

28th Annual Ounce of Prevention Seminar

Welcome

Predicting the Future: Federal Contracting in an Election Year

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POTENTIAL CHANGES TO U.S. GOVERNMENT CONTRACTING OPPORTUNITIES ABROAD

A look at U.S. foreign assistance trends and regulatory changes and their impacts on contracting opportunities abroad

Steve Rice

Where is the money going?

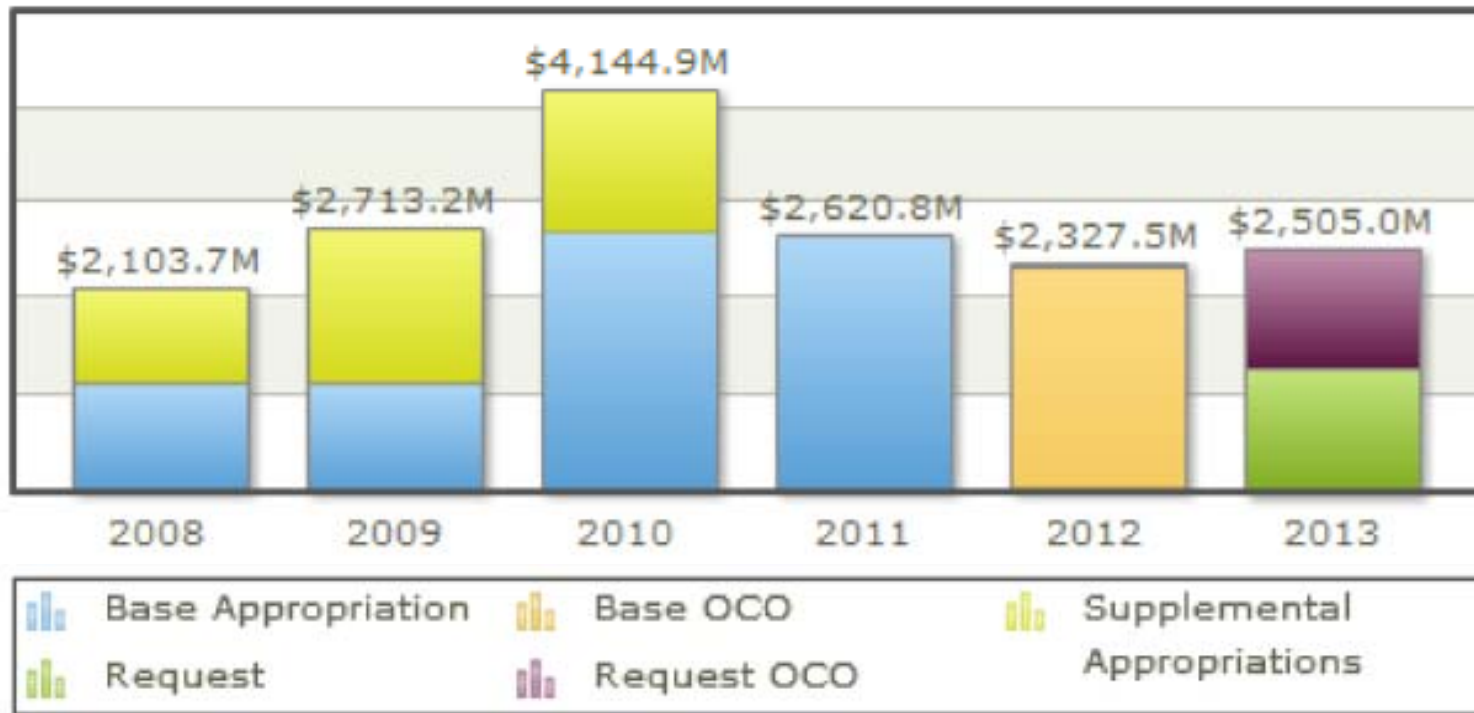


Source: U.S. Foreign Assistance Dashboard, www.foreignassistance.gov

Afghanistan

Foreign Assistance Levels by Fiscal Year

Afghanistan - All Agencies

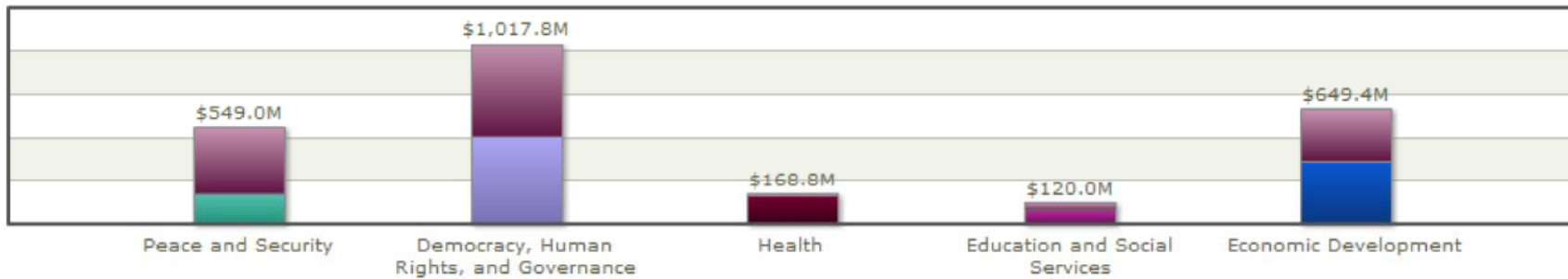


Source: U.S. Foreign Assistance Dashboard, www.foreignassistance.gov

Afghanistan (cont'd)

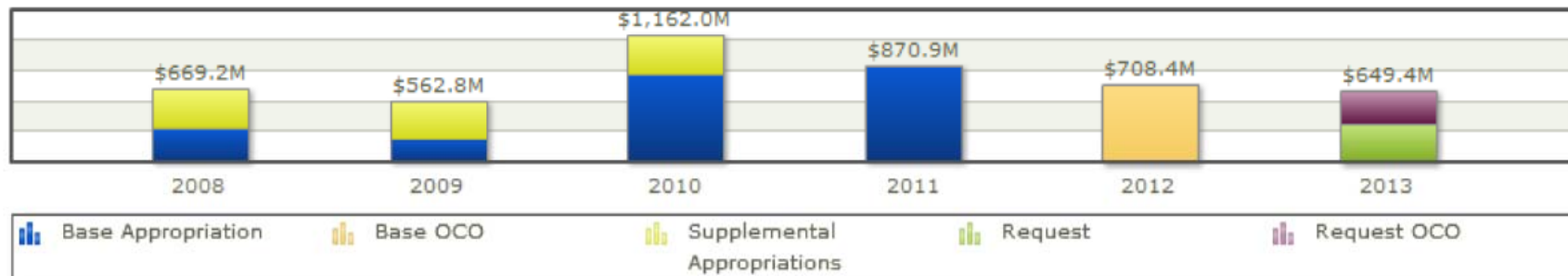
Category Request Details, FY 2013

Afghanistan - All Agencies



Economic Development Category by Fiscal Year

Afghanistan - All Agencies



Source: U.S. Foreign Assistance Dashboard, www.foreignassistance.gov

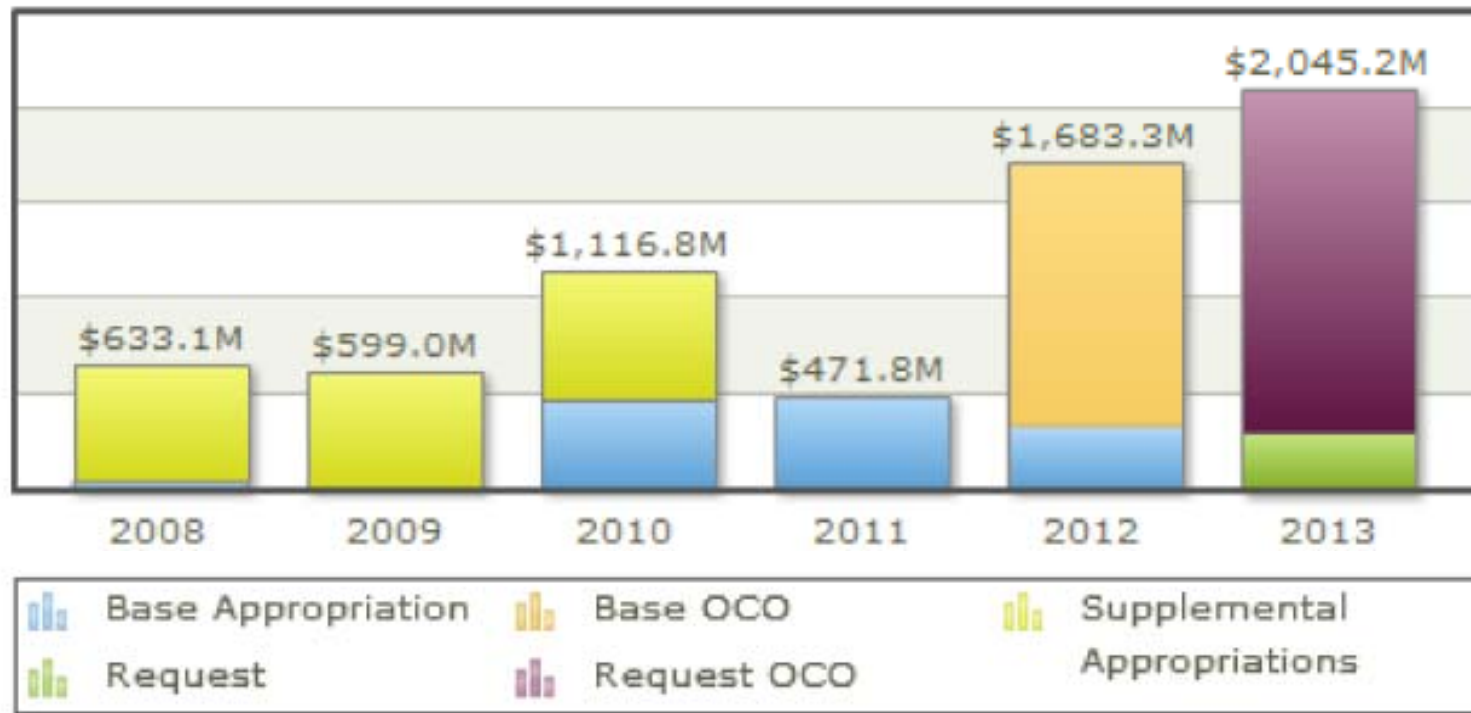
Afghanistan (cont'd)

- Points to take away:
 - Nature of U.S. involvement (and in turn, U.S. contracting opportunities) is definitely changing
 - 2014 is not the end of the road
 - Shift in contracting opportunities will not be in type, as much as in scale and source

Iraq

Foreign Assistance Levels by Fiscal Year

Iraq - All Agencies



Source: U.S. Foreign Assistance Dashboard, www.foreignassistance.gov

Other Sectors of Note

- Infrastructure Funding
 - Total amount holding steady even as largest recipients have varied wildly
- Foreign Military Financing
 - Recipients and amounts generally static

Regulatory Changes

- USAID: Revision to 22 CFR 228, Source and Nationality Policy (Feb. 2012) & Issuance of AAPD 12-03
 - Authorizes procurement in the recipient and other developing countries
 - Eliminates the requirement to determine the “origin” of a commodity
 - Streamlines procedures for procurements under this authority
- DoD: Proposed revision to DFARS 252.225-7040, Contractor Personnel Authorized to Accompany U.S. Armed Forces
 - Would require the contractor to give additional notifications to its personnel regarding MEJA
- DoD: Revision to definition of “qualifying country end product”
 - Waives the “component test” for qualifying country end products that are COTS so no longer necessary to track the origin of components of a COTS item manufactured in a qualifying country