



**WHSR / TSA SENIOR INDUSTRY FORUM SERIES:  
OFFICE OF SECURITY CAPABILITIES ENGAGEMENT GROUP**

**EFFECTIVE & EFFICIENT DEPLOYMENT FOCUS GROUP  
MEETING REPORT  
JULY 22, 2013**

The Washington Homeland Security Roundtable (WHSR) hosted the third TSA Office of Security Capabilities (OSC) Effective and Efficient Deployment Focus Group (Deployment Group) meeting on July 22, 2013. Participants attending the July 22<sup>nd</sup> meeting consisted of representatives from industry, WHSR and TSA.

Amy Krause, the Deployment Group's industry lead, kicked off the meeting. The group reviewed a document put together by the Deployment Division and approved by TSA's Office of Acquisitions. The document focused on a list of cost drivers that impact cost (overage) of projects and contracts. The cost drivers that impacted an increase in cost/overage included items such as contract/POP extension of 8 months; equipment availability/delays; airport delays as a result of site preparation; ARRA funding for 200 additional units; and availability of OEM installation resources resulting in equipment being warehoused for extended time periods, among several other cost drivers.

Additional context was provided by sharing that TSA was asked to go back and review and identify any deltas (shortages or overages) in completed contracts. Group participants then discussed areas where some efficiencies could be achieved to prevent cost increases and overages. For example, the group discussed changing the



contract type to a cost plus or fixed priced or creating a hybrid contract to help avoid delays and minimize risk.

The group also addressed the need for vendors to be able to work together in the field. Currently, barriers are in place which prevent most of TSA's SI contractors the ability to do work on a competitor's equipment. This is inefficient and reducing these barriers would enable better support to be provided to the TSA customer especially in situations where unplanned work is required quickly to meet customer needs.

Several industry participants highlighted that contractor agreements were possible to assist in fostering collaboration among vendors and enhancing further integration of systems at airports.

The meeting concluded by the industry participants deciding to create a summary of lessons learned in terms of impacts to what causes the increased costs to contracts.