

GovWin
from Deltek

Federal Agency Profiles

Securities and Exchange Commission— *Account Planner*

February 15, 2022



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01

Methodology

Methodology

- » Strategic plans outline the budget by agency strategic goal when available. In cases where budget by strategic goal is not available the department/agency strategic goals and objectives are provided.
- » Employee data represents civilian employees only (it does not include contractors or military enlisted personnel) as reported by federal agencies to the Office of Personnel Management.
- » Total agency budgets represent highlighted portions of a department's / agency's budget authorization as posted on the Government Printing Office website, or from the agency's own Budget Briefs and/or Congressional Budget Justifications.
 - » Total agency budget authorization data represents discretionary budget data only. It does not include offsetting fees, mandatory fees, service fees, etc., unless stated otherwise.



Methodology (Cont)

- » Listed opportunities constitute the leading opportunities from this department / agency, sorted by value, tracked by GovWin IQ . All reported opportunities are based on publicly available information.
- » Each year GovWin IQ forecasts the IT spending of the Executive Branch agencies over a five fiscal year period*. GovWin IQ's forecast is produced using the following sources:
 - » The President's Fiscal Year budget request & supporting documentation
 - » Economic Forecasts
 - » Congressional documents
 - » Legislative and policy documents
 - » OMB A-11 circular, IT Portfolio, and Exhibit 300s
 - » Agency budget documentation, reports and strategic plans
 - » Deltek GovWin IQ databases
 - » Federal Procurement Data System (FPDS) data
 - » Industry articles and publications
 - » Interviews with agency officials and industry experts and thought leaders
 - » Public statements of federal IT executives

Methodology (Cont)

- » Federal Information Security Modernization Act (FISMA) compliance scores and explanations are reported by each Executive branch agency and issued in the *Annual Report to Congress on the Implementation of the FISMA Modernization Act of 2014* . No scores were reported for the Department of Defense.
- » All parts of a department's / agency's buying behavior is figured using reported spending through the current fiscal, as reported by FPDS.
- » FPDS spending is current as of the listed date and is refreshed during each update.
- » Leading contractors are determined using data from (FPDS) and sorted by value.
 - » Leading contractors under specific types of spending are determined by the total obligations of Product Service Codes (PCS) mapped to each specific spending type.
- » Government-wide initiatives are programs all Executive branch agencies must participate in as mandated by the White House. The President's Management Agenda was revised at the beginning of the current administration and provides its long-term vision to reform government functions. The plan's Cross Agency Priority Goals specify the areas where agencies will focus to meet the administration's overall objectives. The President's Management Agenda is publicly available at the Performance.gov website.

02

Account Summary

SEC Organization - Summary

» **Headquarters:**

100 F Street, NE
Washington, DC 20549

Leadership:

- **Chairman:**
Gary Gensler
- **Chief Information Officer:**
David Bottom
- **Senior Procurement Executive:**
Vance Cathell



Additional points of contacts & deeper lower level office coverage are available on [GovWin IQ's Securities Exchange Commission Organization Chart](#)

Source: SEC, President's Budget Request FY 2022, OPM, OMB, FPDS

SEC Mission

» **Mission Statement:**

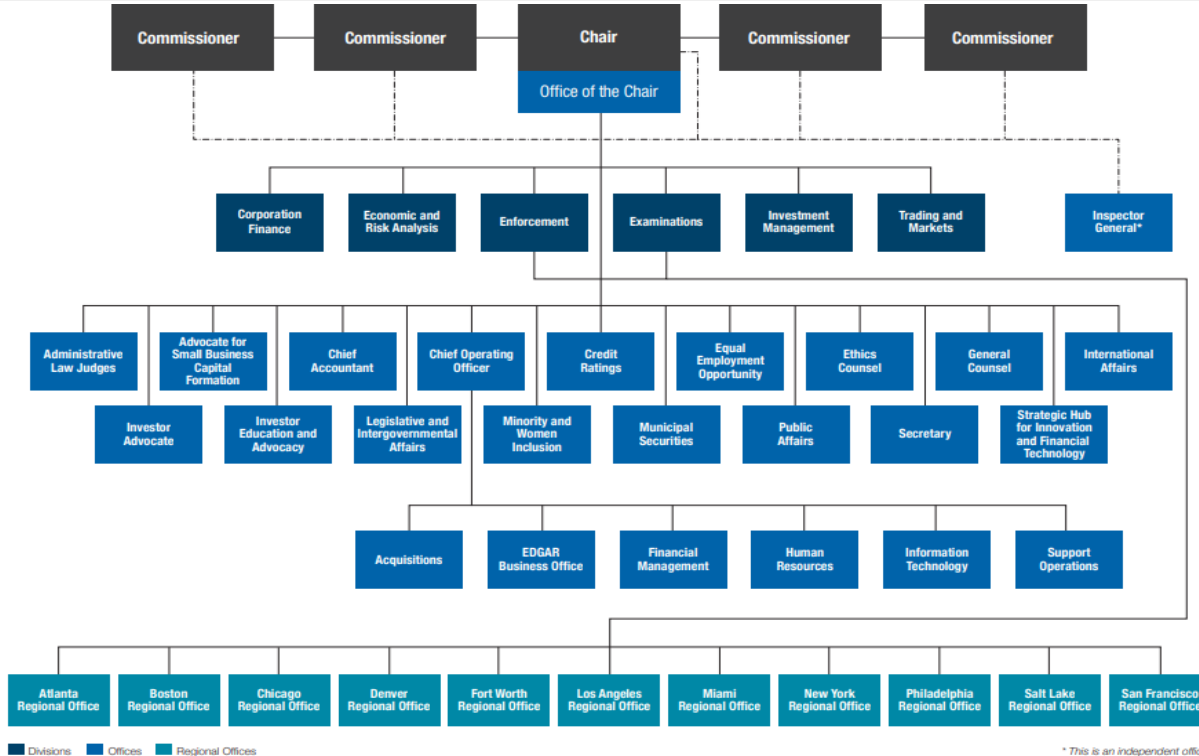
The mission of the SEC is to protect investors, maintain fair, orderly, and efficient markets, and facilitate capital formation.

» **Vision Statement:**

To promote capital markets that inspire public confidence and provide a diverse array of financial opportunities to retail and institutional investors, entrepreneurs, public companies and other market participants.

Source: SEC, FY 2022 Congressional Budget Justification

SEC Organization Structure

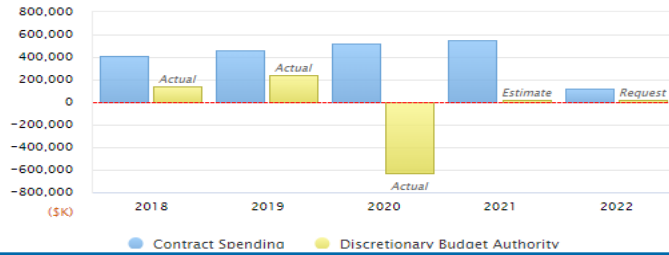


* This is an independent office.

SEC Agency Contracting Summary

Contract Spending vs. Discretionary Budget Authority

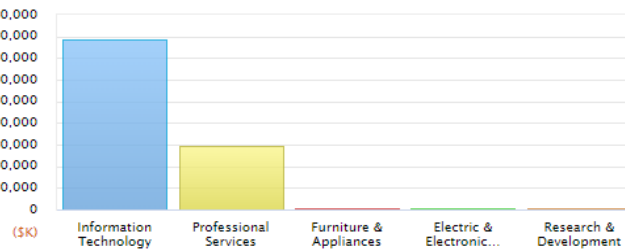
Contract Spending vs. Discretionary Budget Authority by Fiscal Year



Top Segment Spending

Top Segment Spending (2021)

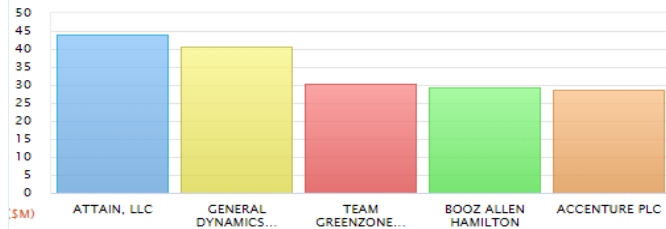
(Top 5 only)



Top Contractors

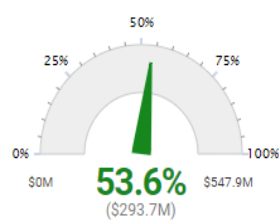
Top Contractors (2021)

(Top 5 only)



FY 2021 Small Business Spending

Percentage of Contracting with Small Business



Socioec. Status	Actual	% Actual	% Goal
Small Disadvantaged Business	\$136.8M	25.0%	5.0%
Certified HUBZone Small Business	\$22.3M	4.1%	3.0%
Service Disabled Veteran Owned	\$35M	6.4%	3.0%
Women Owned	\$72.2M	13.2%	5.0%

Source: FPDS
 • Indicates goal achieved

Source: SEC, President's Budget Request FY 2022, OPM, OMB, FPDS

SEC Strategic Plan

Strategic Goals	Strategic Objectives
<p>Focus on the long-term interests of our Main Street investors.</p>	<ul style="list-style-type: none">▪ Enhance our understanding of the channels retail and institutional investors use to access our capital markets to more effectively tailor our policy initiatives.▪ Enhance our outreach, education, and consultation efforts, including in ways that are reflective of the diversity of investors and businesses.▪ Pursue enforcement and examination initiatives focused on identifying and addressing misconduct that impacts retail investors.▪ Modernize design, delivery, and content of disclosure so investors, including in particular retail investors, can access readable, useful, and timely information to make informed investment decisions.▪ Identify ways to increase the number and range of long-term, cost-effective investment options available to retail investors, including by expanding the number of companies that are SEC-registered and exchange-listed.

Source: SEC, Strategic Plan 2018-2022

SEC Strategic Plan (Cont.)

Strategic Goals	Strategic Objectives
<p>Recognize significant developments and trends in our evolving capital markets and adjust our efforts to ensure we are effectively allocating our resources.</p>	<ul style="list-style-type: none">▪ Expand market knowledge and oversight capabilities to identify, understand, analyze, and respond effectively to market developments and risks.▪ Identify, and take steps to address, existing SEC rules and approaches that are outdated.▪ Examine strategies to address cyber and other system and infrastructure risks faced by our capital markets and our market participants.▪ Promote agency preparedness and emergency response capabilities.

Source: SEC, Strategic Plan 2018-2022

SEC Strategic Plan (Cont.)

Strategic Goals	Strategic Objectives
<p>Elevate the SEC's performance by enhancing our analytical capabilities and human capital development.</p>	<ul style="list-style-type: none">▪ Focus on the SEC's workforce to increase our capabilities, leverage our shared commitment to investors, and promote diversity, inclusion, and equality of opportunity among the agency's staff.▪ Expand the use of risk and data analytics to inform how we set regulatory priorities and focus staff resources, including developing a data management program that treats data as an SEC-wide resource with appropriate data protections, enabling rigorous analysis at reduced cost.▪ Enhance our analytics of market and industry data to prevent, detect, and prosecute improper behavior.▪ Enhance the agency's internal control and risk management capabilities, including developing a robust and resilient program for dealing with threats to the security, integrity, and availability of the SEC's systems and sensitive data.▪ Promote collaboration within and across SEC offices to ensure we are communicating effectively across the agency, including through evaluation of key internal processes that require significant collaboration.

SEC, Major Management Challenges

- » Meeting Regulatory Oversight Responsibilities
- » Protecting Systems and Data
- » Improving Contract Management
- » Ensuring Effective Human Capital Management

Source: SEC, FY 2022 Congressional Budget Justification

SEC Organization Metrics

- » Throughout FY 2021, the agency continued its commitment to SEC employees as they adapted to long-term work from home.
- » In FY 2021, the Division of Enforcement ENF continued to accelerate the evaluation of claims for whistleblower awards, with the most awards granted in a single year since the beginning of the program. In addition, in FY 2021, the Commission issued the two largest awards in the program's history.
- » In FY 2021, the Commission took significant enforcement actions to ensure public companies and registrants are taking cybersecurity risks and related disclosures seriously.
- » In FY 2021, OIEA unveiled a new public service campaign (PSC) to educate investors on the benefits of investing and encourage them to use the free financial planning tools and information on Investor.gov.
- » In FY 2021, OIEA issued a record 36 Investor Alerts and Investor Bulletins (investor.gov/introductioninvesting/general-resources/news-alerts/alerts-bulletins) to warn retail investors of possible fraudulent schemes and educate them on investment-related matters.
- » In FY 2021, the Division of Corporation Finance (CF) continued to modernize and improve upon the disclosure framework.

SEC Organization Metrics (cont.)

- » During FY 2021, IM staff focused significantly on the investor protection implications of proposed mutual funds and exchange-traded funds (ETF) seeking to invest in bitcoin-related investments, with an emphasis on bitcoin futures traded in the U.S.-regulated market. In May 2021, IM staff issued a statement on funds investing in the bitcoin futures market.
- » During FY 2021, the SEC strategically mitigated climate risk (the risk of potential climate impacts on the SEC's infrastructure, operations, and financial position) through a framework that includes governance, strategy, and risk management.

03

Agency Employee Summary

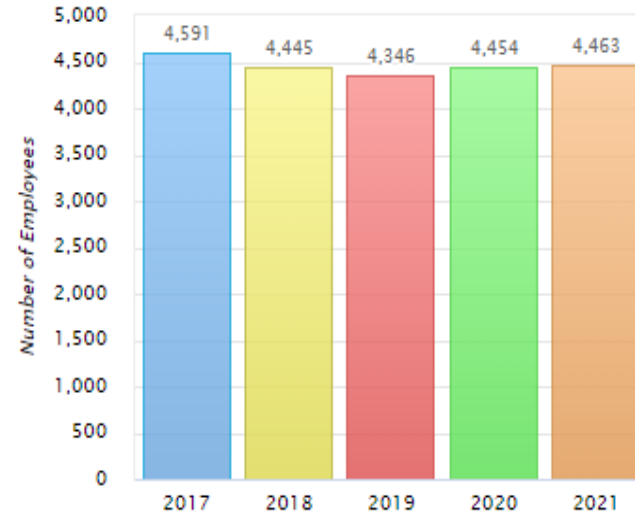
SEC Employee Summary

Employee Statistics

	Agency	Federal
Employees (2021)	4,463	2,171,790
Employment Growth (2020 vs. 2021)	0.2 %	0.6 %
Retirement Rate (2019)	0.6 %	1.6 %
Turnover Rate (2019)	1.9 %	5.4 %
Largest Age Group (2021)	40-49 (1,690)	50-59 (624,584)
Length of Service (2021)	10-19 Yrs (1,775)	1-9 Yrs (852,158)

Source: FedScope (March 2021)

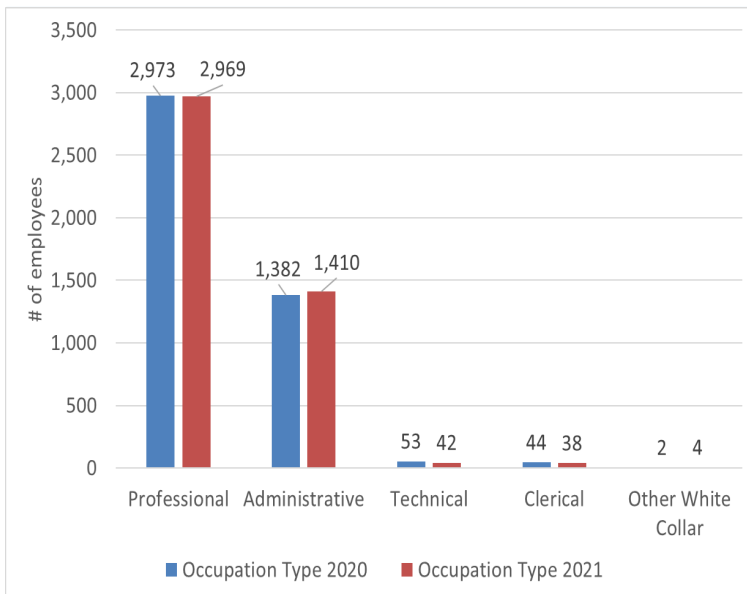
Annual Employment Trend



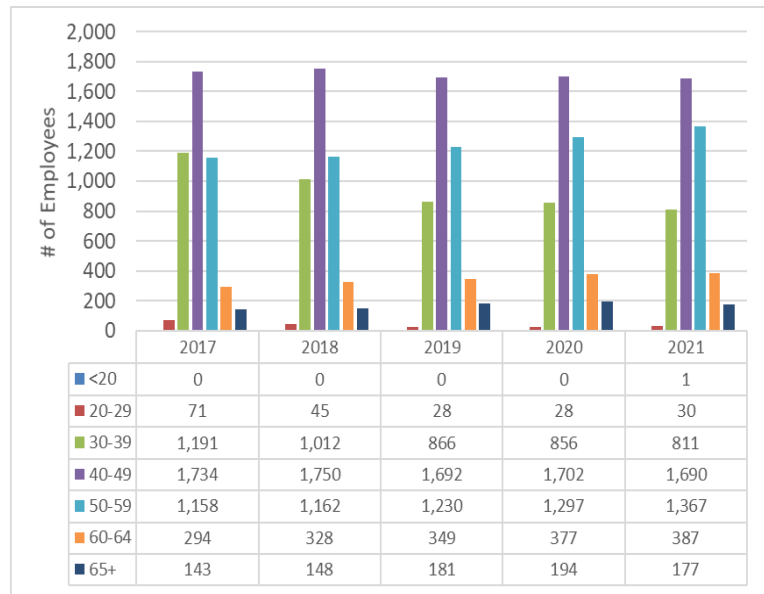
Source: OPM FedScope, Deltek

SEC Employee Summary (Cont.)

Employees by Occupation (FY 2020 - 2021)



Employees by Age



Source: OPM FedScope, Deltek

04

Account Budget Summary



Annual Federal Budget Timeline



**1st Monday
in Feb**

April 15*

June 30*

July 15*

Oct 1st

President submits budget to Congress

Congress begins works to complete action on budget resolutions

House Completes action on regular appropriation bills and any required reconciliation legislation.

President submits mid-session review of his budget to Congress

Government Fiscal Year Begins

Source: Committee on the Budget, U.S. Senate Glossary, and GovWin IQ

SEC Budget Objectives

FY 2022 Funding Highlights:

- » The SEC requests \$1.993 billion in support of 4,859 positions and 4,658 full-time equivalents (FTE). **These expenses will be offset by matching collections of fees on securities transactions. The SEC's funding is deficit-neutral, which means any amount appropriated to the agency will be offset by transaction fees.** The FY 2022 request would support the following key SEC priorities, among others:
 - » Strengthening transparency and accountability in our markets, so people can invest with confidence and be protected from fraud and manipulation;
 - » Promoting efficiency and competition, so our markets operate with lower costs to companies and higher returns to investors;
 - » Making sure companies—incumbents and entrepreneurial startups alike—can raise needed capital to innovate, expand their operations, and contribute to economic growth; and
 - » Making sure our markets serve the needs of working families.
- » For FY 2022, SEC is seeking to increase our workforce by 65 positions in order to continue this work and to address the priorities laid out above.
- » The FY 2022 request adds nine new positions in the Division of Enforcement (ENF) to enhance ENF's ability to pursue complex investigations of large financial institutions, which require significant resources given the billions of dollars at issue, the size and scale of the institutions, and the millions of investors, clients, and others affected.

Source: SEC, FY 2022 Congressional Budget Justification

SEC Budget Objectives (Cont.)

- » The FY 2022 request will add 10 positions to the Division of Trading and Markets in support of its mission to foster investor protection and confidence in the securities markets. These resources will support rulemakings on cross-border security-based swaps, including single-name credit default swaps, and enhance market monitoring activities that help identify emerging risks and trends.
- » The FY 2022 request will provide five new positions to bolster our data analytics capabilities to provide timely analyses of market and regulatory data, and assist with disclosure reviews and examinations.
- » The FY 2022 request will provide six positions for the Division of Economic and Risk Analysis to perform economic analysis in support of enforcement activities and evaluation of ongoing market events, as well as to address the increased workload of economic impact analyses of proposed rules.
- » The FY 2022 request will provide two new positions to test SEC disclosure rules for investor accessibility and comprehension.
- » The FY 2022 request supports one additional position to provide feedback and recommendations to the SEC and SRO staff during regulation drafting and identify areas in which small businesses and their investors will benefit from changes in SEC regulations or SRO rules.

Source: SEC, FY 2022 Congressional Budget Justification

SEC Budget Objectives (Cont.)

- » The FY 2022 request will add one position to the CDO function, which is housed within the Office of the Chief Operating Officer. This professional would ensure data-related systems are effectively aligned and monitor the quality and usability of swaps data for SEC analysts.
- » The SEC's FY 2022 request will support five new positions to advance the SEC's implementation of cloud-based services and infrastructure, as well as information security-related priorities such as identity and access management.
- » Finally, the FY 2022 request will support the SEC's ongoing efforts, with the assistance of the General Services Administration (GSA), to conduct a competitive procurement for a successor lease for the agency's Fort Worth Regional Office. While the outcome of this competitive acquisition has yet to be determined, GSA has asked the SEC to include \$6.7 million in our FY 2022 request to fund potential move, replication, and related costs associated with a replacement lease. As the agency has requested in recent years for other leasing needs, the SEC will propose to offset these costs with fee collections, and after each procurement is completed, any unused amounts will be refunded to fee payers.

Source: SEC, FY 2022 Congressional Budget Justification

05

Account Capital Plans and Initiatives – Information Technology

SEC – Leading Opportunities

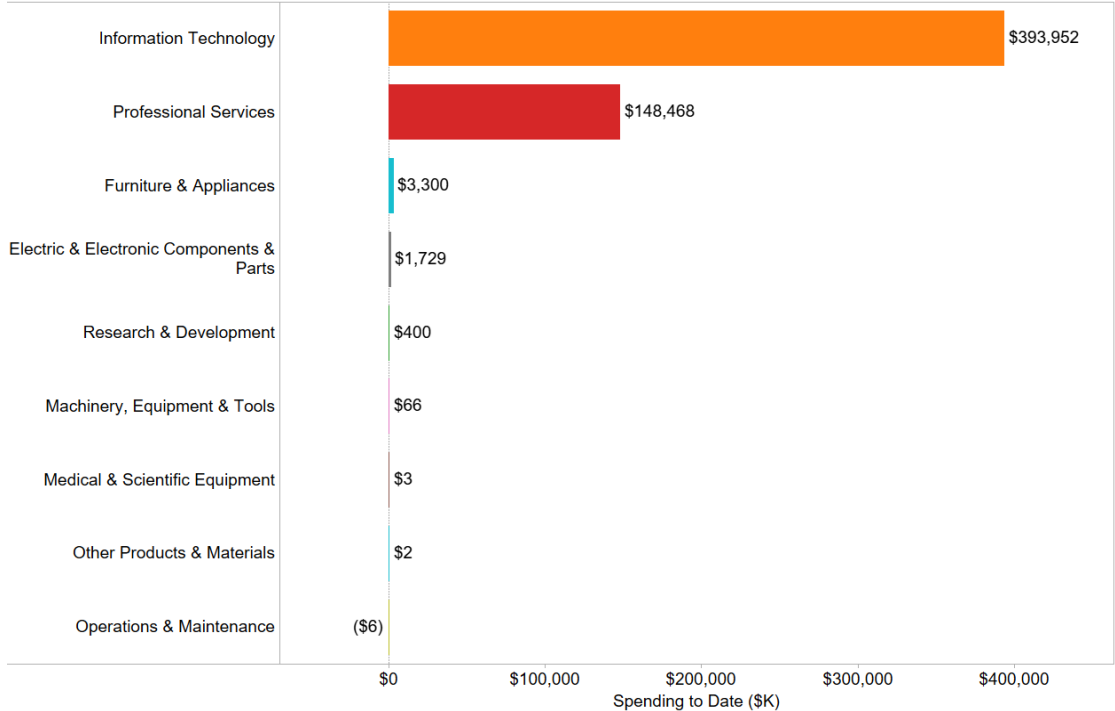
Program	Status	RFP-Date	Value (\$ M)	Opp. ID
INFRASTRUCTURE SUPPORT SERVICES (ISS)	Forecast Pre-RFP	07/2026	362	214930
EDISCOVERY CLOUD PILOT	Forecast Pre-RFP	08/2023	50	197770
SECURITIES AND EXCHANGE COMMISSION SUPPLEMENTAL BENEFITS PROGRAM (SBP)	Forecast Pre-RFP	02/2025	42	200706
SECURITIES AND EXCHANGE COMMISSION DATA CENTER SERVICES	Forecast Pre-RFP	05/2022	33	159572
DISGORGEMENT AND PENALTY SYSTEM (DPS)	Forecast Pre-RFP	09/2022	21	181694

Source: GovWin IQ

06

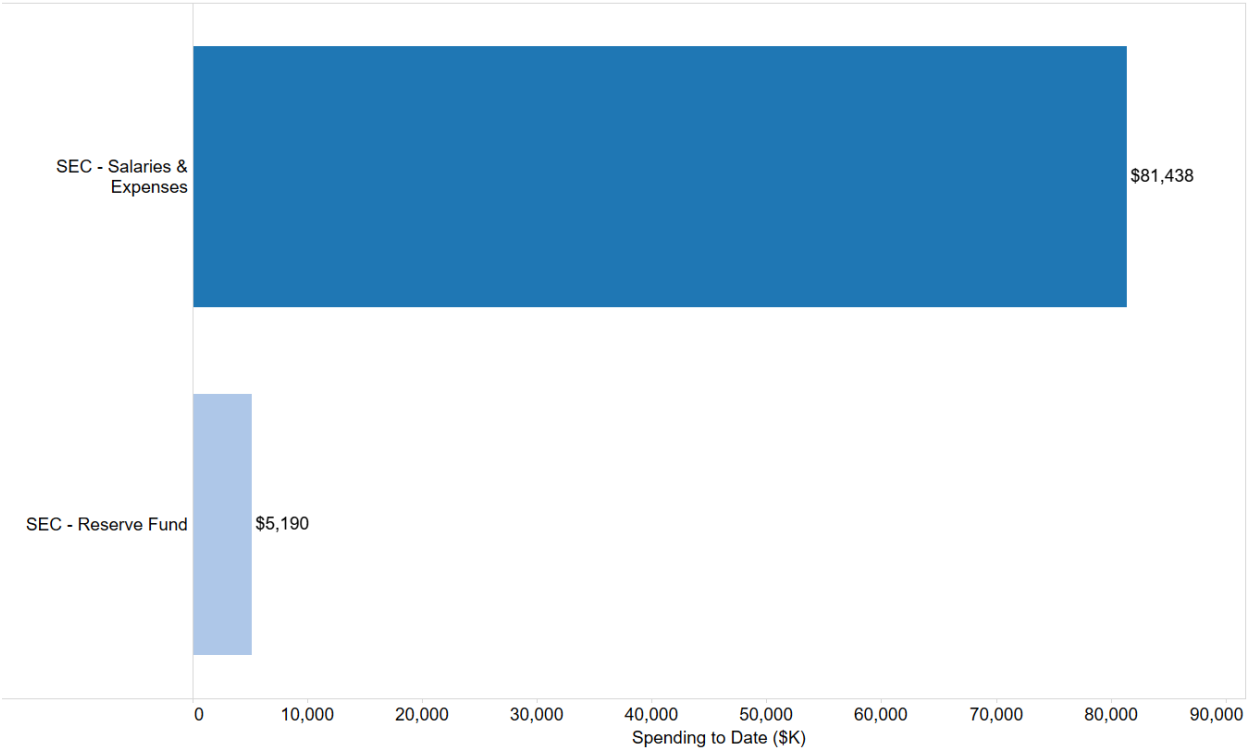
Account Buying Behavior

Leading SEC Spending by Segments, FY 2021

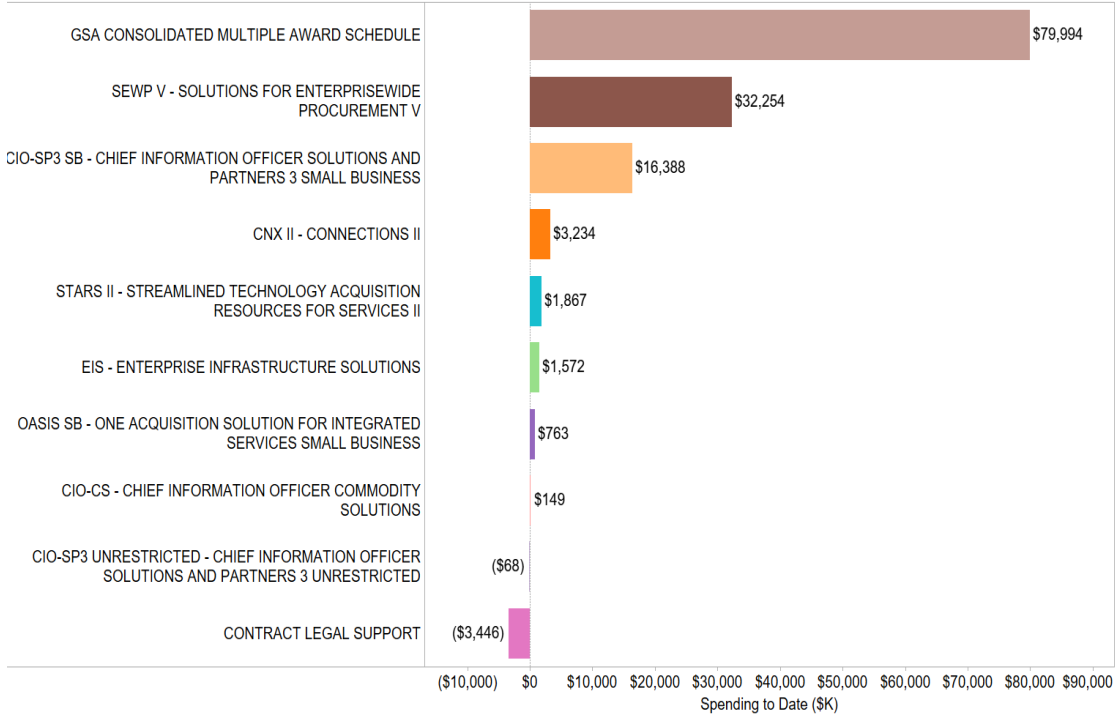


Source: Federal Procurement Data System, GovWin IQ

Leading SEC Budget Accounts, FY 2021

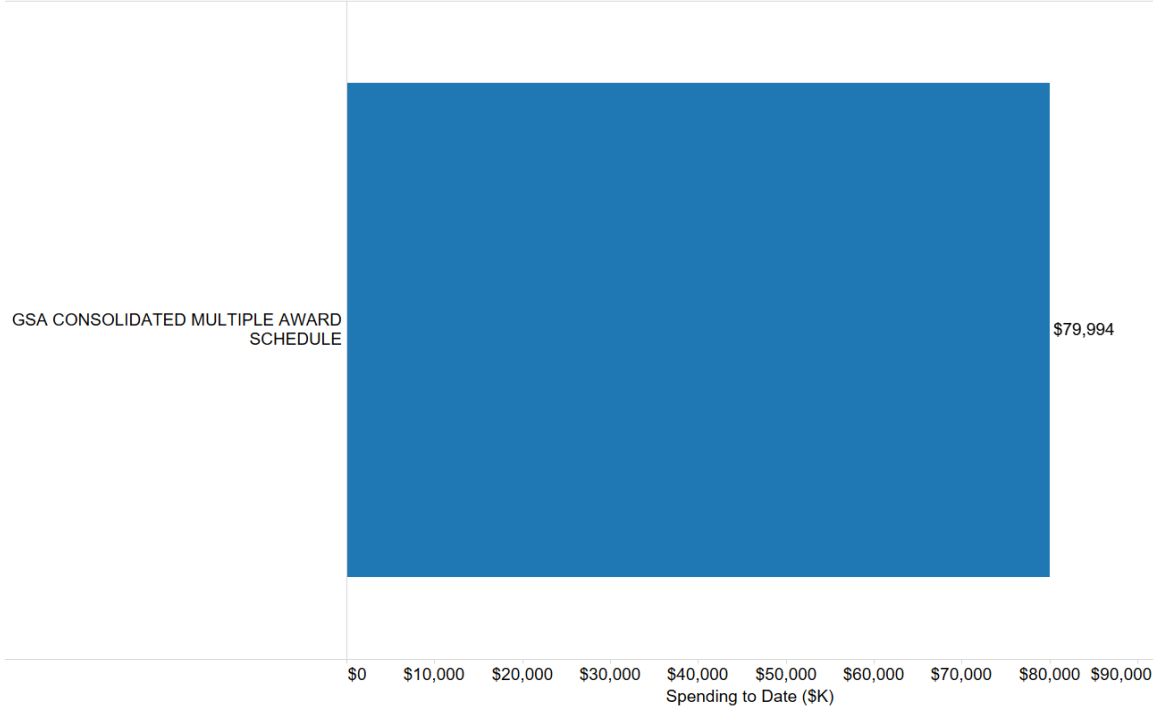


Leading SEC Spending by Contract Vehicles, FY 2021



Source: Federal Procurement Data System, GovWin IQ

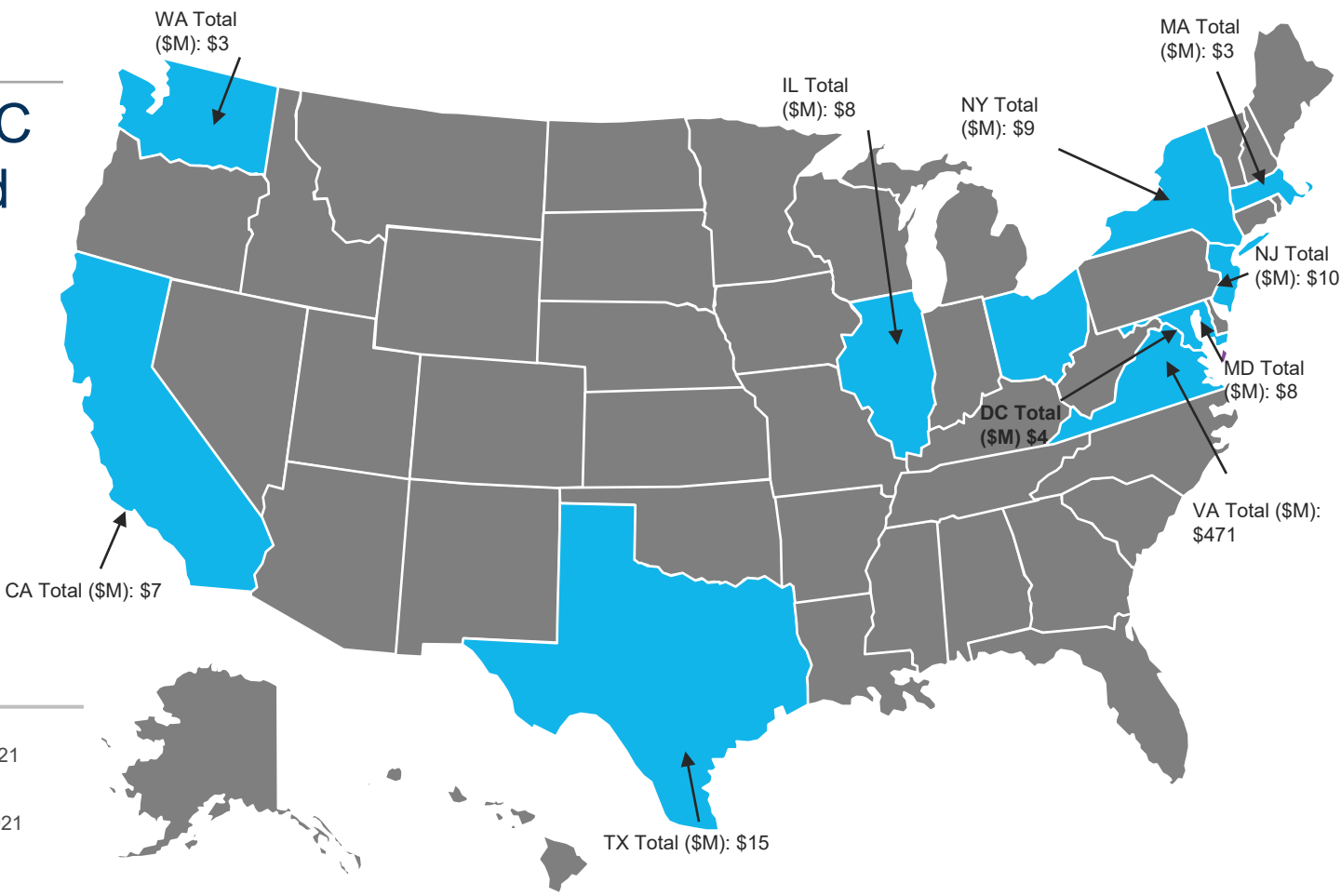
Leading SEC Spending GSA Schedules, FY 2021



Source: Federal Procurement Data System, GovWin IQ

FY 2021 Total SEC Federal Reported Spending: \$548M

» In FY 2021, Virginia had the highest reported total spending obligations.

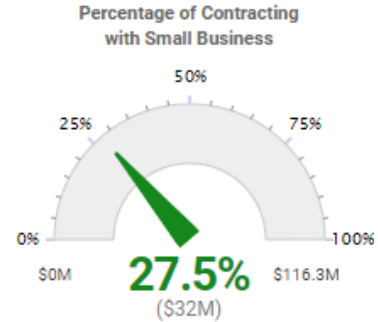


- Top 10 States by Spending FY 2021
- States outside of Top 10 by FY 2021 spending

SEC Small Business Contracting Goals FY 2022

Socioec. Status	Actual	% Actual	% Goal
Small Disadvantaged Business	\$18.2M	15.7%	5.0%
Certified HUBZone Small Business	\$3.5M	3.0%	3.0%
Service Disabled Veteran Owned	\$9.4M	8.1%	3.0%
Women Owned	\$3.9M	3.3%	5.0%

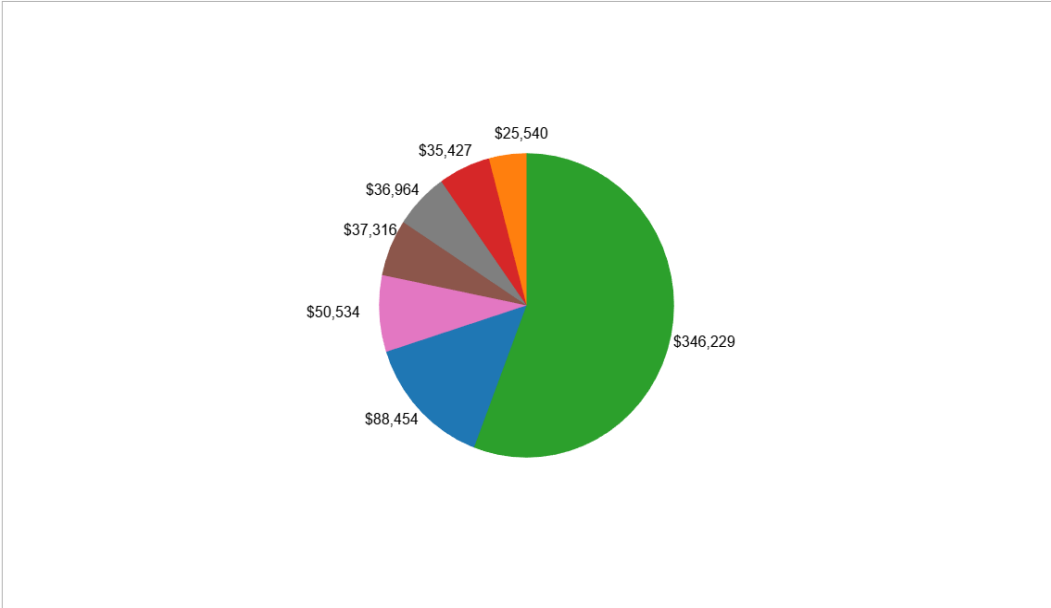
Source: FPDS



Source: Small Business Dashboard



SEC Total Small Business Spending by Socioeconomic Status, FY 2021*



Socioeconomic Status

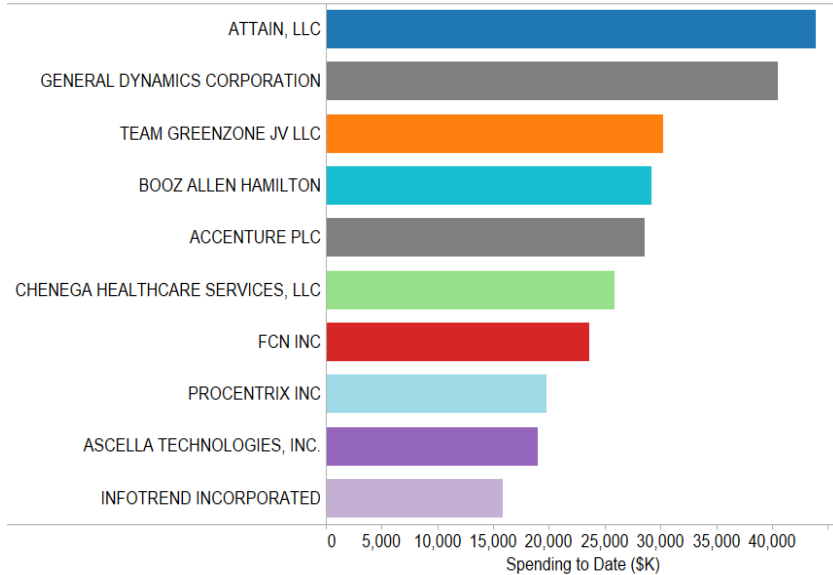
- Small Business (in one or more NAICS)
- 8(a)
- Women Owned
- Veteran Owned
- Alaskan Native Corporation Owned
- Service Disabled Veteran Owned
- HUBZone

Source: Federal Procurement Data System, GovWin IQ

07

Account Competitive Landscape

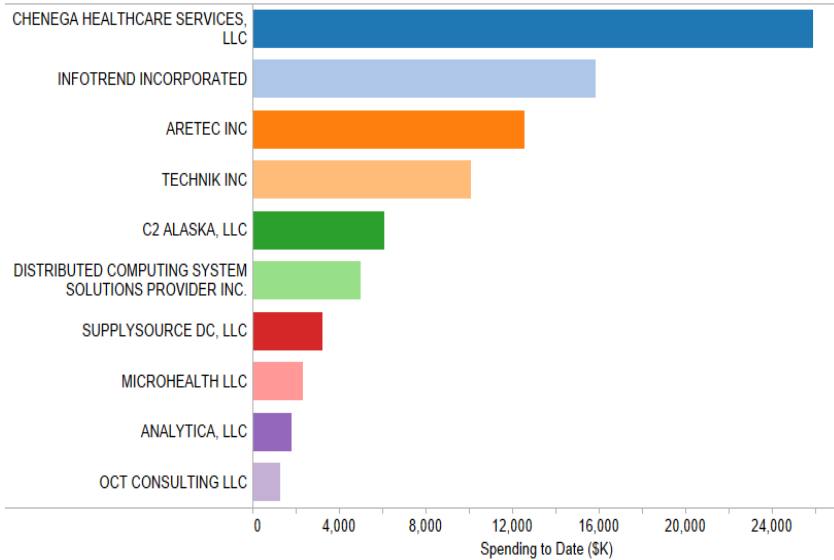
Leading SEC Prime Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
ATTAIN, LLC	\$43,917	8%
GENERAL DYNAMICS CORPORATION	\$40,549	7%
TEAM GREENZONE JV LLC	\$30,251	6%
BOOZ ALLEN HAMILTON	\$29,169	5%
ACCENTURE PLC	\$28,555	5%
CHENEGA HEALTHCARE SERVICES, LLC	\$25,873	5%
FCN INC	\$23,622	4%
PROCENTRIX INC	\$19,749	4%
ASCELLA TECHNOLOGIES, INC.	\$19,020	3%
INFOTREND INCORPORATED	\$15,825	3%
Grand Total	\$547,914	100%

Source: Federal Procurement Data System, GovWin IQ

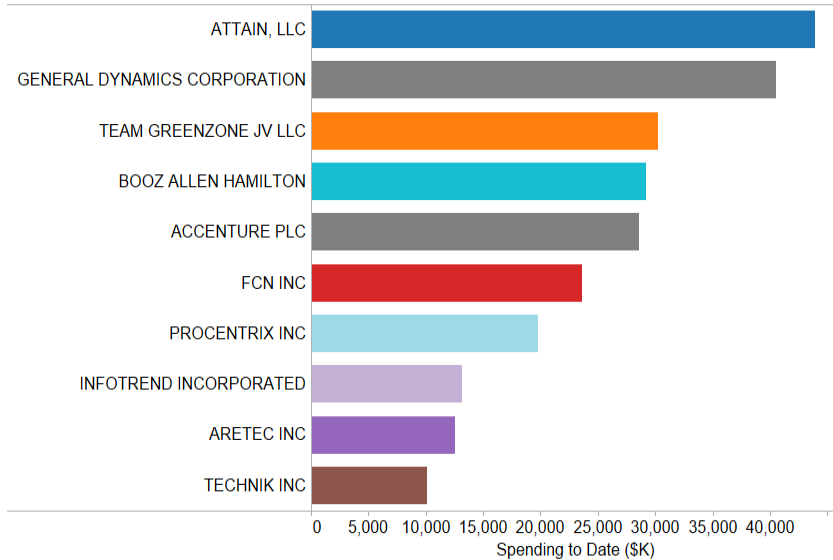
Leading SEC Prime 8(a) Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
MINBURN TECHNOLOGY GROUP, LLC	\$11,259	22%
4 STAR TECHNOLOGIES INC	\$7,359	14%
EPOCH CONCEPTS, LLC	\$6,406	12%
ALVAREZ, LLC	\$5,715	11%
KCI-ACUITY, LLC	\$5,547	11%
INVICTUS JV, LLC	\$5,275	10%
MICROHEALTH LLC	\$2,180	4%
THREE WIRE SYSTEMS, LLC	\$1,693	3%
SAVVEE CONSULTING INC.	\$1,658	3%
THUNDERCAT TECHNOLOGY, LLC	\$1,596	3%
Grand Total	\$51,895	100%

Source: Federal Procurement Data System, GovWin IQ

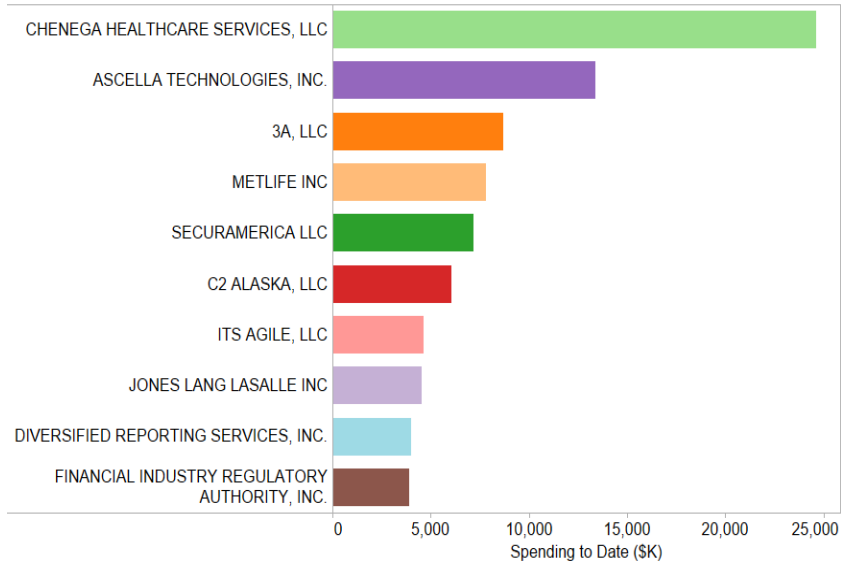
Leading SEC Prime Information Technology Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
ATTAIN, LLC	\$43,917	11%
GENERAL DYNAMICS CORPORATION	\$40,549	10%
TEAM GREENZONE JV LLC	\$30,251	8%
BOOZ ALLEN HAMILTON	\$29,169	7%
ACCENTURE PLC	\$28,555	7%
FCN INC	\$23,622	6%
PROCENTRIX INC	\$19,749	5%
INFOTREND INCORPORATED	\$13,169	3%
ARETEC INC	\$12,555	3%
TECHNIK INC	\$10,085	3%
Grand Total	\$393,952	100%

Source: Federal Procurement Data System, GovWin IQ

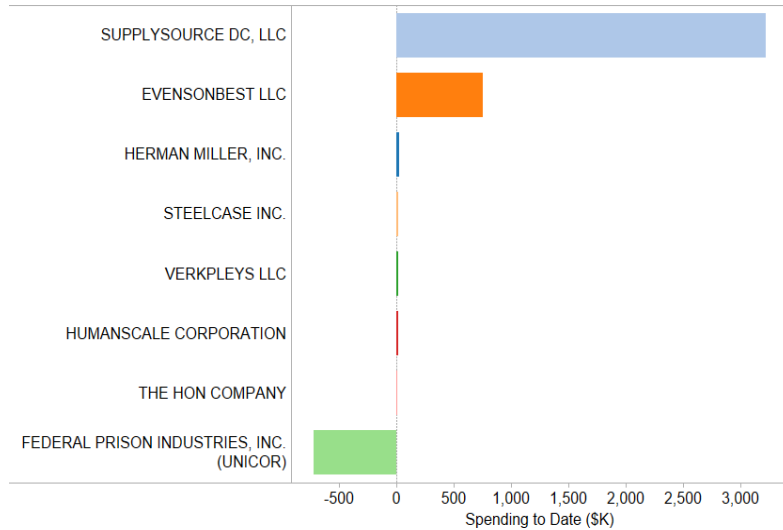
Leading SEC Professional Services Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
CHENEGA HEALTHCARE SERVICES, LLC	\$24,607	17%
ASCELLA TECHNOLOGIES, INC.	\$13,391	9%
3A, LLC	\$8,717	6%
METLIFE INC	\$7,827	5%
SECURAMERICA LLC	\$7,166	5%
C2 ALASKA, LLC	\$6,075	4%
ITS AGILE, LLC	\$4,642	3%
JONES LANG LASALLE INC	\$4,562	3%
DIVERSIFIED REPORTING SERVICES, INC.	\$3,991	3%
FINANCIAL INDUSTRY REGULATORY AUTHORITY, INC.	\$3,924	3%
Grand Total	\$148,468	100%

Source: Federal Procurement Data System, GovWin IQ

Leading SEC Prime Furniture & Appliances Contractors, FY 2021



Vendor	FY 2021 Total (\$ K)	% of Total Reported
SUPPLYSOURCE DC, LLC	\$3,220	98%
EVENSONBEST LLC	\$748	23%
HERMAN MILLER, INC.	\$19	1%
STEELCASE INC.	\$14	0%
VERKPLEYS LLC	\$11	0%
HUMANSCALE CORPORATION	\$11	0%
THE HON COMPANY	\$2	0%
FEDERAL PRISON INDUSTRIES, INC. (UNICOR)	-\$725	-22%
Grand Total	\$3,300	100%

Source: Federal Procurement Data System, GovWin IQ

08

Procurement

SEC Procurement

- » The SEC's acquisition activities are under the authority of the [Federal Acquisition Regulation \(FAR\)](#). The FAR is codified as Chapter 1 of Title 48, Code of Federal Regulations and consists of procurement policies and detailed procedural and administrative requirements that apply to all procurements by Federal executive agencies. The FAR also implements the various statutes and regulations which impact upon the Federal contracting process.
- » The [Office of Acquisition](#) (OA) leads efforts in the procurement and contracting area for the SEC. The office develops and executes programs for the SEC's acquisitions policy, procurement and contract administration, acquisitions workforce training and certification, and government purchase card. During FY 2012, OA was reorganized in concert with recommendations of an external consultant, hired new leadership both at the top and within the managerial ranks of the organization, and provided a significant amount of formal training to the staff.
- » In an effort to use resources more effectively, the SEC completed its migration to a Federal Shared Service Provider (FSSP), adopting a new procurement system and financial system hosted by the [Department of Transportation's Enterprise Services Center](#). The goal of this migration is to put the SEC's internal controls on a strong footing over the long term. As one example of gaining in functionality brought by the FSSP migration, the procurement system and financial system are joined by an automated interface, which is strengthening controls over obligations.

SEC Contracting

- » The SEC announces many of its opportunities on the System for Award Management (SAM) – [Contract Opportunities](#) web site and the General Services Administration (GSA) E-buy web site. Vendors may sign up by North American Industry Classification System (NAICS) code on SAM and by Special Item Number (SIN) on GSA. Both systems are utilized regularly by the SEC contracting office.
- » Vendors seeking to do business with the SEC must register on the [System for Award Management](#) (SAM) web site, which serves as the primary government repository for contractor information required for the conduct of business with the SEC and other government agencies.

SEC Potential Competitive Contracting Opportunities

- » This forecast is posted as general information regarding potential new competitive contracting opportunities. This is only a forecast based on known information at this time. The SEC will follow required advertising requirements for each potential procurement opportunity. The forecast does not represent a request for information, a pre-solicitation synopsis, does not constitute an invitation for bid, a request for quote, a request for proposal, and is not a commitment by the SEC to purchase the desired products or services.
- » The SEC will provide to the maximum extent practicable opportunities in acquisitions' to small business, veteran-owned small business, small disadvantaged business, service disabled veteran-owned small business, and women-owned small business concerns.
- » [SEC – Potential Contracting Forecast](#)

SEC Subcontracting Opportunities

- » Pursuant to Public Law 95-507, and subsequent legislative requirements, large prime contractors receiving Federal contract awards valued over \$700,000 (\$1.5 million for construction) are required to establish [plans and goals for subcontracting](#) with small businesses, veteran-owned small businesses, service disabled veteran-owned small businesses, HUBZone small businesses, small disadvantaged businesses and women-owned small business concerns. More information on the government's subcontracting program can be found under the Federal Acquisition Regulations Subpart 19.7. Quite often, smaller companies fill niches that complement a prime contractor's services. Subcontracting can present small businesses with opportunities that might otherwise be unattainable because of limited resources, staffing, capital, or experience.
- » More than 50% of SEC subcontracting opportunities historically have been awarded to small businesses. Vendors are encouraged to Review the [SEC Enterprise Vehicle Directory](#) posted on this website: Many of these contracts have subcontracting opportunities. Small Businesses are encouraged to pursue subcontracting opportunities directly with the Prime Contractors, both large and small.

SEC Vendor Communication Plan

- » The Federal Acquisition Regulation (FAR) (Subpart 15.201) encourages exchanges between the Government and interested parties, from the earliest identification of a requirement through receipt of proposals, and they should be conducted in a fair and transparent manner. Such communications may include industry or small business conferences, public hearings, and one-on-one meetings with potential offerors. SEC officials are urged to engage with vendors, particularly during the presolicitation phase and for high dollar or more complex procurements, so long as sensitive or proprietary information is protected on behalf of the Government and vendors alike.
- » The SEC provides the [SEC Vendor Communication Plan](#) to outline the specific roles and responsibilities of agency officials regarding vendor communications.

SEC Vendor Outreach Day

[SEC Vendor Outreach Days](#) provides businesses the opportunity to exchange information about their capabilities, ask questions about SEC's procurements and discuss SEC's Forecasts of Opportunities.

Meetings are held either in-person or via conference call. In-person sessions are held at :

Securities and Exchange Commission
100 F Street, NE
Washington, DC 20549

VODs can be scheduled or canceled through:

Office of Minority and Women Inclusion
Email: OMWI@sec.gov
Phone: 202-551-6046
Toll-Free: 855-732-6694

Thank You!