

# Department of State Bureau of Overseas Buildings Operations Industry Day

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JUNE  
29-30  
2023  
WASHINGTON • D.C.



## Acquisitions Management Overview



# Office of the Procurement Executive

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## AQM Overview/Contracting Process

Speaker: Jillian Savage, Contracting Officer  
A&E Branch Chief in the Facilities Design & Construction Division

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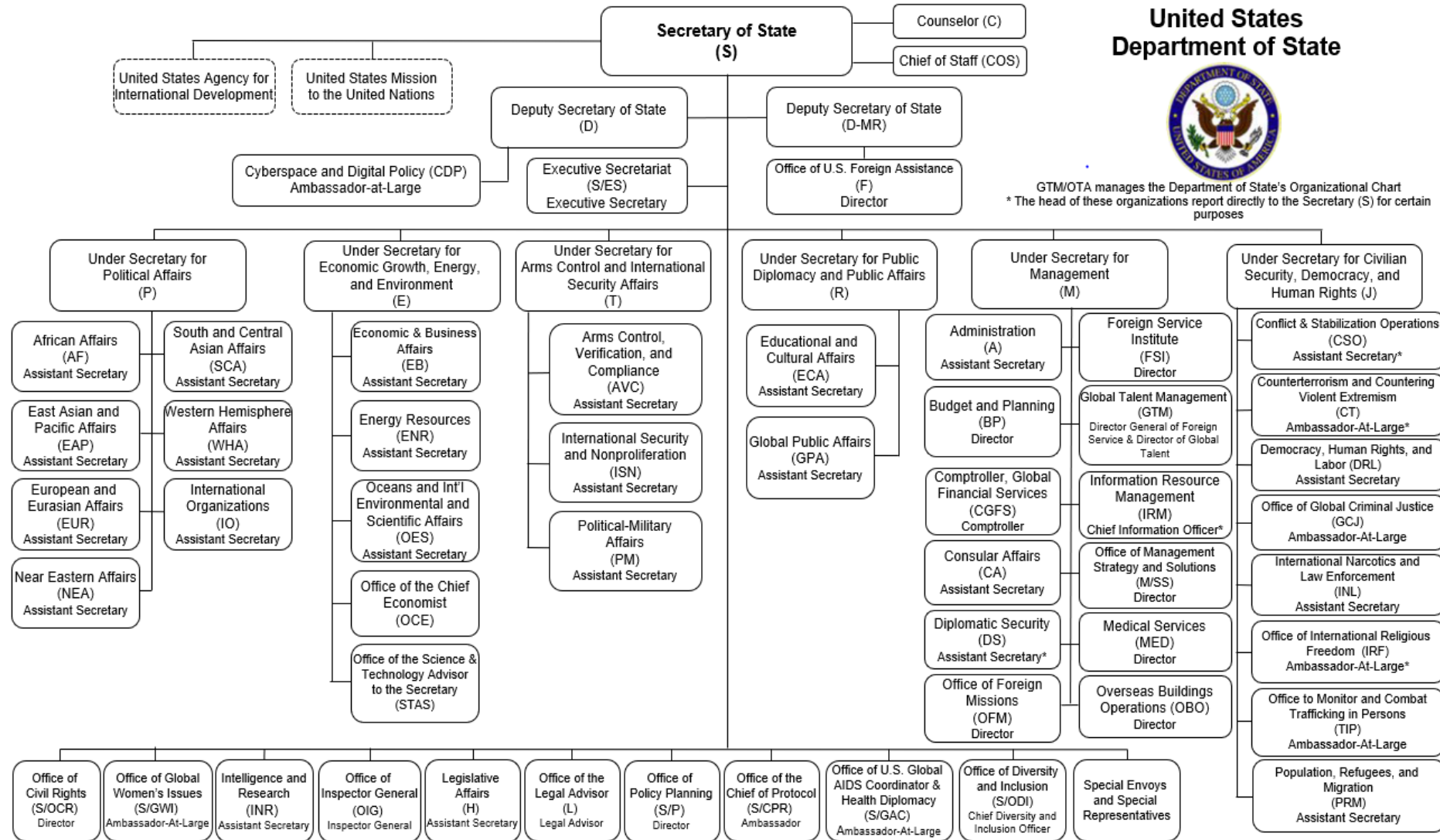




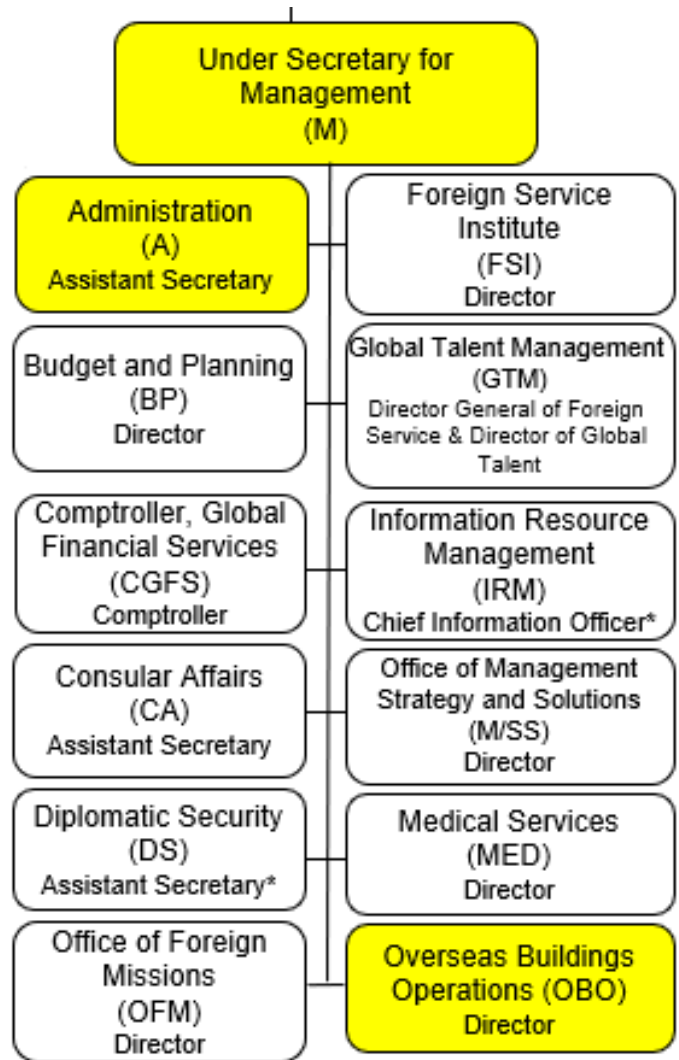
# A/OPE/AQM Overview

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# The U.S. Department of State



# The Under Secretary for Management (M)



The Under Secretary for Management is the State Department's representative on the President's Management Council, and is the Department official responsible for implementing the President's Management Agenda (PMA). The PMA is a set of management initiatives designed to make government more citizen-centered, effective, and efficient.

- **Bureau of Administration**
- Bureau of Budget and Planning
- Bureau of Consular Affairs
- Bureau of Diplomatic Security
- Bureau of Global Talent Management
- Bureau of Information Resource Management
- Bureau of Medical Services
- **Bureau of Overseas Buildings Operations**
- Bureau of the Comptroller and Global Financial Services
- Director of Diplomatic Reception Rooms
- Foreign Service Institute
- Office of Foreign Missions
- Office of Management Strategy and Solutions



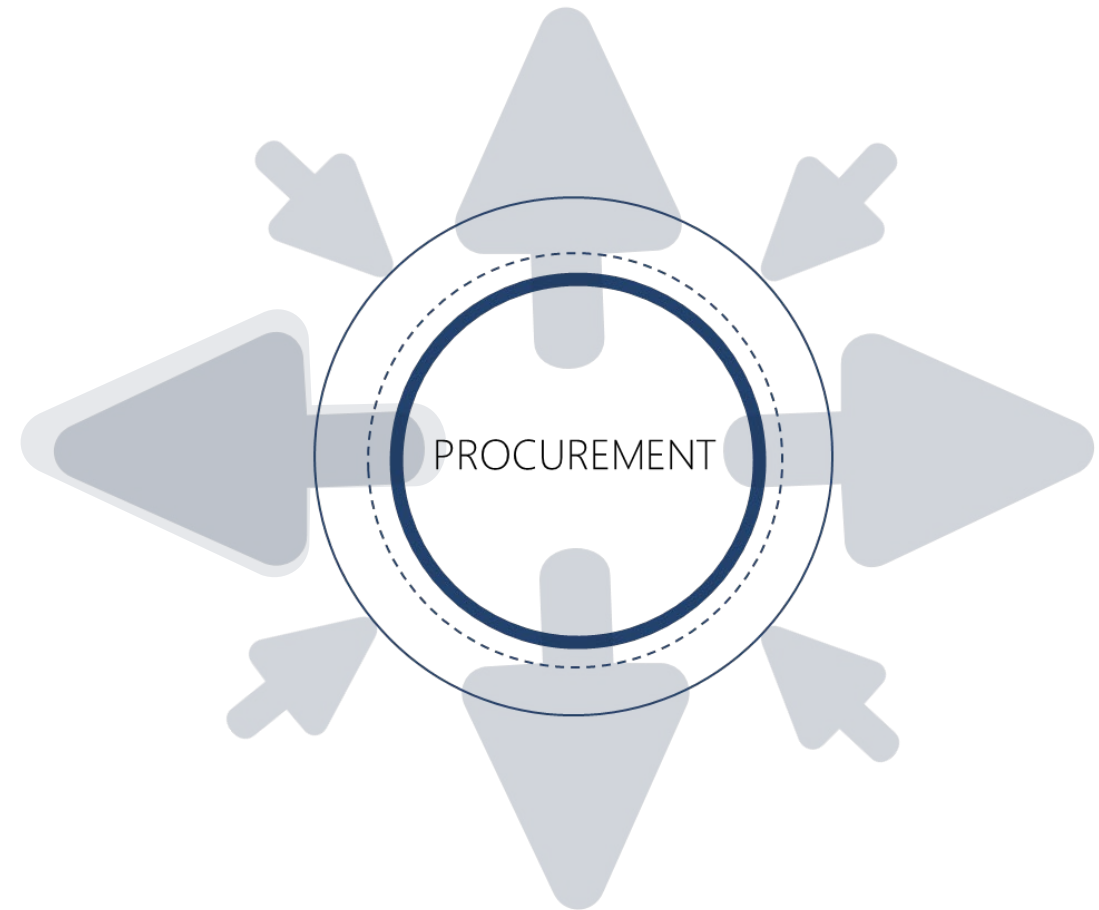
# Bureau of Administration, Office of the Procurement Executive (OPE)

## EXECUTIVE MISSION

To provide management direction and leadership over Department-wide acquisition and federal assistance policies and the full range of acquisitions and federal assistance management services.

## EXECUTIVE VISION

OPE delivers flexible solutions through a responsive and knowledgeable workforce that elevates the Acquisition Experience.



# Officer of Acquisitions Management (AQM)

## Office of Acquisitions Management

(A/OPE/AQM)

- Manages, plans, and directs Department's acquisition programs
- Conducts contract operations in support of activities

## Facility, Design, and Construction Division

(A/OPE/AQM/FDCD)

- Establishes acquisition agreements for logistics requirements abroad and OBO requirements with the private and public sectors







## Project Acquisitions & Contractor Selections

# Current Project Delivery Methods



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

- Design-Build with Bridging Documents
- Design-Build without Bridging Documents
- Design-Bid-Build
- Construction Manager as Constructor (CMc)

**Contact Types:**

- Fixed-Price
- Fixed-Price with Economic Price Adjustment (EPA)



# Construction Contractor Selection & Awards

## Contractor Selection

- The Department recruits, prequalifies and awards contractors committed to the best 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 Trade-off: Focus on Past performance, Project Management, & Team Capabilities
- Lowest Price Technically Acceptable





# A/E Selection Process & Award

## Qualification-Based Selection of A/E firms for the delivery of high quality projects

- A/E Selection follows the Brooks Act, now known as the Selection of Architects and Engineers statute, which establishes the statutory requirement to use a qualification-based selection process for A/E contracting.
- Selection focuses on the strength of the lead designer and the associated A/E firm; also focuses on the strength of the team, the management plan, and the quality of past performance on produced designs and construction documents.
- A/E Selection Panel consists of highly qualified OBO professionals from a variety of offices with vast experience in architecture, engineering, and construction. Reviews at least three A/E firms for selection, the most highly qualified firm selected for negotiation and award.

# OBO Contractors



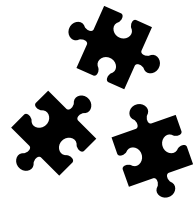
## Successful OBO Contractors:

- Strong understanding of the Department's construction security requirements
- Are forward looking with their procurement and logistics management
- Focus on and fully implement project schedules
- Provide high quality cleared American supervision and labor
- Take commissioning seriously



## OBO Contractors Struggle When They:

- Have a joint venture that doesn't work
- Split procurement
- Don't read the security specifications carefully
- Don't take jobsite safety and health seriously
- Focus on claims vs. production



## Contractor Challenges

- Logistics (getting labor and materials to sites)
- Finding qualified cleared workers
- Dealing with foreign governments (permits, customs, taxes)



# Opportunities

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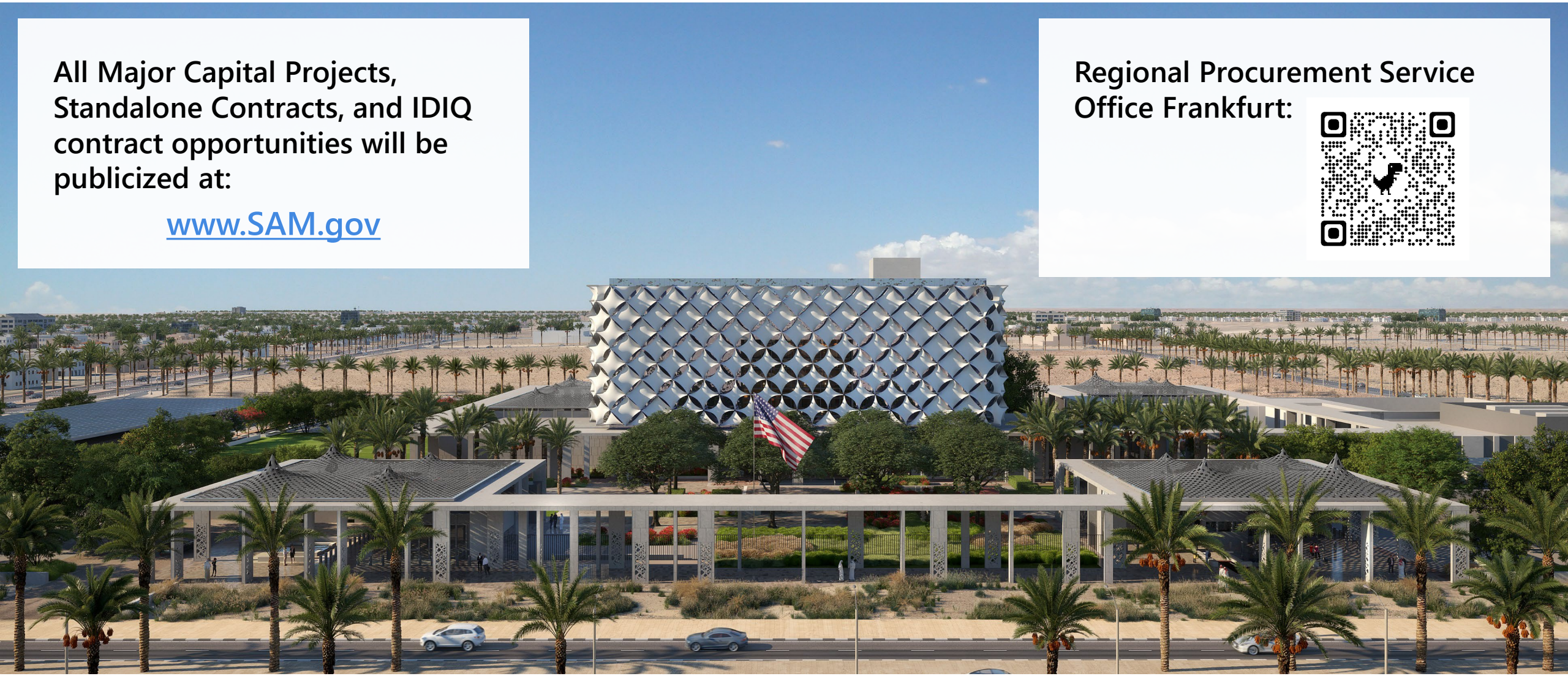


# How To Find Opportunities

All Major Capital Projects,  
Standalone Contracts, and IDIQ  
contract opportunities will be  
publicized at:

[www.SAM.gov](http://www.SAM.gov)

Regional Procurement Service  
Office Frankfurt:





# Major Projects – Capital Security Construction Outlook FY 2022-2027

## 15+ Planned Projects

- New Embassy or Consulate
- New Chancery or Office Annex
- Housing



# Major Projects – Capital Security Construction Outlook FY 2022 Awards & FY 2023 – FY 2027 Planned Awards

## AWARDED FY 2022

Brasilia, Brazil  
NEC (FY 2020 FUNDING)

Juba, South Sudan  
NEC + HOUSING

Kinshasa, Democratic  
Republic of the Congo  
NEC + HOUSING

Lilongwe, Malawi  
NEC (FY 2020 FUNDING)

Port Louis, Mauritius NEC

Rio de Janeiro, Brazil  
NCC (FY 2021 FUNDING)

Riyadh, Saudi Arabia  
NEC (FY 2021 FUNDING)

SITE ACQUISITIONS

Multiple Sites

## FY 2023

Adana, Turkey NCC

Curaçao, the Netherlands  
NCC (FY 2021 FUNDING)

Hanoi, Vietnam NEC

Medan, Indonesia  
NCC (FY 2020 FUNDING)

Paris, France MSGR (FY 2017 FUNDING)

SITE ACQUISITIONS

Banjul, The Gambia or Chisinau, Moldova  
NEC SITE

Brussels, Belgium NEC SITE

## FY 2024

Bangui, Central African Republic  
NEC + HOUSING\*

Colombo, Sri Lanka NEC DENSIFICATION

Port of Spain, Trinidad and Tobago NEC

Praia, Cabo Verde NEC

SITE ACQUISITIONS

Banjul, The Gambia or Chisinau, Moldova  
NEC SITE

Dublin, Ireland NEC SITE

## FY 2025

Dhaka, Bangladesh  
NEC + HOUSING

Dili, Timor-Leste NEC

Ulaanbaatar, Mongolia NEC\*

SITE ACQUISITION

Lagos, Nigeria HOUSING SITE

## FY 2026

Almaty, Kazakhstan NCC\*

Chisinau, Moldova NEC\*

Tallinn, Estonia NEC\*

## FY 2027

Amman, Jordan NOB\*

Lagos, Nigeria HOUSING\*

BACKUP NEC AWARDS

Banjul, The Gambia

Bratislava, Slovakia

Kuala Lumpur, Malaysia

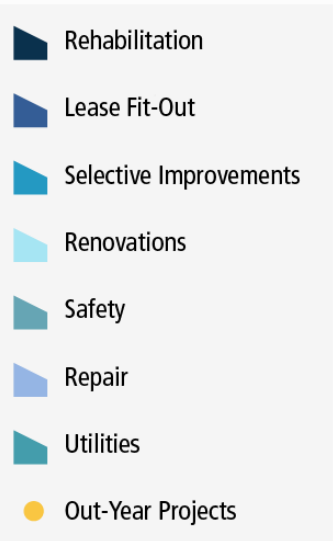
## Out-Year Award Candidates

Amsterdam, Netherlands: NEC	Havana, Cuba: NEC	Peshawar, Pakistan: NCC
Asmara, Eritrea: NEC	Ho Chi Minh City, Vietnam: NCC	Prague, Czech Republic: NEC
Auckland, New Zealand: NCC	Hong Kong, Hong Kong: NCC	Recife, Brazil: NCC
Baku, Azerbaijan: NEC	Jerusalem, Israel: NEC	Reykjavik, Iceland: NEC
Bangkok, Thailand: NOX 2	Kolkata, India: NCC	San José, Costa Rica: NEC
Banjul, The Gambia: NEC	Krakow, Poland: NCC	São Paulo, Brazil: NCC
Barcelona, Spain: NCC	Kuala Lumpur, Malaysia: NEC	Seoul, South Korea: NEC
Bogotá, Colombia: NOX	Lahore, Pakistan: NCC	Shanghai, China: NCC
Bratislava, Slovakia: NEC	Lisbon, Portugal: NEC	Stockholm, Sweden: NEC
Brussels, Belgium: NEC	Ljubljana, Slovenia: NEC	Sydney, Australia: NCC
Buenos Aires, Argentina: NEC	Madrid, Spain: NEC	Tel Aviv, Israel: NOB
Cairo, Egypt: NEC	Manila, Philippines: NEC	Tokyo, Japan: NEC
Canberra, Australia: NEC	Maseru, Lesotho: NEC	Toronto, Canada: NCC
Cartagena, Colombia: NOC	Melbourne, Australia: NCC	Vienna, Austria: NEC
Chennai, India: NCC	Minsk, Belarus: NEC	Warsaw, Poland: NEC
Copenhagen, Denmark: NEC	Mogadishu, Somalia: NEC	Wellington, New Zealand: NEC
Dublin, Ireland: NEC	Munich, Germany: NCC	
Durban, South Africa: NCC	Muscat, Oman: NEC	
Frankfurt, Germany: NCC	Naha, Japan: NCC	
Geneva, Switzerland: NOC	Nay Pyi Taw, Burma: NEC	
	Nicosia, Cyprus: NEC	
	Osaka-Kobe, Japan: NCC	
	Perth, Australia: NCC	

# Major Projects – Maintenance / Major Rehab Outlook FY 2022 – FY 2027

## 10+ Planned Projects

- Rehabilitations & Renovations
- Lease Fit-Outs
- Safety & Security Upgrades
- Worldwide Energy Program



# Major Projects – Maintenance / Major Rehab Outlook FY 2023 – FY 2027 Planned Awards

## FY 2023

Amsterdam, Netherlands

ELECTRICAL UPGRADE (FY 2020 FUNDING)

Banja Luka, Bosnia and Herzegovina

EMBASSY BRANCH OFFICE LEASE FIT-OUT

Bern, Switzerland

SELECTIVE IMPROVEMENTS REHAB (FY 2021 FUNDING)

Durban, South Africa

CONSULATE LEASE FIT-OUT

Gaborone, Botswana

FIRE SYSTEMS REPLACEMENT & HVAC UPGRADE

Guangzhou, China

FAÇADE & ROOF REPLACEMENT

Seoul, South Korea

HOUSING + GSO UPGRADES (FY 2020 FUNDING)

Tel Aviv, Israel

OFFICE CONSOLIDATION LEASE FIT-OUT

Energy Program

## FY 2024

Buenos Aires, Argentina

SELECTIVE IMPROVEMENTS REHAB

(FY 2018 + FY 2022

REPROGRAMMED)

Honiara, Solomon Islands

EMBASSY LIAISON OFFICE LEASE

FIT-OUT\*

Malé, Maldives

NEW EMBASSY LEASE FIT-OUT

Marseille, France

CONSULATE LEASE FIT-OUT

Thessaloniki, Greece

REHAB\*

Energy Program

## FY 2025

Kampala, Uganda

OFFICE REHAB\*

Energy Program

## FY 2026

Nairobi, Kenya

OFFICE REHAB\*

Energy Program

## FY 2027

Gaborone, Botswana

REHAB\*

Energy Program

Backup Awards

Dublin, Ireland

SELECTIVE IMPROVEMENTS REHAB

Munich, Germany

CONSULATE SECONDARY

EMERGENCY EGRESS

Muscat, Oman

SELECTIVE IMPROVEMENTS REHAB

Shenyang, China

REHAB

### Out-Year Award Candidates

Addis Ababa, Ethiopia: Lease Fit-Out

Belo Horizonte, Brazil: Rehab

Dublin, Ireland: Selective Improvements Rehab

Dushanbe, Tajikistan: Lease Fit-Out

Fukuoka, Japan: Lease Fit-Out

Havana, Cuba: Rehab

Munich, Germany: Consulate 2<sup>nd</sup> Emergency Egress

Muscat, Oman: Selective Improvements Rehab

Naples, Italy: Rehab

New Delhi, India: Rehab Phase II

Paris, France: Rehab

Rome, Italy: Rehab

San Salvador, El Salvador: Rehab

São Paulo, Brazil: Selective Improvements Rehab

Shenyang, China: Rehab

Tashkent, Uzbekistan: Rehab

Vienna, Austria: Selective Improvements Rehab

Yaoundé, Cameroon: Selective Improvements Rehab



# Current Design-Build & Construction IDIQ Contractors

## Type: 8(a)

- Constructure-Trison JV LLC.
- TI-SDC JV
- Venesco LLC

## Type: Service-Disable Veteran Owned

- Navigator International, LLC.
- Relyant Global, LLC

## Type: HubZone

- AIMCON Design Build
- HSU Development, Inc.
- International Construction Services, LLC
- Sea Pac Engineering, Inc.

## Type: Woman Owned

- Horizon Construction Group & International Construction Services JV
- Inspection Experts, Inc.
- Meltech Corporation, Inc.
- Trison Construction, Inc.

## Type: Small Business

- Bhate Environmental Associates, Inc.
- EG Designbuild LLC
- Futron Incorporated
- Spectrum Electrical Services, Inc.
- Tidewater, Inc.

## Type: ANC (Alaskan Native Corporation)/Tribal

- Bering Straits Information Technology, LLC
- Native Technology Solutions, LLC.
- Olgoonik Logistics, LLC

## Type: Full & Open (Large)

- BL Harbert International, LLC
- Desbuild Incorporated
- Framaco International, Inc.



# REC Program

## **Rapid Engineering and Construction Program**

The REC Program utilizes the 8(a) acquisition strategy to procure construction and mission support services in order to optimize the government's responsiveness during critical situations. It provides the flexibility needed to award contracts exclusively to 8(a) contractors.

### **Want to know more?**

➤ **REC Program Session tomorrow @ 10:15 am**

# IDIQ Opportunities

A/E Design Services 2023  
A/E Environmental Engineering Support Services 2025  
A/E Support Services 2025  
Special Projects Coordination A/E Services 2023  
Asbestos Abatement 2024  
BAS Repairs & Installs 2025  
Building Automation Systems (BAS) Technical Support 2024  
China Crystal & Glassware 2023  
Cleared American Guards (GAGs) & Construction Surveillance Technicians (CST) 2026  
Commissioning Services Late 2023  
Construction Management Support 2023  
Construction Scheduling/Claims Consultants Late 2023

Containerized Housing Units (CHU) Late 2024  
Cost Estimating Services 2027  
D/B Environmental Remediation 2023  
Domestic A/E Design Services 2023  
Seismic 2024  
Environmental Engineering 2023  
Facilities Management Support Services (FMSS) 2024  
Fire Alarm Maintenance 2025  
Fire Extinguishers & Replacement Agent 2025  
Fire Protection/ Engineering 2025  
IMAP 2025  
Operations & Maintenance 2023  
Pest Management 2025  
Power Systems Work 2023

Professional Elevator Services 2023  
Professional IT Staffing 2024  
Professional Training Services 2025  
Real Estate Services 2023  
Residential Generators 2023  
Roofing A/E Services Late 2023  
Roofing D/B Services Late 2023  
Shielding 2026  
System Furniture 2024  
Technical Security Systems Install 2023  
Telecommunications 2026  
TPC Engineering Services 2026  
Value Engineering Late 2025  
Worldwide Forced Entry-Bullet Resistant 2024  
Worldwide General Construction Late 2024



## Stay Connected

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# Connect With OBO

## Working With OBO:

For an OBO Capabilities Conversation and additional information, visit: [www.state.gov/working-with-obo/](http://www.state.gov/working-with-obo/)



USDOS-OBO



@STATE\_OBO



OBO-EA@state.gov



@STATE\_OBO



FACEBOOK.COM/STATEOBO



[www.state.gov/obo](http://www.state.gov/obo)

## DOS Contracting Opportunities:

- Visit: [www.SAM.GOV](http://www.SAM.GOV)
- Regional Procurement Service Office Frankfurt: <https://de.usembassy.gov/rpso-procurement-acquisitions>



## For More Information:

- A/OPE/AQM/FDCD Branch Chiefs:
  - A&E : Jillian Savage: [SavageJM@state.gov](mailto:SavageJM@state.gov)
  - Construction: Jay Waggoner [WaggonerJH@state.gov](mailto:WaggonerJH@state.gov)
  - Major Support: Ed Baran [BaranEJ@state.gov](mailto:BaranEJ@state.gov)
- OPE's Regional Procurement Service Office (Frankfurt, Germany): [FrankfurtRPSO@state.gov](mailto:FrankfurtRPSO@state.gov)
- OSDBU: [smallbusiness@state.gov](mailto:smallbusiness@state.gov)

# Connect With SAME

## Interested in Joining?

Become an SAME member and join over 25,000 professionals from across military, government, industry and academia who are working to strengthen national security, support our warfighters and agency partners, and address the nation's facilities, infrastructure, and resilience challenges, together.

**Become a member  
at [www.same.org/JOIN](http://www.same.org/JOIN).**

## Follow SAME on Social Media

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@SAMENational

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## Already a Member?

### Take Advantage of Your Membership Today!

- Expand and strengthen your network of peers.
- Join work groups and project teams addressing pressing industry-government engagement issues.
- Participate in cutting-edge professional development opportunities.
- Access federal market research tools at preferred rates through our partnerships with top providers.
- Connect with others in your area of practice or demographic through our Communities of Interest.
- Grow as a leader through volunteer opportunities at the local, regional and national levels.
- Access 100 years of *The Military Engineer* content in our digital archives.

### For More Information:

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