

[Northwest Homeland Security Conference](#)

Hosted by: Pacific Northwest Defense Coalition (PNDC)

April 22, 2021

8:00 AM – NOON Pacific Time | 11:00AM – 3:00PM Eastern Time

Registration at: <https://bit.ly/3g3lwkR>

**AGENDA**

**Pacific Time:**

- 8:00AM Welcome from PNDC
- 8:10AM **Department of Homeland Security (DHS) Welcome**  
Paul Courtney, Deputy Chief Procurement Officer, U.S. Department of Homeland Security (DHS)
- 8:20AM **Department of Homeland Security (DHS) Overview – How to Do Business with DHS & Q & A**  
Lauren Edwards, Communications and Industry Liaison, Office of the Chief Procurement Officer, U.S. Department of Homeland Security – [Presentation Link](#)
- 8:55AM Break
- 9:10AM **Support of Small Businesses & Q & A**  
Darlene Bullock, Executive Director, U.S. Department of Homeland Security, Office of Small and Disadvantaged Business Utilization (OSDBU), U.S. Department of Homeland Security (DHS) – [Presentation Link](#)
- 9:30AM **Networking Roundtables**
- 9:45AM **Peer Panel – Doing Business with DHS**
  - Don Chapman, SVP of Federal Operations, Cayuse Technology
  - Mark Kowalski, Government Programs Manager, Leupold + Stevens
- 10:10AM **Breakout sessions with components (1) – presentation and interactive Q & A**
  - Federal Emergency Management (FEMA) - Sammy Brunson, Chief, Industry Liaison Section Acquisition Program and Policy Division, Federal Emergency Management Agency (FEMA) - [Presentation Link](#)
  - Customs & Border Protection (CBP) - Richard Gunderson, Director of Industry Partnership and Outreach, Customs and Border Protection (CBP) - [Presentation Link](#)
  - Science & Technology Directorate - Melissa Oh, Managing Director for the Department of Homeland Security (DHS) Science & Technology Directorate (S&T) Silicon Valley Innovation Program (SVIP) - [Presentation Link](#)
  - U.S. Coast Guard - Lauren Edwards, Communications and Industry Liaison, Office of the Chief Procurement Officer, U.S. Department of Homeland Security - [Doing business with the Coast Guard site link](#)
  - U.S. Secret Service - Salvatore Saraceno, Head of Contracting Activity, U.S. Secret Service
- 10:45AM **Update from Federal Emergency Management (FEMA)**  
Bobby McCane, Chief Procurement Officer, Federal Emergency Management Agency (FEMA)
- 11:05AM **Breakout sessions with components (2) – presentation and interactive Q & A**
  - Federal Emergency Management (FEMA) - Sammy Brunson, Chief, Industry Liaison Section Acquisition Program and Policy Division, Federal Emergency Management Agency (FEMA) - [Presentation Link](#)
  - Customs & Border Protection (CBP) - Richard Gunderson, Director of Industry Partnership and Outreach, Customs and Border Protection (CBP) - [Presentation Link](#)
  - Science & Technology Directorate - Melissa Oh, Managing Director for the Department of Homeland Security (DHS) Science & Technology Directorate (S&T) Silicon Valley Innovation Program (SVIP) - [Presentation Link](#)
  - U.S. Coast Guard - Lauren Edwards, Communications and Industry Liaison, Office of the Chief Procurement Officer, U.S. Department of Homeland Security – [Doing business with the Coast Guard site link](#)
  - U.S. Secret Service - Salvatore Saraceno, Head of Contracting Activity, U.S. Secret Service
- 11:40AM Wrap-up comments/ resource introductions /Instruction for one-on-one meetings

### Post Event One-On-One Meetings:

On Friday April 23, attendees will be able to sign up for a limited number of one-on-one virtual appointments with Department of Homeland Security (DHS) Procurement representatives. Appointments will be held from April 28 through May 7.

### RESOURCES:

Department of Homeland Security Links:

- [Doing Business with DHS](#)
- [DHS Procurement Forecasting site](#)
- [Doing Business with the U.S. Coast Guard site](#)

### Assistance with Government Contacting:

Please reach out to Pacific Northwest Defense Coalition about connections and resources. We are here to help you navigate opportunities - [membership@pn/dc.us](mailto:membership@pn/dc.us). We have recently helped businesses find funding for cybersecurity compliance efforts, made supply chain connections, helped introduce to key buyers, and more. Here are links to services mentioned during the Northwest Homeland Security Conference:

- [Pacific Northwest Defense Coalition \(PNDC\)](#)
- [Washington PTAC](#) (Washington State businesses)
- [Oregon GCAP](#) (Oregon Businesses)
- [BID Designs](#)
- If you are new to contracting with Department of Homeland Security (DHS) Make sure to watch this [short video, recorded by Kate Hoy with Washington PTAC prior to last year's Northwest Homeland Security Conference](#)

### SPEAKERS:

#### Paul Courtney, Deputy Chief Procurement Officer, U.S. Department of Homeland Security

Paul Courtney was appointed as the DHS Deputy Chief Procurement Officer in June 2019. Since March 2013, Mr. Courtney was a member of the Senior Executive Service with the Federal Bureau of Investigation (FBI), and served as Head of Contracting Activity and Procurement Executive. In this role, Mr. Courtney led the FBI's contracting officers, and the FBI's acquisition of approximately \$4 billion in goods and services. He ensured the FBI's law enforcement and national security mission was accomplished efficiently and effectively. During his FBI tenure, he led an acquisition business transformation effort which established a category management structure and numerous enterprise contracts. The effort eliminated the lowest-price technically accepted contracting method for services, standardized business processes, and created one way of doing business with the FBI.

Mr. Courtney served as the Defense Intelligence Agency's (DIA) Senior Expert for Contracting, and the Deputy Head of the Contracting Activity from 2007 to 2013. In his role at DIA, he was responsible for planning, managing, directing, and accomplishing the complete DIA procurement program, and its mission to provide timely intelligence to the warfighter.

Mr. Courtney began his career in contracting as a contract specialist trainee in the Department of Justice (DOJ), Federal Bureau of Prisons (BOP). During his time at the BOP, he held positions of increasing responsibility, including overseeing the contracting offices responsible for a multi-billion-dollar construction program and a multi-billion-dollar private prison program.

**Lauren Edwards, Communications and Industry Liaison, Office of the Chief Procurement Officer, U.S. Department of Homeland Security**

Lauren Edwards currently serves as the Department of Homeland Security's (DHS) Communications and Industry Liaison where she is responsible for leading several initiatives under the Acquisitions Innovations in Motions (AliM) framework which is designed to enhance the way DHS does business. Ms. Edwards also provides leadership to the DHS Industry Liaison Council, comprised of industry liaisons at 15 Components, in which she implements initiatives of the Strategic Sourcing Office, Office of the Chief Procurement Officer. These initiatives include preparing the annual strategic plan for the AliM initiatives including the Strategic Industry Conversation, Reverse Industry Day, and Acquisition Innovation Roundtable events, among others. Ms. Edwards is passionate about promoting meaningful exchanges between industry representatives and DHS.

Prior to joining DHS, Ms. Edwards served as a Supervisory Contracting Officer for the United States Secret Service (USSS). During Ms. Edwards tenure of 21 years at the Secret Service she has also served in various roles responsible for providing leadership, policy, achieving USSS's small business and competition goals and serving in positions to promote hiring goals and initiatives.

Ms. Edwards began her federal career after being selected to Intern for The White House, Office of the Chief Council. Ms. Edwards graduated with an MBA with a concentration in Marketing and a Bachelor's Degree in Legal Communications, both from Howard University. She is Level III Federal Acquisition Certification-Contracting (FAC-C) certified.

Her accomplishments are well recognized by the government. She has received awards including the Department of Homeland Security Chief Financial Officer Partnership Award, Department of Homeland Security Small Business Advocate Award and the Department of Homeland Security Small Business Scorecard Award for meeting and exceeding Component and Departmental Small Business award goals.

**E. Darlene Bullock, Executive Director, Office of Small and Disadvantaged Business Utilization, U.S. Department of Homeland Security**

E. Darlene Bullock was appointed as the Executive Director of the U.S. Department of Homeland Security (DHS), Office of Small and Disadvantaged Business Utilization (OSDBU) in January 2020. She had served as the OSDBU Deputy Director since June 2015. Ms. Bullock is responsible for implementing the Department's small business procurement programs across DHS's \$18 billion procurement operation, which awards over \$6 billion each year to small businesses.

Ms. Bullock joined OSDBU in January 2011 as the Program Manager for several small business programs to include: 8(a), small disadvantaged, and women-owned. As a Desk Officer, she provided technical procurement and small business support to four DHS operational contracting offices.

Before joining OSDBU, Ms. Bullock was a Division Director and Contracting Officer in the DHS, Office of Procurement Operations (OPO). OPO is one of the largest procurement divisions in DHS obligating about \$4 billion a year. Her division was responsible for supporting the Office of the Secretary and other high-visibility offices at DHS Headquarters. Ms. Bullock oversaw and managed the award process of the first DHS-wide Program Management, Administrative, Clerical, and Technical Services (PACTS) Indefinite Delivery Indefinite Quantity Contracts, which were set-aside for service-disabled veteran-owned small businesses (SDVOSBs). PACTS had an estimated value at \$1.5 billion. The award of

PACTS I enabled DHS to meet and exceed its three percent SDVOSB goal for the first time in Fiscal Year 2010. DHS continues to meet or exceed the SDVOSB goal.

With over 28 years of experience in procurement, federal assistance, and acquisitions management, Ms. Bullock has held leadership positions at several Federal and local agencies including DHS, U.S. Agency for International Development, U.S. Department of Commerce, District of Columbia Government, and the U.S. Army.

Ms. Bullock began her acquisition career with the U.S. Army successfully completing the Department of Defense contract specialist intern program. She was a Certified Federal Contract Manager with the National Contract Management Association and maintains her FAC-C Level III Certification in Contracting. She has completed various Federal Executive Leadership Courses throughout her career. She has an undergraduate degree in Agricultural Business and Resource Economics from the University of Maryland, College Park, and an MBA in International Management from Southeastern University.

### **Don Côqayohômuwôk Chapman, SVP of Federal Operations, Cayuse Holdings**

Don Côqayohômuwôk Chapman serves as SVP of Federal Operations for Cayuse Holdings owned by the Confederated Tribes of Umatilla (CTUIR) as well as Managing Director for Cayuse Technologies – CTUIR’s first 8a contracting company. Since joining this tribal holding company January 2019, Don is directly responsible for both winning and serving as executive leader over for \$150mm in new federal classified contracts from the Dept of State, DHS CISA, DHA, and US Army. Chapman is responsible for all capture, teaming, operations, program management, P&L, hiring, and compliance.

On October 5, 2009, Don was appointed by US Department of Commerce Secretary Gary Locke as the first ever Senior Policy Advisor on Native American Affairs at the U.S. Department of Commerce where he served until October 3, 2011. At the Department of Commerce, Chapman was charged with helping implement Secretary Locke’s ambitious agenda to directly improve the economic profile of Indian Country through economic business development and policy implementation activities as well as development and implementation of the Dept of Commerce Tribal Consultation Policy across all of the Commerce agencies. During his tenure, over 60% of his efforts were specific to NOAA/Tribal/Treaty Tribe policy issues.

After his departure from the 1st Obama Administration, Don served as subject matter expert on three contracts with the ECR/Udall Foundation supporting White House National Ocean Council in strategic areas of tribal outreach, participation as it applies to tribal engagement in the Regional Planning Body process, Coastal Marine Spatial Planning, and the facilitation and outreach to Tribes on the National Ocean Policy and Implementation Plan. This includes serving as an instructor for ECR’s “Collaboration with Tribal Nations and Tribal Consultation” course.

Mr. Chapman is a member of the Mohegan Tribe of Connecticut.

### **Mark Kowalski, Government Programs Manager, Leupold & Stevens**

Mark Kowalski is the Government Programs Manager for Leupold & Stevens, a fifth-generation family owned company located in Beaverton, Oregon that is a leading provider of US Made Optical devices (Laser Range Finders, Observation, Rifle, Pistol) to DOD and Law Enforcement.

Mark is life member of the National Contract Management Association (Life Pro-Vita). Prior Leupold & Stevens, he was working in the Medical Device industry where he was responsible for Government contracts. Mark has an extensive background in contracting. OEM product development working on projects with various organizations (U.S. Army, USMC, SOCOM, State Department, Defense Security Cooperation Agency, DOE, Boeing, Bosch, HP, Intel, L3Harris, Microsoft, Raytheon, U.S. Customs & Border Patrol) throughout the years.

Mark has been married for 25 years. His interests include Science & Technology, Aviation, Fishing, Politics, History, Billiards and Travel.

### **Salvatore Saraceno, Head of Contracting Activity Procurement Division, Office of Enterprise Readiness United States Secret Service**

Salvatore Saraceno began serving as the Head of the Contracting Activity (HCA) for the United States Secret Service in September 2020. In his current position, Salvatore directs 43 Contracting Officers and Contract Specialists awarding over 1,700 actions valued at \$350M for supplies and services safeguarding the nation's financial infrastructure and payment systems to preserve the integrity of the economy to protecting national leaders and visiting heads of state and government.

Before his role as HCA, Salvatore served as the Chief, Technology Contracting Division, United States Citizenship and Immigration Services (USCIS). At USCIS, Salvatore was involved with the cradle-to-grave acquisition of software licenses and maintenance, computer hardware and peripherals, and mission critical information technology services vital to the success of the USCIS mission. Prior to performing as Chief, Technology Contracting Division, Salvatore served as a Contracting Officer on a \$1.4B Weapon System Sustainment contract for the U.S. Air Force (USAF) Lifecycle Management Center (AFLCMC), Peterson AFB, CO. This role with the USAF allowed him to utilize his contracting and management skills in the sustainment of space satellite weapon systems throughout the United States and its Ally partners.

Salvatore retired from the USAF as a Major/O-4 and held several roles from contract specialist, contracting officer to acquisition staff officer for Headquarters United States Air Force Space Command. He received a Master of Business Administration from the University of Maryland University College, and he holds a Certified Professional Contract Manager certification from the National Contracts Management Association.

### **Melissa Oh, Managing Director for the Department of Homeland Security (DHS) Science & Technology Directorate (S&T) Silicon Valley Innovation Program (SVIP)**

Ms. Oh is the Managing Director for the Department of Homeland Security (DHS) Science & Technology Directorate (S&T) Silicon Valley Innovation Program (SVIP). She is responsible for engaging entrepreneurs and innovators to help them better understand DHS's mission and widen the pipeline of technologies addressing our most difficult homeland security challenges.

Ms. Oh has been at S&T since September 2004 serving in several positions, including as the S&T Cyber Security Division Business Operations Manager, S&T Borders & Maritime Security Division Business and Finance Manager, Program Manager for several cargo security projects, and Program Support Contractor. Prior to joining S&T, Ms. Oh served as a project engineer in the Research, Development & Evaluation Branch of the DHS Customs & Border Protection's Applied

Technology Division. Ms. Oh holds a B.S. in Cognitive Science, specializing in Neuroscience, from the University of California at San Diego and a M.S. in Systems Engineering from George Washington University.

**Sammy Brunson, Jr., Chief, Industry Liaison Section Acquisition Program and Policy Division, Office of the Chief Procurement Officer (OCPO) Federal Emergency Management Agency (FEMA)**

Sammy serves as Chief of The Industry Liaison Section within OCPO. In this role, he provides leadership for The Industry Liaison Program (ILP), and Small Business Program. His focus is to ensure that small businesses have the maximum practical opportunity to participate in procurements and to establish strategic relationships with suppliers and stakeholders by serving as an information provider for suppliers seeking to do business with FEMA and connecting suppliers with program offices to support FEMA's mission.

Sammy joined FEMA in 2010 and has held progressive roles from an Acquisitions Business Specialist team lead to acting Chief of the Business Relations Branch. Prior to joining FEMA, Sammy was a Senior Sourcing Representative at Northrop Grumman Newport News. He served as the lead Procurement Planning Control Representative for the Virginia Class Submarine procurement office responsible for cradle to grave purchase order management, supplier selection, contract negotiation, planning, forecasting, and management of complex submarine machinery, special hull treatment, hydraulic valves, and furniture for the Virginia Class program. Before Northrop Grumman, Sammy was a Commodity Manager at The New York Times Company and an Energy Buyer at MeadWestvaco Corporation. While at the New York Times, Sammy had strategic sourcing, procurement, and contract management responsibilities for various commodities, including; photography equipment, janitorial services, IT software and hardware, poly bags, and the leased vehicle fleet. In his role at MeadWestvaco, he completely oversaw natural gas procurement for over 50 facilities across the nation and managed all projects related to natural gas.

Sammy is a member of The Association of Energy Engineers (AEE), The Institute for Supply Management (ISM), and The Society for Advancement of Management (SAM). Sammy is also a Certified Energy Procurement Professional. Sammy holds a BS in Business Management from Hampton University

**Richard Gunderson, Director, Industry Partnership and Outreach Program, U.S. Customs and Border Protection's (CBP)**

Since October 2017, Rick Gunderson has served as the Director for the Industry Partnership and Outreach Program (IPOP) in the U.S. Customs and Border Protection's (CBP) Office of Acquisition. In this capacity, he oversees industry engagement activities as they pertain to the acquisition portfolio and promotes the small business program. He also serves as CBP's Competition Advocate and Procurement Ombudsman, promoting fairness, transparency, and sound business strategies. Prior to his IPOP role, he served as the Special Assistant in the Office of Acquisition, supporting multiple strategic initiatives, including innovative procurement practices and enterprise business opportunities.

From July 2011 to October 2016, Mr. Gunderson served as CBP's Executive Director for Procurement and Head of the Contracting Activity. He oversaw procurement operations that awarded and administered \$2.5 billion annually in contracts and other business agreements. The diverse acquisition portfolio included information technology products & services, facilities, security technology, professional & administrative services, and supplies that provide mission critical capability to the front-line agents and officers.



From April 2008 - July 2011, Mr. Gunderson served as the Deputy Chief Procurement Officer and Acting Chief Procurement Officer for the Department of Homeland Security. In these roles, he provided leadership over the department's \$17 billion contract and financial assistance programs. He was responsible for oversight, policy, strategic sourcing, small business, workforce, and investment review of DHS acquisition programs. While in these roles, he led key initiatives such as expanding the acquisition workforce, new strategic sourcing programs, and acquisition governance.

Prior to his role as DCPO, he served as the Assistant Administrator for Acquisition for the Transportation Security Administration (TSA) in the U.S. Department of Homeland Security. Mr. Gunderson provided centralized acquisition support to TSA operations across the nation's airports and other modes of transportation. TSA's acquisitions include security technology, information technology, construction, leasing, research and development, professional & technical services, and financial assistance.

Prior to joining TSA, Gunderson also served as a Contracting Officer for the Department of Defense's Naval Sea System Command. There he led contracting efforts associated with numerous major systems, including missile defense, submarines, sonar, and weapon systems.

Mr. Gunderson earned his undergraduate degree from the College of William and Mary in Business Administration.

### **Bobby J. McCane, Chief Procurement Officer Federal Emergency Management Agency (FEMA)**

Mr. McCane is the Chief Procurement Officer at FEMA, responsible for the management and oversight of acquisitions totaling approximately \$1.2B and 8,500 transactions, annually. Prior to that, he served as the Director, Acquisition Operations Division at FEMA. Mr. McCane brings a wealth of knowledge and experience to the FEMA OCPO organization, to include a twenty-year career at the IRS. In that capacity, Mr. McCane was the Director, Office of Information Technology Acquisitions, an organization that obligated \$1.6B and awarded more than 10,000 actions, annually.

Mr. McCane received his MBA and BA from Bowie State University. During his tenure as a Public Servant, he has held the position of Contract Specialist and Contracting Officer. Mr. McCane currently resides in Maryland with his wife Brenda, their daughter and granddaughter.

all information subject to change without notice.