



Doing Business with the Smithsonian Institution

Supplier Diversity Program



Smithsonian Institution
Office of Equal Employment and Minority Affairs

Our Mission

Increase and diffusion of knowledge

- Research
- Education
- Museum Exhibitions

Create knowledge, preserve our national and natural heritage, share knowledge

- Smithsonian Enterprises, licensing, retail and vending contracts

A trust instrumentality, not a Federal Executive Agency

- .edu rather than .gov



Smithsonian Institution's Mission

- Broad diversity of activities fill mission
 - Museums: NASM to NMNH to NHP to FSG to African Art to Cooper Hewitt National Design to Folklife and Cultural Heritage
 - Research in MA, AZ, HI, FL, MD, Panama & 80 Countries
 - Smithsonian Enterprises, licensing, retail and vending contracts
- Decentralized smaller procurements
 - Contracts under Simplified Acquisition Threshold
- Centralized large contracts
 - Federal and Trust, from \$150,000 up to and above \$1 million
- Annual expenditures for procurements and contracts — \$250 million - Federal
\$150 million - Trust



- Smithsonian Institution Strategic Plan:
<https://www.si.edu/sites/default/files/about/smithsonian-2022-strategic-plan.pdf>
- Register into System for Award Management Database:
<https://www.sam.gov/SAM/>
- Register into Supplier Diversity Program Small Business Database:
<http://oeema.si.edu/Add1.cfm>
- Submit e-capability statements to Smithsonian Institution procurement officials: sdphelp@si.edu.
- Review “Doing Business with the Smithsonian”:
https://www.si.edu/OEEMA/SupplierDiversity_DoingBusinesswithSI
- Contact appropriate SDP Liaison:
https://www.si.edu/sites/default/files/unit/oeema/sdp_current_liaisons.pdf
- Review Smithsonian Forecast of Procurement Opportunities for FY 2019:
https://www.si.edu/sites/default/files/unit/oeema/sdp_forecast_a.pdf
- Identify Smithsonian contract opportunities advertised in FedBizOpps:
<https://www.fbo.gov/index?cck=1&au=&ck=>

FY 2019 Supplier Diversity Program Strategic Web Links



Smithsonian National Museum
of American History © HAVECAMERAWILLTRA

The Smithsonian Buys:

FY 2018 NAICS Category (Description)	Total Actions	% Total Actions	Total Dollars	% Total Dollars
23 (CONSTRUCTION)	148	16.23%	\$176,338,015.87	72.02%
54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)	200	21.93%	\$23,101,559.01	9.44%
56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES)	54	5.92%	\$19,558,188.58	7.99%
22 (UTILITIES)	56	6.14%	\$15,110,548.00	6.17%
42 (WHOLESALE TRADE)	127	13.93%	\$2,968,578.96	1.21%
51 (INFORMATION)	62	6.80%	\$2,370,576.26	0.97%
33 (MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS))	90	9.87%	\$1,635,614.60	0.67%
71 (ARTS, ENTERTAINMENT, AND RECREATION)	34	3.73%	\$1,288,146.86	0.53%
45 (RETAIL TRADE (SPORTING GOODS GENERAL MERCHANDISE, MISCELLANEOUS))	11	1.21%	\$648,905.91	0.27%
44 (RETAIL TRADE (MOTOR VEHICLE, FURNITURE, ELECTRONICS, BUILDING MATERIAL, FOOD, HEALTH, GASOLINE, CLOTHING))	10	1.10%	\$457,443.24	0.19%
81 (OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION))	30	3.29%	\$424,231.64	0.17%
61 (EDUCATIONAL SERVICES)	10	1.10%	\$368,825.48	0.15%
32 (MANUFACTURING (PAPER, PRINTING, PETROLEUM, COAL, CHEMICAL, PLASTICS, RUBBER, NONMETALIC MINERAL))	20	2.19%	\$169,020.99	0.07%
48 (TRANSPORTATION)	15	1.64%	\$107,553.12	0.04%
31 (MANUFACTURING (FOOD, TEXTILE, APPAREL, LEATHER))	10	1.10%	\$84,135.83	0.03%
72 (ACCOMMODATION AND FOOD SERVICES)	7	0.77%	\$51,150.20	0.02%
53 (REAL ESTATE AND RENTAL AND LEASING)	3	0.33%	\$42,471.00	0.02%
92 (PUBLIC ADMINISTRATION)	7	0.77%	\$31,672.96	0.01%
62 (HEALTH CARE AND SOCIAL ASSISTANCE)	4	0.44%	\$24,183.12	0.01%
49 (POSTAL SERVICE, COURIER/MESSANGER, WAREHOUSING)	8	0.88%	\$23,225.62	0.01%
11 (AGRICULTURE, FORESTRY, FISHING AND HUNTING)	3	0.33%	\$21,151.80	0.01%
52 (FINANCE AND INSURANCE)	3	0.33%	\$17,024.50	0.01%
Total	912	100.00%	\$244,842,223.55	100.00%

Smithsonian
American Art
Museum



Smithsonian



*Smithsonian National
Air and Space Museum*

Smithsonian Top Buys-FY 18

- Construction, operations and maintenance & exhibition design and fabrication: **36%**
 - 8(a) construction process — pre-qualify via past performance site reviews and award 8(a) IDIQ contracts to meet and exceed our construction and maintenance small business participation goals
- Utilities & Housekeeping: **15%**
- Architecture & Engineering Construction Services: **12%**
- Information Technology: **11%**
 - IDIQ contracts: cabling, customer support, IT security, telecommunications, database design, network operations and management — 5 year and 10 year lifespan
- Professional, Scientific & Technical Services : **7%**
- Administrative support & Waste management : **6%**
- Maintenance, Repair & Rebuilding of Equipment : **4%**

Smithsonian Supplier Diversity Program

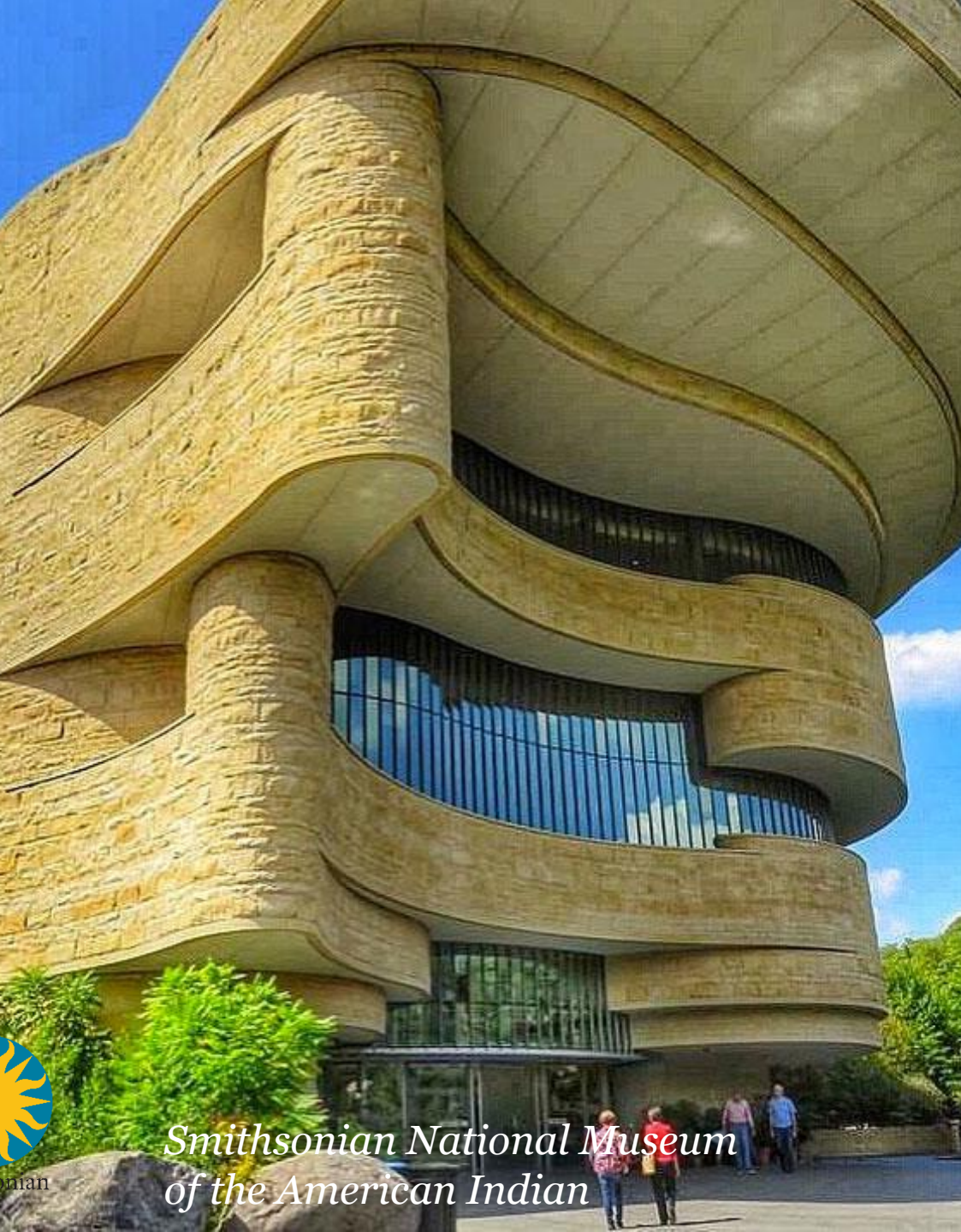
- Reports to the SI Secretary
- Advocates for Diversity and Inclusion in SI procurements and contracts
- Negotiates SI-wide small business participation goals
- Monitors SI-wide SDP SB & HUSB accomplishments
- Answers the question “How Would I Know?” for Small Businesses
- Support policies that advocate for small businesses
- Conduct small business outreach initiatives



Smithsonian National Zoological Park



Smithsonian



*Smithsonian National Museum
of the American Indian*

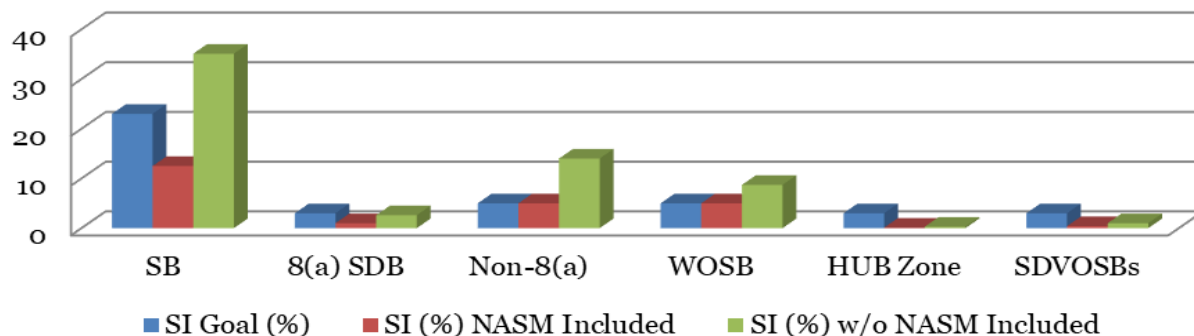
FY 2019 Smithsonian SDP Small Business Goals

(dollars in millions)

Contract Awards	Smithsonian FY 2019 Prime Contract Goals (000)
Prime Contracts (\$ in millions)	\$225,000
Prime Contracts goal for small businesses	\$51,750
	23.0%
Prime contracts goal for non-8(a) small disadvantaged businesses	\$11,250
	5.0%
Prime contracts goal for 8(a) small disadvantaged businesses	\$6,750
	3.0%
Prime contracts goal for women-owned small businesses	\$11,250
	5.0%
Prime contracts goal for HUB-Zoned small businesses	\$6,750
	3.0%
Prime contracts goal for service-disabled veteran-owned small businesses	\$6,750
	3.0%

FY 2019 2nd Qtr. Supplier Diversity Goals Accomplishment

SI Goal Comparison by Percent - Impact of NASM Revitalization Contract – 2nd Quarter Cumulative Accomplishments



2 nd Quarter	Contract Awards	Small Business Awards	SDP Goals	SI Goals (%)	SI (%) NASM Contract Included	SI (%) w/o NASM Contract
SI Awards	\$249.2 Million	\$31.1 Million	Small Business	23.0	12.5	35.1
SI Awards without NASM Revitalization Contract	\$88.6 Million	\$31.1 Million	8(a) SDB	3.0	1.0	2.6
			Non-8(a) SDB	5.0	5.0	14.0
			WOSB	5.0	5.0	8.7
			HUB Zone	3.0	0.1	0.3
			SDVOSB	3.0	0.4	1.0

All SI Award percent of goals accomplishments will be affected for the life of the National Air and Space Museum (NASM) Revitalization Project (Approx. 6-7 years).

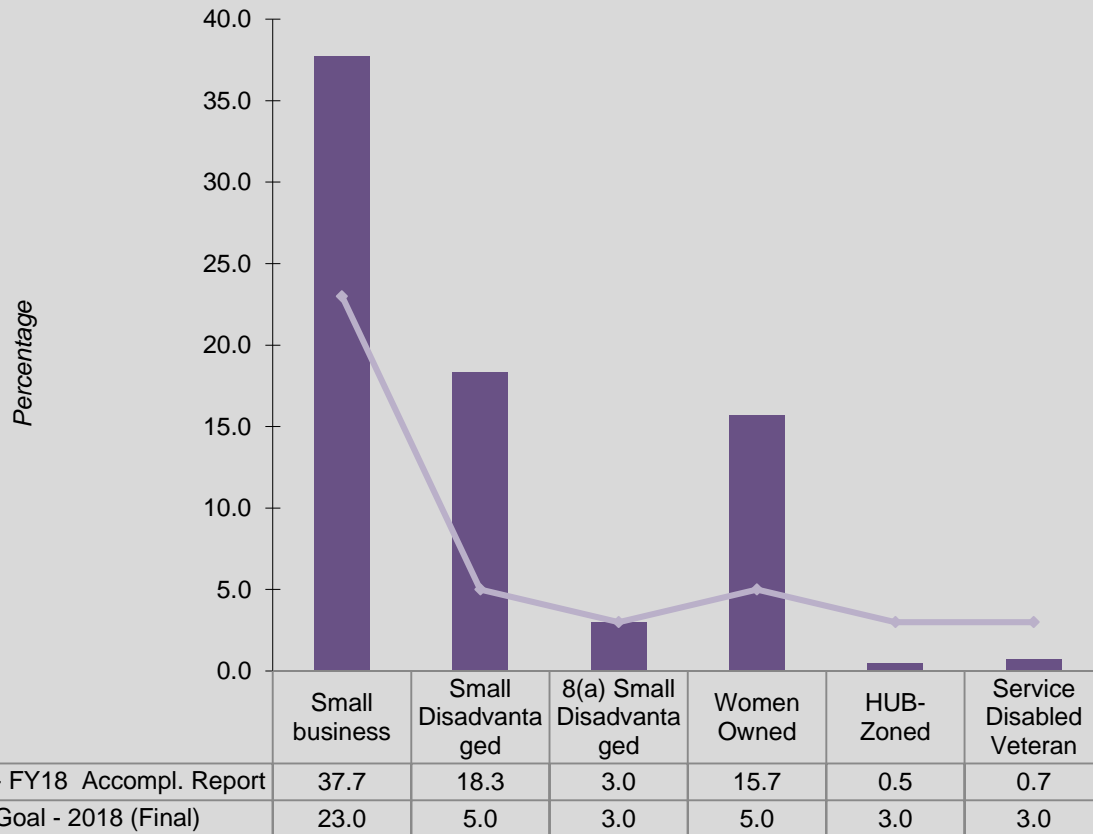


Smithsonian
National
Museum of African Art

FY 2018 Supplier Diversity Goals Accomplishment

Exceeded SI Goals for:

- Small Business
- Small Disadvantaged
- 8(a) Small Disadvantaged
- Women Owned



SI Dollars (in millions,
000)
FY 2018 Final Report =
\$ 279,900,702.73

\$105,449,

\$51,342,

\$8,460,

\$44,009,

\$1,292,

\$1,927,

Smithsonian
Freer|Sackler
Gallery

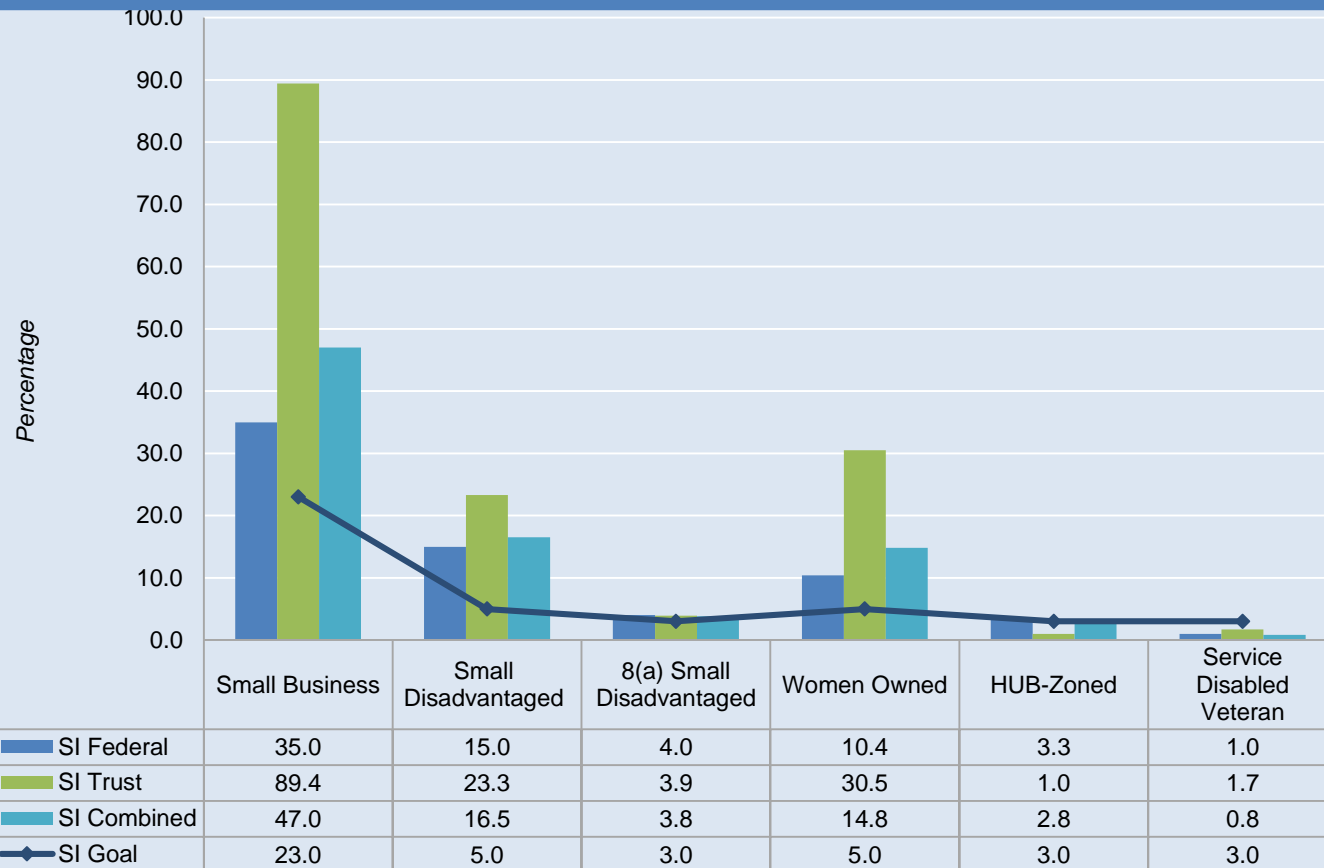


Smithsonian

FY 2017 Supplier Diversity Goals Accomplishment (Federal & Trust Funds)

Exceeded SI Goals for:

- Small Business
- Small Disadvantaged
- 8(a) Small Disadvantaged
- Women Owned



Total Federal = \$230,454,977.88	\$80,398,000	\$33,640,000	\$8,789,000	\$23,900,000	\$7,691,000	\$1,401,000
Total Trust = \$66,000,000	\$59,000,000	\$15,400,000	\$2,600,000	\$20,100,000	\$600,000	\$1,100,000
Total Fed & Trust = \$296,454,977.88	\$139,398,000	\$49,040,000	\$11,389,000	\$44,000,000	\$8,291,000	\$2,501,000



*A statue of Joseph Henry,
the first Secretary of the
Smithsonian (1846–1878)*

FY 2014 – FY 2018

Smithsonian Small Business Accomplishments

(Dollars and Percent)

Fiscal Year	Percent Goals	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018
Total Dollars		\$254,115,030.97	\$251,938,846.42	\$251,667,920.40	\$230,454,977.88	\$279,900,702.73
Small Business Dollars		\$75,447,285.85	\$108,739,001.04	\$100,705,855.50	\$80,397,629.79	\$105,449,459.60
Small Business Percent	23.0%	29.7%	43.2%	40.0%	34.9%	37.6%
Small Disadvantaged Business Dollars		\$26,495,706.14	\$42,178,058.38	\$39,262,281.97	\$33,638,804.06	\$51,342,299.97
Small Disadvantaged Business Percent	5.0%	10.4%	16.7%	15.6%	14.6%	18.3%
8(a) Procedure Dollars		\$8,993,685.40	\$11,573,978.93	\$8,313,091.47	\$8,789,078.14	\$8,459,576.52
8(a) Procedure Percent	3.0%	3.5%	4.6%	3.3%	3.8%	3.0%
Service Disabled Veteran Owned Small Business Dollars		\$2,360,274.20	\$5,173,970.24	\$2,299,768.85	\$1,401,341.32	\$1,927,147.44
Service Disabled Veteran Owned Small Business Percent	3.0%	0.93%	2.1%	1.0%	1.0%	0.69%
Women Owned Small Business Dollars		\$22,739,594.42	\$41,404,239.95	\$37,858,146.39	\$23,899,951.18	\$44,088,769.74
Women Owned Small Business Percent	5.0%	8.6%	16.4%	15.0%	10.4%	15.7%
Certified HUBZone Small Business Dollars		\$3,182,962.64	\$13,697,934.00	\$10,535,816.98	\$7,691,059.14	\$1,292,191.25
Certified HUBZone Small Business Percent	3.0%	1.2%	5.4%	4.2%	3.3%	.05%

Supplier Diversity Program Goals

- A Diversity of small businesses working at the Smithsonian to accomplish our mission.
- Accomplish SDP program success through each museum, research institute and office working together to achieve procurement goals.

Smithsonian National Museum of African American History & Culture

**At the Smithsonian,
Small Business is
Good Business!**



**Smithsonian Institution
Office of Equal Employment
and Supplier Diversity**

Syvera O'Pharrow | **Program Analyst**
Greg C. Williams | **Program Technician**

SDPHelp@si.edu
Phone: 202-633-6410
Fax: 202-633-6427

