

2023

National 8(a) Association

Monthly Webinar Series



Introductions

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(Center for Acquisition
Experience)





Small Business Statistics



Small Business Goaling Dashboard

Funding Org(s)
Signed Date Range

All Bureaus
10/1/2022 - 9/30/2023

P1 - Small Business Rate	P2 - SB Size Mismatch	P3 - Coding Corrections	P4 - SB Goaling Deobligations	Met or exceeded goal	Did not meet goal
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The percentages below are determined using the same logic found in the SAM Small Business Goaling Report. For the logic used in that report see the [SBA Goaling Guidelines](#).

Small Business Category	FY23 Goal %	FY23 Actual %	Trend Comparison to Previous FY	FY22 Goal %	FY22 Actual %	FY23 SB Values		FY23 Rerep / Novation Impact*	
						Actions	Obligated \$	Actions	Obligated \$
Total Small Business Eligible						70,048	\$11,593,197,913		
Small Business	25.50%	30.55%	↑	28.00%	27.37%	<u>23,692</u>	\$3,541,318,053	<u>116</u>	<u>\$16,833,024</u>
SBA Certified Small Disadvantaged Business	21.00%	21.12%	↑	21.00%	20.01%	<u>12,564</u>	\$2,448,849,990	38	(\$5,457,007)
Service Disabled Veteran Owned Small Business	3.00%	5.04%	↑	3.00%	3.60%	<u>2,537</u>	\$584,042,585	28	(\$7,570,556)
Women Owned Small Business	5.00%	4.67%	↑	5.00%	3.92%	<u>6,823</u>	\$541,819,820	39	\$5,927,821
HUBZone	3.00%	5.63%	↓	3.00%	5.81%	<u>2,975</u>	\$652,791,209	27	\$254,205
8(a)	-	12.81%	↑	-	11.28%	<u>5,028</u>	\$1,485,562,558	16	\$429,958

* Impact of a vendor changing from an SB to an OTSB on an IDV -- due to a rerepresentation or a novation

SBD - Small Disadvantaged Business

SDVOSB - Small Disabled Veteran-Owned Small Business

WOSB - Women Owned Small Business

HUBZone - Historically Underutilized Business Zone



What DoS Buys

FY23 Top 5 8a NAICS 2 Digit Categories	
Obligated Amount	NAICS 2 Digit
\$ 873,148,845.55	54 - Professional, Scientific, and Technical Services
\$ 223,036,645.67	56 - Administrative and Support and Waste Management and Remediation Services
\$ 135,162,224.21	23 - Construction
\$ 118,520,273.36	33 - Manufacturing
\$ 14,447,249.27	49 - Transportation and Warehousing

FY23 Top 5 8a NAICS Codes	
Obligated Amount	NAICS Code
\$ 412,487,451.43	541611 - Administrative Management and General Management Consulting Services
\$ 228,108,184.19	541512 - Computer Systems Design Services
\$ 148,699,409.32	561210 - Facilities Support Services
\$ 126,678,119.80	541990 - All Other Professional, Scientific, and Technical Services
\$ 81,279,662.98	336111 - Automobile Manufacturing

FY23 Top 5 8a Vendors	
Obligated Amount	Vendor (UEI)
\$ 108,438,521.24	HCI Management Services Company (XQJMR89SR6J7)
\$ 59,791,847.13	Tuvli, Llc (LGYKTQFA4BR5)
\$ 59,759,906.62	Creative It Solutions, Llc (DSHBDPKJC569)
\$ 52,645,572.11	Kci-Acuity, Llc (C5C8XHL7ZCY5)
\$ 48,614,527.13	Executive Protection Systems, Llc (WSUMT2ADVGJ1)





Steps to Work with DoS

1. Define your product or service.
2. Register your business.
3. Identify your target market/customer.
4. Understand Department of State procurement rules.
5. Create a consistent, solid market presence.
6. Obtain necessary security clearances.
7. Tap into your networks.
8. Start by subcontracting.
9. Consider contracting “vehicles”.
10. Strategically utilize set-asides.



Role of the Industry Liaison vs. OSDBU

Industry Liaison

- Promotes timely responses to general vendor requests where appropriate.
- Helps program and acquisition personnel develop strategies for engaging potential vendors that can provide capabilities necessary to achieve agency missions.
- Works with the agency's AIA and OSDBU to drive practices that improve communication with vendors.
- Encourages vendor feedback on agency acquisitions and monitor marketplace interest in agency requirements.

Office of Small & Disadvantaged Business Utilization (OSDBU)

- Ensures our prime contracts and subcontracts are including small business to the maximum extent possible.
- Conducts annual outreach activities, e.g., subcontracting workshops/networking sessions;
- Participates in small business procurement fairs, conferences, workshops, and seminars.
- Conducts internal training with the DoS contracting workforce to ensure awareness of, and compliance with, small business requirements.



Resources

- Department of State website
- Social media
- Procurement events



<https://www.linkedin.com/company/department-of-state-industry-liaison/>



<https://www.state.gov/business/>



DoS Procurement Engagement and Communication

- Small business outreach sessions or conferences
- Market research
- One-on-one meetings with vendors
- Product demonstrations
- Sources sought notices
- Pre-solicitation notices
- Draft Request for Proposal or Quote (DRFP/DRFQ)
- Requests for Information (RFI)



DoS Acquisition Priorities

1. Foster a climate that encourages competition and supplier diversity with an emphasis on the construction portfolio and the diplomatic security portfolio.
2. Support the industrial base by innovating acquisition planning and reducing the usage of interim contracting solutions for services that extend periods of performance.
3. Foster quality pre-award procurement activity and post-award contract administration to maximize return on investment for taxpayer dollars through discretionary spending.
4. Maximize the capacity and prowess of the Acquisition Workforce and build an Acquisition Community of Practice across the enterprise.
5. Promote an innovative procurement culture centered on enhancing the Acquisition Experience for customers, practitioners, and stakeholders using alternative approaches and cognitive tools.





Contact Information

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Office of the Procurement Executive

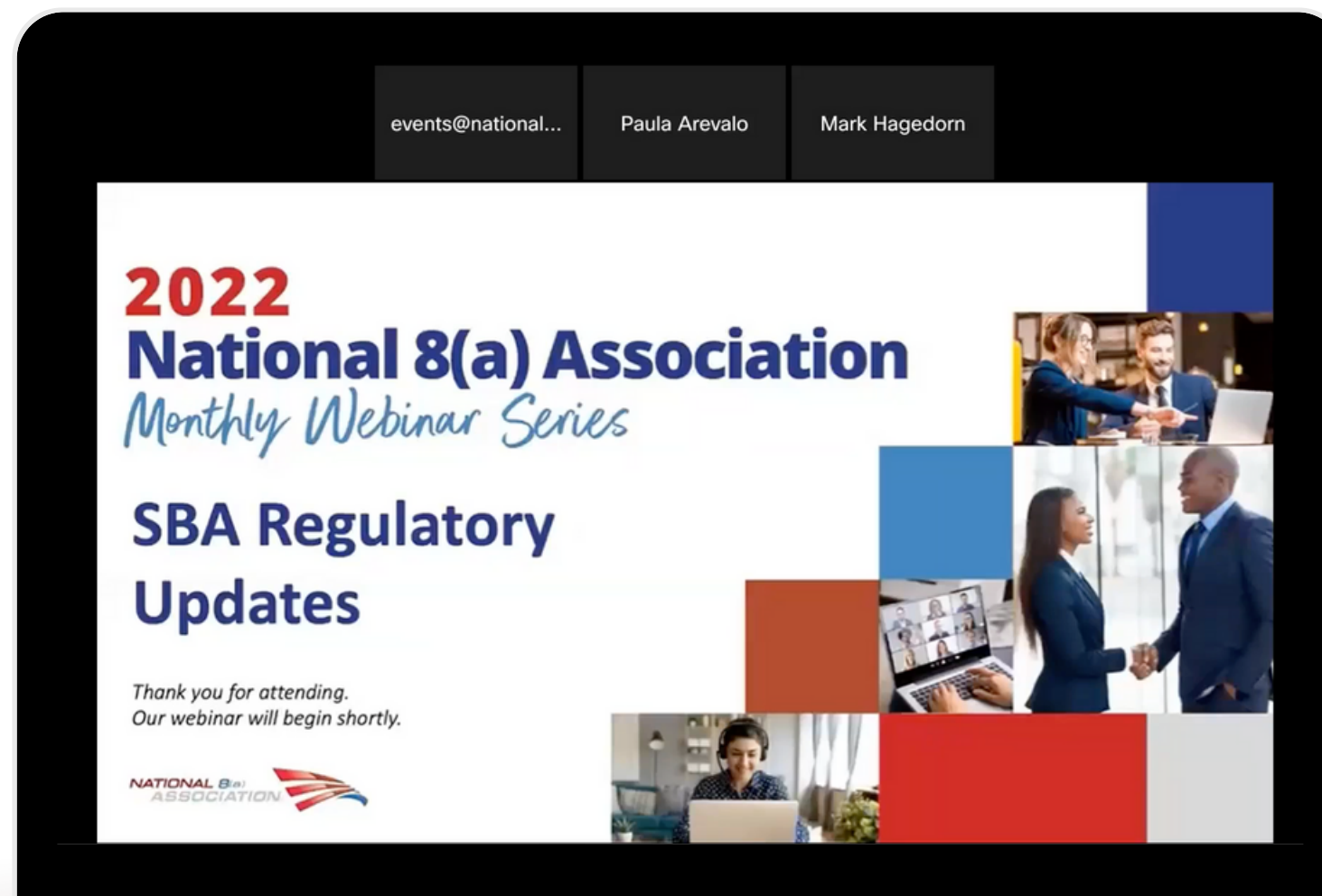
Email: AcquisitionsInquiry@state.gov

U.S. Department of State OSDBU

Email: smallbusiness@state.gov



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Thank you for joining us!

