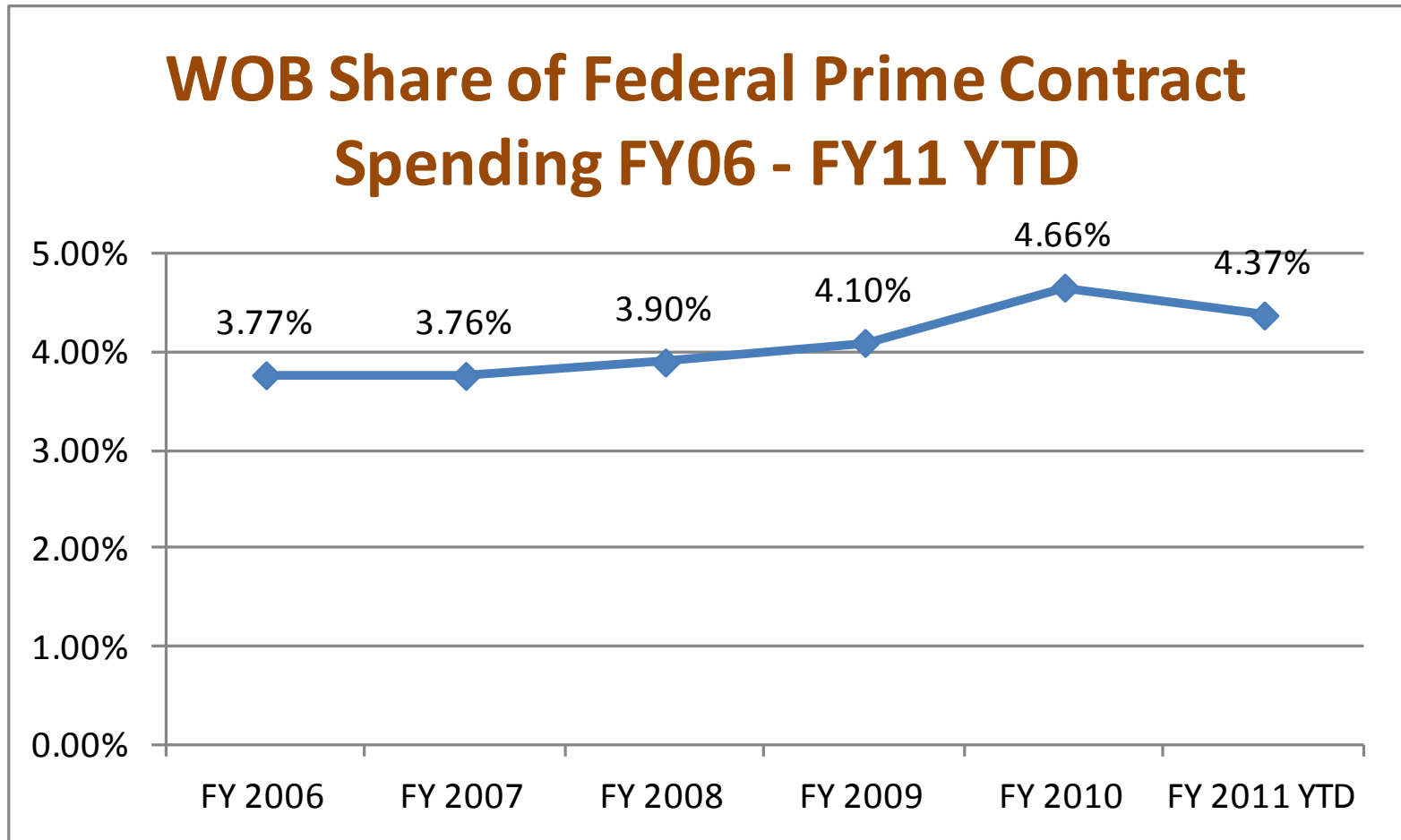
## Socioeconomic Goal Achievement FY 2006 - FY 2010

	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
SDB	4.26%	4.42%	5.15%	5.87%	7.91%
8(a)	3.74%	4.19%	4.76%	5.43%	5.80%
WOB	3.63%	3.71%	3.85%	4.07%	4.62%
HUBZone	2.10%	2.25%	2.42%	2.78%	2.88%
SDVOSB	0.91%	1.08%	1.58%	2.06%	2.64%

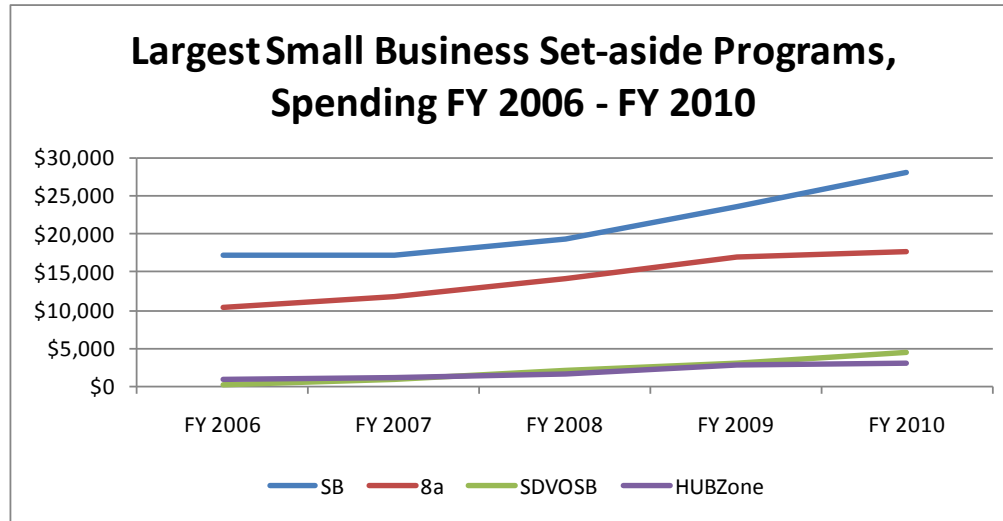
## Socioeconomic Group Procurement Spending FY 2006 - FY 2010



# WOB STATS AS OF 10/10: CONTINUATION OF UPWARD TREND IN JEOPARDY



# SOCIOECONOMIC SET-ASIDES: STEADY INCREASES OVER TIME

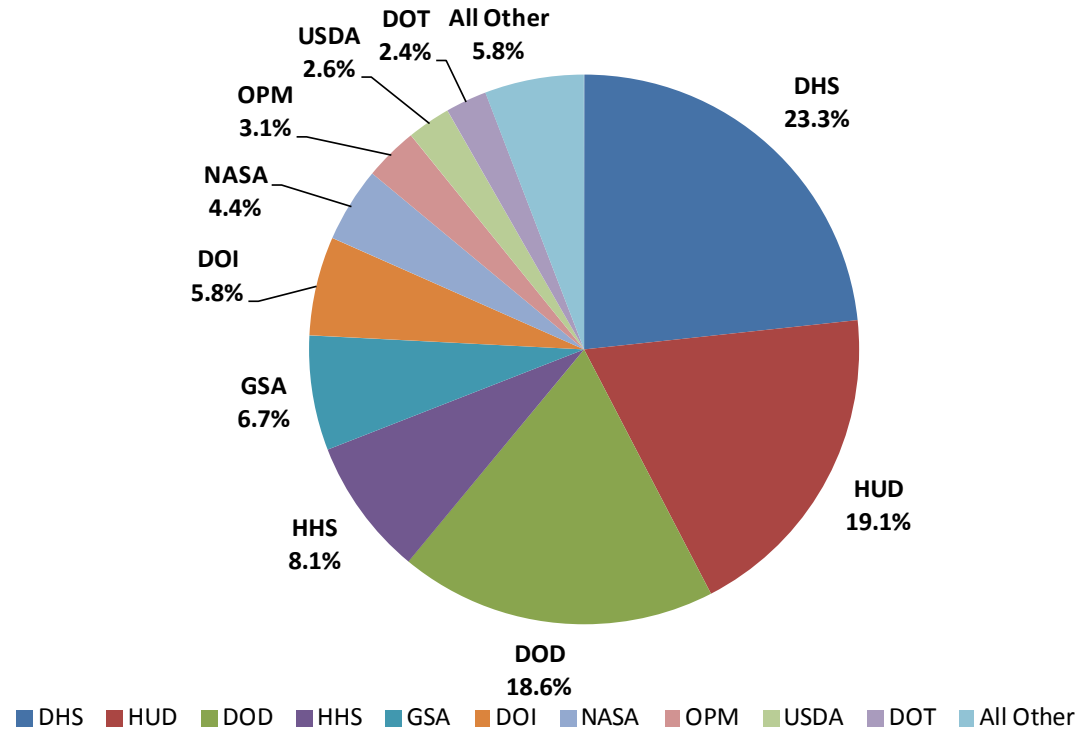


SA Type	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010	FY06 - FY10 Δ
SB	\$17,244	\$17,211	\$19,436	\$23,611	\$28,109	63.0%
8a	\$10,351	\$11,794	\$14,131	\$17,033	\$17,690	70.9%
SDVOSB	\$373	\$876	\$2,236	\$3,029	\$4,389	1076.8%
HUBZone	\$911	\$1,235	\$1,697	\$2,809	\$3,132	244.0%
RSB	\$399	\$114	\$206	\$216	\$76	-80.9%
SDB	\$116	\$99	\$79	\$57	\$36	-68.9%
VET	\$0	\$24	\$70	\$103	\$101	320.3%
BuyInd	\$42	\$36	\$49	\$41	\$43	2.0%
HBCU	\$42	\$22	\$23	\$9	\$15	-64.2%
ESB	\$8	\$3	\$9	\$10	\$12	44.0%
VSB	\$1	\$0	\$0	\$0	\$0	-123.8%

# AGENCY WOSB SET-ASIDE SPENDING: EARLY ADOPTERS

Agency	Total
DHS	\$1,817,209
HUD	\$1,489,380
DOD	\$1,452,348
HHS	\$629,024
GSA	\$526,500
DOI	\$453,610
NASA	\$343,279
OPM	\$245,000
USDA	\$199,355
DOT	\$189,350
AID	\$110,890
DOJ	\$90,020
TREAS	\$76,236
DVA	\$64,559
DOC	\$62,936
STATE	\$50,722
<b>Total</b>	<b>\$7,800,417</b>

Top 10 Agencies, WOSB Set-Asides, 02/11 - 09/11



# WOSB SET-ASIDE SPENDING: **EARLY WINNERS**

Company	Agency	Contract	NAICS	NAICS Description	Total YTD
1 SAVAGE & ASSOCIATES LAW GROUP, PC	HUD	HUDCCOPC23880	541110	Offices of Lawyers	\$1,489,380
2 B&N CONSTRUCTION LLC	DHS	HSCGG111CPRV006	236118	Residential Remodelers	\$1,169,249
3 LILICRAPP & ASSOCIATES, LLC	GSA	GS11T11BJD7047	541611	Administrative Management and General Management Consulting Services	\$526,500
4 FOX ASSOCIATES LIMITED LIABILITY COMPANY	HHS	HSH250201100015C	624310	Vocational Rehabilitation Services	\$503,742
5 NOAH MEB JV2	DOD	W91QEY11C0006	237110	Water and Sewer Line and Related Structures Construction	\$484,868
6 SEK SOLUTIONS LLC	DHS	HSBP1011P00772	441221	Motorcycle, ATV, and Personal Watercraft Dealers	\$434,973
7 ONSITE CONSTRUCTION AND ENGINEERING INCORPORATED	DOD	FA461011C0009	236220	Commercial and Institutional Building Construction	\$430,157
8 AEG GROUP INC.	STATE	SGE50011C0085	517210	Wireless Telecommunications Carriers (except Satellite)	\$392,117
9 TMG INCORPORATED	NASA	NNX11TC83P	611430	Professional and Management Development Training	\$343,279
10 E 3 ENTERPRISES INC	TREAS	TCC11HQC0019	532420	Office Machinery and Equipment Rental and Leasing	\$300,000
11 A PEREZ PROFESSIONAL CORPORATI	DOI	INPP11PC40525	238990	All Other Specialty Trade Contractors	\$274,000
12 JEFFERSON CONSULTING GROUP LLC	OPM	OPM2611C0007	541613	Marketing Consulting Services	\$245,000
13 T R WENIGER INC	DOT	DTSL5511CC0894	238990	All Other Specialty Trade Contractors	\$189,350
14 ONSITE CONSTRUCTION AND ENGINEERING INCORPORATED	DOD	FA461011C0011	238220	Plumbing, Heating, and Air-Conditioning Contractors	\$172,600
15 GERANIOS ENTERPRISES, INC	USDA	AG03R6C110047	238170	Siding Contractors	\$157,000
16 NATIONAL SERVICES INC	DHS	HSTS0711CFAM165	561990	All Other Support Services	\$118,348
17 TRILOGY TECHNICAL SERVICES, LLC	HHS	HHSN269201100237P	561421	Telephone Answering Services	\$116,480
18 ENCOMPASS LLC	AID	AID0AAO1100078	611430	Professional and Management Development Training	\$110,890
19 ONSITE CONSTRUCTION AND ENGINEERING INCORPORATED	DOD	FA461011C0008	236220	Commercial and Institutional Building Construction	\$97,092
20 SCANLON, DIANA L	DHS	HSFEHQ11P1371	339994	Broom, Brush, and Mop Manufacturing	\$88,874

# WOB SHARE : LARGE AGENCIES DRIVE WOB UTILIZATION DOWN

Agency	FY 2010 \$	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011 YTD	Grand Total
DOD	\$289,092,571,667	3.03%	3.06%	3.26%	3.63%	4.06%	3.15%	3.40%
DOE	\$23,082,537,600	0.76%	1.16%	1.11%	0.98%	1.24%	0.96%	1.03%
HHS	\$17,000,968,852	5.89%	5.97%	6.02%	5.51%	6.76%	7.06%	6.25%
DVA	\$15,554,534,132	5.20%	4.92%	4.07%	3.39%	3.65%	4.56%	4.23%
NASA	\$14,921,377,590	2.19%	2.49%	2.63%	2.45%	2.44%	2.74%	2.49%
GSA	\$12,239,403,867	7.60%	6.63%	7.49%	6.13%	5.98%	8.27%	6.88%
DHS	\$11,527,500,820	7.54%	10.44%	10.55%	10.81%	10.04%	9.46%	9.73%
DOI	\$5,955,655,879	8.03%	9.35%	9.85%	9.24%	10.15%	10.77%	9.56%
USDA	\$5,840,059,841	6.74%	7.61%	7.25%	6.84%	8.24%	8.60%	7.58%
DOJ	\$5,829,114,750	6.96%	5.34%	5.71%	5.59%	7.13%	6.96%	6.23%
DOC	\$3,789,529,646	11.92%	10.66%	10.30%	8.21%	9.66%	12.47%	10.28%
STATE	\$3,558,884,885	6.31%	6.41%	5.00%	6.15%	8.41%	9.57%	7.30%
DOL	\$2,471,888,548	6.16%	7.91%	8.66%	8.32%	8.09%	7.76%	7.87%
TREAS	\$2,151,651,628	8.13%	8.83%	8.38%	9.47%	9.26%	14.56%	9.82%
DOT	\$2,043,152,979	6.92%	9.74%	7.78%	11.11%	8.12%	11.63%	9.22%
EPA	\$1,633,033,823	4.87%	6.04%	5.42%	5.08%	5.56%	5.96%	5.48%
DED	\$1,631,928,696	4.80%	5.73%	5.63%	5.97%	6.69%	7.19%	6.08%
AID	\$1,498,658,696	6.37%	6.18%	8.22%	4.48%	6.57%	9.69%	6.91%
HUD	\$1,115,911,607	26.61%	22.67%	28.62%	25.74%	28.36%	32.23%	27.94%
SSA	\$1,045,708,429	4.01%	2.61%	2.65%	3.29%	3.94%	4.20%	3.46%
All Agencies		3.77%	3.76%	3.90%	4.10%	4.66%	4.37%	4.10%

# WHERE TO LOOK FOR OPPORTUNITIES



# WOB SHARE: AGENCIES WHERE WOB GROWTH > OVERALL 5-YEAR GROWTH

Agency	Total Agency \$ FY06-FY10	Total WOB \$ FY06-FY10	WOB % FY06-FY10	Agency \$ Growth FY06-FY10	WOB \$ Growth FY06-FY10	WOB % - Overall %
MSPB	\$14,604,347	\$1,466,188	10.04%	85.96%	343.59%	257.63%
NFAH	\$36,221,669	\$3,529,036	9.74%	76.64%	304.70%	228.06%
FEC	\$38,151,553	\$3,368,513	8.83%	134.95%	315.74%	180.79%
FMC	\$2,554,771	\$124,600	4.88%	-64.13%	108.43%	172.56%
TREAS	\$10,104,125,219	\$891,140,378	8.82%	0.22%	76.96%	76.74%
NCPC	\$3,834,691	\$914,131	23.84%	-68.07%	4.07%	72.14%
DOT	\$8,619,237,765	\$749,762,811	8.70%	28.28%	94.90%	66.61%
HUD	\$4,726,303,163	\$1,257,538,828	26.61%	5.98%	68.19%	62.21%
NARA	\$836,227,562	\$83,692,022	10.01%	57.27%	115.93%	58.65%
DED	\$6,881,618,880	\$401,400,434	5.83%	41.87%	99.31%	57.44%
USIA	\$121,953,039	\$11,618,394	9.53%	13.98%	68.54%	54.56%
STATE	\$11,406,456,262	\$766,452,961	6.72%	131.00%	184.81%	53.81%
EEOC	\$245,082,423	\$12,736,654	5.20%	0.25%	42.42%	42.17%
HHS	\$68,868,554,902	\$4,161,693,298	6.04%	70.04%	111.40%	41.36%
EPA	\$7,582,695,468	\$407,343,617	5.37%	7.24%	36.96%	29.72%
DHS	\$59,883,378,163	\$5,863,141,839	9.79%	-16.52%	12.47%	28.99%
DOE	\$117,107,410,213	\$1,221,122,721	1.04%	3.29%	26.91%	23.62%
NLRB	\$107,211,498	\$3,570,672	3.33%	0.76%	23.01%	22.25%
PEACE	\$99,085,585	\$9,739,134	9.83%	13.12%	28.64%	15.52%
NASA	\$68,034,493,289	\$1,663,596,938	2.45%	22.02%	37.48%	15.46%

# GROWTH MKTS: MARKETS WHERE WOB GROWTH > FY08-FY10 GROWTH

FSG	FSG Name	FY08-10 Overall FSG Mkt	FY08-FY10 WOB FSG Mkt	WOB Mkt %	FY08-10 Mkt Grth	FY08-10 WOB Mkt Grth	Share Δ	FY12-FY13 Recompetes	FY12-FY13 Sum o Recompetes
P	SALVAGE SERVICES	\$1,519,686,872	\$46,496,039	3.1%	17.4%	376.8%	359.4%	518	\$329,419,463
19	SHIPS, SMALL CRAFT, PONTO	\$29,501,967,363	\$49,248,304	0.2%	-13.9%	138.3%	152.2%	1,058	\$4,633,131,993
14	GUIDED MISSILES	\$24,127,681,046	\$28,332,000	0.1%	0.2%	144.0%	143.8%	657	\$10,926,621,942
L	Technical Representative	\$6,234,099,912	\$182,749,672	2.9%	0.4%	124.5%	124.1%	1,353	\$2,010,231,475
12	FIRE CONTROL EQPT.	\$6,800,626,358	\$31,246,294	0.5%	19.0%	137.0%	118.0%	1,043	\$1,954,243,254
11	NUCLEAR ORDNANCE	\$175,997,870	\$520,081	0.3%	223.4%	324.0%	100.5%	85	\$25,287,128
77	MUSICAL INST/PHONOGRAPH/H	\$81,933,531	\$11,267,568	13.8%	1.1%	93.7%	92.6%	989	\$29,572,439
40	ROPE, CABLE, CHAIN, FITTI	\$211,887,970	\$30,893,731	14.6%	-44.3%	43.2%	87.4%	1,334	\$61,223,927
44	FURNACE/STEAM/DRYING; NUC	\$5,458,950,772	\$20,192,135	0.4%	-41.7%	31.8%	73.5%	1,278	\$4,673,379,539
16	Aircraft Components & Acc	\$15,849,900,971	\$909,102,602	5.7%	1.8%	65.9%	64.1%	7,789	\$7,201,790,440
38	CONST MINING EXCAV & HWY	\$2,756,424,358	\$88,492,075	3.2%	-19.7%	41.3%	61.0%	2,609	\$1,462,716,843
60	FIBER OPTIC	\$346,708,888	\$21,193,921	6.1%	-24.4%	35.9%	60.3%	1,253	\$118,001,427
31	BEARINGS	\$526,616,044	\$29,572,895	5.6%	-5.2%	48.7%	53.9%	4,814	\$179,396,978
83	CLOTH	\$1,482,515,519	\$183,850,402	12.4%	-30.5%	22.4%	52.9%	2,222	\$444,886,988
M	OPERATION OF GOVT OWNED F	\$63,699,184,106	\$359,957,673	0.6%	0.1%	52.0%	51.9%	1,297	\$7,350,139,933
Y	CONSTRUCT OF STRUCTURES/F	\$103,273,628,546	\$4,856,053,473	4.7%	17.1%	66.7%	49.5%	12,145	\$39,584,353,244
15	AIRCRAFT/AIRFRAME STRUCTU	\$89,774,852,363	\$554,288,324	0.6%	-12.5%	34.1%	46.5%	9,738	\$66,598,161,861
H	QC, TESTING AND INSPECTIO	\$4,630,154,034	\$261,116,086	5.6%	-6.0%	39.7%	45.7%	3,135	\$1,727,618,403
84	CLOTHING	\$11,351,797,959	\$650,189,007	5.7%	-7.4%	37.5%	44.9%	7,817	\$4,168,378,199
66	INSTRUMENTS & LABORATORY	\$9,134,483,177	\$242,038,385	2.7%	10.0%	52.3%	42.3%	35,215	\$3,593,434,448

# SB ANALYSIS: TOP 10 MARKETS WHERE SB SHARE RISING FASTER THAN OVERALL \$

## Top 10 Accelerating Small Business Markets

### Where Small Business Is Gaining Ground In the Federal Government

FSG	FSG Name	FY08-10 \$ Size	FY08-10 SB \$Size	SB Mkt %	Overall 3-Yr Growth	Small Bus 3-Yr Growth	SB Δ - Mkt Δ	FY08-10 Value Of Recompetes	# of Recompetes Next 24 Mos.
88	LIVE ANIMALS	\$188,445,892	\$100,925,392	53.6%	134.2%	574.0%	439.7%	\$38,021,379	66
96	ORES, MINERALS AND PRIMAR	\$10,281,936,082	\$5,110,309,503	49.7%	96.1%	484.6%	388.5%	\$481,384,377	37
22	RAILWAY EQUIPMENT	\$738,070,095	\$39,336,659	5.3%	-58.9%	237.5%	296.4%	\$672,234,588	6
E	PURCHASE OF STRUCTURES/FA	\$266,924,249	\$63,018,495	23.6%	-14.1%	217.0%	231.1%	\$24,588,843	44
P	SALVAGE SERVICES	\$1,752,714,631	\$877,836,832	50.1%	17.4%	144.1%	126.7%	\$215,349,232	103
42	FIRE FIGHTING RESCUE SAFE	\$3,853,297,910	\$2,596,329,992	67.4%	15.9%	64.6%	48.7%	\$198,703,649	265
L	Technical Representative	\$7,406,020,884	\$637,497,291	8.6%	0.4%	46.1%	45.7%	\$3,047,978,751	439
99	JEWELRY & MISC ITEMS	\$18,977,617,867	\$2,517,511,995	13.3%	-69.9%	-26.6%	43.4%	\$764,796,898	780
45	PLUMBING, HEATING, WASTE	\$488,599,139	\$287,150,203	58.8%	-10.7%	28.1%	38.8%	\$30,490,071	246
Y	CONSTRUCT OF STRUCTURES/F	\$115,597,080,819	\$29,935,152,374	25.9%	17.0%	54.2%	37.2%	\$28,548,335,539	3,704

# GSA, DVA, HHS: GREEN IS GOOD, SMALL IS BEAUTIFUL

## SEARCH RESULTS

<< EDIT CRITERIA

<b>ACTIVE CRITERIA</b> <a href="#">Edit Criteria</a>	Keywords leed	Solicitation # Not specified	Type of Solicitation Sources Sought	Award Not specified
	Place of Performance MD, DC or VA	NAICS Code Not specified	Set Aside Code Total Small Business	Agency Not specified
	Timeframe Not specified			

### 3 Total Matches

Title	Posted Date	Place of Performance	Type	Set Aside Code	Agency
<a href="#">Small Business Sources Sought for Construction Management Services Associated with Construction of a Courthouse</a>	06/06/2011	49 L Street, SE Washington, DC	Sources Sought	Total Small Business	General Services Administration
<a href="#">C--Architect and Engineering Design for CNRC/Community Living Center - "J-Wing"-Third Floor DC VA</a>	05/02/2011	VA Medical Center;50 Irving Street NW;Washington, DC	Sources Sought	Total Small Business	Department of Veterans Affairs
<a href="#">Facility Assessment Services</a>	04/13/2011	National Institute of Health Office of Research Facilities Bethesda, MD	Sources Sought	Total Small Business	Department of Health and Human Services

# IT MARKETS: INVESTMENTS IN EFFICIENCY, SECURITY, HEALTH, CLOUD

Market Category, Sub-Category	FY 2010	FY 2011 *	FY 2012 *
<b>404-Information and Technology Management</b>	<b>\$36,690</b>	<b>\$35,476</b>	<b>\$36,110</b>
139-IT Infrastructure Maintenance	\$19,907	\$19,460	\$19,869
142-Information Management	\$9,700	\$8,786	\$8,913
140-Information Security	\$3,734	\$3,873	\$3,776
136-System Development	\$1,012	\$888	\$1,327
262-Information Sharing	\$733	\$889	\$725
138-System Maintenance	\$990	\$694	\$694
137-Lifecycle/Change Management	\$342	\$485	\$371
263-System and Network Monitoring	\$195	\$304	\$355
141-Record Retention	\$76	\$93	\$79
641-Software Development	\$1	\$4	\$2
<b>108-Defense and National Security</b>	<b>\$10,223</b>	<b>\$9,350</b>	<b>\$11,110</b>
212-Tactical Defense	\$4,421	\$3,394	\$4,858
210-Strategic National and Theater Defense	\$3,697	\$3,414	\$3,800
211-Operational Defense	\$2,106	\$2,541	\$2,452
<b>110-Health</b>	<b>\$4,235</b>	<b>\$5,000</b>	<b>\$4,857</b>
247-Health Care Administration	\$2,916	\$3,473	\$3,246
248-Health Care Delivery Services	\$540	\$769	\$864
246-Population Health Management and Consumer Safety	\$460	\$528	\$519
249-Health Care Research and Practitioner Education	\$213	\$208	\$205
217-Access to Care	\$106	\$23	\$23
<b>101-Community and Social Services</b>	<b>\$2,985</b>	<b>\$3,153</b>	<b>\$3,885</b>
001-Homeownership Promotion	\$2,170	\$2,295	\$2,933
003-Social Services	\$743	\$809	\$856
002-Community and Regional Development	\$72	\$46	\$94
004-Postal Services	\$1	\$2	\$2
<b>405-Supply Chain Management</b>	<b>\$3,168</b>	<b>\$3,327</b>	<b>\$3,341</b>
145-Logistics Management	\$2,174	\$2,307	\$2,299
143-Goods Acquisition	\$667	\$708	\$671
146-Services Acquisition	\$186	\$183	\$219
144-Inventory Control	\$141	\$129	\$152

## What FDCCI Still Needs:

- Preparing the Receiving Data Center for Consolidation
- Leveraging Cloud Services
- Migration Planning, and Execution
- Tools for Tracking and Managing Inventory
- Tools for Mapping Applications
- Energy Efficiency Assessment

# CYBERSECURITY: GROWING COMMITMENT

**Department of Homeland Security  
National Protection and Programs Directorate  
Infrastructure Protection and Information Security**  
Summary of FY 2012 Budget Estimates by Program/Project Activity  
(Dollars in Thousands)

Program/Project Activity	FY 2010 Actual		FY 2011 Continuing Resolution		FY 2012 Request		Total
	FTE	AMOUNT	FTE	AMOUNT	FTE	AMOUNT	FTE
Identification and Analysis	73	87,897	130	90,610	122	83,948	(8)
Coordination and Information Sharing	68	58,651	89	59,582	80	48,353	(9)
Mitigation Programs	344	172,056	469	197,111	458	189,977	(11)
US-CERT	100	193,928	144	323,629	333	391,406	189
Strategic Initiatives	40	61,174	28	64,179	33	65,339	5
Outreach & Programs	12	7,176	14	9,346	14	7,096	—
Priority Telecommunications Service	58	57,723	41	56,773	44	56,824	3
Programs to Study & Enhance Telecommunications	24	13,398	28	16,774	28	13,441	—
Critical Infrastructure Protection Programs	20	10,242	29	11,352	36	11,352	7
Next Generation Networks	—	18,355	—	25,000	1	25,253	1
Office of Emergency Communications	36	40,508	52	45,060	62	43,495	10
<b>Subtotal, Enacted Appropriations and Budget Estimates</b>	<b>775</b>	<b>721,108</b>	<b>1,024</b>	<b>899,416</b>	<b>1,211</b>	<b>936,485</b>	<b>187</b>
<b>Less: Adjustments for Other Funding Sources</b>							
<b>Net, Enacted Appropriations and Budget Estimates</b>	<b>775</b>	<b>\$721,108</b>	<b>1,024</b>	<b>\$899,416</b>	<b>1,211</b>	<b>\$936,485</b>	<b>187</b>
Rescission of Prior Year Funds							

\*FTE number has been updated since publication of the Budget Appendix

# DOD GOING GREEN: NATURAL SECURITY

## First Pentagon Energy Chief Drives for 'Natural Security' Goal

ADD TO CLIPBOARD

ADD TO REPORT

By Sophia Yan | July 15, 2011 12:00AM ET

### BGOV Profile

(Bloomberg)-- [Sharon Burke](#), a former college rugby player and daughter of a U.S. Marine, isn't afraid to get her uniform dirty. Now she's locked in a high-level scrum at the [Defense Department](#), trying to redirect the military's thinking about its massive consumption of energy.

The Pentagon last year used 5 billion gallons of fuel and spent more than \$13 billion for "operational" energy -- what it takes to train, support and move U.S. armed forces in the field. This runs the gamut from fuel to fly transport aircraft, including [Lockheed Martin Corp.](#)'s C-130, C-17 and [Boeing Co.](#)'s C-5, to batteries required to power GPS receivers, computers, cameras and flashlights.

Burke, appointed by President Barack Obama in June 2010 to be the [Pentagon's](#) first energy chief, must figure out how the military will replace petroleum products with other energy sources. Should fighter jets run on algae-based biofuels? Should ground troops carry solar batteries to recharge their radios?

That means carefully considering the trade-offs, Burke said. For example, you can buy "an engine that's more efficient but then put more weight on the plane and you still need the same volume" of fuel.



Photos: Rich Clement/Cloutier

#### BIO BOX

#### Sharon Burke Pentagon

From Los Angeles

Family Married. Two children

#### Education

- B.A., Wellesley College
- M.P.A., International Columbia University

#### Previous Positions

- Department of Defense, 1994-2001
- Department of Defense, 2002-2005
- Third World Fund
- Center for American Progress, 2010

# MACS: PRYING THE WORK AWAY

## \$76.3 Million in No-Bid Task Orders

The U.S. Department of Veterans Affairs has awarded without competition \$76.3 million in task orders for information technology work under the T4 contract since July 18. Department leaders have said they won't issue any competitive task orders until a lawsuit over the contract is resolved. Companies awarded most lucrative contracts<sup>1</sup>:

Company	Amount (in millions)	Date awarded
Information Innovators	\$20	July 20
Systems Made Simple	17.8	July 18
Harris Corp.	9.5	July 25
Booz Allen Hamilton	9.2	July 18
7 Delta <sup>2</sup>	7.8	July 10
SRA		
CCSi		
Adams Communications		
CACI		
Firstview Federal		
By Light	0	

1 – Four other companies, Hewlett-Packard, Technatomy, won spots on the T4 contract.  
 2 – Reflects combined orders of \$5.2 million.  
 Source: U.S. Department of Veterans Affairs

Graphic: George Petras  
 BGOVgraphics@bloomberg.com

### VA, Pentagon May Use Disputed Deal for \$4 Billion Records

By Kathleen Miller and Leah Nylan | August 19, 2011 10:08AM ET

**Contract Protests**  
 The bigger the U.S. government contract, the more likely it will be challenged by losing bidders.  
[Latest News on Challenges at GAO »](#)

(Bloomberg) – The U.S. Veterans Affairs Department and the Pentagon are considering using a contentious \$12 billion VA technology contract to buy a patient information network for more than 15 million people.

The \$4 billion joint VA-Defense Department network will replace two separate health-record systems covering veterans, active and retired military personnel and their families.

The contract "is a viable acquisition strategy that could be considered" for the expanded health network, Josh Taylor, a VA press secretary, said in an Aug. 17 e-mail. Beth McGrath, the Pentagon's deputy chief management officer, confirmed in an e-mail today the departments are considering using the VA contract for the health records project.

# MULTIPLE AWARD CONTRACTS: THE PROFIT SQUEEZE

PUBLIC LAW

111th Congress - Second Session

111-240

ADD TO REPORT

PRINT PAGE

## Small Business Jobs Act of 2010

Official Title: An act to create the Small Business Lending Fund Program to direct the Secretary of the Treasury to make capital investments in eligible institutions in order to increase the availability of credit for small businesses, to amend the Internal Revenue Code of 1986 to provide tax incentives for small business job creation, and for other purposes See All Titles (5)

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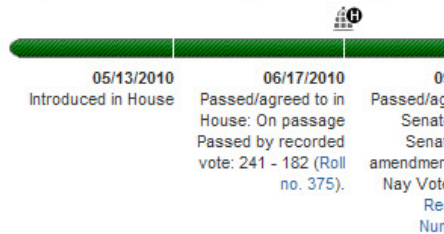
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AMENDMENTS

Drag the timeline to view complete chronology



## Agencies Squeeze Contractor Profits Under Pressure to Cut Prices

ADD TO CLIPBOARD

By Brian Friel | August 29, 2011 01:51PM ET

(Bloomberg) -- After 14 years of uninterrupted spending increases, federal agencies are cutting back on contracts, reducing their duration and forcing more incumbent vendors to compete to keep their current business.

Agencies are also setting more fixed prices rather than paying contractors for time and materials or using other pay-as-you-go methods.

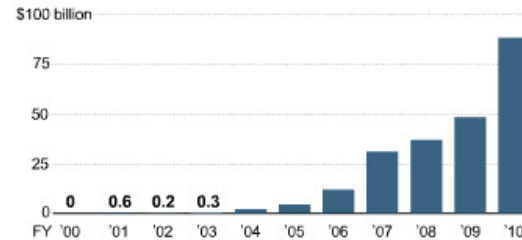
ITT Corporation, the 23rd biggest government vendor by federal contract dollars last year, had operating margins for its defense and information solutions business fall to 9.5 percent on \$1.5 billion in sales in the second quarter of 2011 from 12.9 percent on the same level of sales in the second quarter of 2010, as U.S. agencies increased pricing pressure on service contracts, according to a July 29 company presentation.

Jacobs Engineering Group Inc., a construction and technical services company based in Pasadena, California, had an 82 percent drop in the value of government work it won without competition between 2009 and 2010, to \$23.5 million from \$140 million.

### Agencies Push For Better Bargains

U.S. government buyers are trying to get better deals from their contractors. Bloomberg Government data show that agencies are increasingly soliciting bids from multiple vendors rather than awarding work to a single source.

#### Multiple-award, fair-opportunity contract spending



Percentage of total contract spending

# WHAT IS BGOV?




# BGOV: QUICK OVERVIEW

## Bloomberg GOVERNMENT

Monday, October 10, 2011

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## Congress to Vote on Trade Deals, Worker Aid

Trade Briefings:

- Panama Trade Agreement
- South Korea Trade Agreement
- Colombia Trade Agreement
- Trade Adjustment Assistance

Election Special

## Republicans to Debate Jobs



BGOV Exclusive: Election 2012

BGOV Insight

## NextGen Delays Cost Airlines More Than Taxpayers

The promised benefits of NextGen are acknowledged by all sides. The FAA may be preventing the industry from realizing these benefits.

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Defense Deal Audits May Reach \$1 Trillion by 2016

### CONGRESS TRACKER

**Army Chief of Staff 'Deathly Afraid' of Supercommittee Failure**

General Raymond Odierno, the Army's chief of staff, told reporters today that he's "deathly afraid" of what would happen should the congressional supercommittee fail to reach the minimum budget savings needed to avoid automatic spending cuts.

If that happens, half of the spending cuts would...

12:40 PM

**Issa Asks for Information About Loan Guarantees Provided Sept. 30**

Republicans are expanding their investigation into a U.S. loan guarantee program beyond Solyndra LLC. House Oversight and Government Reform

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# WHAT IS AN OPPORTUNITY?

## 81+ WAYS GOVERNMENT ACTIONS IMPACT BUSINESSES FINANCIALLY

Direct Benefits	Indirect Benefits	Direct Costs	Indirect Costs
Business To Business Contracts	Awards and Recognition	Auctions	Audits
CRDA	Buying Preferences	Bonding	Background Checks
Direct Loans	Exemptions	Corporate Tax	Certifications
Loan Guarantees	Incentives	Debarment & Suspension	Content Sourcing
Prime Contracts	Mandatory Sources	Employee Benefit Levels	Contract Type
Prime Grants	Mentor/Protégé	Exchange Rates	Boycotts
Royalties	Pollution Credits	Excise Taxes	Conservation & Preservation
Shared Savings Contracts	Preferences	Export Restrictions	Documentation & Reporting
Sub-contracts	Public/Private Partnerships	Fares	Financial Management
Sub-grants	Small Business Status	Fees	Geographic Boundaries
Subsidies	Small Business Utilization	Fines and Penalties	Goals, Targets
Tax Credits	Technology Transfer	Import Duties, Limits, Quotas	Green Content
Tax Exemptions	Trade, Enterprise Zones	Income Tax	Legal Compliance
Tax Expenditures	Waivers	Inflation	Limits & Quotas
Tax Refunds		Interest	Litigation
Trade Adjustment Assistance		Leases	Privacy
Waivers		Licensing	Permits
		Minimum Wage	Regulatory Compliance
		Payroll Taxes	Reporting & Filings
		Pensions	Security Clearance
		Prevailing Wages	Security Compliance
		Sales Tax	Size, Capacity, Capability
		Tariffs	Solicitation Procedures
		Tolls	Standards Compliance
		User Charges	Subcontracting Requirements

***Opportunities are chances to raise revenue, offset cuts and minimize costs***