



2019 SMWVBO Business Conference

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Top Ten Products & Services FY 2019

NAICS Code	Total Dollars (Millions)	% Total Dollars
236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)	\$1,334.11	15.1%
561612 (SECURITY GUARDS AND PATROL SERVICES)	\$1,039.31	11.7%
561210 (FACILITIES SUPPORT SERVICES)	\$791.12	8.9%
541512 (COMPUTER SYSTEMS DESIGN SERVICES)	\$757.03	8.6%
541519 (OTHER COMPUTER RELATED SERVICES)	\$665.30	7.5%
541513 (COMPUTER FACILITIES MANAGEMENT SERVICES)	\$461.57	5.2%
541330 (ENGINEERING SERVICES)	\$395.06	4.5%
541614 (PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS)	\$379.67	4.3%
541611 (ADMINISTRATIVE AND GENERAL MANAGEMENT CONSULTING)	\$367.11	4.1%
488190 (OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION)	\$221.84	2.5%

52%

Major Funding Bureaus, 2019 (\$M)

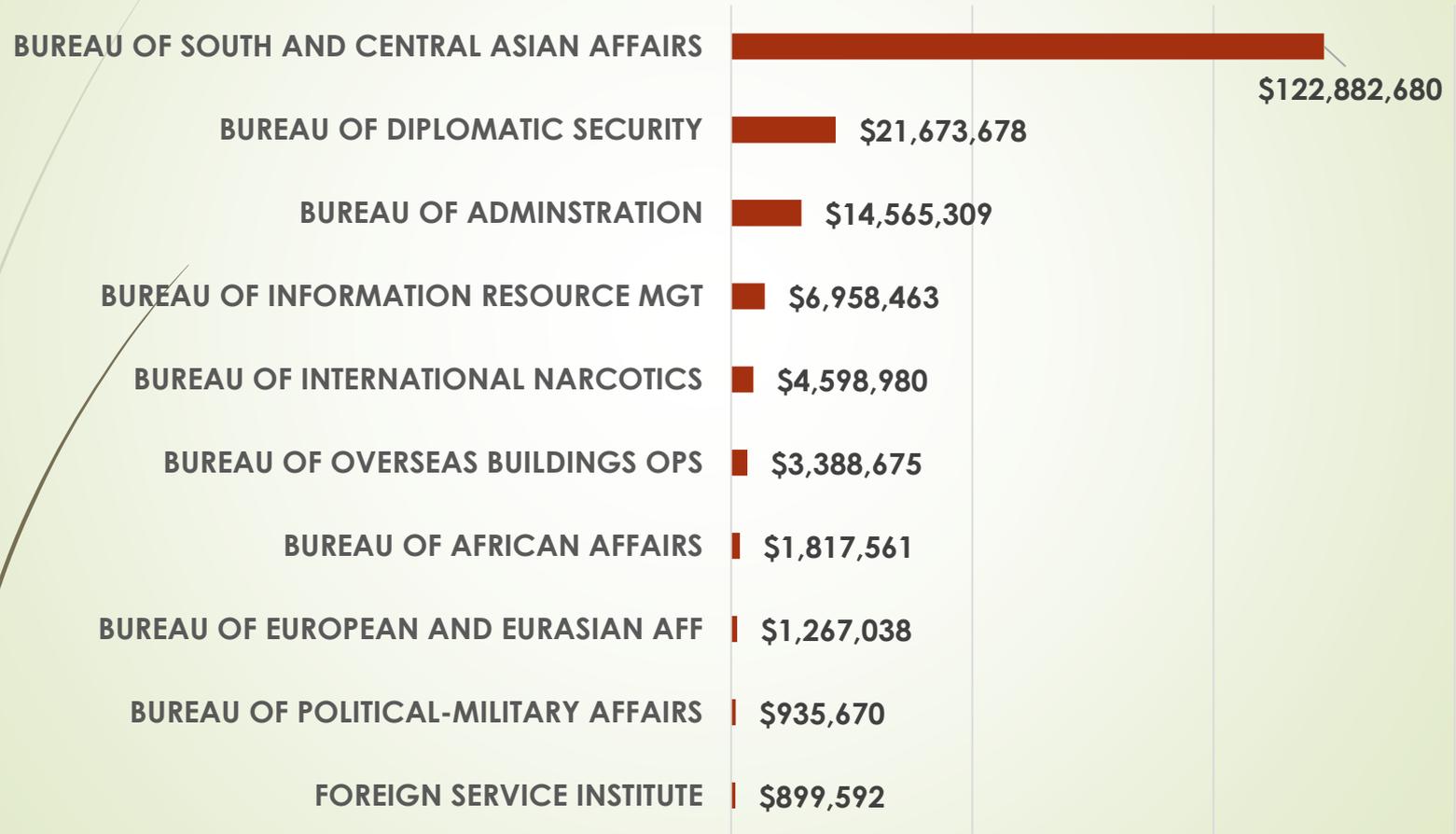
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Top 10 Vendors, 2019 (\$M)



Top 10 Bureaus awarding to Texas Businesses, 2019



Top 10 Texas State Department Contractors, 2019



Top 10 NAICS - Texas State Department Contracts, 2019

561210 - FACILITIES SUPPORT SERVICES	\$143,367,325
541199 - LEGAL SERVICES	\$7,550,000
541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$5,646,288
561990 - ALL OTHER SUPPORT SERVICES	\$3,606,910
511210 - SOFTWARE PUBLISHERS	\$2,185,836
336413 - AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$1,486,576
334111 - ELECTRONIC COMPUTER MANUFACTURING	\$1,397,355
339920 - SPORTING AND ATHLETIC GOODS MANUFACTURING	\$1,389,323
561510 - TRAVEL AGENCIES	\$1,090,499
541330 - ENGINEERING SERVICES	\$983,117

Small Business Goals and Achievements (2019)

Category	Goal	Achieved	Achievement (As Percent of Goal)	Dollars
Small Business	24.00%	31.32%	131%	\$2.89 Billion
Small Disadvantaged	5%	18.72%	375%	\$1.73 Billion
Service Disabled Veteran Owned	3%	4.08%	136%	\$375.88 Million
Women Owned	5%	5.42%	105%	\$482.67 Million
HUBZone	3%	5.6%	187%	\$515.72 Million

Overseas Building Operations Forecast Opportunity Detail

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Program	Region	Post	PPR Name	RFP	Award
Major Rehab	EUR	Vienna	Bilat Chancery Improvements	7/17/19	1/15/20
Capital	EAP	Bangkok	NOX	9/12/19	12/23/19
MSG	EAP	Canberra	MSGR Alterations, Plus-up	9/25/19	12/12/19
Capital	EAP	Medan	NCC	10/11/19	2/9/20
CA	WHA	San Salvador	CSU & CA Expansion	11/1/19	1/16/20
CSU	WHA	Vancouver	Security Upgrade	11/21/19	1/21/20
Capital	SCA	Kabul	Extended East CMP Development	1/1/20	5/1/20
Capital	NEA	Tunis	New MSG Residence	1/13/20	5/12/20
CSU	EUR	Tirana	CMP Security Upgrade (FY20 Back-up)	1/14/20	4/6/20
Capital	SCA	Kabul	Camp Alvarado Phase 3	3/23/20	7/20/20
Capital	AF	Lagos	NCC	3/28/20	7/27/20
Capital	WHA	Brasilia	NEC (FY20 Back-Up)	3/30/20	7/29/20
MCI	WHA	Rio de Janeiro	CGR Renovation	4/3/20	6/18/20
Other	EUR	Adana	Combined Hardened Alternative Trailer System (HATS)/Campus Security Upgrade (CSU)	4/18/20	8/2/20
Capital	NEA	Doha	NEC	5/26/20	9/24/20
Other	AF	Nouakchott	CMR CMP Modification	5/28/20	8/12/20
Capital	AF	Lilongwe	NEC	5/29/20	9/27/20
CA	WHA	Kingston	Consular Section Reconfiguration	6/5/20	8/25/20
Major Rehab	WHA	Buenos Aires	Major Rehab	7/13/20	9/29/20
Capital	EUR	Milan	NCC	7/17/20	9/30/20
Other	AF	Dar es Salaam	USAID Annex Space Reconfig.	8/3/20	10/18/20
MCI	EAP	Rangoon	Chancery & Annex Reconfig.	9/18/20	1/17/21
MCI	EUR	Baku	Secure Storage Building	5/3/21	7/17/21
Capital	WHA	Curacao	NCC (FY21 Back-Up)	3/4/22	7/3/22

Department of State Outreach HUBZONE, SDVOSB, AND WOSB

Spring 2020

WHEN: May 2020

WHERE: Overseas Small Business Contracting Conference

TIME: Daily

REGISTRATION: FBO Special Notices

Summer 2020

WHEN: TBD (Tentative June 2020)

WHERE: Charleston, S.C.

TIME: TBD

REGISTRATION: FBO Special Notices/US Womens Chamber of Commerce

NEW: events HOSTED or attended by OSDDBU are at
www.state.gov/smallbusiness/

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!"

