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# Selling security

## Feds sell small businesses homeland security.

**BOSTON** Department of Homeland Security officials met here with local public safety officials and business leaders yesterday for a panel discussion on the advantages of developing public/private partnerships to help fight terrorism.

Joe Capuano, a small business advocate in the DHS's Office of Small and Disadvantaged Business Utilization, said federal contract-

ing is the top business opportunity through the department, followed by research and development and grants to local and state governments. The procurement base was \$5 billion last year, 37 percent of which was done directly with small, minority businesses, he said.

Congressman Stephen Lynch, D-Mass., said government and the private sectors must collaborate as terror attacks continue around the world. He said because most of the major assets in the country — includ-

ing fiscal assets, airlines and the Internet — are controlled by the private sector, government must also share the responsibility of protecting them.

"Unfortunately, this is a growth industry," said Lynch, a member of the Subcommittee on National Security, Emerging Threats and International Relations. "The issue of national security and homeland security is rising."

Public Safety Secretary Edward Flynn said investing in a state communications plan, and not just in

one technology, will help fill the gap between localities and state government in responding to emergencies. An additional \$2 million has been spent in each of the state's five regions on information technology to "blend and connect" the statewide capacity, and develop and share information, especially with the business community.

"Our greatest challenge is [sharing] what we know" with other local agencies, Flynn said.

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