



RECOMMENDATIONS FOR ENHANCING CBP'S PROCUREMENT PROCESS

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Problem Summary – So What?

- How do you develop and deploy new technologies?
 - I don't know all (any?) of the answers
- Key Issues
 - CBP Needs/Requirements
 - CBP Engagement
 - Innovation/R&D → Prototype → Product → Procurement
 - R&D Incentive: Private vs. Public
 - Who Cares???

Key Issues

- Innovators need to understand CBP's unsolved problems
- Innovators typically look to improve performance (e.g. detection), size, speed, cost
- New ideas rarely improve everything at once
- CBP Needs/Requirements
 - Conferences, Problem Statements, CONOPS Issues
 - Mission requirements placed on CBP
 - How do you translate these to R&D funding agencies?
- CBP Engagement
 - How do you get innovators engaged with CBP?

Key Issues Cont.

- Innovation/R&D → Prototype → Product → Procurement
- Just follow the DHS Roadmap...
 - <https://www.dhs.gov/sites/default/files/publications/Product%20Realization%20Guide.pdf>
- In reality
- Funding lifecycle is extremely challenging
- Public
 - Congressional support & funding for CBP mission exists
 - Recently: ~\$1B in acquisition dollars for NII
 - But, that's only procurement \$ and geared toward large companies
- Private
 - If CBP wants private companies to fund R&D there needs to be an ROI
 - CBP is NOT a commercial institution
- Who Cares???
 - Good people

