International Business Opportunities: 
Other US Government Agencies

Sponsored by SAME International Committee

Moderator:
• Beth Brown, SAME International Vice Chair for Organizational Outreach

Speakers:
• Rick Sullivan, Director of Mechanical Engineering, U.S. Department of State, Bureau of Overseas Buildings Operations, Program Development and Coordination Directorate, Office of Design and Engineering
• William Lawton, Senior International Trade Specialist, U.S. Department of Commerce
SAME IBO W WEBINAR
APRIL 2016
OBO manages the U.S. Department of State’s building program and sets worldwide priorities for the design, construction, operation, maintenance, and disposal of overseas property.
Our Mission

To provide safe, secure and functional facilities that represent the U.S. Government to the host nation and support our staff in the achievement of U.S. foreign policy objectives.

These facilities should represent American values and the best in American architecture, design, engineering, technology, sustainability, art, culture and construction execution.
Program Facts

275 Missions
70 Million Square Feet
12,000 Culturally Significant Objects
5,300 Works of Art

U.S. Embassy Beirut
Inventory

Embassies
- U.S. Embassy Rome

Consulates
- U.S. Consulate General Barcelona

Representational Residences
- Ambassador’s Residence Buenos Aires

Staff Housing
- Staff Housing Tokyo
Project Funding

FY16 Budget
The Department received $2.6B for construction in FY16.

FY17 Request
The Department has requested $2.6B requested for FY17.
Program

Capital Security Construction
• 38 Active Projects
• $8.4 Billion Workload
• Project Range $6.6M - $1B

Major Renovation
• 18 Active Projects
• $914.5 Million Workload
• Project Range $7.5M - $224M

Compound Security Upgrade
• 45 Active Projects
• $195 Million Workload
• Project Range $1M - $29.4M
Project Acquisition

- Office of Acquisitions Management (A/LM/AQM)
  - Manages, plans, and directs Department’s acquisition programs
  - Conducts contract operations in support of activities
- Facility, Design, and Construction Division (A/LM/AQM/FDCD)
  - Establishes acquisition agreements for logistics requirements abroad and OBO requirements with the private and public sectors
New Construction Architect/Engineering Partners

Ennead Architects  
New York, New York

Miller Hull Partnership  
Seattle, Washington

Richard + Bauer Architecture  
Phoenix, Arizona

SHoP Architects  
New York, New York

Skidmore Owings & Merrill (SOM)  
Chicago, Illinois
Major Rehabilitation Architect/Engineering Partners

Beyer Blinder Belle Architects
Washington, D.C.

BNIM Architects
Kansas City, Missouri

Krueck + Sexton Architects
Chicago, Illinois

Weiss/Manfredi Architects
New York, New York

Zimmer Gunsul Frasca
Washington, D.C.
Support Service Partners

AECOM
Washington, D.C.

Capes Jefferson Architects
Long Island City, New York

Moore Ruble Yudell Architects
Santa Monica, California

EYP, Inc.
Washington, D.C.

Davis Brody Bond
New York City, New York

Jacobs Government Services
Pasadena, California
Both Design-Bid-Build and Design-Build with Bridging Documents are used; neither is a default.

Context, complexity, construction environment, and urgency are evaluated in deciding a delivery method.

OBO Director determines the project delivery method for each project.

Alternative project delivery methods such as Early Contractor Involvement are used to ensure best possible outcome and reduced risk.
A/E Selection Process

- Encourages both emerging practices and established firms
- Selection criteria reflects emphasis on the delivery of high quality projects
- Initial selection focuses on the strength of the lead designer and the associated A/E firm
- Second-stage selections focus on the strength of the team, the management plan, and the quality of past performance on construction documents
- Where appropriate, design competitions are incorporated into the selection process
- Selection Panel consists of OBO associates, industry peers and foreign service users
Construction Selection & Awards

Contractor Selection

• The Department recruits, prequalifies and awards contractors committed to the best D-B-B and D-B practices with verifiable records of consistent success

• The Department is working to expand the pool of contractors to promote competition and the best outcome for the U.S. government

Contract Award

• Best Value method is used to evaluate proposals, with focus on past performance and project management in the evaluation process, rather than strictly lowest proposed cost
Industry Best Practices

- International Building Code
- Integrated Design Reviews
- Unique Security Features
- Hard Metric Drawing/Specs
- CADD & BIM Deliverables
- LEED Silver Certification
- Life Cycle Value Engineering
Engineering in Design Standards

- Structural engineering
- Blast engineering
- Foundation geotechnical
- Complex Program –
  Mechanical systems

U.S. Annex in Moscow
Perimeter Improvement

- Collaboration between OBO and Diplomatic Security
- Integration of Landscape and Security
- Public Face of Diplomatic Facilities begins at perimeter
- Makes positive first impression
- Demonstrates the openness and optimism of the American people
Recent and Anticipated Design Selections

- Guatemala City, Guatemala
  New Embassy Compound
  Miller Hull

- Nogales, Mexico
  New Consulate Compound
  ENNEAD

- Hermosillo, Mexico
  New Consulate Compound
  Richard + Bauer

- Kampala, Uganda
  New Annex
  BNIM

- Nairobi, Kenya
  New Annex
  Krueck + Sexton

- Nassau, Bahamas
  New Embassy Compound
  ENNEAD

- Brasilia, Brazil
  New Embassy Compound
  Studio Gang Architects

- Guadalajara, Mexico
  New Consulate Compound

- Riyadh, Saudi Arabia
  New Embassy Compound

- Casablanca, Morocco
  New Consulate Compound
Recent and Anticipated Construction Awards

• Harare, Zimbabwe
  New Embassy Compound
  Awarded May 2015

• Niamey, Niger
  New Embassy Compound
  Awarded September 2015

• Matamoros, Mexico
  New Consulate Compound
  Awarded September 2015

• Colombo, Sri Lanka
  New Embassy Compound

• Mexico City, Mexico
  New Embassy Compound

• Asuncion, Paraguay
  New Embassy Compound

• Beirut, Lebanon
  New Embassy Compound/Housing

• Dhahran, Saudi Arabia
  New Consulate Compound

• Guatemala City, Guatemala
  New Embassy Compound

• Hyderabad, India
  New Consulate Compound
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
• Real Estate Services | 2015 Renewal
• A/E Design Services
  – World Wide A/E Design Service for Rehabilitation/Renovation | 2018 Renewal
• A/E Support Service | Awarded in 2015
• Construction and Design/Build Services | 2019 Renewal
• Engineering Services | 2018 Renewal
• Commissioning Services | 2018 Renewal
• Scheduling Consultants | 2018 Renewal
• Value engineering services | 2016 Renewal
• Roofing Services | 2018 Renewal
• Fire Systems | 2018 Renewal
• Seismic Studies | 2018 Renewal
• Energy Sustainable Design | 2017 Renewal
• Telecom Testing | 2018 Renewal
• RF Shielding Testing | 2017 Renewal
Points of Contact

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SAME IC Webinar Series, Thursday April 7, 2016

How the U.S. Commercial Service Can Connect you to Global Markets

William Lawton, Senior International Trade Specialist
Let Us Help You Export.

With offices throughout the United States and in U.S. Embassies and consulates in nearly 70 countries, the U.S. Commercial Service of the U.S. Department of Commerce’s International Trade Administration utilizes its global network of trade professionals to connect U.S. companies with international buyers worldwide.
Who We Are.

Our mission:

- To promote the export of goods & services from the U.S., particularly by small- and medium-sized businesses
- To represent U.S. business interests internationally
- To help U.S. businesses find qualified international partners
- To carry out President Obama’s National Export Initiative
Our Global Network of Trade Professionals Opens Doors that No One Else Can.

- The U.S. Commercial Service provides U.S. companies unparalleled access to business opportunities around the world.
- As a U.S. Government agency, we have relationships with foreign government and business leaders in every key global market.
- Our trade professionals provide expertise across most major industry sectors.
- Every year, we help thousands of U.S. companies export goods and services worth billions of dollars.
Our Proven Expertise Makes Doing Business Internationally Easier.

- **Trade Counseling.** Get the information and advice you need to succeed.
- **Market Intelligence.** Target the best trade opportunities.
- **Business Matchmaking.** Connect with the right partners and prospects.
- **Commercial Diplomacy.** Ensure your products and services have the best possible prospects for success in international markets.
Proven Expertise: Trade Counseling

Get the information and advice you need to succeed.

- **Planning and Strategy.**
  - Create a comprehensive international business plan for entry or expansion into targeted markets.

- **Legal and Regulatory Issues.**
  - Determine export licensing needs for shipping products.
  - Understand and comply with global product standards, certification requirements, electricity regulations, and packaging laws.
  - Avoid intellectual property issues and legal disputes.
Trade Counseling

Get the information and advice you need to succeed.

- **Documentation and Product Requirements.**
  - Learn about export documents, including Electronic Export Information filing, invoices, packing lists, and certificates of origin.
  - Verify tariff rates and import fees; determine your product’s Schedule B and HS numbers.

- **Trade Problems.**
  - Get assistance with customs-related issues.
  - Obtain support if your company’s exports or foreign bids are adversely affected by a trade barrier.
  - Limit the risk of non-payment and receive assistance if problems arise.
Market Intelligence

Target the best trade opportunities.

- **Country Commercial Guides.**
  - Leverage reports, prepared annually by U.S. Embassy staff, containing information on the business and economic situation of foreign countries and the political climate as it affects U.S. business and investments.

- **Trade Data and Analysis.**
  - Obtain the latest annual and quarterly trade data by country, state, commodity, and year.
  - Find industry-specific trade data and analysis.
  - Get country-specific tariff and trade agreement information.

- [www.export.gov](http://www.export.gov)
Market Intelligence

Target the best trade opportunities.

- **International Company Profile.**
  - Learn about potential partners from our trade professionals working in your target markets.
  - Get detailed credit reports covering sales, profit figures, potential, liabilities, and other financial information.

- **Customized Market Research.**
  - Get specific answers to your specific international business questions.
Business Matchmaking
Connect with the right partners and prospects.

- **International Partner Search.**
  - Find pre-screened potential partners and get detailed company reports; determine the marketability of your product or service.
  - Save valuable time and money

- **Gold Key Service.**
  - Meet with potential buyers, sales representatives, and business partners.
  - Leverage customized market briefings.
Business Matchmaking
Connect with the right partners and prospects.

- **Trade Shows.**
  - Use our International Buyer Program to meet with pre-screened buyers at major U.S. trade shows.
  - Exhibit in the U.S. Pavilion at our Certified Trade Fairs.
  - Let us distribute your marketing literature at global trade shows.

- **Trade Missions.**
  - Participate in business development missions led by senior U.S. government officials.
  - Meet with distributors, government and industry officials, prospective customers, and U.S. Embassy officials.
Contact us today to connect with a world of opportunity.

**export.gov | 800.USA.TRADE**

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