



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

OBO Monthly Industry Days Series Hosted by External Affairs: Directorate Specific

Program Development, Coordination and Support (PDCS)

March 21, 2024

01

OPENING OVERVIEW AND INTRODUCTION

02

WELCOME MESSAGE

03

PROCUREMENT PROCESS OVERVIEW

Project Acquisitions & Contractor Selections

04

INTRODUCTION TO OBO AND PROGRAM DEVELOPMENT, COORDINATION AND SUPPORT (PDCS)

05

OFFICE PRESENTATIONS

Cost (COST)

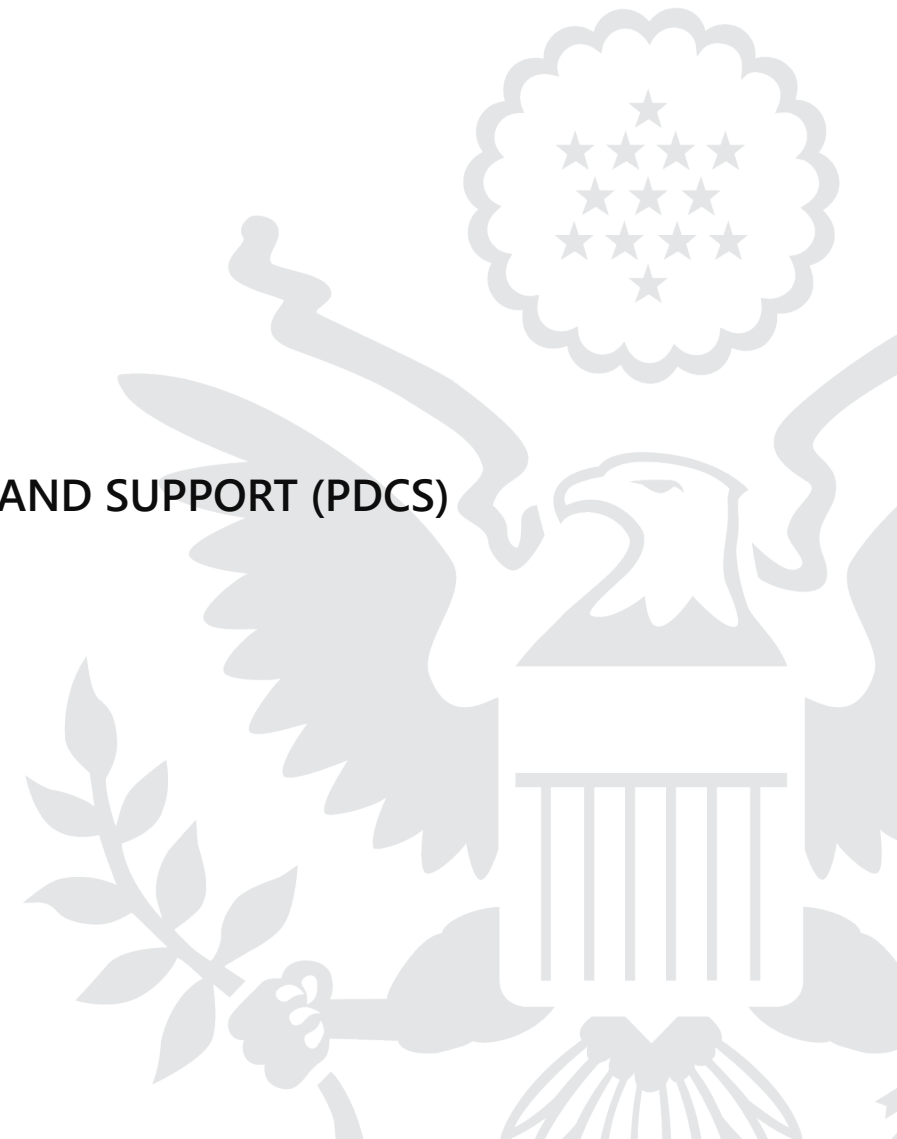
Design and Engineering (DE)

Project Development and Coordination (PDC)

Special Projects Coordination (SPC)

06

Q&A





1.0

Opening and Introduction

Meghan Sebold | Acting Director of EA | OBO

Introductions



Meghan Sebold

Acting Director | External Affairs | OBO



Rick J. Sullivan

Managing Director
Program Development, Coordination & Support | OBO



Jillian Savage

Contracting Officer
Facilities, Design & Construction Branch Chief
Office of Acquisitions Management
Bureau of Administration



Steven Arrey

Division Director | Office of Cost Management | OBO



Joe Cafferata

Director of Mechanical Engineering | Office of Design and Engineering | OBO



Stephanie Felton

Office Director | Office of Project Development and Coordination | OBO



Pete Gulbranson

Program Management Unit Chief | Office of Special Projects Coordination | OBO



Lauren Luckett

Strategic Industry Partnership | External Affairs | OBO



2.0

Welcome Message

Rick J. Sullivan | Managing Director | PDCS

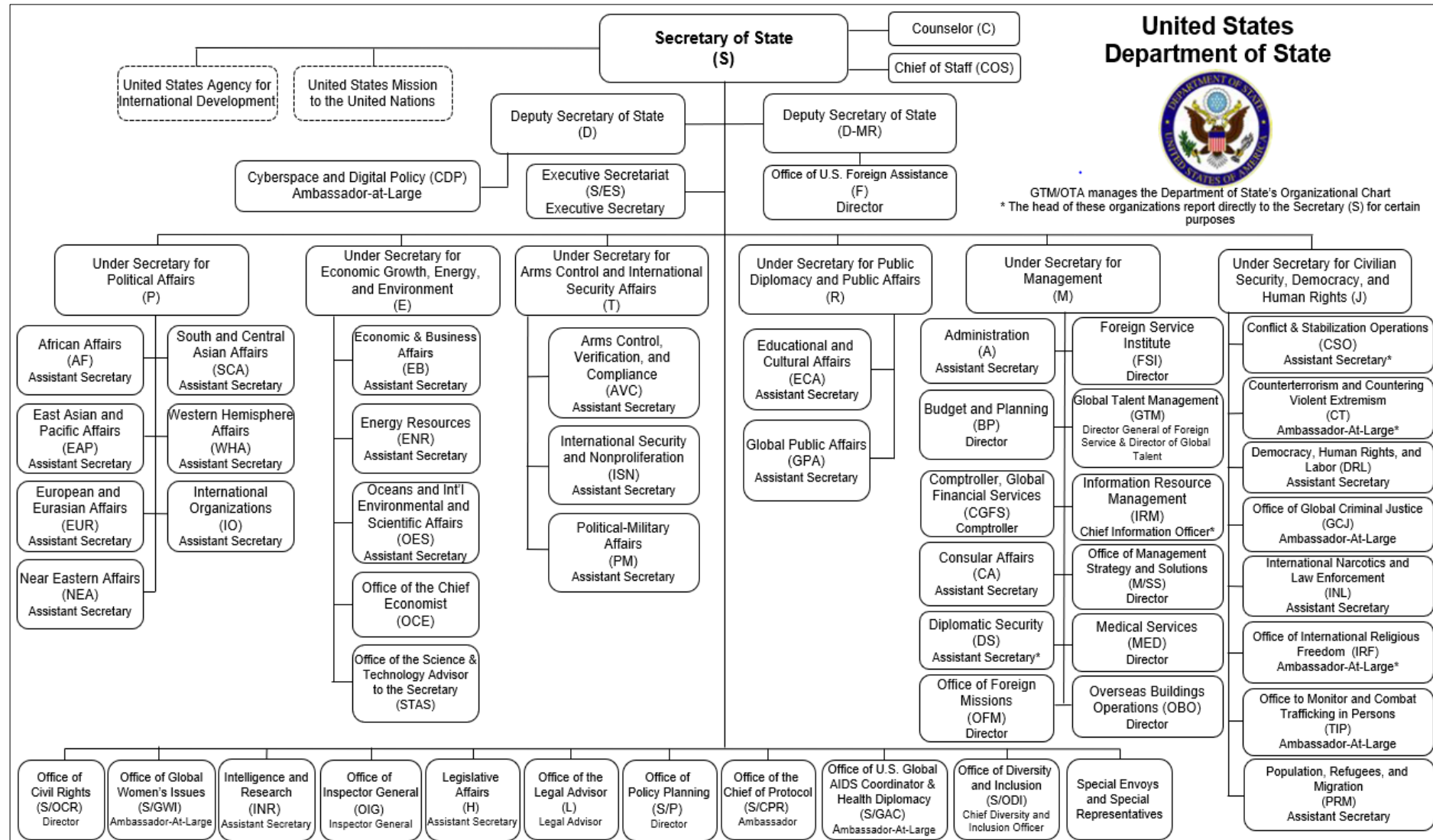


3.0

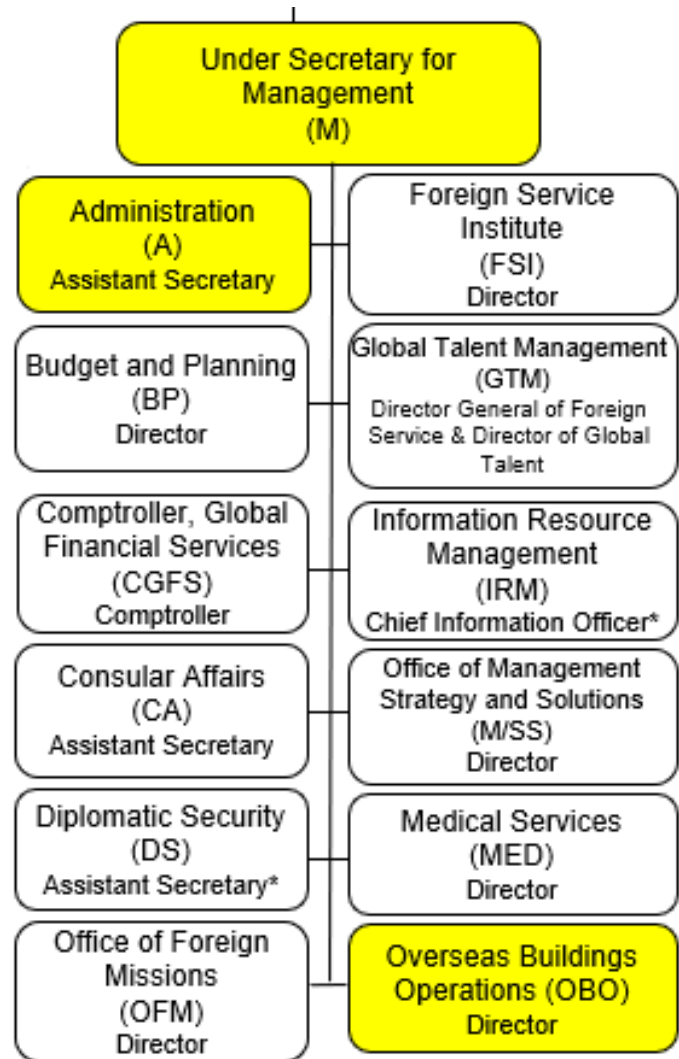
Procurement Process and Overview

Jillian Savage | Facilities, Design & Construction Branch Chief | AQM

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.



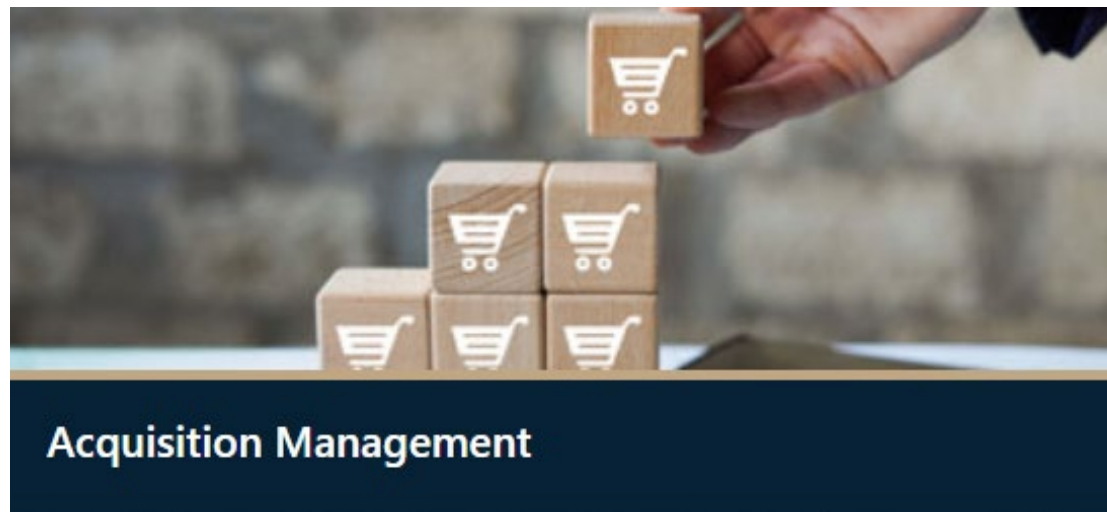
Officer of Acquisitions Management (AQM)

Office of Acquisitions Management (A/OPE/AQM)

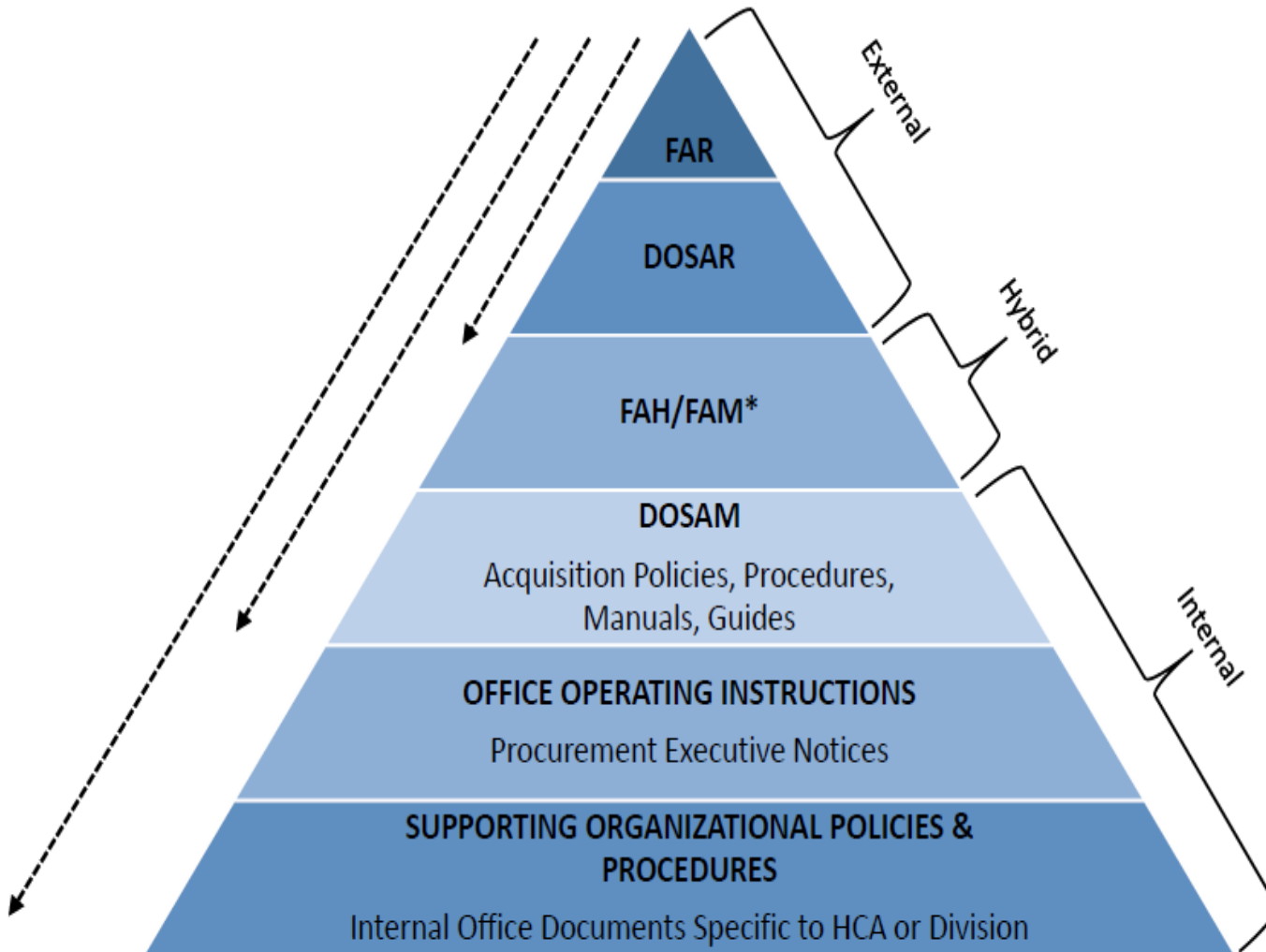
- Manages, plans, and directs Department's acquisition programs
- Conducts contract operations in support of activities

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



AQM Procurement Regulation Sources for DOS Requirements



[FAR part 36: Construction and Architect-Engineer Contracts](#)

- FAR Subpart 36.2- Construction
- FAR Subpart 36.3- Two-Phase Design-Build Selection Procedures
- FAR Subpart 36.6- Architect-Engineer (A/E) Services

[DOSAR part 636: Construction and Architect-Engineer Contracts](#)

[FAR part 15: Contracts by Negotiation](#)

Other Considerations for Capital and Major Projects for OBO

Percy Amendment

- Projects over \$5 million are subject to the Percy Amendment (22 U.S.C. 302), which gives a 10% monetary preference to U.S. firms.

Omnibus Diplomatic Security and Anti-terrorism Act of 1986 (22 U.S.C. 4852)

- Diplomatic Facility projects over \$10 million or that include technical security are subject to Omnibus, requiring cleared firms and firms that meet the **U.S. Persons requirement**.

Brooks Act AKA the Selection of Architects and Engineers statute

- A United States federal law passed in 1972 that requires that the U.S. Federal Government select engineering and architecture firms based upon their competency, qualifications and experience rather than by price.



FAR Subpart 36.3- Two-Phase Design-Build Selection Procedures

Phase I: Pre-qualification announced in SAM.gov

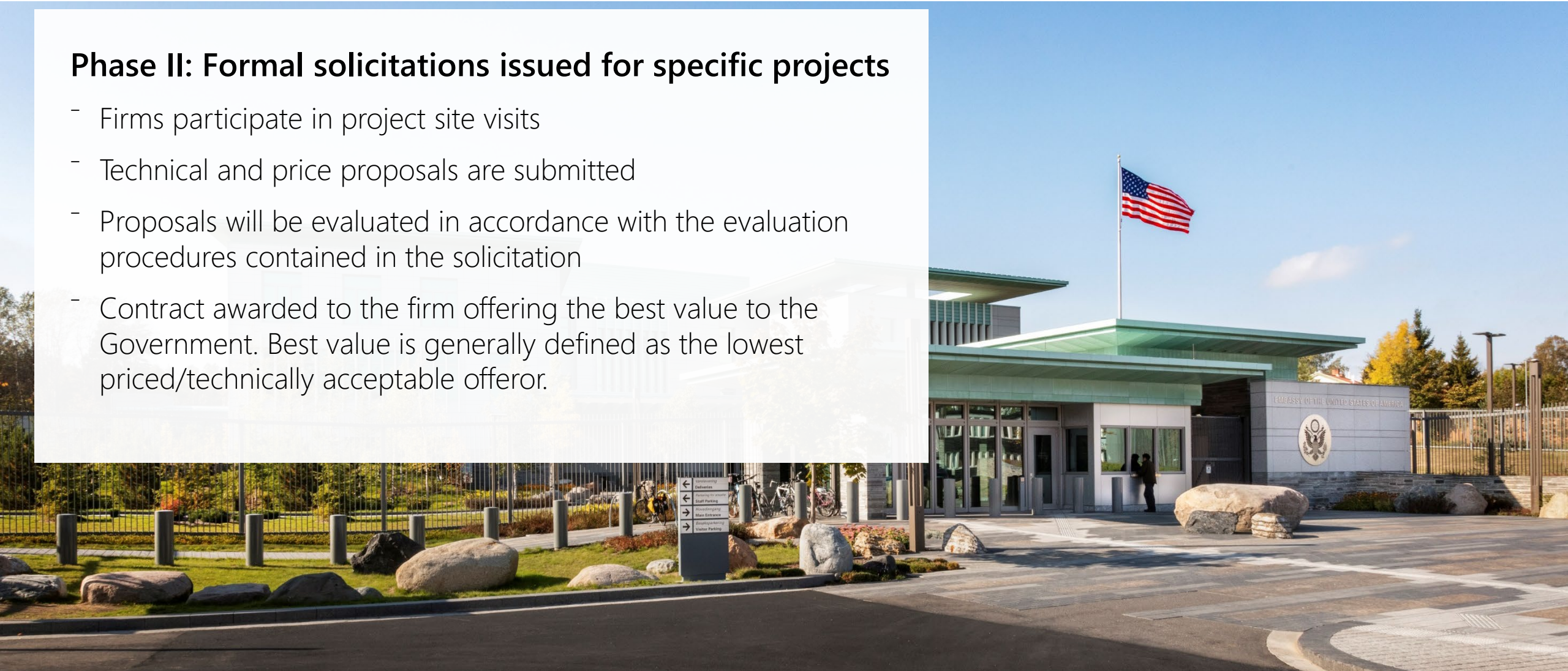
- Proposals based on the criteria described
- Offerors determined to qualify will be eligible to propose in Phase II



FAR Subpart 36.3- Two-Phase Design-Build Selection Procedures Cont...

Phase II: Formal solicitations issued for specific projects

- Firms participate in project site visits
- Technical and price proposals are submitted
- Proposals will be evaluated in accordance with the evaluation procedures contained in the solicitation
- Contract awarded to the firm offering the best value to the Government. Best value is generally defined as the lowest priced/technically acceptable offeror.



FAR 15: Contracting By Negotiation

- Contracting by negotiation procedures are generally used for competitive and noncompetitive negotiated acquisitions, and for best-value (technical and price) basis of award.
- Request for Proposal (RFP) is issued defining the requirement and requesting technical and pricing information. It also describes how the award decision will be made.
- AQM responds to questions from potential offerors with answers and solicitation amendments, as necessary. Questions and answers become available to all potential offerors.
- Proposals are evaluated by the Government based on the evaluation criteria in the RFP- e.g. technical, cost/price, past-performance.
- If necessary, negotiations (discussions) are held to resolve deficiencies and other issues, including price, with the offerors in the competitive range and revised proposals are submitted and evaluated.





3.1

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

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.

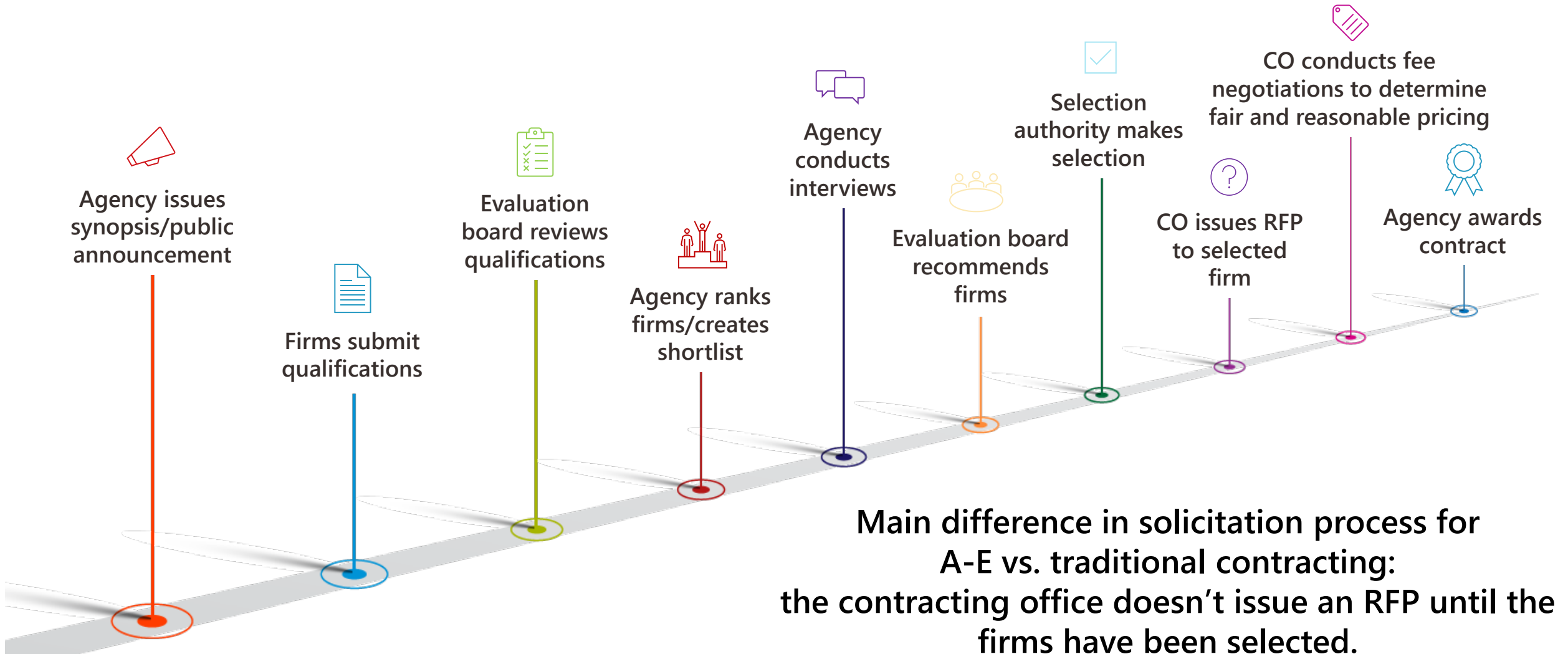


A/E Selection Process & Award

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.

A/E vs Traditional/Construction Solicitation Process




North American Industry Classification System (NAICS) Codes

- **236220** Construction of Office Buildings
- **238210** Electrical Contractors and Other Wirings Installation Contractors
- **561210** Facilities Support Services
- **238220** Plumbing, Heating, and Air-Conditioning Contractors
- **238320** Painting and Wall Covering Contractors
- **238390** Other Building Finishing Contractors
- **327212** Other Pressed and Blown Glassware Manufacturing



North American Industry Classification System (NAICS) Codes Cont.

- 
- **423830** Industrial Machinery and Equipment Merchant Wholesalers
 - **541310** Architectural Services
 - **541330** Engineering Services
 - **561612** Security Guards and Patrol Services
 - **541511** Custom Computer Programming Services
 - **561710** Exterminating and Pest Control Services
 - **562910** Remediation Services
 - **531390** Other Activities Related to Real Estate

PDCS IDIQ Opportunities with NAICs and Estimated Recompete Year (1 of 3)

236220 - CONSTRUCTION OF OFFICE BUILDINGS

- DB & DBB (General Construction) IDIQs- 2025*
- UNCLASS CHU IDIQs-Late 2024*
- Worldwide FE/BR IDIQs- 2024
- *Rapid Engineering & Construction**

541310 - ARCHITECTURAL SERVICES

- Earthquake/Seismic IDIQs-2024
- Domestic AE IDIQs-2028
- Worldwide Design Service IDIQs-2024*
- SPC Design IDIQs-2024*

541330 - ENGINEERING SERVICES

- Scheduling/Claims IDIQs-2024
- Value Engineering IDIQs-Late 2025*
- Cost Estimating IDIQs-2027
- AE Support Service IDIQs-2025*
- TPC Engineering Services IDIQs-2026*
- BAS Technical Support -2024
- Environmental Engineering IDIQ-2025
- Commissioning IDIQs-2024
- A/E Roofing- 2024

How To Find Opportunities

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

www.SAM.gov

***Firms MUST be registered in SAM
when submitting under Phase 1**

Regional Procurement Service
Office Frankfurt:





4.0

Introduction to OBO and PDCS

Rick J. Sullivan | Managing Director of PDCS | OBO

Mission & Collective Responsibilities



Mission

To provide the most effective facilities for United States diplomacy abroad.

Collective Responsibilities

- **Customer Service**
Supporting OBO and the Foreign Service
- **Business Process Improvement**
Define Processes Before Adding Systems
- **Total Cost Of Ownership**
All Decisions Must Consider Total Life-Cycle Cost
- **Proactive Risk Management**
Everyone Contributes to Forecasting & Mitigation



Portfolio

288	Locations
26,061	Domestic & Overseas Assets
10,201	Government-owned
15,860	Leased
16,770	Residences
938	Office Buildings
\$85.1B	Portfolio Replacement Value
84.6M SF	Gross Square Feet of Space
16,500	Culturally Significant Objects & Artworks



Unique Program

Program

- 2,000–125,000 GSM Building Sizes
- 0–120 Consular Windows
- 20–1,350 Desks
- 0–40+ Tenants

Sites

- 1–100+ acres Acreage
- Varied Terrains / Grades
- -40 to 140 degrees
- Desert to Tropical

Security

- 0–26 Guard Towers
- Tactical Operations Center
- Helicopter Landing Zones
- Security Annexes



Typologies

Embassies

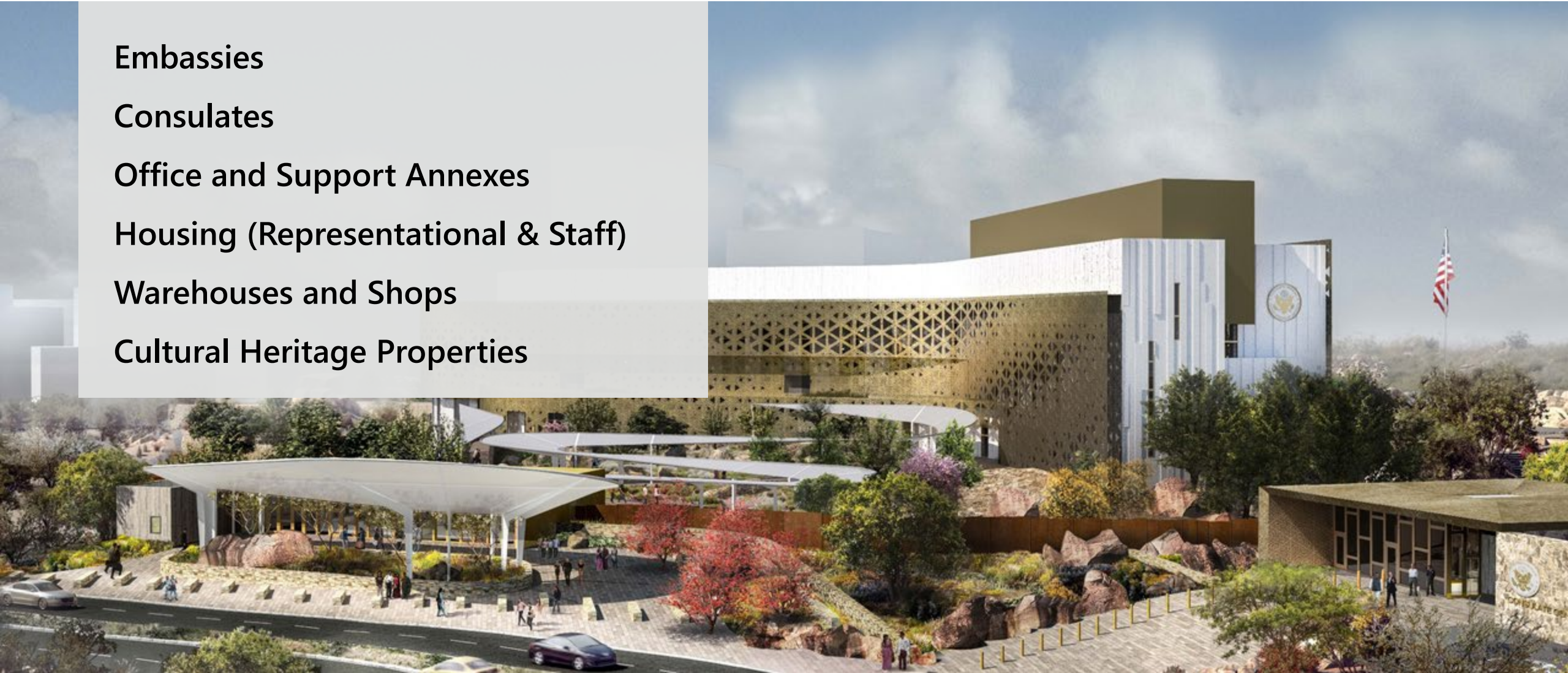
Consulates

Office and Support Annexes

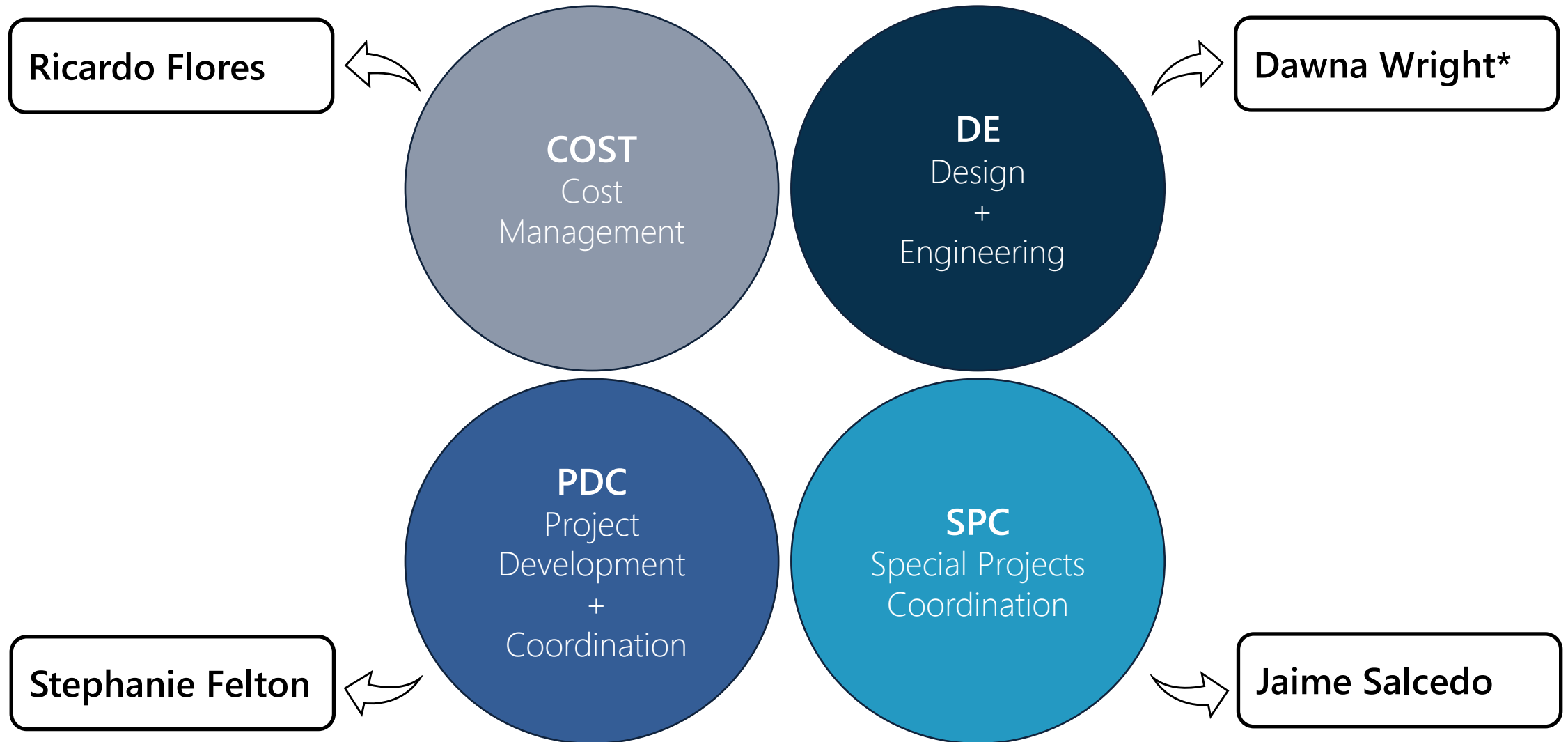
Housing (Representational & Staff)

Warehouses and Shops

Cultural Heritage Properties



Program Development, Coordination, & Support (PDCS)





5.0

Office Presentations



5.1

COST MANAGEMENT (COST)

Steven Arrey | Division Director of COST | OBO

Office of Cost Management (OBO/PDCS/COST)

Identifies the total costs associated with OBO projects amid all stages of the project lifecycle.



**East Africa,
Western
Hemisphere,
East and
South Asia
Division**

Greg Reilly



**West Africa,
Europe, and
Near East
Asia Division**

Steven
Arrey



**Value
Engineering
(V/E)
Studies**

Angela
Thompson



**Data
Analytics**

Yuling Yao



**PDCS-
Support**

Brefney
O'Rourke

Current Working Estimates (CWE) & Independent Government Estimates



Elements of Current Working Estimate (CWE)

- Site Acquisition Cost
- Site Maintenance and Development Cost
- Design and Construction costs
- Associated Costs
- Contingencies
- Department of State soft costs

**The Independent Government Estimate –
used for all contract actions.**

Value Engineering (VE) Program

From 1987 through 2023, OBO's VE program conducted 559 workshops (including Risk and Non-Post Specific analyses) costing \$36.4 million, with a cost avoidance of \$1.34 billion.

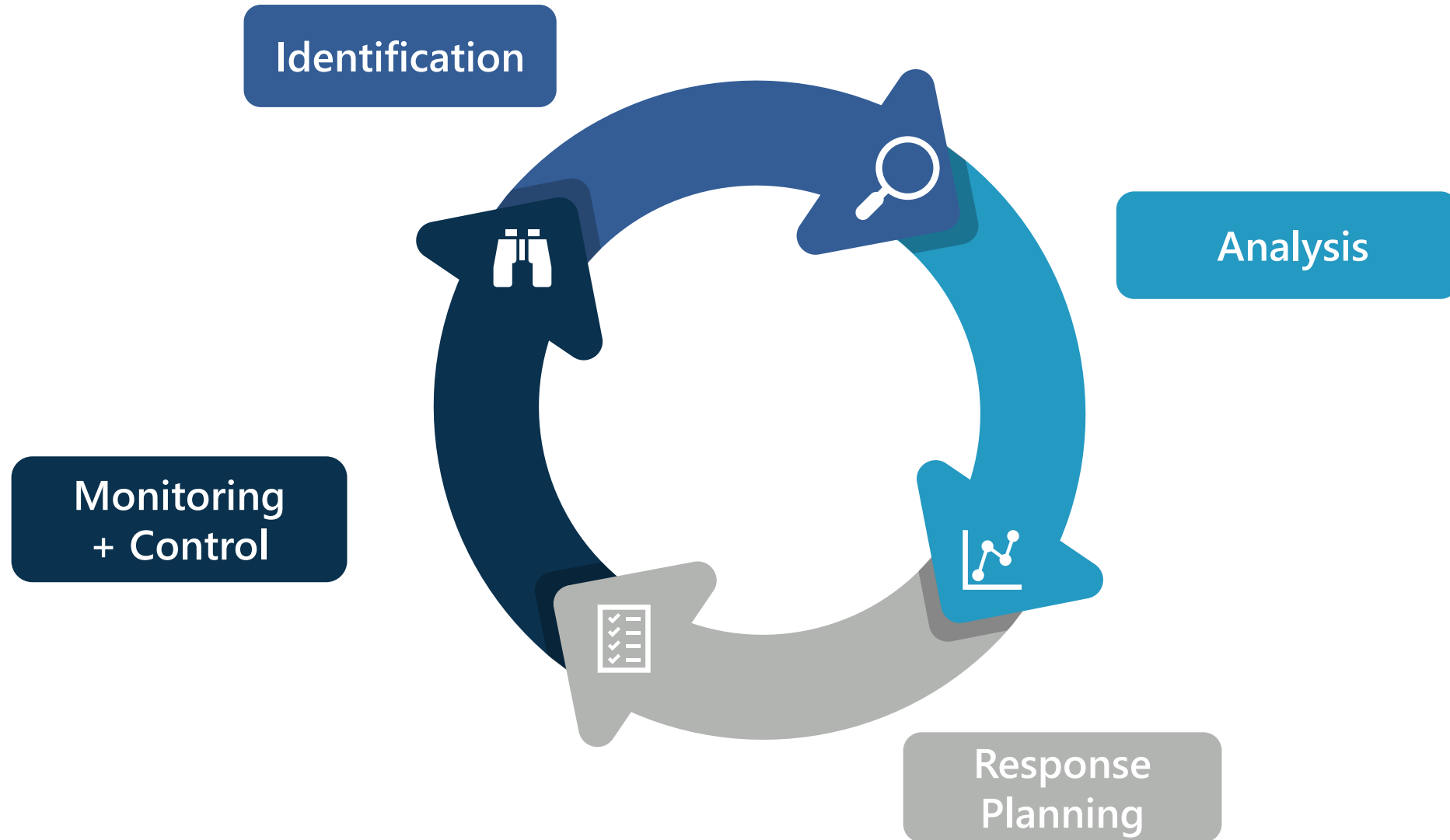
VE is an **organized analysis** of systems, equipment, facilities, services, and supplies...

...**to achieve** a project's **essential** performance, reliability, quality, and safety requirements.

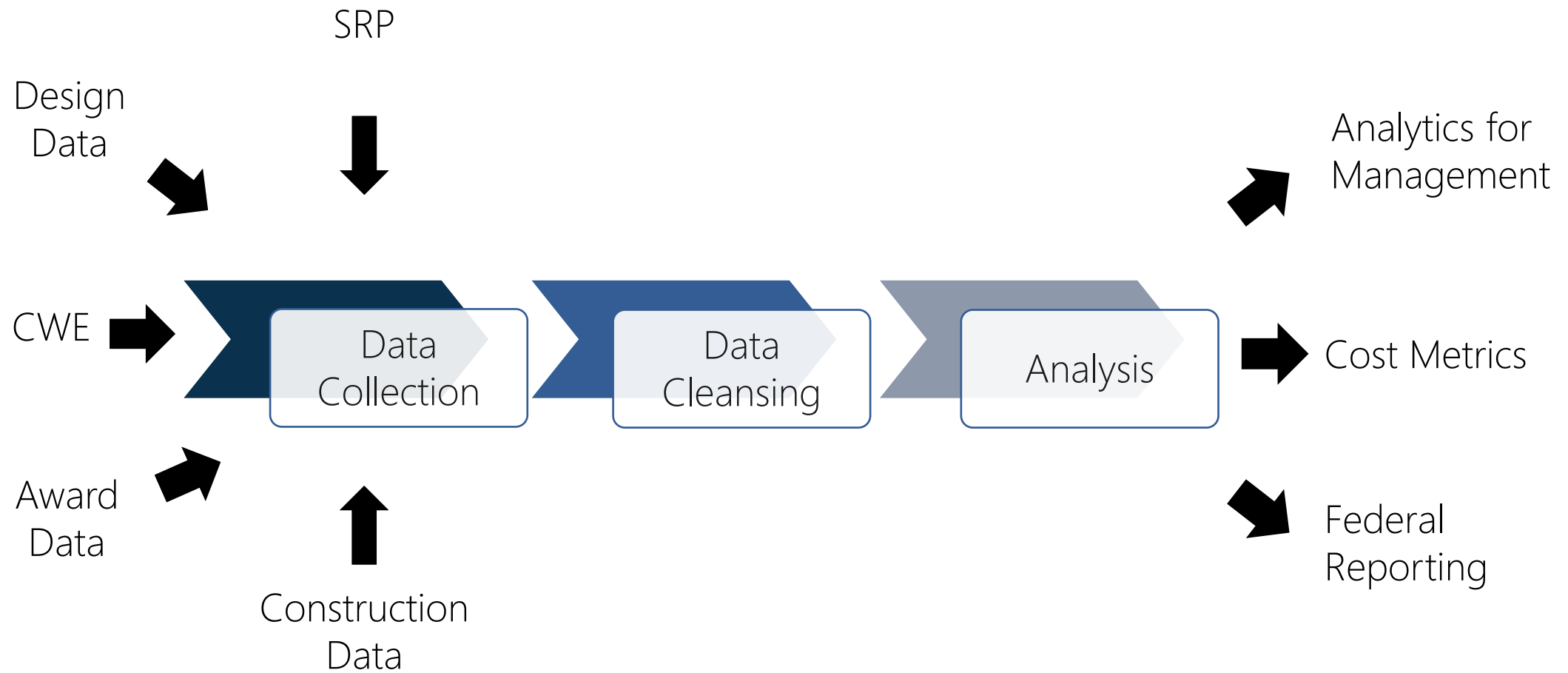
It is a function-oriented and **systematic process**, using a **team approach** and applied creativity.

Concentrates on **improving** project **value** by seeking to optimize life cycle costs, quality, performance, schedule, and risk.

Risk Management Program



COST Data Group



Opportunities

- **Cost Estimating Services, FY27**
- **Value Engineering Services, FY25**
- **Risk Management Services, FY25**
- **AE Services (Cost Consulting, Sub), FY25**





5.2

Design & Engineering (DE)

Joe Cafferata | Director of Mechanical Engineering | OBO

Office of Design + Engineering (OBO/PDCS/DE)

Provides professional design services to ensure code compliance and alignment with functional, performative, and security goals for new construction and existing missions.



Architectural
Design

Curtis Clay



Design
Coordination

Eric Mucklow



Interior
Design

Laura Rogers



Civil/Structural
Engineering

John Pitts



Electrical/
Telecom
Engineering

Dawna Wright



Mechanical
Engineering /
Plumbing

Joe Cafferata

Civil Structural Engineering (DE/CSE) - Opportunities

Flood Studies

For all upcoming capital projects as a separate task

Seismic Screening

In all high seismic areas toward seismically best available

Blast Analysis

Typically with projects but as needed

Design Review Support

As needed to maintain project schedules

Adaptation Planning

NEW – plan for climate adaptation at exposed posts

Natural Hazards IDIQ

To be renewed with scope in support of CS&R functions.

Climate Security & Resilience IDIQ

- **General Scope of Work**
 - Seismic Screening
 - Adaptation Assessments
 - Hazard Specific Studies and Investigations (Extreme Wind, Extreme Heat, Flooding (riverine, pluvial, coastal), Tsunami, Water Stress, Wildland Fire structural and smoke), Volcano, Geo-Hazards)
- **Anticipated Number of IDIQ Contracts: 4**
- **Expected Term: 1 Base Year + 4 Option Years**
- **Expected Value: \$10M**
- **Estimated announcement date: Summer/Fall 2024**

Other Divisions- Opportunities

Architecture Design

Stone Analysis – Support Services Contract

Interior Design

Systems Furniture, Implementation Services – on the street

Mechanical Engineering

Battery Energy Storage Systems – on the street

Electrical Engineering

Testing - Telecommunications and Shielding – IDIQ – open 2026

Design Coordination

NIBS – Building Information Management – stand alone, likely 2026

Renewable System Installations



3 Installed Wind at 88 kW



46 Installed Solar at 10.6 MW



42 Planned Solar at 13.7 MW



5.3

Project Development and Coordination (PDC)

Stephanie Felton | Office Director of PDC | OBO

Office of Project Development + Coordination(OBO/PDCS/PDC)

Provides project management for all capital and major rehabilitation construction projects from inception through project completion. The project managers lead the project development process through the award of the contract. Following contract award, our Program Managers also lead the Washington-based teams in support of the field operations. PDC provides project management as well as support services for the development of safe and secure embassies around the world.



Building with OBO

- IDIQ Opportunities
- A/E Construction Opportunities
- 6-Year Major Projects Plan

Competitive Opportunities

Below are a few ways to seek out competitive opportunities to work with the Bureau:

IDIQ Opportunities

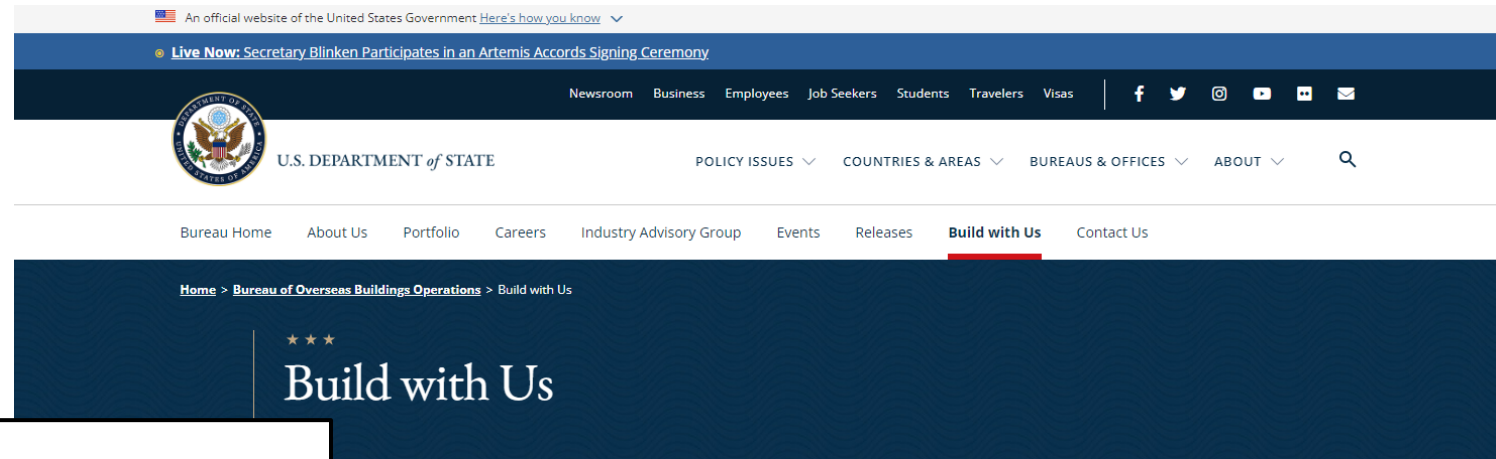
Indefinite Delivery/Indefinite Quantity (IDIQ) worldwide design services provide the U.S. government with A/E comprehensive services for both new construction and modernization projects at U.S. diplomatic facilities worldwide. [See the current list of IDIQs here.](#)

A/E Design and Construction Opportunities

The Department of State announces Architecture/Engineering (A/E) Design and Construction opportunities on sam.gov — visit SAM for contract opportunities

OBO 6-Year Major Projects Plan

OBO continues to develop a long-range plan in Major Projects – Capital Security Construction and Maintenance/Major Rehab Outlook. The [OBO Six-Year Capital Construction and Maintenance Outlook is available here.](#)



OBO's mission is to provide the most effective facilities for United States diplomacy abroad.

Curious about OBO's process for design and construction and how to work with OBO? Interested in hearing more about the competitive opportunities that exist with partnering with OBO? There are a few ways to partner with OBO that include Firm Introduction Sessions – introducing your firm to OBO leadership and competitive opportunities – exploring various contract options available. Below are a few ways to learn more about OBO, we look forward to hearing from you!

[See the 2023 OBO Virtual Industry Day for the most recent information on the program and contract opportunities.](#)

Introducing Your Firm

OBO now has a recorded Bureau Introduction Video that breaks down how projects are built, from real estate planning and acquisitions through commissioning and ongoing facilities maintenance. [OBO](#)

IDIQ Opportunities

A/E Engineer Design Services 2024
A/E Environmental Engineering
Support Services 2025
A/E Support Services 2025
Special Projects Coordination
A/E Services 2025
Asbestos Abatement 2024
BAS Repairs & Installs 2025
Building Automation Systems
(BAS) Technical Support 2024
China Crystal & Glassware 2028
Cleared American Guards (GAGs)
& Construction Surveillance
Technicians (CST) 2026
Commissioning Services 2024
Construction Management
Support 2028
Construction Scheduling/Claims
Consultants 2024

Containerized Housing Units (CHU)
Late 2024
Cost Estimating Services 2027
Design-Build Construction And
Construction Projects 2025
Domestic A/E Design Services 2028
Seismic 2024
Electrical Power 2024
Environmental Engineering 2025
Facilities Management Support
Services (FMSS) 2024
Fire Alarm Maintenance 2025
Fire Extinguishers & Replacement
Agent 2025
Fire Protection/ Engineering 2025
Forced Entry-Ballistic Resistant 2024
IMAP 2025
Pest Management 2026

Professional IT Staffing 2024
Professional Training Services 2025
Real Estate Services 2024
Residential Generators 2025
Roofing A/E Services 2024
Roofing D/B Services 2024
Shielding 2026
System Furniture 2024
Technical Security Systems Install 2024
Telecommunications 2026
TPC Engineering Services 2026
Value Engineering Late 2025

Major Projects – Capital Security Construction Outlook

15+ Planned Projects

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



Capital Security Construction Upcoming Projects



FY 2024

- Bangui, Central African Republic: New Embassy & Housing
- Port of Spain, Trinidad & Tobago: New Embassy
- Praia, Cabo Verde: New Embassy

FY 2024 New U.S. Embassy Bangui



- 14.3-acre site
- 33,727 gross square meters
- SAM.gov pre-qualification stage – responses due April 5
- Anticipated Design/Build with Bridging RFP: May 2024
- Design Architect: Marlon Blackwell Architects

FY 2024 **New U.S. Embassy Port of Spain**

- 11-acre site
- SAM.gov pre-qualification stage coming mid-April
- Anticipated Design/Build with Bridging RFP: June 2024
- Design Architect: Mark Cavagnero Associates



FY 2024 **New U.S. Embassy Praia**

- 11.2-acre site
- 12,752 gross square meters
- Pre-qualification stage complete
- Anticipated Release of Design/Build with Bridging RFP: June 2024
- Design Architect: Studio Ma



Maintenance Cost Sharing Program FY 2024



FY 2024

- Bern, Switzerland: Selective Improvements Rehab
- Buenos Aires, Argentina: Selective Improvements Rehab
- Honiara, Solomon Islands: Embassy Lease Fit-Out
- Marseille, France: Consulate Lease Fit-Out
- Thessaloniki, Greece: Rehab

FY 2023 U.S. Embassy Bern Select Improvement

- Security improvements and building systems upgrade
- Anticipated Design/Build Bridging RFP: May 2024



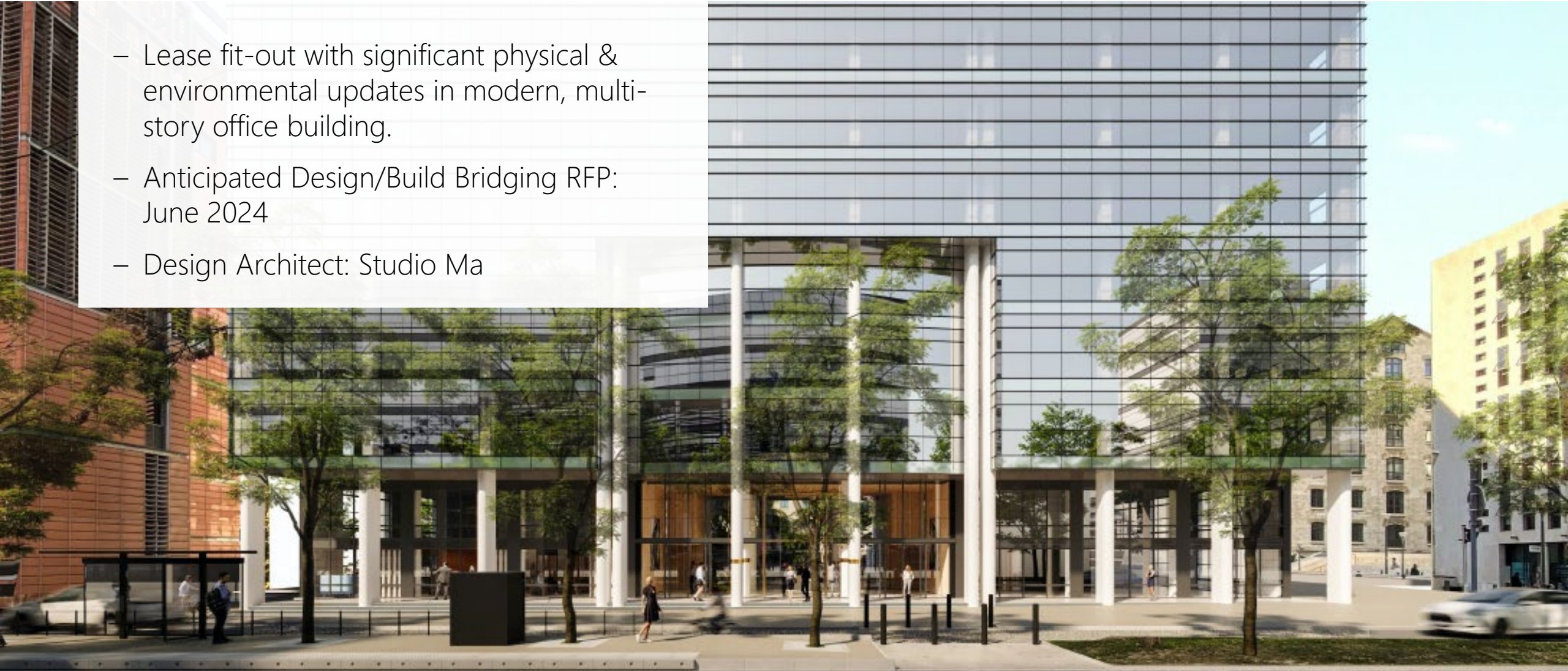
FY 2024 U.S. Embassy Honiara Lease Fit-Out

– Lease fit-out of 650SM



FY 2024 U.S. Consulate General Marseille Lease Fit-Out

- Lease fit-out with significant physical & environmental updates in modern, multi-story office building.
- Anticipated Design/Build Bridging RFP: June 2024
- Design Architect: Studio Ma



FY 2024 U.S. Consulate General Thessaloniki Major Rehabilitation

- Security, fire-life safety, and interior upgrades
- Anticipated Design/Build Bridging RFP: April 2024
- Design Architect: Annum Architects



FY 2024 U.S. Embassy Buenos Aires Selective Improvements

- Major MEP, Telecom, Life Safety and Security Upgrades; Furniture / Densification and Renovated Consular Suite
- Anticipated Design/Build Bridging RFP: May 2024





5.4

Special Projects Coordination (SPC)

Pete Gulbranson | Project Management Unit Chief | OBO

Office of Special Projects Coordination (OBO/PDCS/SPC)

Responsible for the planning, design, construction, commissioning, and security of new, safe, secure, and functional capital construction initiatives as assigned by the OBO Director due to their unique security requirements



**Project
Management**

Pete Gulbranson



**Security
Management**

Steve Romero



**Design
Management**

Mike Sewell



**Construction
Management**

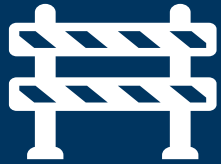
Ed Danek

SPC - Managed Projects



- Managing projects in planning, design, and construction with a total value of more than \$2B
- Responsible for 15 posts across 8
- Maintains 5 Active A/E Services Indefinite Design/Indefinite Quantity (IDIQ) Contracts
- **Current Projects**
 - Wuhan Consular Lease Fit-out
 - Havana Emergency Repairs
 - Hanoi New Embassy Compound
 - Guangzhou Façade Rehabilitation
 - Moscow Compound Selective Improvements

SPC - Initiatives



Construction Manager as Constructor (CMc)

- Outside firm selected to provide project, design, and cost management expertise.
 - Project-specific focused resources to improve OBO's risk management capability and streamline hiring of the CM team.
- Provides expert guidance on large, complex projects.



Construction Manager as Advisor (CMa)

- Reduced project risk in conjunction with Design/Bid/Build delivery.
- Earlier contractor involvement.
- Potential time and cost savings associated with early recruitment.



Domestic Off-Site Manufacturing (DOSM)

- Off-site manufacturing of key elements to increase construction quality and security.
- Significantly reduce the construction duration, security risk, and cost of complex security-driven projects.

SPC - Upcoming Projects

Hong Kong Selective Improvements, FY26

- Rehabilitate M/E/P Systems
- Upgrade Fire Alarm and TSS systems
- Provide structural and façade mitigations

SPC - Upcoming Projects

Beijing Chief of Missions Residence, FY24

- Replace aging, deficient residence
- New residence will better represent the importance of U.S. – China relationship
- Design Architect: Richard | Kennedy Architects





6.0

Q&A

Lauren Luckett | Strategic Industry Partnerships | OBO

Who We Hire



Civil Service (CS)

Federal government employees within a wide range of disciplines



Personal Services Contractor (PSC)

Directly contracted government employees without the same benefits as CS



Foreign Service Specialist (FS)

Specialized professionals that represent the US and conduct diplomacy domestic and abroad



Internships

Temporary employees working to gain skills (paid and unpaid)

Connect with OBO

in USDOS-OBO

@ @STATE_OBO

ig @STATE_OBO

f FACEBOOK.COM/STATEOBO

✉ OBOExternalAffairs@state.gov

globe STATE.GOV/OBO

Working With Us

For Capabilities
Conversation
information, please
register at:



Careers

Join our talent network
to receive
communications about
OBO opportunities
and events:

