



**Washington Homeland Security Roundtable
TSA Industry Engagement Forum
August 12, 2015**

The Washington Homeland Security Roundtable (WHSR), in collaboration with the Transportation Security Administration (TSA), launched the second installment of the TSA Industry Engagement Group on Wednesday, August 12, 2015 at TSA Headquarters. This focus group is part of the WHSR/TSA Industry Forum.

The Industry Engagement Group provides private sector companies and organizations with an opportunity to work with TSA at an enterprise level on fundamental issues and, in particular, strategic engagement as it relates to the procurement process. This group is focused on identifying methods and processes by which TSA can effectively engage with Industry on matters related to Acquisition. This group does not discuss specific TSA Acquisitions, procurements, or sensitive security information.

The August 12th meeting was led by Ron Gallihugh, the Deputy Assistant Administrator for Acquisition, and Matt Johnson, the Industry Liaison for TSA. Industry executives in attendance represented a diverse cross section of the private sector, comprised of both large and small businesses. Participants include both WHSR members and non-members.

Mr. Gallihugh and Mr. Johnson kicked off the meeting with a prepared presentation on an overview of the Office of Acquisition, highlighting TSA's strategic initiatives as they relate to Acquisitions. The presentation is included in the Appendix.

The focus areas of the Office of Acquisition involve improving programs at both a tactical as well as contractual level, examining requirements at the enterprise level, fostering a faster

dissemination and completion of goals mandated by stakeholders, developing a more robust relationship with Industry and staying committed to the Unity of Effort initiative.

Mr. Gallihugh and Mr. Johnson also discussed high level goals for the Industry Engagement Forum. First and foremost, TSA continues its efforts to be more transparent in the Acquisition process and to provide even more opportunities for Industry to better understand TSA's priorities, both on strategic and tactical levels. Mr. Gallihugh believed the group was well suited to identify the best practices for TSA to engage with Industry.

The meeting then opened up for Q&A. Questions from Industry representatives covered a broad array of topics including questions on what the future of the Industry Engagement meetings will look like, how should Industry engage with DHS S&T, commitment of Industry investment plans, processes to measure program effectiveness, and how to better leverage Requests for Information (RFI).

The group also discussed what they would most like to see from TSA in order to promote a more robust dialogue between Industry and TSA. Suggestions included the importance of knowing what is happening in the fiscal year, how Industry should prepare to respond to a DHS need, learning more about the conception of RFIs, receiving constant updates on changes to operations and having strategic discussions on programs operations where Industry should look to invest.

The TSA Industry Engagement Group will meet on a quarterly basis.