



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

**SMALL BUSINESS ENGAGEMENT FOCUS GROUP
MEETING REPORT
May 28, 2013**

The Washington Homeland Security Roundtable (WHSR) hosted its second TSA Office of Security Capabilities (OSC) Small Business Engagement Focus Group (Small Business Group) meeting on May 28, 2013. Participants attending the meeting consisted of representatives from industry, WHSR and TSA.

The meeting began with an introduction of Katie Sleep, CEO of Sleep Consulting. Ms. Sleep is a member of the Small Business Group and will be the group's facilitator. Participants were reminded that the Small Business group, as with all of the OSC focus groups, is moderated and supported administratively as a program of the Washington Homeland Security Roundtable. Industry participation, support, and contributions are key and the TSA representatives are acting solely as subject matter experts.

Ms. Sleep provided a recap of the last meeting that included a discussion of the challenges facing small businesses that are interested in doing business with TSA. Such challenges include the high costs associated with equipment manufacturing and the ongoing capital needs for testing and evaluation cycles. Ms. Sleep also reviewed the group's thoughts related to educating small businesses about TSA and how to do business with TSA through seminars and webinars.



Since the last meeting, TSA representatives had an opportunity to review the 2012 budget and provided the group with a high level summary. Out of a total budget of 850m, the following allocations were indicated:

- \$350m on Maintenance

- \$100m on Systems and Integration contract (to install and move equipment)

- ~\$200m on Hardware (explosives detection, security check & screening)

- \$30m on Engineering

- \$30m on Professional Services

- \$100+ m on Projects with airports (TSA reimburses airports for any construction they do to better fit TSA equipment)

- \$6-7m on STIP to integrate upstairs and downstairs equipment together

There was a general view among industry participants that small businesses are an extremely valuable source of innovation. Industry participants discussed areas of the budget where they believed it was feasible for small businesses to compete. Industry participants also discussed the idea of possibly breaking up contracts so that small businesses might have an opportunity to compete for those smaller tasks, or encouraging small businesses to work together on certain projects that they would not be able to take on alone.

The group continued the dialogue with a conversation about how TSA could better reach out to small businesses. Brad Moffett of Watermark Risk Management International suggested an Outreach day that included an open question and answer session in order to foster more dialogue between industry and TSA.



The meeting concluded by industry participants agreeing to create a framework for how TSA can best utilize small businesses and the innovation they bring to the table. The next steps include a data call of the Small Business Group participants for ideas on ways TSA can improve working with small businesses. WHSR will aggregate responses and disseminate them out to the group and to TSA for review. The next meeting is scheduled for June 25, 2013.