



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

INNOVATION FOCUS GROUP MEETING REPORT DECEMBER 11, 2013

The Washington Homeland Security Roundtable (WHSR) hosted the sixth TSA Office of Security Capabilities (OSC) Innovation Focus Group meeting on December 11, 2013. Participants attending the meeting consisted of representatives from industry, WHSR, and TSA.

The objective of the meeting was to brainstorm potential barriers to effective industry/TSA engagement.

During the brainstorm, input was gathered from both TSA and industry, then various points were grouped together into categories and prioritized. One of the first points for discussion focused on how industry builds minimum essential mission understanding. Not only is engagement foundational for innovation, but the outcome of engagement must be better mission understanding in order for industry to bring good ideas, services, and products to TSA. In addition, the steep learning curve for non-traditional companies can dampen competition for TSA.

By the end of the discussion, the group had many different points to be grouped into common categories, which became the list of barriers. The nine barriers to effective engagement are:

- Difficulties for industry in building minimum essential knowledge and understanding of TSA's mission and operational landscape



- Competitive landscape in industry dampens information sharing
- Incumbent contractor positions boost mission understanding, but can hinder new entrants
- Industry Day process provides content, but limits discussion and interaction
- Extended multi-month acquisitions hinder industry's ability to stay engaged with TSA
- Lack of forums for engagement that are not acquisition-specific
- The Market Research process may be under-utilized within some TSA acquisition processes and/or programs
- Market Research processes tend to be solution-centric rather than function- or capability-centric
- TSA must balance a broad population of candidate solution providers that want to engage with a limited population of TSA receivers

The next meeting of the Innovation Focus group will be January 24, and will focus on strategies to mitigate these barriers.