



Smithsonian

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=&cck=>

FY 2019 Supplier Diversity Program Strategic Web Links



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 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%**

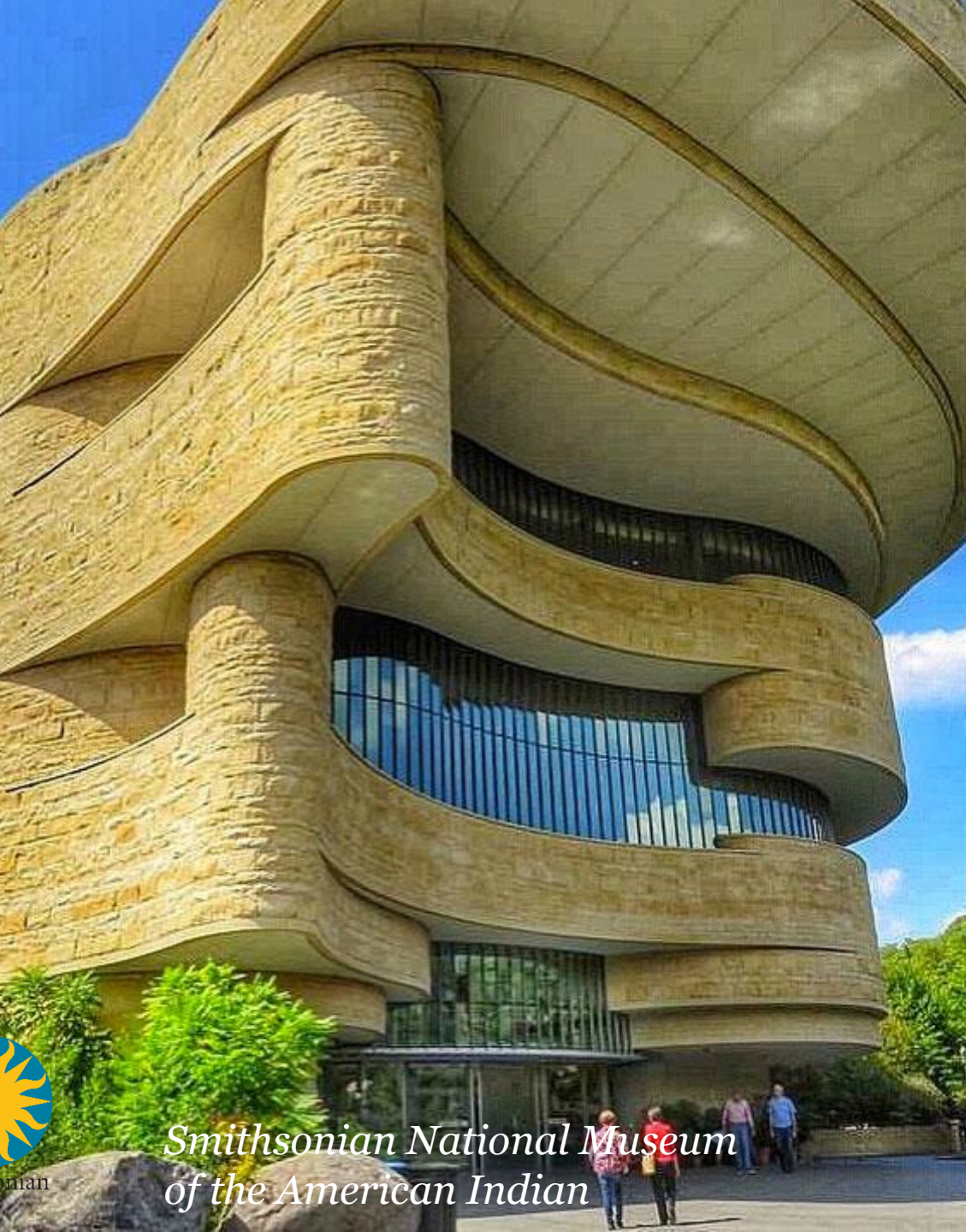


Smithsonian National
Air and Space Museum

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





FY 2019 Smithsonian SDP Small Business Goals

(dollars in millions)

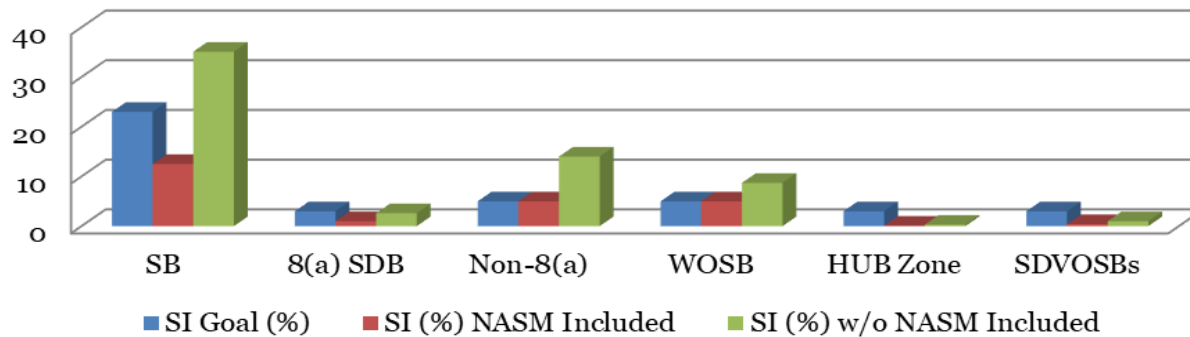
Contract Awards	Smithsonian FY 2019 Prime Contract Goals (000)
Prime Contracts (\$ in millions)	\$225,000
Prime Contracts goal for small businesses	\$51,750
	23.0%
Prime contracts goal for non-8(a) small disadvantaged businesses	\$11,250
	5.0%
Prime contracts goal for 8(a) small disadvantaged businesses	\$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%

Smithsonian National Museum
of the American Indian



FY 2019 2nd Qtr. Supplier Diversity Goals Accomplishment

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



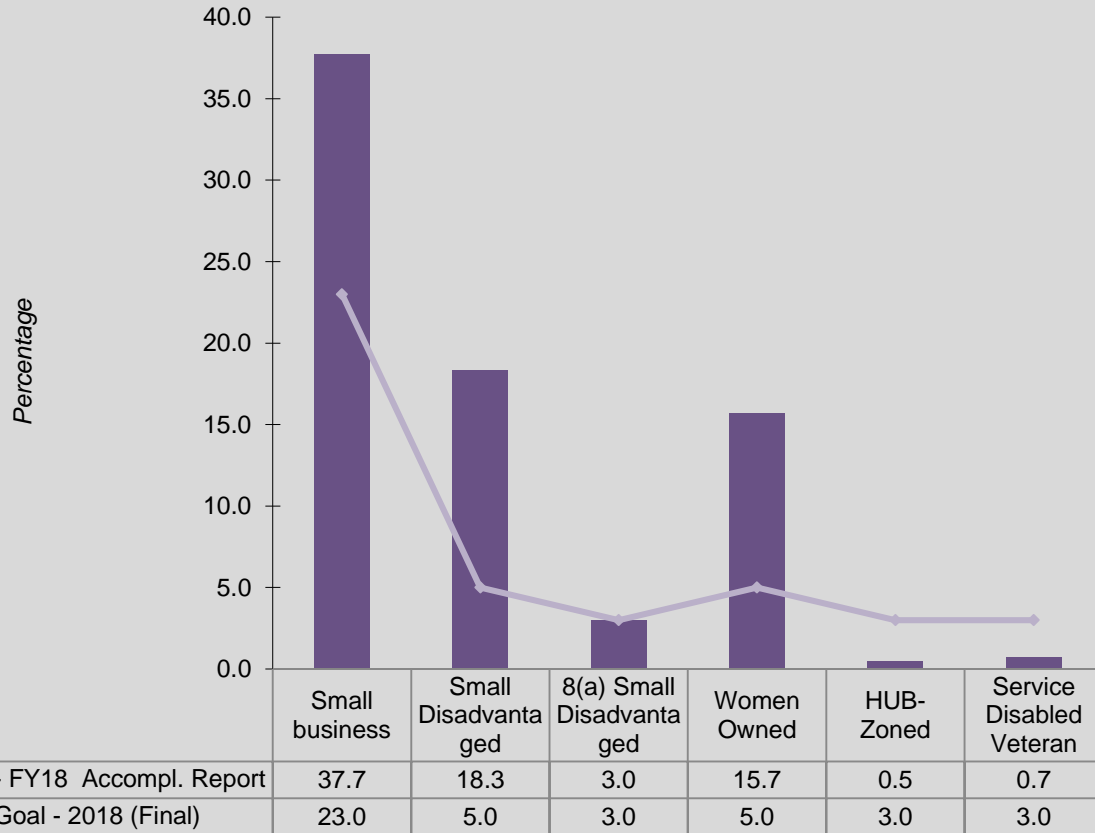
2 nd Quarter	Contract Awards	Small Business Awards	SDP Goals	SI Goals (%)	SI (%) NASM Contract Included	SI (%) w/o NASM Contract
SI Awards	\$249.2 Million	\$31.1 Million	Small Business	23.0	12.5	35.1
SI Awards without NASM Revitalization Contract	\$88.6 Million	\$31.1 Million	8(a) SDB	3.0	1.0	2.6
			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



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)	Small business	Small Disadvantaged	8(a) Small Disadvantaged	Women Owned	HUB-Zoned	Service Disabled Veteran
FY 2018 Final Report = \$ 279,900,702.73	\$105,449,	\$51,342,	\$8,460,	\$44,009,	\$1,292,	\$1,927,



Smithsonian
Freer | Sackler
Gallery

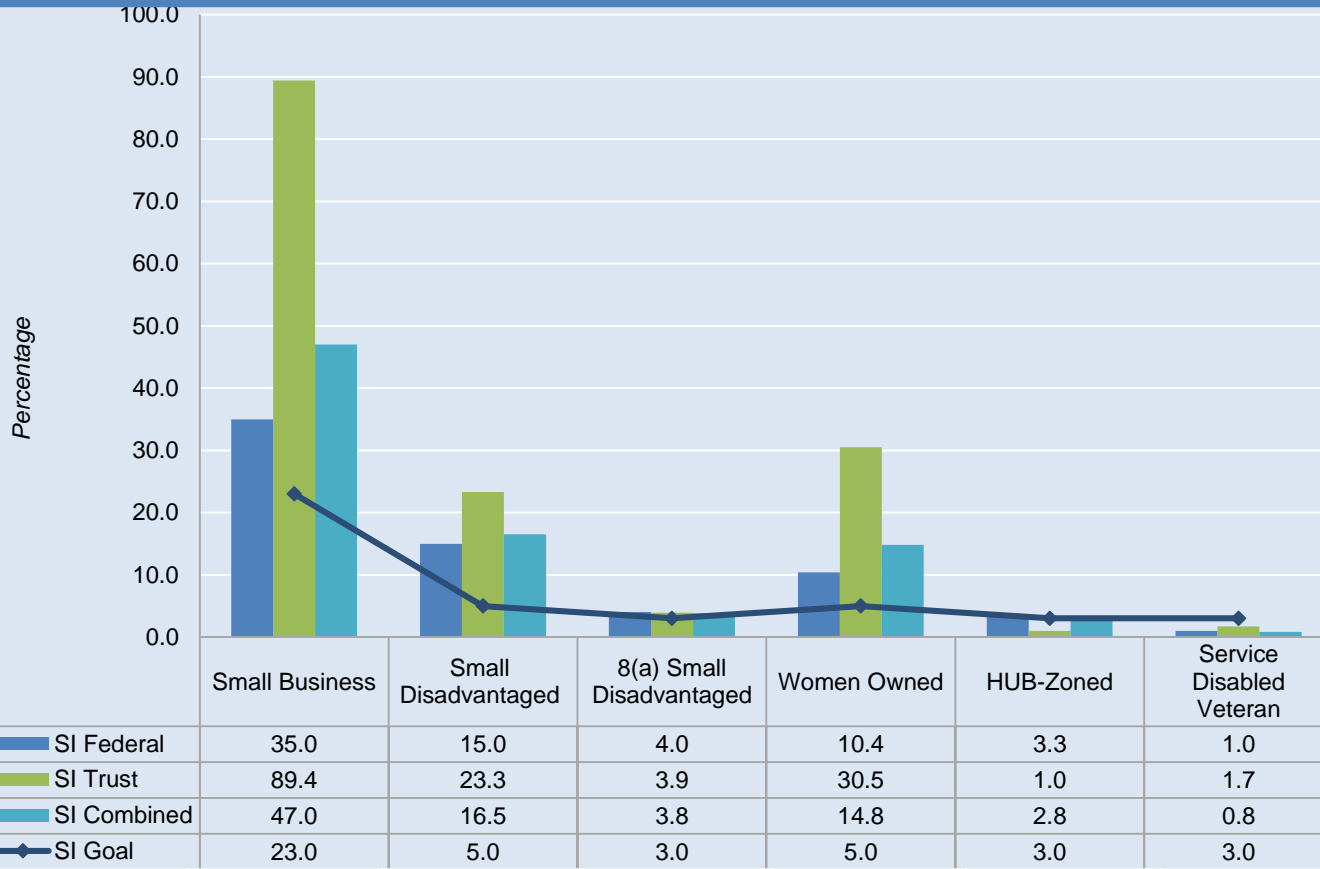


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FY 2017 Supplier Diversity Goals Accomplishment (Federal & Trust Funds)

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!**



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Scan our Quick Response (QR) Code
below for more information
about the Smithsonian Institution's
Supplier Diversity Program.



Smithsonian National Portrait Gallery



Smithsonian