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**C O N F I D E N T I A L M E M O R A N D U M**

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**TO:** MEMBERS OF THE GOVERNMENT TECHNOLOGY SERVICES COALITION  
**FROM:** KRISTINA TANASICHUK & MICHELLE MRDEZA  
**SUBJECT:** INDUSTRY MEETING WITH DEPARTMENT OF HOMELAND SECURITY (DHS) CHIEF  
PROCUREMENT OFFICER (CPO) NICK NAYAK  
**DATE:** MARCH 27, 2012

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Last week, the GTSC attended the second in a series of meetings hosted by DHS CPO Nick Nayak. The objectives of the meeting were to receive feedback regarding the January 2012 Industry Day; review and respond to current DHS efforts to communicate with industry; and identify the specific issues the vendor community would like to communicate to DHS acquisition officers. In addition to GTSC, representatives from the Homeland Security Dialogue Forum, AFCEA, NDIA, Tech America, and the Professional Services Council were in attendance. CPO Nayak was very interested in hearing the views from all participants and was clearly interested in learning what can be done better.

Meeting participants agreed the January event was a marked improvement over prior years but more work remains. It was noted that Industry Days should not be “one size fits all” –attendees have different skill sets and different interests, particularly small and medium firms. CPO Nayak probed on ways to expand content so that it met the diverse needs of participants; he also specifically referenced the GTSC feedback he previously received and agreed that more “depth” to discussions between industry and acquisition officers could be helpful.

There was general agreement smaller sessions on specific issues would be useful. Industry wants to learn about requirements. It was also agreed opportunities to network are extremely important and should be expanded. Some frustration was voiced that individual components will discuss future opportunities but they do not come to fruition –often leaving companies in a position of wasting time and resources preparing for something that doesn’t materialize.

It was noted there are considerable differences between the DOD and civilian acquisition workforce. CPO Nayak agreed it is important to have acquisition officers communicate with industry so there is a mutual understanding of needs. Nick invited representatives of the “Rising Acquisition Professionals (RAP-C) to briefly present to the group. An impressive association of young acquisition officers, RAP invited industry to speak to their group in an effort to educate these young professionals on industry interests.

***CPO Nayak ended the meeting asking for feedback on 3 specific issues:***

- ✓ Describe the perfect DHS Industry Day
- ✓ What can DHS do to promote “quality communications with industry”
- ✓ Which acquisition officers would industry like to meet with and what is the topic to be discussed