Doing Business with DCSA

DEFENSE COUNTERINTELLIGENCE AND SECURITY AGENCY

Elizabeth Mudd, Small Business Program Manager
Does working with the government ever feel like this?
Agenda

• Overview of DCSA
  • Mission Overview
  • What’s New in the NISP
• Overview of Doing Business with DCSA
  • What does DCSA buy
  • Where is it bought
  • How is it bought and trends
  • Upcoming Opportunities
  • Tips for Doing Business with DCSA
  • Available Resources
Getting to know DCSA: The Mission

**Trusted Workforce**
- Defense Vetting Directorate (DVD)
- Defense Insider Threat Management and Analysis Cell (DITMAC)
- DoD Central Adjudication Facility (DoD CAF)
- Vetting Risk Operation Center (VROC)

**Critical Technology Protection**
- Counterintelligence (CI)
- Industrial Security Integration & Application (ISIA)
- Industrial Operations (IO)

**Professional Education**
- Center for the Development of Security Excellence (CDSE)
- National Center for Credibility Assessment (NCCA)
- National Security Learning Center
On June 20th, Defense Security Service (DSS) was renamed Defense Counterintelligence and Security Agency (DCSA).

On July 1st, Mr. Charles Phalen appointed as Acting Director, DCSA.

Beginning FY20, DCSA will serve as the primary Federal entity for conducting background investigations for the Federal Government.

Continuing in FY 20, DCSA will continue to serve as the primary DoD component for the National Industrial Security Program and will execute responsibilities relating to continuous vetting, insider threat programs.
DOD Industry Investigation Process

**Step 1: Initiation**
FSO initiates SF86 in Joint Personnel Adjudication System (JPAS).

**Step 2: Applicant Completes SF86**
Subject completes and releases the questionnaire to the Vetting Risk Operations Center (VROC).

**Step 3: Review**
VROC reviews and releases the investigation request to NBIB.

**Step 4: Investigation**
NBIB receives the questionnaire and starts a background investigation.

**Step 5: Completion**
NBIB completes the investigation and sends it to the DOD Consolidated Adjudication Facility (CAF).

**Step 6: Decision**
DOD CAF makes a clearance decision based on the investigative product provided by NBIB.
What’s new in the NISP?

• National Access Elsewhere Security Oversight Center (NAESOC)
  • A significant percentage of facilities for which DCSA is the Cognizant Security Office are categorized as non-possessors (appx. 8,000 facilities out of appx. 13,000).
  • Optimize security oversight tailored to the unique requirements of selected non-possessor facilities
  • Centralized oversight provides a common operating picture for facilities with unknown risk and efficiently informs all stakeholders
  • Program where companies could transfer in and out of depending on thresholds being developed
  • Piloting stage now with full operating capability estimated by 2021

• 2019 James S. Cogswell Outstanding Industrial Security Achievement Award
  • Nearly 25% of awardees were small businesses!
DCSA Buying Environment

- DCSA and NBIB Contracting Offices are merging together
  - Current contracts, contracting workforce and locations are remaining in place
  - Increased opportunity and impact for subcontracting
- Mostly procures service contracts to include professional services
  - Therefore workloads is appx. 20% new awards and 80% modifications
  - Due to the service nature, most solicitations require FCL
- Awarded two OTAs this FY
  - Topic: Transformation of the Federal Government Personnel Vetting Enterprise utilizing Other Transactional Authority for Prototypes
  - These were the first OTAs awarded by the agency and did not utilize consortiums
## DCSA Spend: Now and Into the Future

### FY19 (as of 7/22/19)

<table>
<thead>
<tr>
<th>Agency</th>
<th>Total SB Eligible Dollars</th>
<th>SB $/%</th>
<th>SDB $/%</th>
<th>SDVOSB $/%</th>
<th>WOSB $/%</th>
<th>HUBZone $/%</th>
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<tr>
<td>OPM NBIB</td>
<td>$804.3M</td>
<td>$4.2M</td>
<td>$3.1M</td>
<td>$2.96M</td>
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<td></td>
<td></td>
<td>.52%</td>
<td>.39%</td>
<td>.36%</td>
<td>.08%</td>
<td>.11%</td>
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<tr>
<td>DCSA</td>
<td>$73.4M</td>
<td>$50.1M</td>
<td>$28.1M</td>
<td>$9.4M</td>
<td>$12.3M</td>
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<td></td>
<td>68%</td>
<td>38%</td>
<td>12.9%</td>
<td>16.7%</td>
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<td>Total</td>
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<td>$31.2M</td>
<td>$12.36M</td>
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<td>6.18%</td>
<td>3.5%</td>
<td>1.4%</td>
<td>1.48%</td>
<td>.22%</td>
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### FY18

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<th>Total SB Eligible Dollars</th>
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<th>SDVOSB $/%</th>
<th>WOSB $/%</th>
<th>HUBZone $/%</th>
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<td>$9.4M</td>
<td>$7.23M</td>
<td>$5.03M</td>
<td>$3.0M</td>
<td>$1.18M</td>
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<td></td>
<td>1.14%</td>
<td>.87%</td>
<td>.61%</td>
<td>.36%</td>
<td>.14%</td>
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<tr>
<td>DCSA</td>
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<td>$52.65M</td>
<td>$21.61M</td>
<td>$9.2M</td>
<td>$20.49M</td>
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<td></td>
<td>65.7%</td>
<td>26.97%</td>
<td>11.48%</td>
<td>25.57%</td>
<td>8.78%</td>
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<tr>
<td>Total</td>
<td>$906.5M</td>
<td>$62.06M</td>
<td>$28.84M</td>
<td>$14.23M</td>
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<td>6.85%</td>
<td>3.18%</td>
<td>1.57%</td>
<td>2.59%</td>
<td>.91%</td>
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*FY18-19 DCSA Small Business Goal 65%*
## What does DCSA buy?

### DCSA Top NAICS
- 541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)
- 561611 (INVESTIGATION SERVICES)
- 541512 (COMPUTER SYSTEMS DESIGN SERVICES)
- 541519 (OTHER COMPUTER RELATED SERVICES)

### NBIB Top NAICS
- 561611 (INVESTIGATION SERVICES)
- 561450 (CREDIT BUREAUS)
- 491110 (POSTAL SERVICE)
- 519130 (INTERNET PUBLISHING AND BROADCASTING AND WEB SEARCH PORTALS)

98% of NBIB Dollar Spend
Where Does DCSA Buy From?

FY19 Purchasing Sources

- Internal Contract Vehicle: 47%
- GSA: 23%
- NASA SEWP: 17%
- Other (FBO, Sole Source, etc): 13%

FY18 Purchasing Sources

- Internal Contract Vehicle: 42%
- GSA: 44%
- NASA SEWP: 8%
- Other (FBO, Sole Source, etc): 6%
<table>
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<tr>
<th>4th QTR FY19</th>
<th>1st QTR FY20</th>
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<tbody>
<tr>
<td>• Security Control Accessor Representative Support</td>
<td>• Web Content Support Services</td>
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<td>• Technical Support to IO Team and SCA-R support in the A&amp;A of 4500 systems</td>
<td>• Anticipated to be competed on 8(a) STARS II</td>
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<tr>
<td>(1200-1500 annually) utilizing eMASS Tool</td>
<td>• Agency Strategic Business Management Support Services</td>
</tr>
<tr>
<td>• Acquisition Strategy not fully developed yet</td>
<td>• Broad range of inter-related management in support of program management,</td>
</tr>
<tr>
<td>• EEO Diversity &amp; Inclusion Training</td>
<td>resource allocation, and business operations for DCSA Offices.</td>
</tr>
<tr>
<td>• Various Diversity &amp; Inclusion related training topics</td>
<td>• Multiple Award IDIQ</td>
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<tr>
<td>• 100% Small Business Set-Aside GSA SIN 874-4</td>
<td>• 100% SB Set-aside that will be posted on FBO</td>
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</table>
Tips for doing business with DCSA

• Be prepared to respond quickly!!!
  • Post draft RFPs
  • Solicitation and RFI response times vary from 1-3 weeks

• Respond to RFIs
  • The changing environment can lead to acquisition strategy shifts dependent upon RFI responses

• Past Performance Trade-off Evaluation Factor is commonly used
  • Subcontract past performance is accepted

• Best point of contact
  • Small Business Office is your best point of contact for questions or concerns for upcoming requirements or capability meetings
How can you stay in the know with DCSA?

• Review FY19-21 Forecast published to www.dss.mil website

• Join Small Business Distribution List
  • Utilized to keep small businesses in the loop of upcoming opportunities, market research and overall DCSA information

• Small Business Guide to FCL
  • Designed specifically for small businesses to guide you through the process and requirements

• Request in person meeting with SBPM
Upcoming Webinar

Live with Liz:
Getting you prepared for 4th Quarter with DCSA Webinar
August 20th
1pm-3pm

Register at:
http://DSS.adobeconnect.com/dcsa-getprepared/event/registration.html
Questions?

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