

# GOVERNMENT CONTRACTS

## USING THE PROCUREMENT PROCESS TO BUY IMMIGRATION DETENTION SERVICES—COMPETITIVE V. SOLE SOURCE AWARDS

Agencies using procurement procedures solicit proposals from multiple companies, in theory allowing market forces to price down and quality up. In the market for private detention services, competition is often not available, resulting in sole source awards.



ICE CONDUCTS MARKET RESEARCH TO DETERMINE THE CAPABILITIES OF POTENTIAL CONTRACTORS

ICE often does this by issuing a Request for Information (RFI).

CAN MORE THAN ONE COMPANY COMPETE FOR THE CONTRACT

YES

ICE CONTINUES THE COMPETITIVE BIDDING PROCESS

ICE ISSUES A REQUEST FOR PROPOSALS (RFP) SO POTENTIAL CONTRACTORS CAN SUBMIT BID OR PROPOSED CONTRACT

ICE ISSUES CONTRACT TO THE MOST COMPETITIVE BIDDER

For a detention contract, the competitive bidding process can take about a year.

NO

ICE CAN STOP THE COMPETITIVE BIDDING PROCESS

ICE ISSUES A "SOLE-SOURCE" AWARD TO THE RESPONSIVE ENTITY

This process can happen very quickly -- taking as little as a month to complete.

For example, GEO Group's contract for the Adelanto, CA facility.