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SMWVBO Business Conference
James “Anthony” Josey
Construction, Architectural/Engineering,
WOSB Advocate

How To Do Business With DoS

- ↳ **Who We Are – Our Mission**
- ↳ **What We Buy – Products and Services**
- ↳ **What Do You Have to Sell – Domestic & Overseas Requirements**
- ↳ **Who Do I Contact**

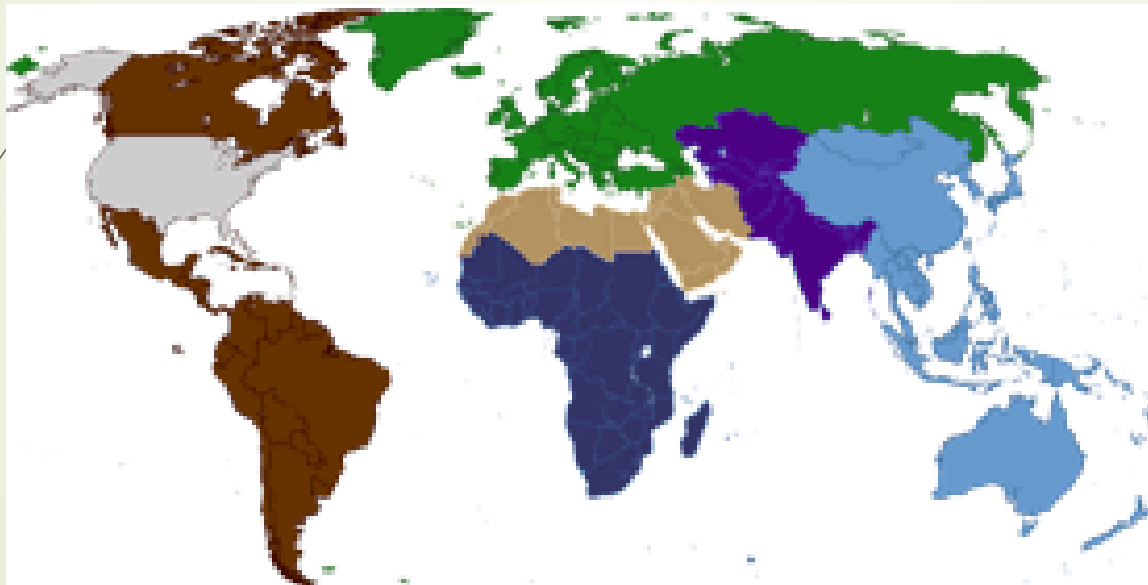
Mission

Established in 1789 as the Department of Foreign Affairs whose sole mission was to provide for the safekeeping of the Acts, Records, and Seal of the United States. Today we are the U.S. Department of State. Our primary responsibility is to fight terrorism, protect U.S. interests abroad, and implement foreign policy initiatives while building a freer, prosperous and secure world.

Top Ten Products & Services FY 2018

➤	541611	Admin Mgt Services	\$1.681 (billion)
➤	561162	Security Guards & Patrol Svc	\$1.102 (billion)
➤	236220	Construction	\$975.18 (millions)
➤	541512	Computer Sys Design Svc	\$648.53 (millions)
➤	541513	Computer Facility Mgmt.	\$618.91 (millions)
➤	561210	Facilities Support Svc	\$541.22 (millions)
➤	541519	Other Computer Services	\$457.09 (millions)
➤	488192	Support Activities Air Transp.	\$276.94 (millions)
➤	541614	Custom Computer Program	\$183.61 (millions)
➤	541310	Architectural Services	\$169.270 (millions)

Domestic & Overseas Requirements



Major Funding Bureaus

➤ Consular Affairs	\$491 million
➤ Overseas Buildings Operations	\$347 million
➤ Diplomatic Security	\$278 million
➤ Administration	\$207 million
➤ Information Resource Mgmt	\$198 million
➤ Administration (WCF)	\$124 million
➤ Resource Management	\$124 million
➤ Human Resources	\$ 90 million
➤ Foreign Service Institute	\$ 79 million
➤ Int'l Narc & Law Enforcement	\$ 70 million

Office of Small & Disadvantaged Business Utilization



- ↳ HUBZone Program
- ↳ 8(a) Business Development Program
- ↳ Veteran's Program (SDVOSB)
- ↳ Women's Program (WOSB)
- ↳ One-to-One Counseling
- ↳ Outreach
We ensure small businesses are included in the acquisition process.

Small Business Goals and Achievements (2018)

Category	Goal	Achieved	Dollars
Small Business	25.08%	27.55%	\$2.55 Billion
Small Disadvantage Business	5%	14.53%	\$1.35 Billion
Women Owned Small Business	5%	5.41%	\$500.63 Million
Service Disabled Veteran Owned Small Business	3%	3.64%	\$355.25 Million
HubZone Small Business	3%	3.83%	\$436.27 Million

Small Business Order of Preference (For new acquisitions only)

↓ 1. HUBZONE

↓ 2. SDVOSB

↓ 3. WOSB-EDWOSB

↓ 541512 Computer Sys & Design(EDWOSB)

↓ 541611 Admin Management (EDWOSB)

↓ 541519 Other Computer Services(EDWOSB)

↓ 541614 Distro & Logistic Services(EDWOSB)

↓ 541513 Computer Facility Mgmt.(EDWOSB)

↓ 541310 Architectural Services(EDWOSB)

↓ 541612 Security Guards(EDWOSB)

↓ 541511 Custom Computer Program(EDWOSB)

↓ 4. ALL Other Small Businesses (SB, VOSB, 8a, etc.)

Subcontracting FY 2017 Goals and Achievements

****2018 data unavailable at print**

Category	Goal	Achieved
Small Business	29.0%	47.4%
Small Disadvantage Business	5%	14.81%
Women Owned Small Business	5%	6.23%
Service Disabled Veteran Owned Small Business	3%	5.42%
HUBZone Small Business	3%	2.37%

Resources to use

- ↳ All procurement notices are posted on <https://www.fbo.gov/>
- ↳ Department of State FY 2019 Forecast
- ↳ FedBid (<http://www.fedbid.com>)

Good resource that the Department has developed to help businesses find overseas Department requirements.

Subcontracting Opportunities

- ↳ Department of State Prime List
- ↳ Contact any large businesses Supplier Diversity Office
- ↳ SBA's Subcontracting Opportunities Directory

Small Business Opportunities

- ↳ **World-wide Int'l Maintenance Assistance Program Re-compete (IMAP)**
- ↳ **Visa Support Services Re-compete**
- ↳ **World-wide Design Build Construction and Construction IDIQ- 8(a)** 6 awards, HZ 3 awards, WOSB 4 awards, SDVOSB 3 awards, Small Business 4 awards
- ↳ **One-Off Small Business Construction Contracts**
Bureau of Overseas Buildings Operations (**OBO**)
- ↳ **World-wide Facilities and Operations IDIQ**
Bureau of Overseas Buildings Operations (**OBO**)
Partial Small Business set-aside \$150 million

Small Business Opportunities

A/E Design Opportunities

Posted on FedBizOpps
(www.FBO.gov)

Posted on OBO's website
(www.STATE.gov/obo)

Posted on AIA's website

Construction Opportunities

Posted on FedBizOpps
(www.FBO.gov)

Posted on OBO's website
(www.STATE.gov/obo)

IDIQ Opportunities

A/E Design Services

World Wide A/E Design Service for
New Construction | 2019 Renewal

World Wide A/E Design Service for
Rehabilitation/Renovation | 2019
Renewal

A/E Support Service

Design-Build Construction Services
Small Business Construction Opportunities

Engineering Services | 2019 Renewal

Commissioning Services | 2019 Renewal

Scheduling Consultants | 2019 Renewal

Value engineering services | 2019 Renewal

Roofing Services | 2019 Renewal

Facilities and Operations Maintenance FY19

Department of State Outreach HUBZONE, SDVOSB, AND WOSB

Spring 2019

WHEN: TBD (Tentative June 2019)

WHERE: Charleston, S.C.

TIME: TBD

REGISTRATION: FBO Special Notices/US Women Chamber of Commerce

Additional Information

↓ Mailing Address:

U.S. Department of State, OSDBU,
SA-6, Room L500, Washington, DC 20522
Voice: 703-875-6822 FAX: 703-875-6825

Website: www.state.gov/s/dmr/sdbu

Contact: smallbusiness@state.gov



HubZone Advocate:

Veteran's Advocate:

Women's Advocate:

Construction & Engineering Advocate:

Small Business Advocate:

Successful Keys to DoS

- ↳ No Cookie-Cutter Capability Statements
- ↳ Do Your Homework: Specifically Target Bureaus
- ↳ Respond to RFI's, Sources Sought and Combined Synopsis Solicitations
- ↳ Attend Outreach Events, Industry Days, Open Houses
- ↳ Market, Market and Market (Quarter 1,2,3)
- ↳ Respond to all Market Research in Proposal Fashion
- ↳ Follow-up after all initial points of contact
- ↳ "Don't give me an opportunity to forget you because I will!"

