



OVERVIEW: SMALL BUSINESS OPPORTUNITY

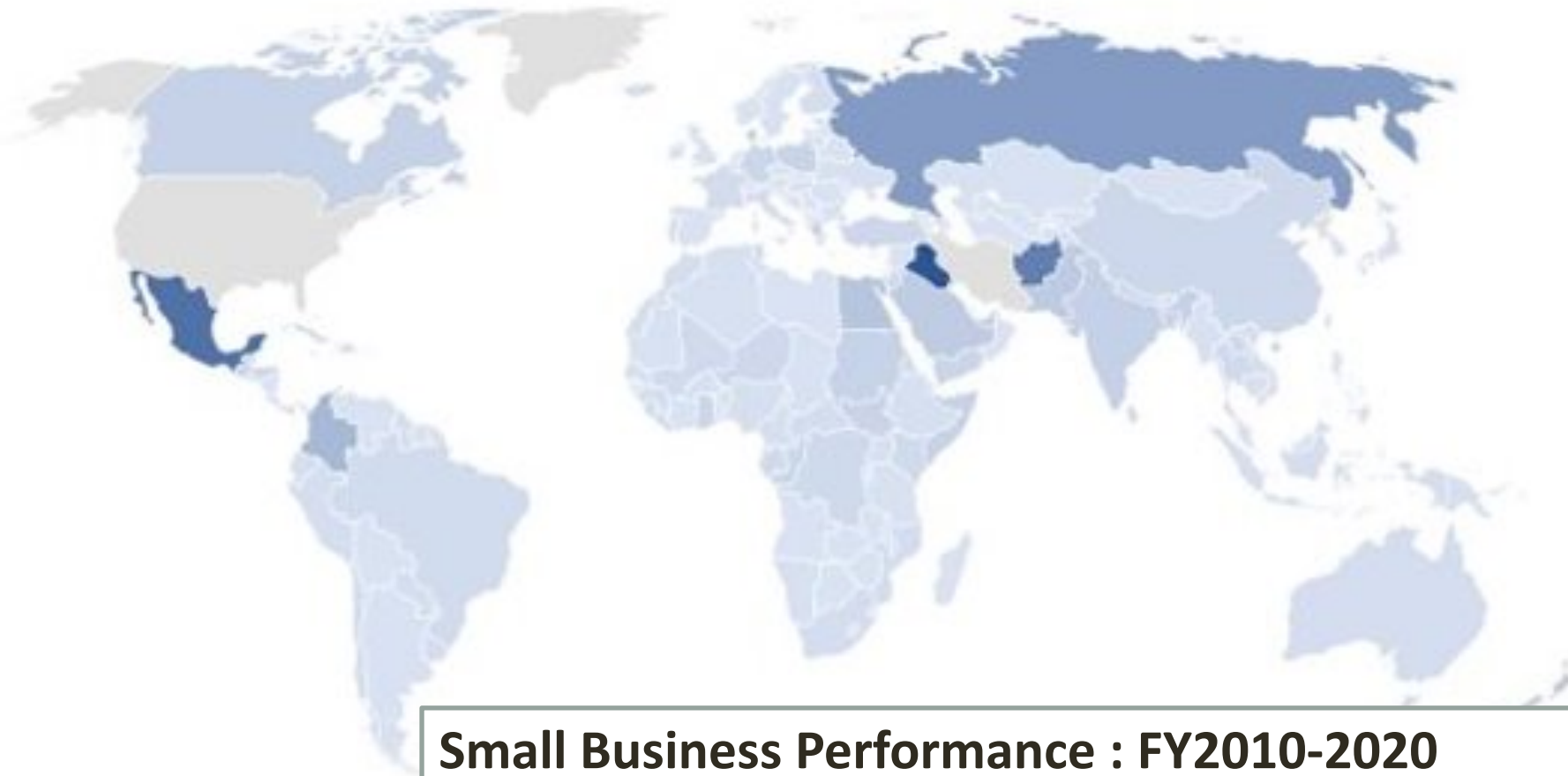
Anna Urman

Sr. Procurement Analyst

Office of Small and Disadvantaged Business Utilization (OSDBU)

Urmana@state.gov

Small Business: Part of a Big Mission



Small Business Performance : FY2010-2020

- 168 countries
- \$2.8 Bil in obligations

Top Bureaus, All FY2020 Obligations (\$M)

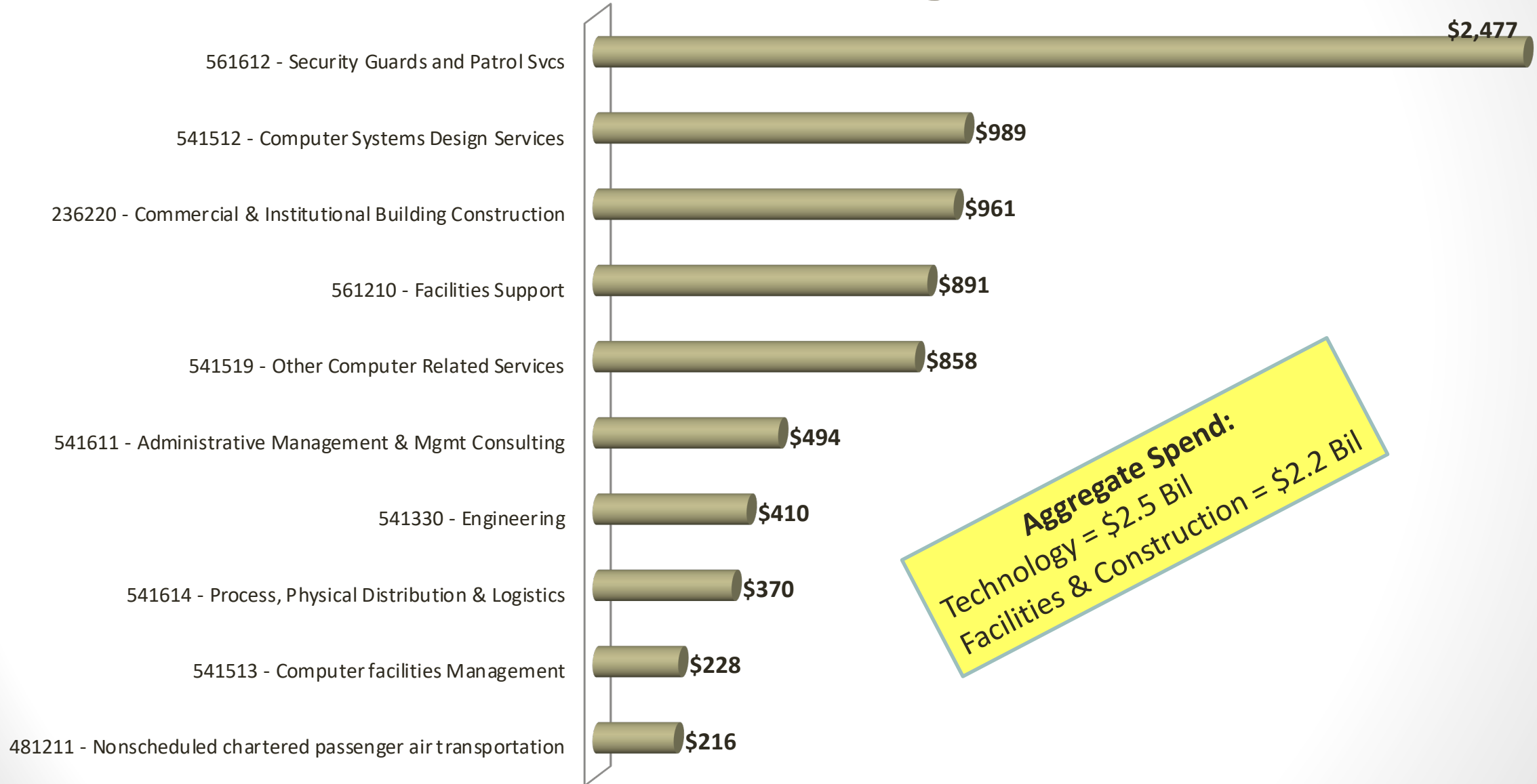
\$10 Billion annual Spend

Small Business Goals Order of Preference:

1. WOSB
2. SDVOSB
3. HUBZone
4. 8(a)

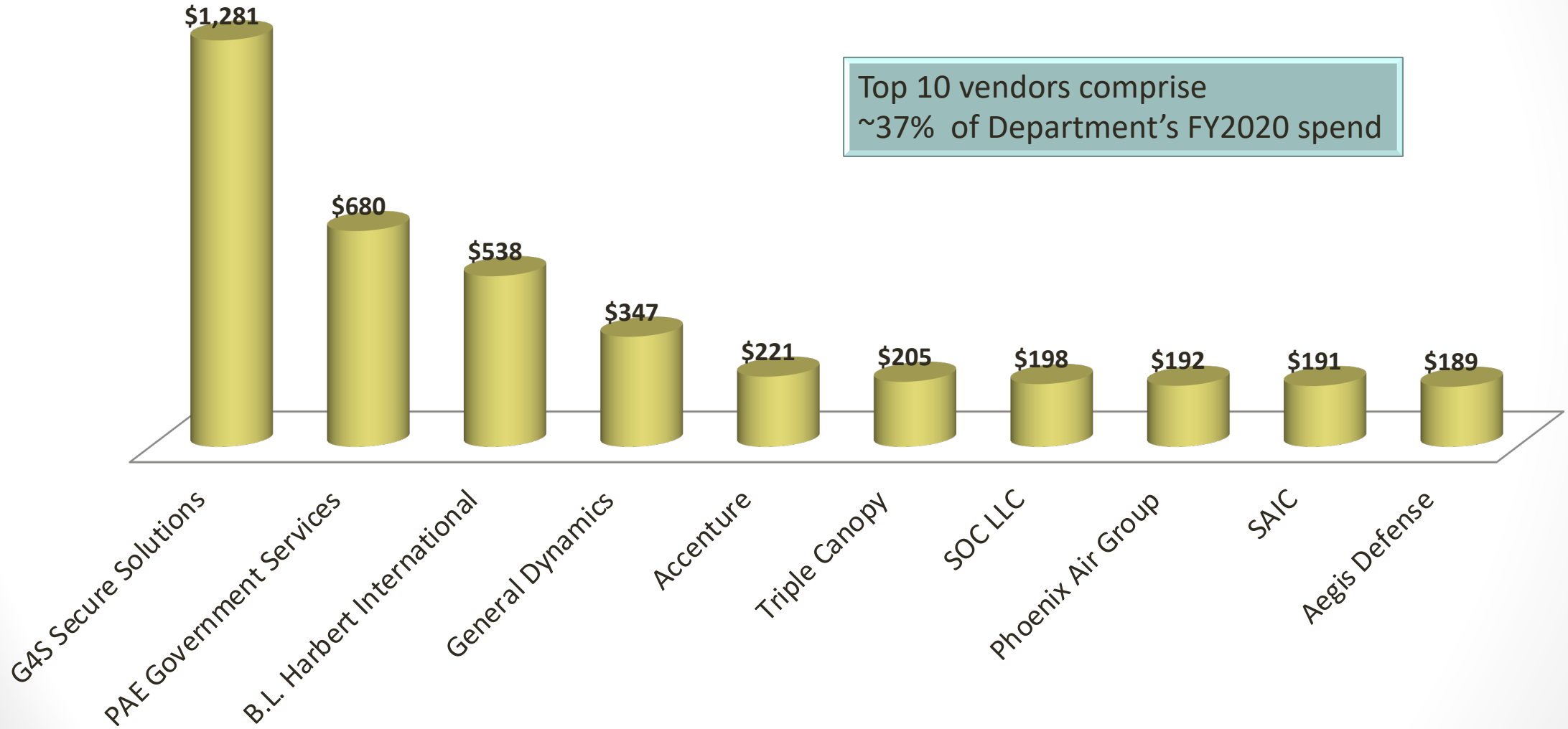


Top NAICS, All FY2020 Obligations (\$ M)



Aggregate Spend:
Technology = \$2.5 Bil
Facilities & Construction = \$2.2 Bil

Top 10 Vendors, 2020 (\$M)



Top 10 vendors comprise
~37% of Department's FY2020 spend

Challenges: Doing Business Overseas

- Political & world events influence, alter priorities
- Differences in Cultural norms.
- Potential corruption
- Unreliable “Dirty Power”
- Dangerous conditions: hostility, sanitation, medical, housing, communications
- Multiple national regulatory & compliance requirements
- Less time, more money
 - Long lead times, short deadlines, transport costs, travel & time zones affect work
- Greater range of performance norms may be expected
- Staffing considerations for U.S. nationals & local personnel
- Currency fluctuations

Best Practices

- Understand local laws, identify resources
- Link with well vetted and capable local / international business partners
- Take advantage of US Department of Commerce Programs (Trade Office at post)
- Research best practices for local operations
- Solid operation procedures and contingency plans
- Develop verifiable financial processes
- Facility Security (FCL) Clearances:
 - Domestically – professional services will mandate clearances; team with established vendors on existing contract, leverage your support for "FCL" clearance sponsorship
 - Overseas -- look for opportunities that require “cleared Americans.”