U.S. Department of State Industry Roadshow Wrap-up
Bureau of Overseas Buildings Operations (OBO) & Office of the Procurement Executive (A/OPE)

November 16, 2021
Agenda

01 Office of the Procurement Executive / Overseas Buildings Operations Introductions
  - Michael Derrios, Senior Procurement Executive
  - Ambassador William H. Moser, Director OBO

02 Roadshow Overview

03 Opportunities
  - David Vivian, Chief Architectural-Engineering Branch
  - Marcus Hebert, Office Director

04 Break-out Sessions
  - Construction Risk Mitigation: Addressing Supply Chain Logistics with Lean Approaches
    • Chris Dudding, Construction Operations Division Chief
    • Sholeh Lee, Branch Chief
  - Sustainability, Resilience, & Climate Security
    • Rick Sullivan, Director of Design Engineering
    • John Pitts, Director of Civil and Structural Engineering
  - Diversity, Equity, and Inclusion Opportunities in the Design & Construction Industry
    • Tracy Thomas, Managing Director
    • Angel A. Dizon, III, Managing Director

05 Wrap-up and Q&A

06 Stay Connected
Office of the Procurement Executive / Overseas Buildings Operations
Introductions
Roadshow Overview
OBO 2021
ROADSHOW
BUREAU OF OVERSEAS BUILDINGS OPERATIONS

ROADSHOW STOPS

AGC
THE CONSTRUCTION
ASSOCIATION

DBIA
DEVELOPMENT
BUILDERS
ASSOCIATION

ISOA
STABILITY OPERATIONS
ASSOCIATION

SAME
Society of
American Military Engineers

IPI
INTERNATIONAL
PARTNERING
INSTITUTE

REGISTERED & POST EVENT VIEWING
1,000+
Working with OBO

www.state.gov/working-with-obo/

OBO 101

1. Watch our Bureau Introduction Video. 

2. Click here to submit a request for scheduling a Firm Introduction. Complete this form expressing your interest to share about your firm’s experience, product and/or capabilities, and to request to attend one of our Firm Introduction sessions.

3. After receiving an email from OBO External Affairs, your firm may be invited to attend one of our upcoming Group Introduction Sessions with OBO Subject Matter Experts. In this session, your firm will have a chance to discuss how your capabilities align with the Bureaus needs, presenting your experience and capabilities, followed by Q&A.
Working with OBO

- 6-Year Capital Security Construction Plan
- IDIQs

www.state.gov/obo
www.sam.gov
Working with OBO

- **Small Businesses**
  - REC program
- **Office of Small & Disadvantaged Business Utilization**
  - OSDBU: smallbusiness@state.gov
  - David Vivian: vivianclw@state.gov
Project Delivery

- What project delivery method is typically used by OBO?
  - The current project delivery methods being used are:
    - Design-Build with Bridging Documents
    - Design-Bid-Build
    - Design-Build
    - Construction Manager as Constructor (CMc & CMa)

U.S. Embassy Mexico City, Mexico
Architect: Tod Williams Billie Tsien/Davis Brody Bond
Contractor: Caddell Construction Co, LLC
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
Recent Awards

U.S. Embassy Doha

U.S. Consulate General Lagos

U.S. Consulate General Milan
Proposal - U.S. Embassy Hanoi, Vietnam
Proposal - U.S. Embassy Lilongwe, Malawi

U.S. Embassy Lilongwe, Malawi
Design Architect: Miller | Hull Partnership
Proposal - U.S. Consulate General Medan, Indonesia

U.S. Consulate General, Indonesia
Design Architect: Richard Kennedy Architects
Proposal - U.S. Consulate General, Rio de Janeiro

Design Architect: Richard Kennedy Architects
RFP
U.S. Consulate Adana, Turkey

Design Architect: Ennead
RFP - U.S. Consulate General Curaçao, Mission to the Dutch Caribbean

U.S. Consulate General Curaçao
Design Architect: Kieran Timberlake
RFP - U.S. Embassy Kinshasa, Democratic Republic of the Congo

Design Architect: SHoP Architects
RFP - U.S. Embassy Port Louis, Mauritius

Design Architect: Richard Kennedy Architects
RFP - U.S. Embassy Riyadh, Saudi Arabia

Design Architect: Morphosis
FY 22 / 23 Planned Pre-Qualifications & RFP Release
FY 22 / 23 Planned Pre-Qualifications & RFP Release -
U.S. Office Building Amman, Jordan

Design Architect: Weiss/Manfredi
FY 22 / 23 Planned Pre-Qualifications & RFP Release-
U.S. Embassy Bangui, Central African Republic

Design Architect: Marlon Blackwell Architects
FY 22 / 23 Planned Pre-Qualifications & RFP Release—U.S. Embassy Dhaka, Bangladesh

Design Architect: Krueck Sexton Partners
FY 22 / 23 Planned Pre-Qualifications & RFP Release -
U.S. Embassy Ho Chi Minh City, Vietnam

U.S. Embassy Ho Chi Minh City
Design Architect: Morphosis
FY 22 / 23 Planned Pre-Qualifications & RFP Release -
U.S. Embassy Port of Spain, Trinidad and Tobago

U.S. Embassy Port of Spain
Design Architect: Mark Cavagnero Associates
FY 22 / 23 Planned Pre-Qualifications & RFP Release-
U.S. Embassy Praia, Cabo Verde

Design Architect: Studio Ma
FY 22 / 23 Planned Pre-Qualifications & RFP Release-
U.S. Embassy Tallin, Estonia

Design Architect: Mark Cavagnero Associates
IDIQ Firms
Current Design Services IDIQ Firms

1100 Architect

Kierantimberlake

Morphosis

Krueck Sexton Partners

Machado Silvetti

Mark Cavagnero

Diller Scofidio + Renfro

Ennead Architects

Marlon Blackwell Architects

Miller Hull

RamSA

Shp

Studio MA
Newly Selected IDIQ Support Services
Construction Contractors
Design-Build IDIQ Firms

TRINITY
BHATE JV LLC
TIDEWATER INC
VENESCO CONSTRUCTION MANAGEMENT
EDIFICE MARCO JV LLC
GREENWAY ENTERPRISES INC
MESAN INCORPORATED
TRISON CONSTRUCTION INC
WILLIAMS BUILDING COMPANY INC
FACILITIES DEVELOPMENT CORPORATION (FDC)
HORIZON CONSTRUCTION
HSU DEVELOPMENT INC
INTERNATIONAL CONSTRUCTION SERVICES LLC
GILFORD CONSTRUCTION COMPANY

COSMOPOLITAN INCORPORATED
DESBUILD INCORPORATED
FUTRON INCORPORATED
PERINI MANAGEMENT SERVICES INC
FRAMACO INTERNATIONAL, INC
URS/ACOM
CCE SPECIALTIES
Completed  U.S. Embassy Colombo, Sri Lanka

Design Architect: ZGF Architects
Architect of Record: Integrus
Contractor: Caddell Construction Inc.
Completed U.S. Embassy Maputo, Mozambique

Design Architect: Allied Works Architecture
Architect of Record: YGH Architecture
Contractor: Pernix Group Inc.
Completed  U.S. Embassy Niamey, Niger

Design Architect: The Miller Hull Partnership
Architect of Record: Page
Contractor: B.L. Harbert
Break-out Sessions
Break-out Sessions

**Construction Risk Mitigation: Addressing Supply Chain Logistics with Lean Approaches**
- Chris Dudding, Construction Operations Division Chief
- Sholeh Lee, Branch Chief

**Sustainability and Climate Security & Resilience**
- Rick Sullivan, Office Director
- John Pitts, Director of Civil and Structural Engineering

**Diversity, Equity, and Inclusion Opportunities in the Design, & Construction Industry**
- Tracy Thomas, Managing Director
- Angel A. Dizon, III, Managing Director
Logging into a Breakout Session

1) If breakout session window does not automatically appear, navigate to the bottom bar, click on “Breakout Rooms”

2) Once the pop-up window appears, click “join” on the right-hand side, of the breakout room you wish to join.

3) The breakout session should open.
Wrap-up and Q&A
Stay Connected
Connect With OBO

Upcoming Events

- **Take 5 Friday’s** - Join us every Friday at 4 PM EDT for #StateOBO’s next episode of Take Five Friday!
- **OBO** will host **Capabilities Conversations** – November 15-18
- **OBO** representatives will speak with attendees at the Pilot Department of State hosted STEM & Diversity Virtual Career Fair – November 17
- **Modernizing the Federal Construction Life Cycle** – November 18
- **OBO** will participate in **Virginia Tech’s Urban Design Program’s Workshop: Designing for Accessibility** – November 18
- **OBO** will present to the Real Estate Program at **Temple University** – December 1-2
- **SAME’s Small Business Conference** – December 1-3
- **OBO** will be featured in **Monograph’s Fireside Chat Series** – December 16
WORKING WITH US:

- Capabilities Conversation Information: www.state.gov/working-with-oboo/
- Register a Company: https://www.surveymonkey.com/r/CDN7TR5