

Department of State Bureau of Overseas Buildings Operations Industry Day

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JUNE
29-30
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WASHINGTON • D.C.



Tips for Succeeding with OBO



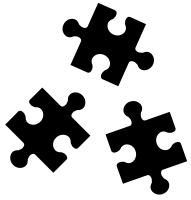
U.S. DEPARTMENT OF STATE
BUREAU OF OVERSEAS BUILDINGS OPERATIONS

OBO Industry Day

Tips for Succeeding with OBO

June 29, 2023

OBO Contractors



Contractor Challenges

- Global supply chain
- Finding qualified, cleared workers
- Foreign government interactions
- Permits, customs, taxes
- Vetting local labor
- Contingent environments
- Inflation



OBO Contractors Struggle When They:

- Have difficult subcontractor relationships or non-performing subcontractors
- Don't coordinate and plan complex construction activities
- Don't read security specifications carefully
- Don't take job-site safety and health seriously
- Focus on claims versus on production

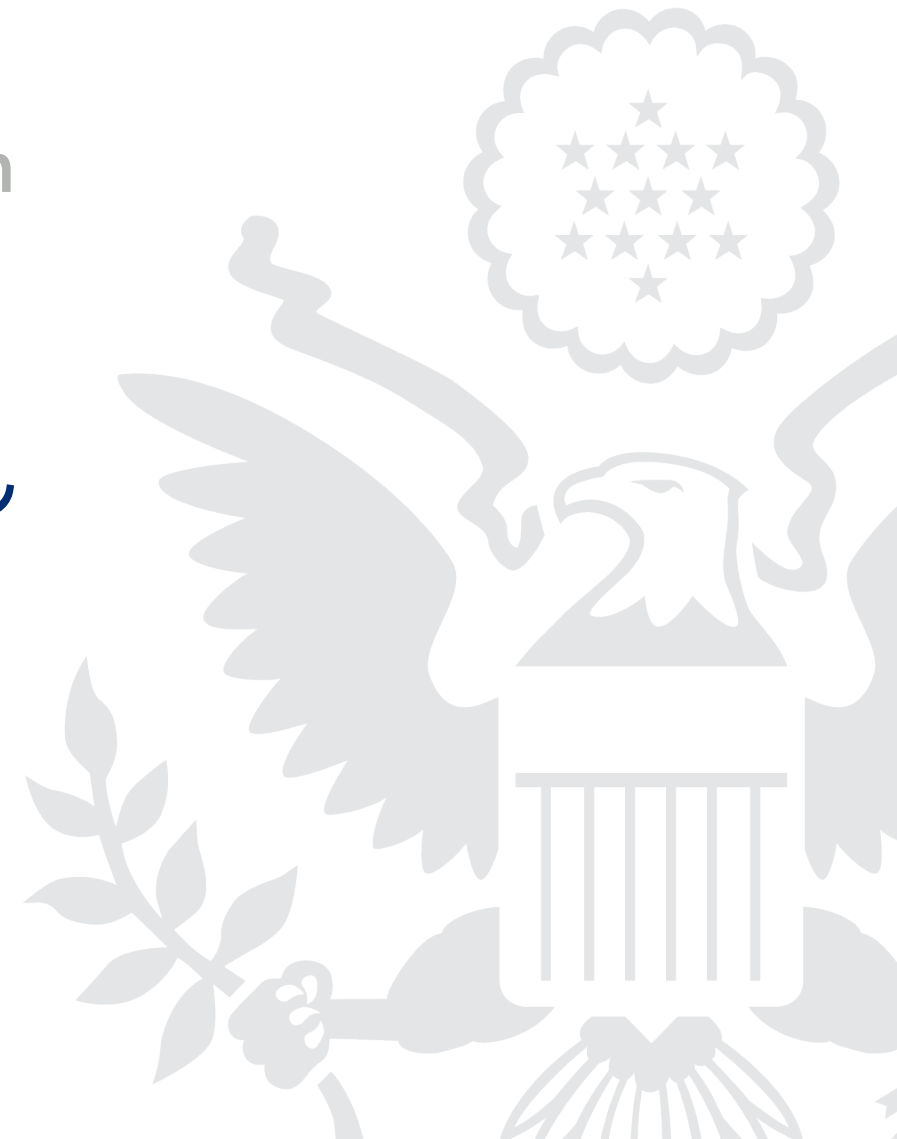


Successful OBO Contractors:




- Are forward-looking and proactive with their procurement and logistics management
- Have materials and equipment available when they need it
- Understand their work in a diplomatic context
- Invest in relationships
- Focus on schedule milestones and collaborative planning
- Look ahead with procurement and logistics management
- Provide high quality, cleared-American supervision and labor
- Take commissioning seriously
- Ask for help or permission in advance



Working With OBO

Successful
Solutions Sustainable
Accomplished Hands-On
Patriotic Exciting
Unique Fair
Diverse Resilient
Modern
Impactful
Cultural Rewarding
Partnership
Legacy representational
Global
Mission Collaborative



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