



2022 SMWVBO Business Virtual Conference

James “Anthony” Josey
Construction, Architectural/Engineering,
SDB Advocate

Mission

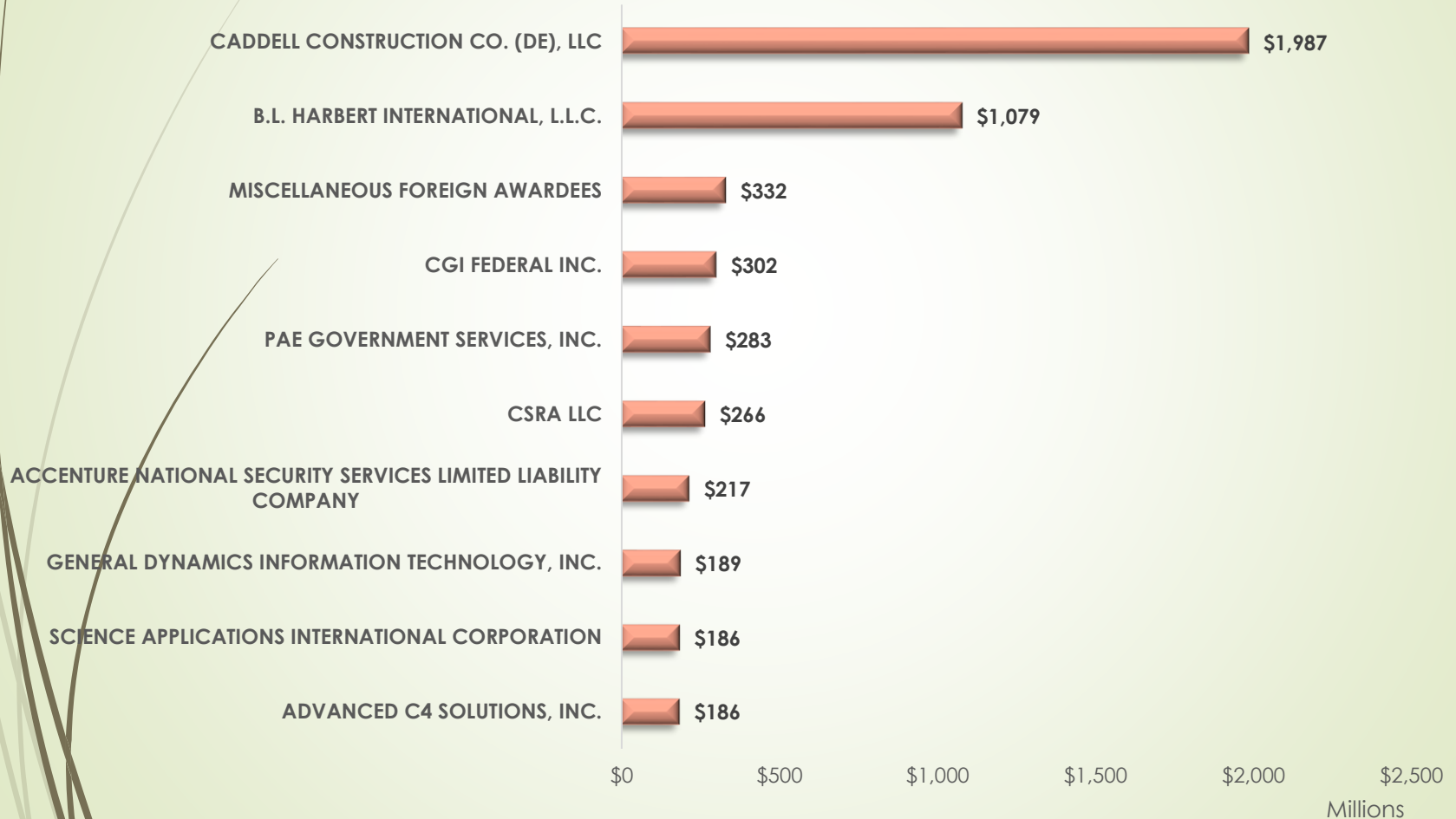
Established in 1789 as the Department of Foreign Affairs whose sole mission was to provide for the safekeeping of the Acts, Records, and Seal of the United States. Today we are the U.S. Department of State. Our primary responsibility is to fight terrorism, protect U.S. interests abroad, and implement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

Top Ten Products & Services FY 2022

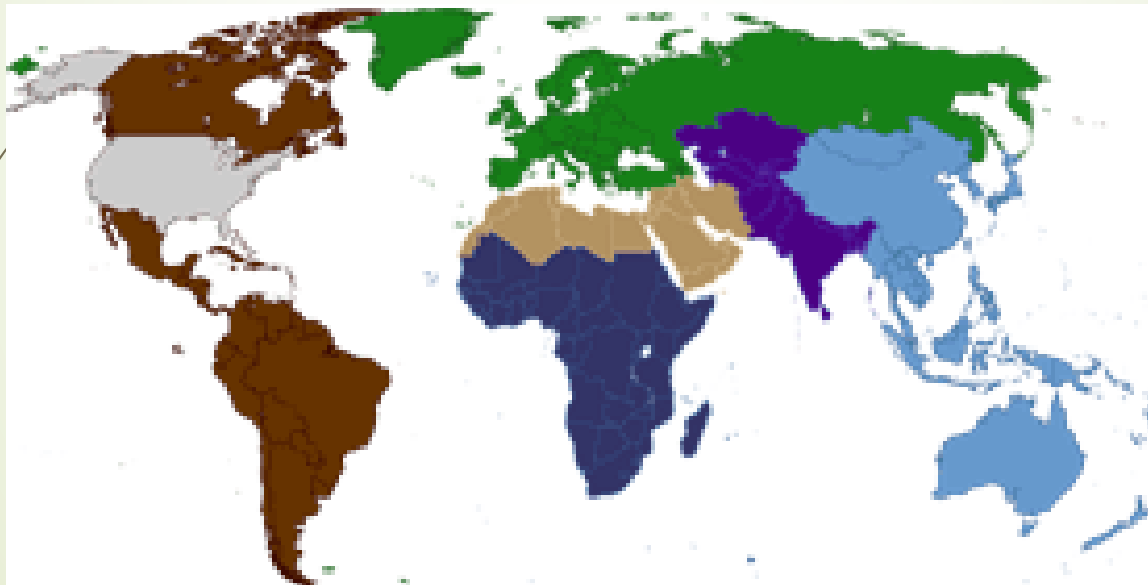
NAICS Code	Total Dollars (Millions)	% Total Dollars
236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$3,365	39.17%
541512 - COMPUTER SYSTEMS DESIGN SERVICES	\$1,013	11.80%
541519 - OTHER COMPUTER RELATED SERVICES	\$937	10.91%
561612 - SECURITY GUARDS AND PATROL SERVICES	\$869	10.12%
541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$718	8.36%
541513 - COMPUTER FACILITIES MANAGEMENT SERVICES	\$617	7.18%
561210 - FACILITIES SUPPORT SERVICES	\$378	4.40%
541330 - ENGINEERING SERVICES	\$282	3.29%
481211 - NONSCHEDULED CHARTERED PASSENGER AIR TRANSPORTATION	\$241	2.81%
541618 - OTHER MANAGEMENT CONSULTING SERVICES	\$169	1.96%

80%

Top 10 Vendors, 2022 (\$M)

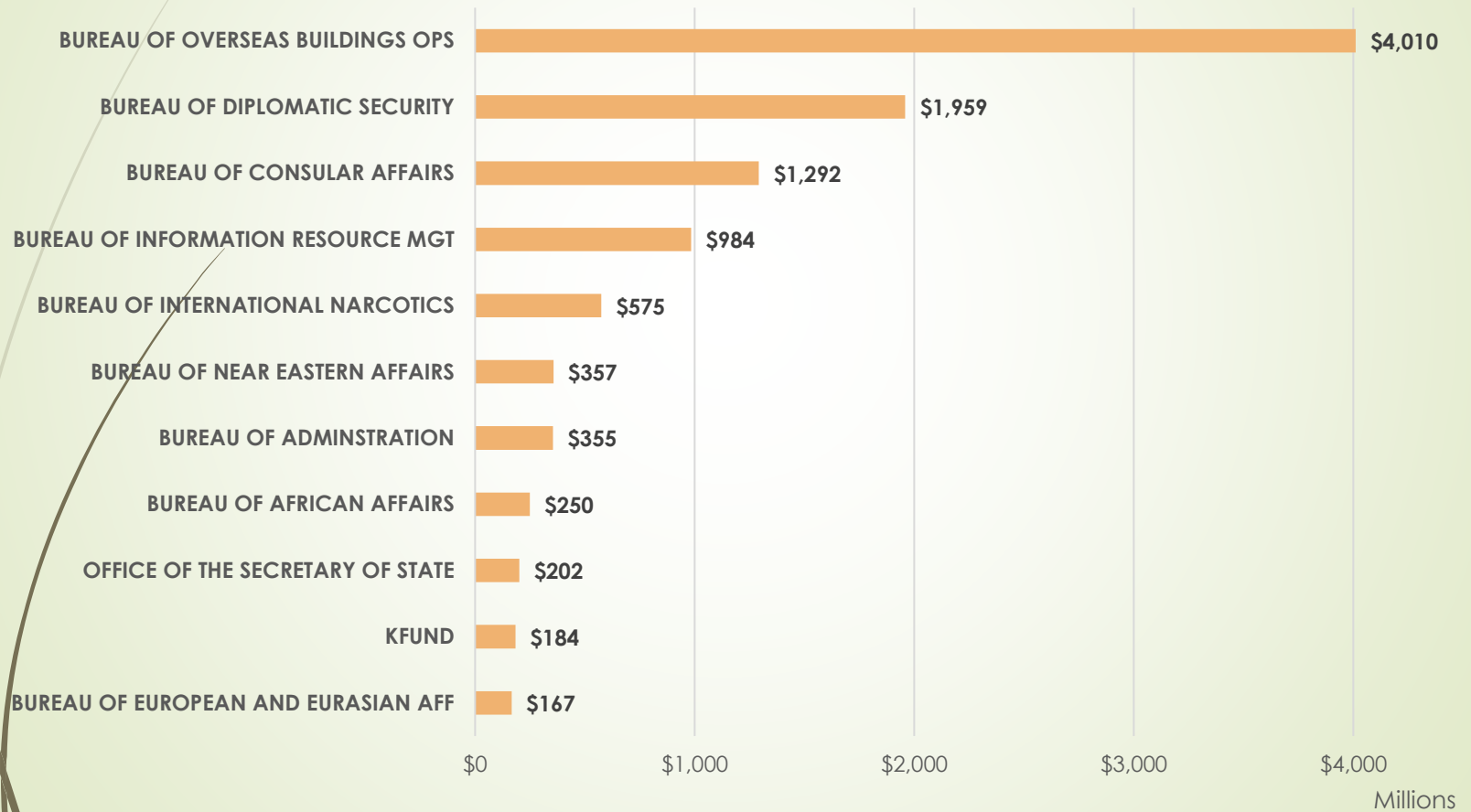


Domestic & Overseas Requirements

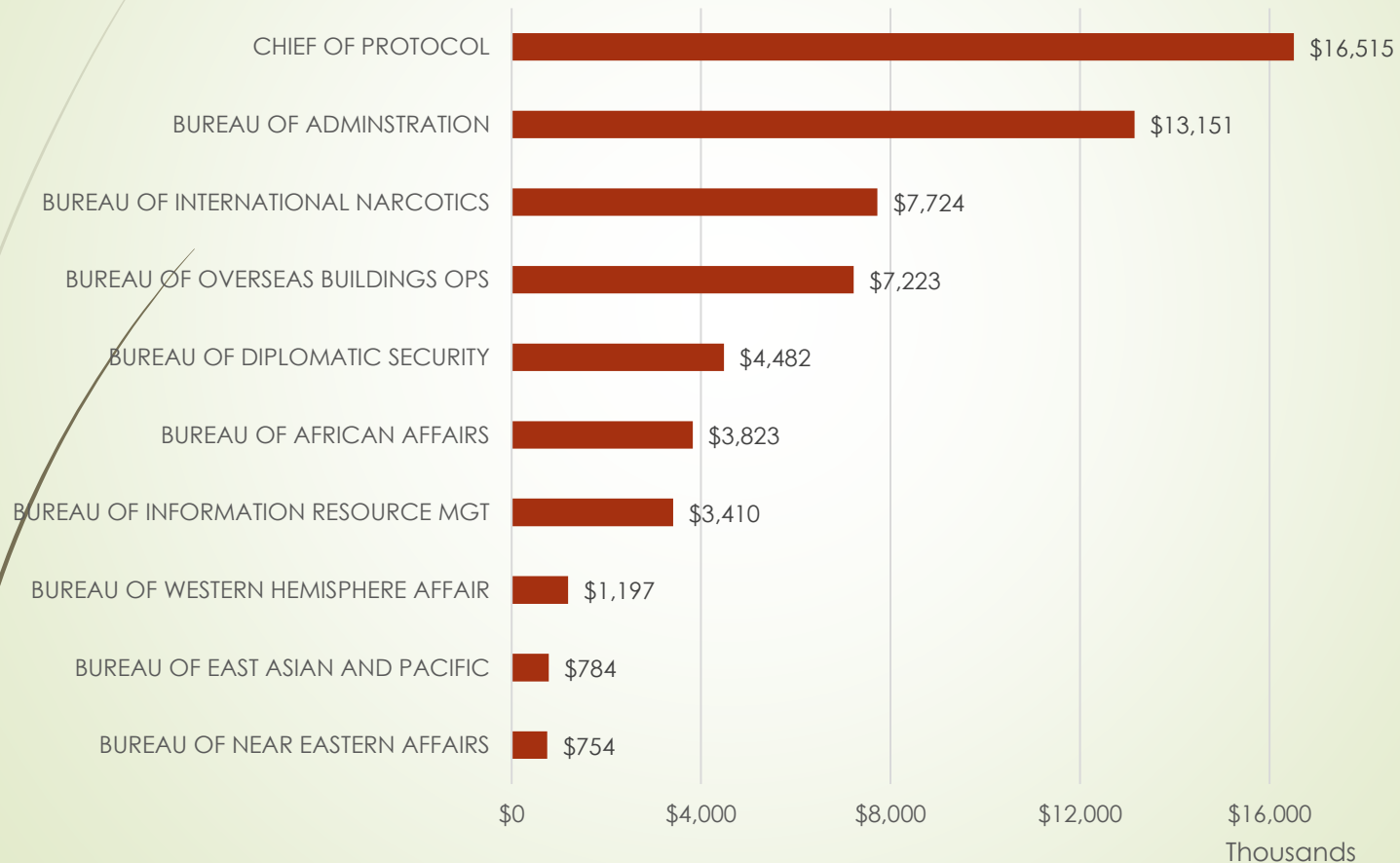


Major Funding Bureaus, 2022 (\$M)

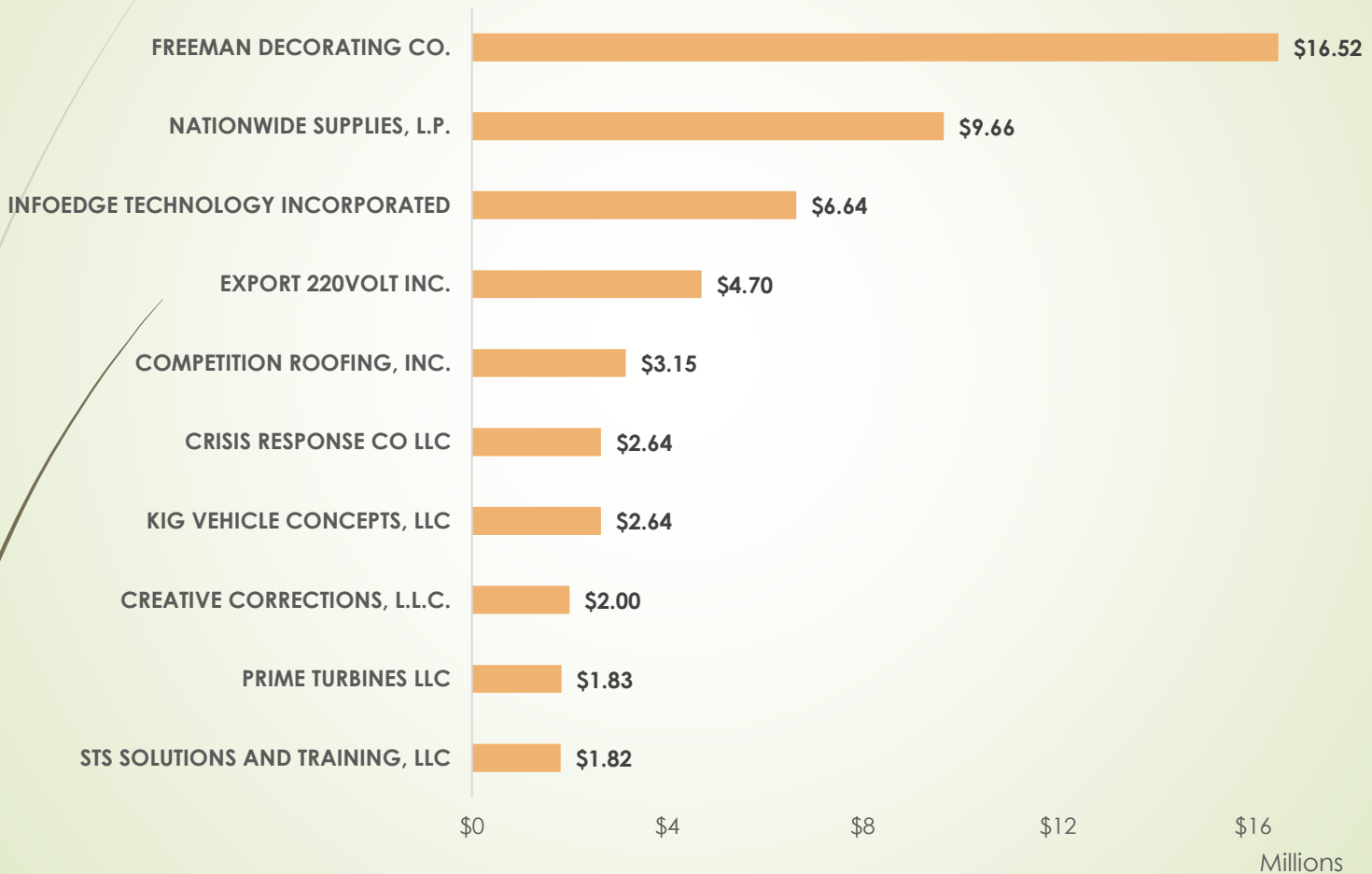
6



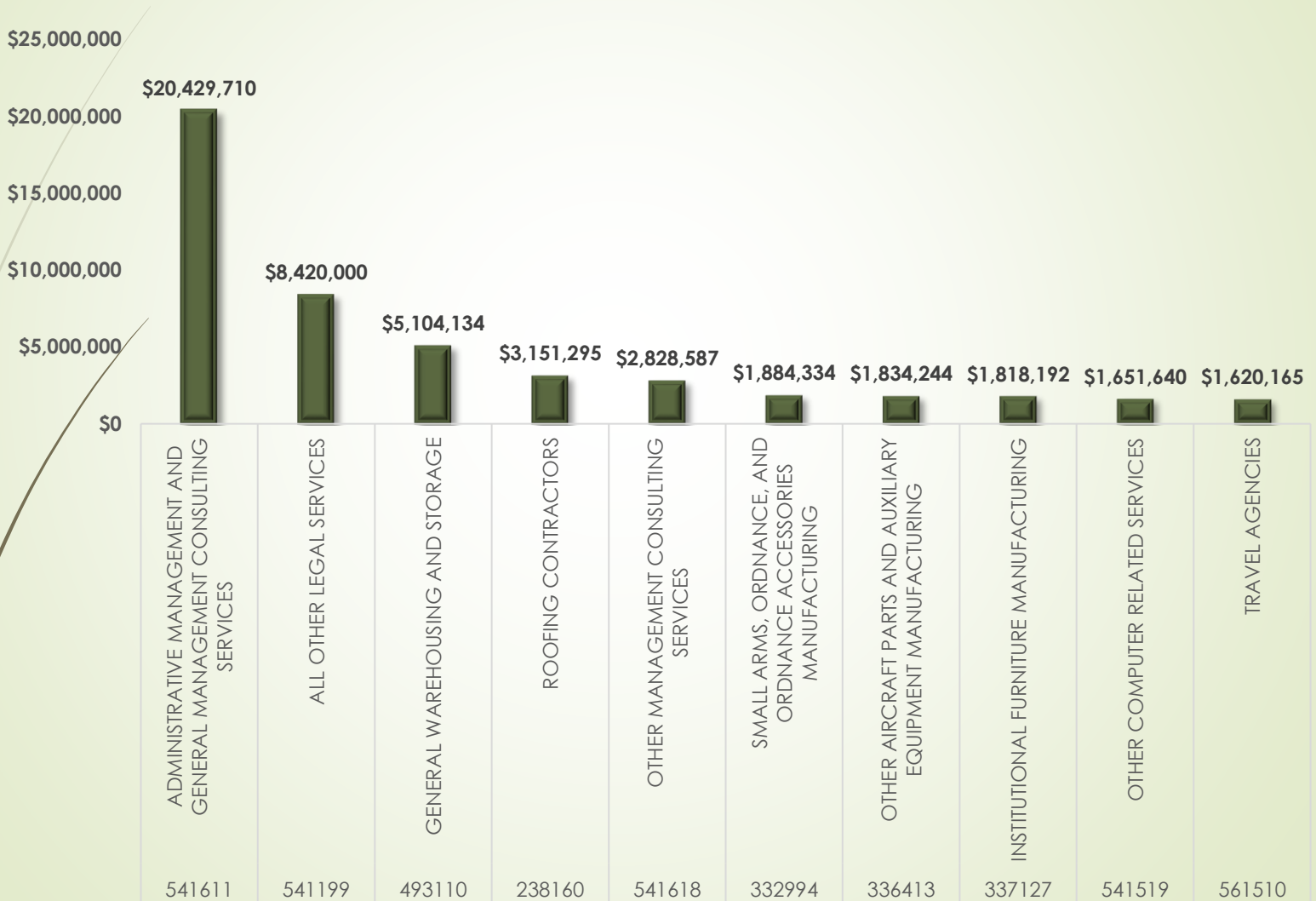
Top 10 Bureaus awarding to Texas Businesses, 2022



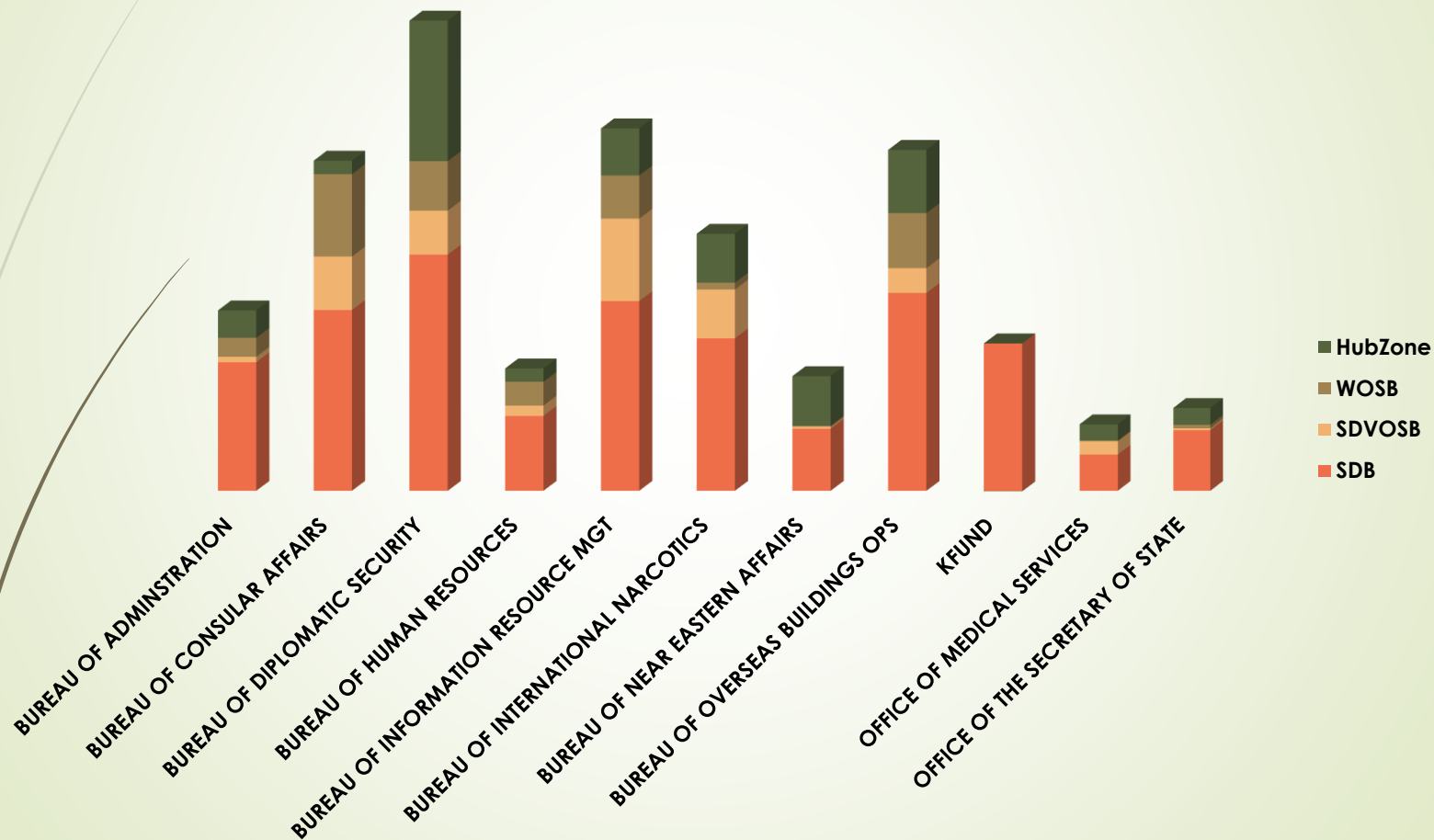
Top 10 Texas State Department Contractors, 2022



Top 10 NAICS - Texas State Department Contracts, 2022



Spend by Socioeconomic Categories, 2022



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 (2022)

Category	Goal	Achieved	Dollars
Small Business	28%	27.09%	\$3.047 Billion
Small Disadvantage Business	21%	19.87%	2.235 Billion
Women Owned Small Business	5%	3.88%	437.1 Million
Service-Disabled Veteran Owned Small Business	3%	3.65%	410.3 Million
HubZone Small Business	3%	5.98%	672.5 Million

Small Business Order of Preference

FY 2022 *(For new acquisitions only)*

- 1. **WOSB / EDWOSB**
- 2. **SDVOSB**
- 3. **HUBZone**
- 4. **SDB** (including 8(a))
- **ALL Other Small Businesses** (SB, VOSB, etc.)

Resources to Use

- ▶ All procurement notices are posted on SAM (formerly, FBO)
 - beta.SAM.gov
- ▶ Department of State FY 2022 Forecast (issued in November)
 - www.state.gov/smallbusiness/
- ▶ Unison (formerly FedBid)
 - <https://www.unisonglobal.com/product-suites/acquisition/marketplace/>
Good resource that the Department has developed to help businesses find overseas Department requirements.

Subcontracting Opportunities

- ▶ Contact any large businesses Supplier Diversity Office
- ▶ SBA's "SUBNet" Subcontracting Opportunities Directory
 - https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm

Department of State Outreach HUBZONE, SDVOSB, AND WOSB

When:

Jan 16 2023: 1st Annual National Small Business Contracting Summit | (**New Orleans, LA**) U.S. Women's Chamber of Commerce

WHEN: (Spring 2023) Federal Contracting Summit of the S.E.

WHERE: Charleston, S.C.

REGISTRATION: SAM Special Notices/US Women's Chamber of Commerce

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

Additional Information

Mailing Address:

**U.S. Department of State, OSD/BU,
SA-6, Room L500, Washington, DC 20522
703-875-6822**

Website: www.state.gov/smallbusiness/

email: smallbusiness@state.gov



HubZone Advocate: Anna Urman

Veterans' Advocate: Janique Hudson

Women's Advocate: Thelma Edmunds

Construction & Engineering Advocate: Anthony Josey

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!"

