

Office of Small and Disadvantaged Business Utilization (OSDBU)



U.S. DEPARTMENT OF
ENERGY

Office of Economic
Impact and Diversity



USWCC / ASBCC Energy Connect
Network – March 7, 2013

Presenter: John Hale III
Deputy Director, OSDBU

energy.gov/diversity



Major DOE Laboratories and Field Facilities





- **Energy Security** – Protection of high risk, high payoff RD&D of cleaner more affordable and reliable alternate energy sources, e.g. Advanced Research Projects Agency-Energy
- **Nuclear Security** – National Nuclear Security Administration guards:
 - ▣ **Military applications of nuclear energy**
 - ▣ **Military nuclear propulsion plants (i.e. nuclear submarines)**
 - ▣ **Nuclear Nonproliferation – Detect, secure, and dispose of vulnerable nuclear weapons**
 - ▣ **Conversion of high grade to low grade Uranium**
 - ▣ **Computational analysis of nuclear warheads**
- **Environmental Responsibility** – Stop or reverse environmental damage caused by our legacy of nuclear warhead production
- **Enhance Efforts in Scientific Discovery and Innovation** – The Office of Science is the largest single supporter of research in the physical sciences



- ❑ **Consist of 85% of our procurement base, we retain only 15%**
- ❑ **DOE has approximately 15,000 FTEs and 100,000 contractor workforce**
- ❑ **Not bundled (ref. FAR 2.1). They are sanctioned by FAR 17.6**
- ❑ **Limited Liability Corporations (LLC) – Only responsibility is to manage and operate specific facility**
- ❑ **Performance-based, Award Fee, and Award Term**
- ❑ **Approximately 40 FMCs, 17 of which are National Laboratories (NL)**
- ❑ **NLs are Federally Funded Research & Development Centers (FFRDCs) (ref. FAR 2.1)**



- **Required to have a small business subcontracting plan**
- **Subcontracting plan goals are challenging**
- **We flow down small business prime contract solicitation methods to FMCs to help them achieve subk goals – Best Practice**
 - **FMCs do not follow FAR when they subcontract**
 - **Best commercial practices – Faster awards, cannot be protested**
- **Conduct a Mentor-Protégé Program – Best Practice**
 - **Objective is to graduate protégés to large businesses that can compete for Federal prime contracts**
 - **One of 13 government agencies that have an Mentor-Protégé Program**
 - **Voluntary, no appropriated funds, paid through subk costs**
 - **Mentors are large or small DOE contractors**
 - **Protégés must be small socio-economic – goaled groups**
 - **Prospective protégés petition mentors**
 - **Protégés may subcontract with other FMCs**
 - **Sole-source contracts at 8(a) thresholds (\$4.5M / \$6.5M)**



If you're a Mentor...

Your business can get introduced to potential subcontractors with critical skills, choose to award non-competitive sole source subcontracts to your Protégé or other DOE Protégés and you may be eligible for reimbursement of allowable costs incurred while providing assistance to the Protégé. Any DOE prime contractors may apply to be a Mentor.



If you're a Protégé...

You will have an established prime contractor to guide you through government contracting, creating potential teaming relationships and joint ventures to leverage your bid to DOE and other Federal agencies. You will also become eligible for receipt of DOE and other Federal agency subcontracts on a noncompetitive basis. All small business entities are eligible to apply for the program in accordance with program eligibility requirements.

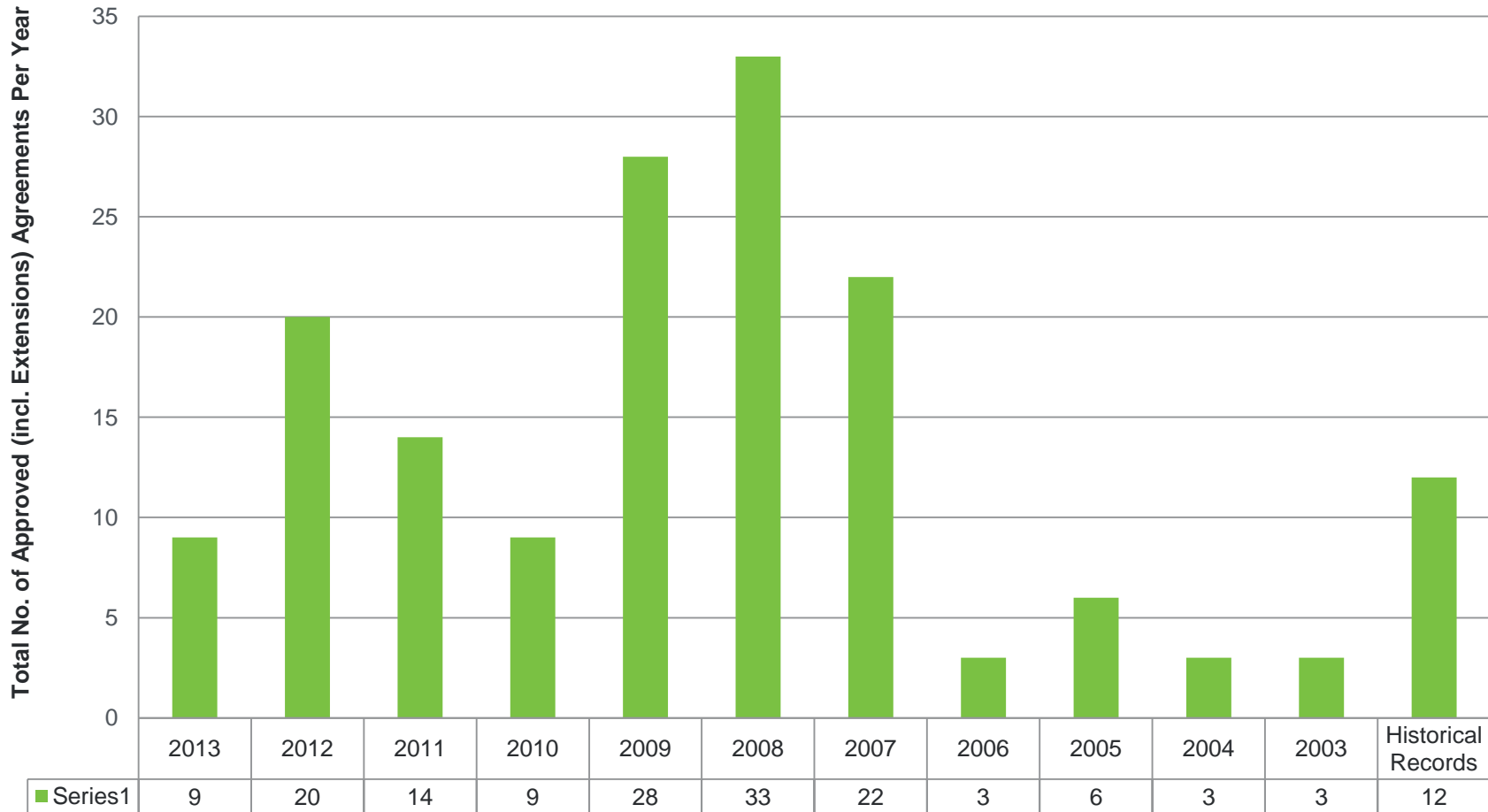
Mentor Protégé Program (MPP) Growth

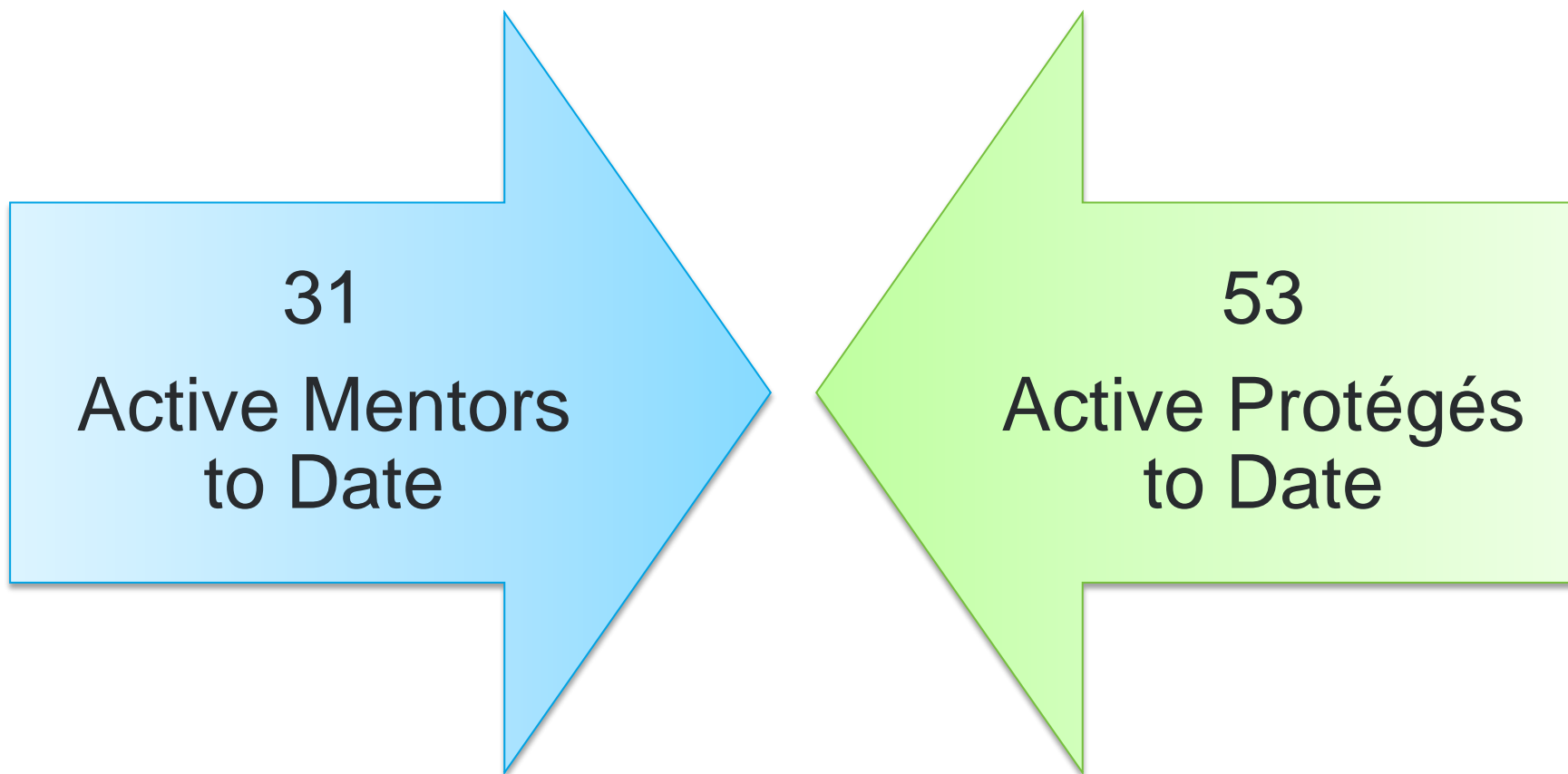


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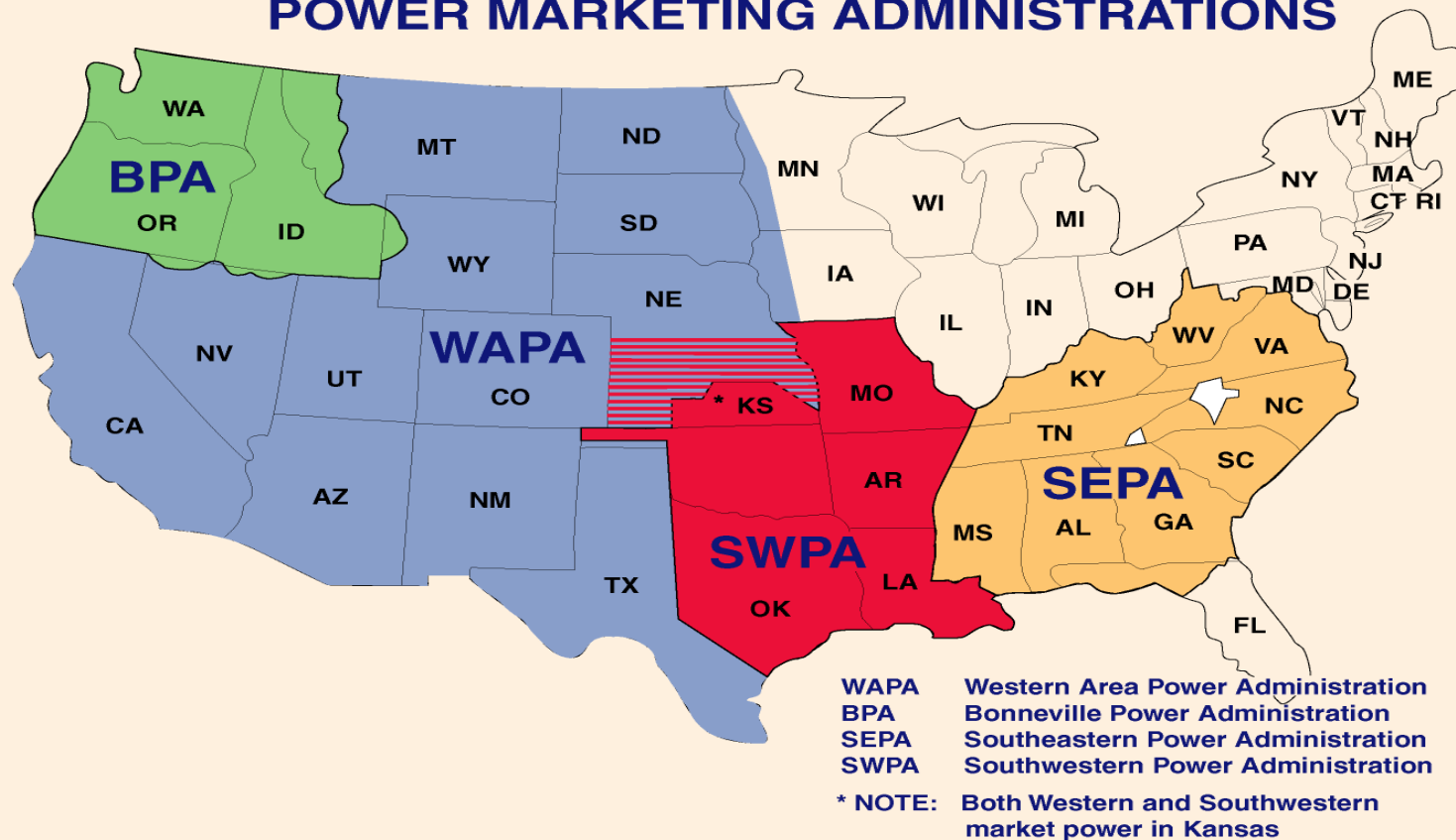
MPP Agreements Approved (incl. extensions) Annually







POWER MARKETING ADMINISTRATIONS





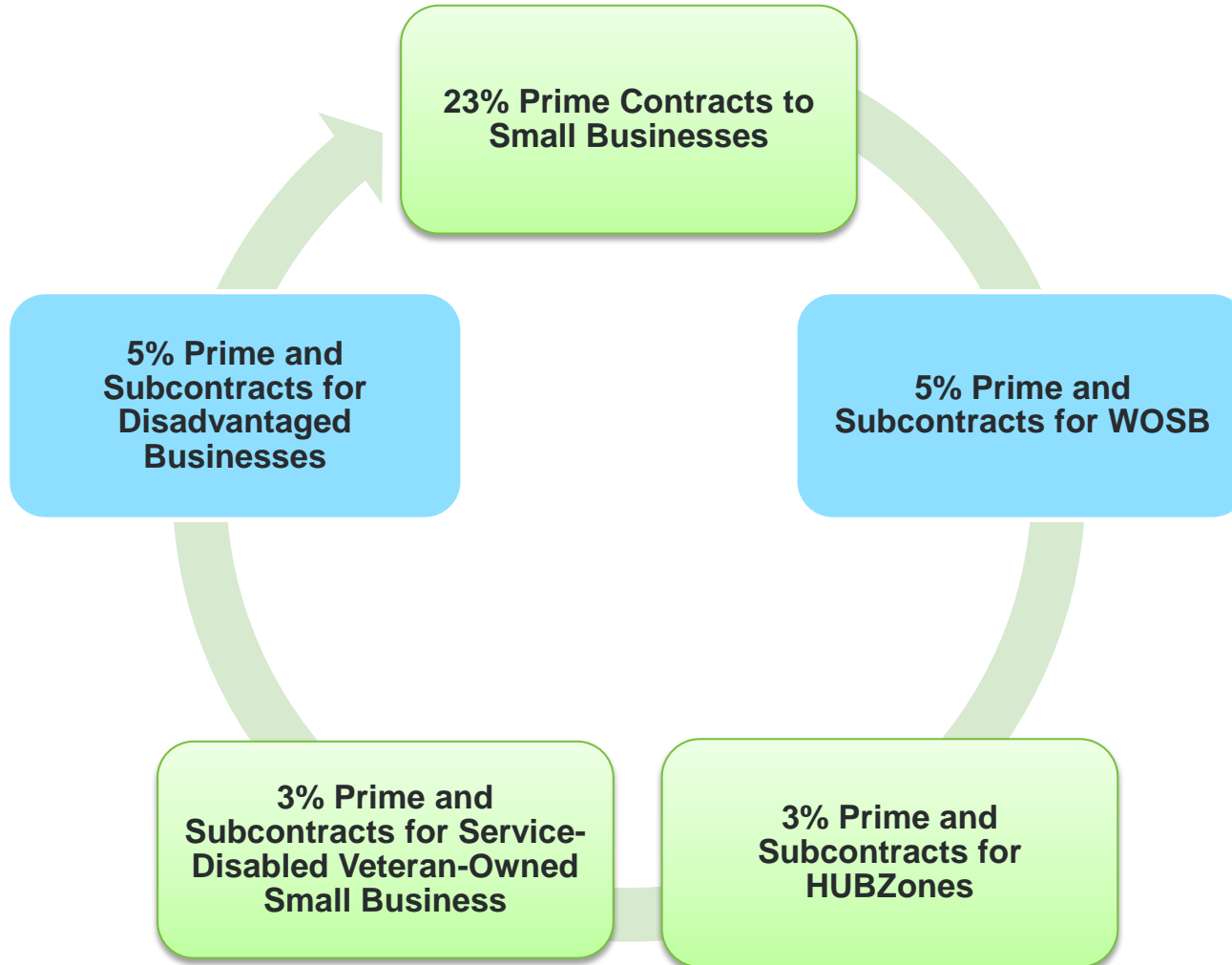
- **Power Administrations** – Established in the early 1900s, sell excess electrical power produced at Federal water projects in order to repay the Government's investment in the projects.
 1. **Bonneville Power Administration (BPA)** – Headquartered in Portland, Oregon
 2. **Southeastern Power Administration (SEPA)** – Headquartered in Elberton, Georgia
 3. **Southwestern Power Administration (SWPA)** – Headquartered in Oklahoma
 4. **Western Area Power Administration (WAPA)** – Headquartered in Colorado – services a 15 state region of central and western U.S.

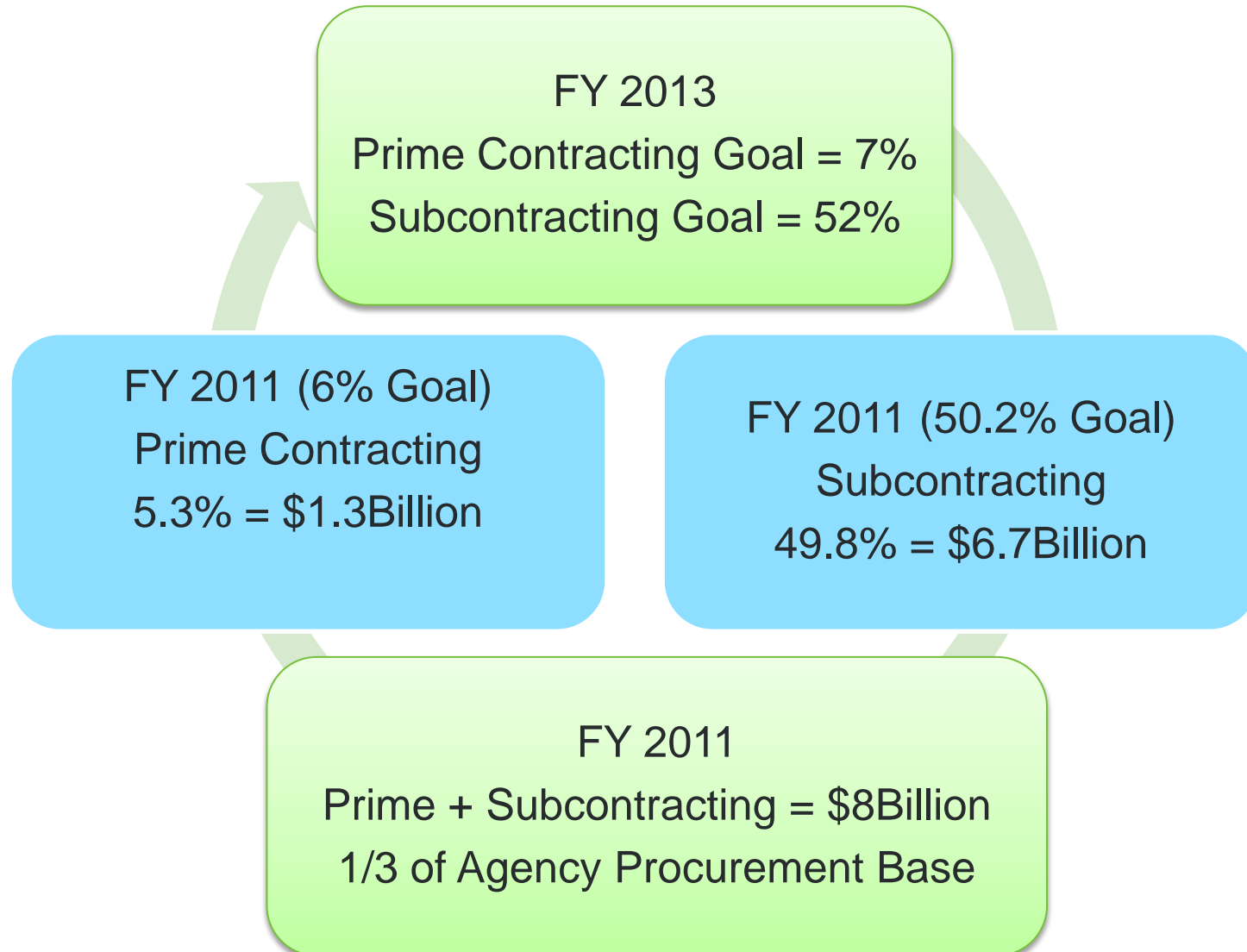
Socio-Economic Small Business Goals



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What DOES DOE Buy?



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Top Ten – FY 2013 Action Obligations for WOSBs by NAICS Codes (Oct. 1, 2012 – March 3, 2013)

	NAICS Code	NAICS Description	Action Obligation
1	541511	Custom Computer Programming Services	\$18,773,564
2	541611	Administrative Management and General Consulting Services	\$7,272,826
3	621111	Offices of Physicians (Except Mental Health Specialists)	\$5,172,911
4	561210	Facilities Support Services	\$4,980,671
5	562910	Remediation Services	\$4,980,671
6	541330	Engineering Services	\$4,104,785
7	541620	Environmental Consulting Services	\$3,565,607
8	561110	Office Administrative Services	\$3,521,777
9	541519	Other Computer Related Services	\$1,342,965
10	541618	Other Management Consulting Services	\$558,794

Report Extracted from FPDS-NG

What DOE Buy?



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Top Ten – FY 2013 Action Obligations for All Small Businesses by NAICS Codes (Oct. 1, 2012 – March 4, 2013)

	NAICS Code	NAICS Description	Action Obligation
1	562910	Remediation Services	\$77,379,222
2	561210	Facilities Support Services	\$50,976,720
3	541512	Computer Systems Design Services	\$39,818,150
4	541330	Engineering Services	\$33,399,878
5	562211	Hazardous Waste Treatment and Disposal	\$29,900,000
6	541611	Administrative Management and General Management Consulting Services	\$27,663,214
7	541519	Other Computer Related Services	\$18,993,684
8	541620	Environmental Consulting Services	\$16,129,136
9	541690	Other Scientific and Technical Consulting Services	\$14,663,745
10	561612	Security Guards and Patrol Services	\$9,998,046

Report Extracted from FPDS-NG

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Top Ten – FY 2012 Action Obligations for WOSBs by NAICS Codes (Oct. 1, 2011 – Sept. 30, 2012)

	NAICS Code	NAICS Description	Action Obligation
1	541512	Computer Systems Design Services	\$92,995,178
2	237990	Other Heavy and Civil Engineering Construction	\$41,674,562
3	541611	Administrative Management and General Management Services	\$23,870,854
4	541620	Environmental Consulting Services	\$23,623,361
5	561110	Office Administrative Services	\$28,381,333
6	561210	Facilities Support Services	\$17,550,636
7	562910	Remediation Services	\$16,419,811
8	541330	Engineering Services	\$12,280,730
9	518210	Data Processing, Hosting, and Related Services	\$8,089,766
10	541690	Other Scientific and Technical Consulting Services	\$7,691,634

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Top Ten – FY 2012 Action Obligations for All Small Businesses by NAICS Codes (Oct. 1, 2011 – Sept. 30, 2012)

	NAICS Code	NAICS Description	Action Obligation
1	562910	Remediation Services	\$199,894,800
2	541512	Computer Systems Design Services	\$142,568,067
3	541330	Engineering Services	\$128,257,328
4	561210	Facilities Support Services	\$127,932,471
5	541519	Other Computer Related Services	\$106,479,189
6	237990	Other Heavy and Civil Engineering Construction	\$90,980,296
7	541611	Administrative Management and General Management Consulting Services	\$84,096,901
8	562211	Hazardous Waste Treatment and Disposal	\$53,397,410
9	541690	Other Scientific and Technical Consulting Services	\$49,681,187
10	541620	Environmental Consulting Services	\$37,147,535

Report Extracted from FPDS-NG

WOSB Small Business of the Year Award Recipients



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Fiscal Year	WOSB Small Business Award Recipient	Capability	Location
FY 2009	Advanced Technologies and Laboratories, Inc.	Occupational Safety Services to government facilities, industry, construction, and laboratories	Germantown, MD
FY 2010	Stanek Tool Corporation	Building Custom, Manufactured Parts, Assemble and Equipment to Customer Specified Specifications	New Berlin, WI
FY 2011	Restoration Services, Inc.	Environmental Remediation	Oak Ridge, TN



- ❑ Engage with program elements. Know their mission and requirements.
- ❑ Create a demand by becoming a solution to DOE requirements, instead of just fishing for work.
- ❑ Attend outreach sessions and network with other contractors.
- ❑ Plan ahead – allow about 1.5 to 2 years to prepare a proposal for a major requirement.
- ❑ Examine former solicitations requirements.
- ❑ Respond to sources sought synopses.
- ❑ Consider teaming arrangements if requirements are steep.
- ❑ Learn how to prepare an effective proposal.
- ❑ Become easily accessible.
- ❑ Incumbents do not always win recompetitions.
- ❑ Contact Procurement Technical Assistance Centers (PTACs) if you need help.
- ❑ Be persistent.



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Thank You

John Hale III, Deputy Director

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energy.gov/smallbusiness



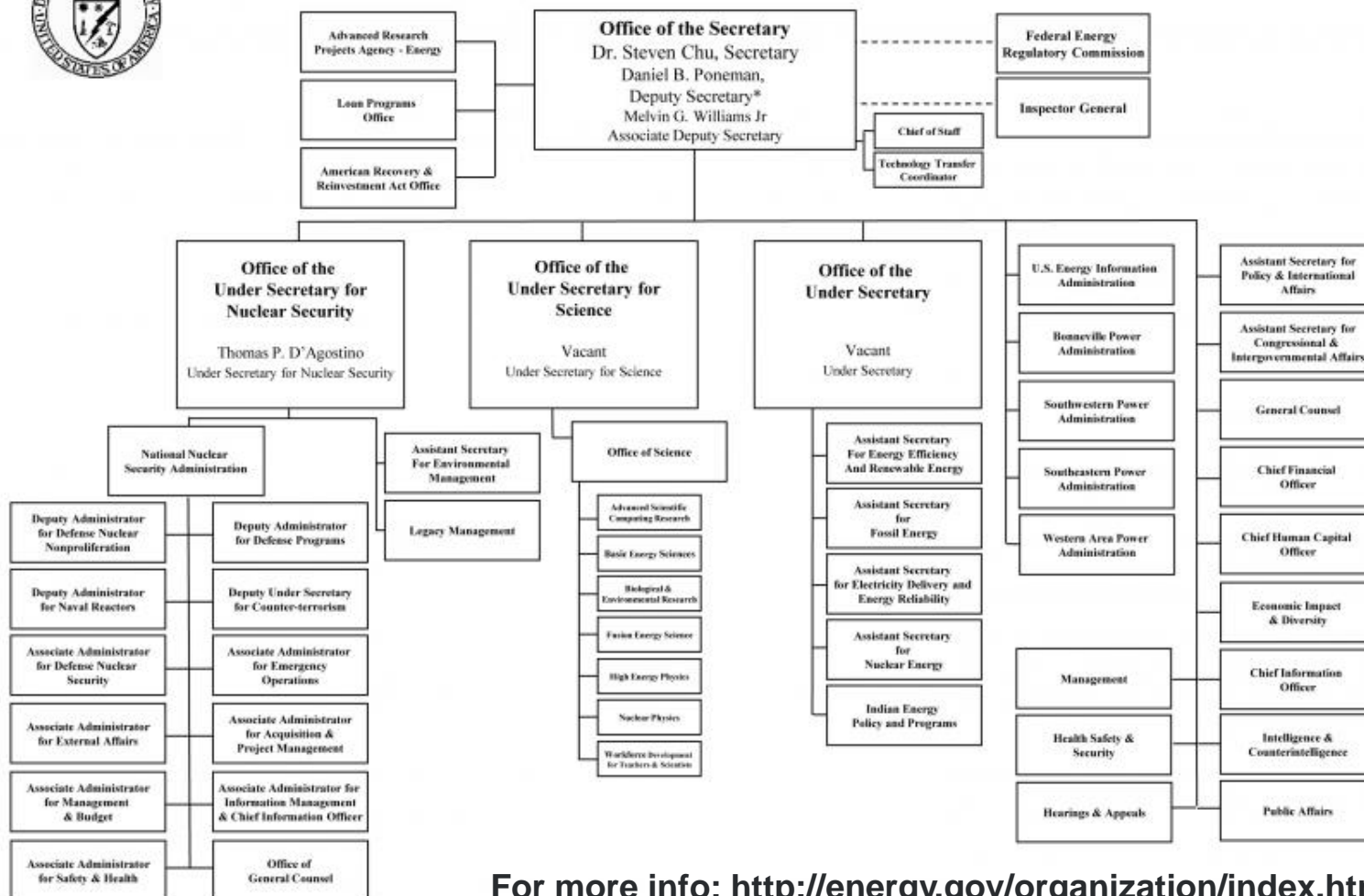
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Appendix



DEPARTMENT OF ENERGY



For more info: <http://energy.gov/organization/index.htm>

* The Deputy Secretary also serves as the Chief Operating Officer

DOE Budget Overview



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(discretionary dollars in thousands)

FY 2011 Current	FY 2012 Enacted ¹	FY 2013 Request	FY 2013 vs. FY 2012	
			\$	%
1,771,721	1,809,638	2,337,000	+527,362	+29.1%
138,170	139,103	143,015	+3,912	+2.8%
717,817	765,391	770,445	+5,054	+0.7%
-16,500	0	0	0	0
434,052	346,703	420,575	+73,872	+21.3%
20,854	14,909	14,909	0	N/A
0	0	15,580	+15,580	+100.0%
123,141	192,704	195,609	+2,905	+1.5%
10,978	10,119	4,119	-6,000	-59.3%
572,525	564,435	650,792	+86,357	+15.3%
497,084	472,180	442,493	-29,687	-6.3%
95,009	105,000	116,365	+11,365	+10.8%
225,106	235,306	198,506	-36,800	-15.6%
4,897,283	4,873,634	4,992,052	+118,418	+2.4%
179,640	275,000	350,000	+75,000	+27.3%
-2,800	0	0	0	0
48,894	126,000	122,595	-3,405	-2.7%
42,764	42,000	43,468	+1,468	+3.5%
169,660	0	0	0	0
9,978	6,000	9,000	+3,000	+50.0%
9,362,851	9,413,687	10,175,731	+762,044	+8.1%
6,865,775	7,214,120	7,577,341	363,221	+5.0%
2,281,371	2,295,880	2,458,631	162,751	+7.1%
985,526	1,080,000	1,088,635	8,635	+0.8%
393,293	410,000	411,279	1,279	+0.3%
10,525,965	11,000,000	11,535,886	+535,886	+4.9%
4,979,165	5,002,950	5,472,001	+469,051	+9.4%
795,670	823,364	735,702	-87,662	-10.6%
5,774,835	5,826,314	6,207,703	+381,389	+6.5%
16,300,800	16,826,314	17,743,589	+917,275	+5.5%
13,050	11,892	11,892	0	0
109,006	95,968	96,130	+162	+0.2%
220	220	220	0	0
-23,000	-23,000	-23,000	0	0
99,276	85,080	85,242	+162	+0.2%
25,762,927	26,325,081	28,004,562	+1,679,481	+6.4%
-33,633	0	-463,000	-463,000	N/A
-36,461	-25,534	-25,823	-289	-1.1%
0	0	-360,667	-360,667	N/A

Total, Discretionary Funding by Appropriation **25,692,833** **26,299,547** **27,155,072** **+855,525** **+3.2%**

¹ The FY 2012 Enacted reflects a rescission of \$73,300 associated with savings from the contractor pay freeze; \$600M (\$500M Strategic Petroleum Reserve, \$100M Northeast Home Heating Oil) was rebased as mandatory after enactment.

Site and Facility Management Contractors (FMCs)



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DOE Facility Management Contracts

Facility	Owner	Contractor	Award Date	End Date	Options/Award Term	Ultimate Potential Expiration Date	Contract	FY Completed	Contract Document Internet Link/ Location	DOE Site Procurement Director	DOE Contracting Officer
INEEL (AMWTP Ops)	EM	Bechtel BWXT Idaho LLC (Under Protest)	6/15/1999	6/30/2011	2 three month option periods until protest resolved	9/30/2011	M&O	1999	http://www.id.energy.gov/PSO/AMWTP/homepage.html	Mike Adams 208-526-5277	Wendy Bauer 208-526-2808
Paducah Remediation	EM	LATA Environmental Services of Kentucky	4/22/2010	7/21/2015		7/21/2015	Site Clean up	2009	http://www.emdoe.doe.gov/contracts/primecontracts.php	Pam Thompson 859-219-4056	Bill Creech 859-219-4044
West Valley Demonstration Project	EM	West Valley Environmental Svcs	6/29/2007	6/30/2011		6/30/2011	Site Clean up	2007	http://www.emdoe.doe.gov/contracts/primecontracts.php	Ralph Holland 513-246-0550	Derrick Franklin 513-246-0103
Argonne National Laboratory	SC	UChicago Argonne, LLC	7/31/2006	9/30/2011	4 yrs Award Term Earned/additional 11 yrs Award Term Available	9/30/2026	M&O	2006	http://www.anl.gov/contract/	Patricia Schuneman 630-252-2956	Sergio Martinez 630-252-2075 Kristin Palmer 630-252-2127
Oak Ridge Environmental Management	EM	Bechtel Jacobs Co LLC	12/18/1997	12/31/2011		12/31/2011	Environmental Mgmt	1998	http://www.oakridge.doe.gov/external/contract/Procurement/RecentAwards/tbid1011/Default.aspx	Barbara Jackson 865-576-0976	Karen Shears 865-241-6411
Ames National Laboratory	SC	Iowa State University	12/4/2006	12/31/2011	4yrs Award Term Earned/additional 11 yrs Award Term Available	12/31/2026	M&O	2007	http://www.ameslab.gov/operations/resources/contract	Patricia Schuneman 630-252-2956	Jennifer Stricker 630-252-2408
Fermi National Accelerator Center	SC	Fermi Research Alliance LLC	11/1/2006	12/31/2011	4 yrs Award Term Earned/additional 11 yrs Award Term Available	12/31/2026	M&O	2007	http://fdes.lib.uiuc.edu/foia_frd2.html	Patricia Schuneman 630-252-2956	Rory Simpson 630-840-5441 Lisa Rogers 630-840-4288
Waste Isolation Pilot Plant	EM	Washington TRU Solutions	12/14/2000	9/30/2012		9/30/2012	M&O	2001	http://www.wipp.energy.gov/ibeacyfiles/M&OContract/WIS20Index.pdf	David Garcia 575-234-7315	Art Wetton 575-234-7461
SLAC National Accelerator Laboratory	SC	Stanford University	1/25/1981	9/30/2017		9/30/2017	M&O	1981	http://www.slac.stanford.edu/legal/contract.asp	Barbara Jackson 865-576-0976	Tyndal Lindier 650-926-5076
Pacific Northwest National Laboratory	SC	Battelle Memorial Institute	12/30/2002	9/30/2017		9/30/2017	M&O	1965	http://doeprimecontract.pnl.gov/	Barbara Jackson 865-576-0976	Ryan Kilbury 509-372-4030
Idaho Clean Up Project	EM	CH2M-WG Idaho, LLC	3/23/2005	9/30/2012		9/30/2012	Site Clean up	2005	http://www.id.energy.gov/psd/IDCPContract/IDCP/homepage.html	Mike Adams 208-526-5277	Maria Mitchell 208-526-8600
222-S Laboratory Analytical Services	EM	Advance Tech. & Laboratory Svcs Intl	11/20/2009	1/2/2012	3 -1 year option periods	1/2/2015	Facility Mgmt	2009	http://www.hanford.gov/page.cfm?DOEORPContracts	Marc McCusker 509-376-2760	Susan E. Bechtol 509-376-3388
Strategic Petroleum Reserve	FE	Dyn McDermott Petroleum Ops. Co.	1/28/2003	3/31/2013		3/31/2013	M&O	2003	http://www.spr.doe.gov/	Gary C. Landry 504-734-4860	Kelly Gele 504-734-4343
Savannah River Site	EM	Savannah River Nuclear Solutions LLC	1/10/2008	7/31/2013	5 year option period available out to 7/31/2018	7/31/2018	M&O	2008	Not currently available	Craig Armstrong 803-952-9345	James Lovett 952-9829
Plateau Remediation Contract (Hanford)	EM	CH2M Hill Plateau Remediation LLC	6/19/2008	9/30/2013	one 5 year option out to 9/30/2018	9/30/2018	Site Clean up	2008	http://www.hanford.gov/foia/1086	Andrew Wirkkala 509-376-7271	Janise Connerly 509-376-8362
National Renewable Energy Laboratory	EEERE	Alliance for Sustainable Energy (ASE)	7/29/2008	9/30/2013	one 5 Yr Option Available	9/30/2018	M&O	2008	http://www.nrel.gov/contract/NREL_prime.asp	Jamie Harris 303-275-4762	Steve Scott 303-275-4724
Tank Operations Contract (ORP)	EM	Washington River Protection Solutions LLC	5/29/2008	9/30/2013	3 year Option and 2 year Option Available	9/30/2018	Site Clean up	2008	http://www.hanford.gov/page.cfm?DOEORPContracts	Marc McCusker 509-376-2760	Susan E. Bechtol 509-376-3388
Civ. Radioactive Waste Repos. (Yucca Mountain)	RW	USA-Repository Services	3/31/2009	3/31/2014	5 Yr Option Available	3/31/2019	M&O	2009	Not currently available	Barbara Jackson 865-576-0976	Jim McDaniel 865-241-6333
Princeton Plasma Physics Laboratory	SC	The Trustees of Princeton University	4/1/2009	3/31/2014	2 yr Award Term Earned/additional 3 yrs Award Term Available	3/31/2019	M&O	2009	http://www.pppl.gov/polContracts.cfm	Patricia Schuneman 630-252-2956	Ray Kimble 609-243-3707 Kim Tate 609-243-3708 Sarah Lawson 609-243-3705
Lawrence Berkeley National Laboratory	SC	The Regents of the University Of California	4/19/2005	5/31/2014	6 yr Award Term Earned/additional 9 yrs Award Term Available	5/31/2025	M&O	2005	http://labs.ucop.edu/labprimecontracts/	Patricia Schuneman 630-252-2956	Maria Robles 510-495-2552 Spencer Peterson 510-486-6626
Savannah River Liquid Waste Disposition	EM	Savannah River Remediation LLC	7/1/2009	6/30/2015	one 2 yr option period out to 7/1/2017	6/30/2017	Environmental Mgmt	2008	Not currently available	Craig Armstrong 803-952-9345	James Hawkins 803-952-8802
Idaho National Laboratory	NE	Battelle Energy Alliance LLC	11/9/2004	9/30/2014	option period, not to exceed 9/30/2019	9/30/2019	M&O	2005	http://www.id.energy.gov/psd/INLContract/INL/homepage.html	Mike Adams 208-526-5277	Suzette M. Olson 208-526-7385
Mission Support (Hanford)	EM	Mission Support Alliance LLC	4/28/2009	8/23/2014	3 year option and 2 year option available to 9/30/2019	8/23/2019	Site Clean up	2009	http://www.hanford.gov/foia/1086	Andrew Wirkkala 509-376-7271	Alan Hopko 509-376-2031
Brookhaven National Laboratory	SC	Brookhaven Science Associates, LLC	1/5/1998	1/4/2015		1/4/2015	M&O	1998	http://www.bnl.gov/prime/	Patricia Schuneman 630-252-2956	Robert Gordon 631-344-3346 Evelyn Landini 631-344-7812
Portsmouth Facility Support Services	EM	Wastren EnergX Mission Support LLC	12/22/2009	3/15/2015		3/15/2015	Site Management	2009	http://www.emdoe.doe.gov/contracts/primecontracts.php	Pam Thompson 859-219-4056	Dan Burke 859-219-4052
Paducah Infrastructure	EM	Swift & Staley Mechanical Contractors	12/16/2009	3/15/2015		3/15/2015	Site Management	2009	http://www.emdoe.doe.gov/contracts/primecontracts.php	Pam Thompson 859-219-4056	Bill Creech 859-219-4044
Oak Ridge National Laboratory	SC	U T Battelle LLC	10/18/1999	3/31/2015		3/31/2015	M&O	1999	http://www.ornl.gov/adm/prime_contract/UT-BattelleContract.htm	Barbara Jackson 865-576-0976	Mark Million 865-576-4523
Thomas Jefferson Nat'l Accelerator Facility	SC	Jefferson Science Associates LLC	4/14/2006	5/31/2015	4 yrs Award Term Earned/Additional 11 yrs Award Term Available	5/31/2026	M&O	2006	http://jlab.org/contract/contracts/index.html	Barbara Jackson 865-576-0976	Wayne Skinner 757-269-7143

Site and Facility Management Contractors (FMCs)



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DOE Facility Management Contracts

Facility	Owner	Contractor	Award Date	End Date	Options/Award Term	Ultimate Potential Expiration Date	Contract	FY Competed	Contract Document Internet Link/ Location	DOE Site Procurement Director	DOE Contracting Officer
River Corridor Closure	EM	Washington Closure Hanford LLC	3/23/2005	9/30/2015		9/30/2015	Site Clean up	2005	http://www.hanford.gov/page/1246	Andrew Wirkkala 509-376-7271	Jeff Short 509-376-2882
Waste Treatment Plant	EM	Bechtel National Inc	12/11/2000	8/15/2019		8/15/2019	Facility Construction/Operations	2001	http://www.hanford.gov/page.cfm?DOEDRPPContracts	Marc McCusker 509-376-2760	Ronnie L. Dawson 509-372-0098
Portsmouth Decontamination & Decommissioning	EM	Fluor-B&W-Portsmouth LLC	8/16/2010	11/14/2015	5 yr Option Period	11/14/2020	Site Clean up	2010	http://www.emcbc.doe.gov/dept/contracting/primecontracts.php	Pam Thompson 859-219-4056	RJ Bell 859-219-4055
Lawrence Livermore National Laboratory	NNSA	Lawrence Livermore National Security, LLC	5/9/2007	9/30/2015	1 yr Award Term earned/ additional 12 yrs Award Term available	9/30/2027	M&O	2007	http://www.doeal.gov/mocd/LawrenceLivermoreLabT.aspx	Dan Saiz 845-4024	Ronna Promani 925-423-8050
Los Alamos National Laboratory	NNSA	Los Alamos National Security LLC	12/21/2005	9/30/2015	2 yrs Award Term Earned/ 11 yrs Award Term Available	9/30/2026	M&O	2006	http://www.doeal.gov/mocd/LANL1.aspx	Dan Saiz 505-845-4024	Robert Poole 505-665-1244
Bettis/Knoles Atomic Power Laboratory	NNSA	Bechtel Marine Propulsion	9/18/2008	9/30/2013	5 year option out to 9/30/2018	9/30/2018	M&O	2009	http://www.doeal.gov/MOCD/NavalReactorsT.aspx	Dan Saiz 845-4024	Mark Dickinson 202-781-6237
Nevada Test Site	NNSA	National Security Technologies, LLC	3/28/2006	9/30/2013	2 yr. award term earned/addl 3 years available	9/30/2016	M&O	2006	http://www.enr.energy.gov/about/business/contracts.aspx	Dan Saiz 845-4024	Darby Dieterich 702-295-1560
Sandia National Laboratories	NNSA	Sandia Corporation.	9/30/2003	9/30/2012	4 yrs Award Term Earned/ No additional terms available	9/30/2012	M&O	1993	http://www.doeal.gov/mocd/SNL_MMO27.aspx	Dan Saiz 845-4024	Joanne Wright 505-845-4096
Kansas City Plant	NNSA	Honeywell International Inc	10/19/2000	12/31/2010	NOTE: Extensions In Process	12/31/2015	M&O	2001	http://www.doeal.gov/mocd/KansasCityPlant.aspx	Dan Saiz 845-4024	Jerry Weinberg 816-997-3912
Pantex Plant	NNSA	B&W Pantex LLC	7/28/2000	9/30/2010	NOTE: Extensions In Process	3/31/2012	M&O	2000	http://www.doeal.gov/mocd/PantexPlant.aspx	Dan Saiz 845-4024	Seb Klein 806-447-4601
Oak Ridge Y-12 Site	NNSA	B&W Y-12 LLC	8/31/2000	9/30/2010	NOTE: Extensions In Process	3/31/2012	M&O	2000	http://www.doeal.gov/mocd/Y12T.aspx	Dan Saiz 845-4024	Jill Albaugh 865-576-0760
Bold Italic = FFRDC											



**Link to the OSDBU Page – www.smallbusiness.energy.gov
one-stop-shop**

- **Small Business Program Managers' (SBPMs) Directory**
- **Procurement Technical Assistance Centers (PTACs)**
- **SBA website**
- **DUNS Data Universal Numbering System**
- **NAICS Codes**
- **DOE Procurement Forecast**
- **GSA - Information on how to become a Federal Supply Schedule (FSS) contract holder**
 - **You are established as responsible.**
 - **Your prices are deemed “fair market” prices.**
 - **Also, Government can do set-asides from FSS.**



- **www.energy.gov – bottom of page or www.smallbusiness.energy.gov**
 - **Budget and Performance**
 - **Directives**
 - **Acquisition Regulations, Policies, and Flashes**
 - **Federal Acquisition Regulation (FAR)**
 - **Small Business and Teaming Arrangements**
 - **Financial Assistance**
 - **Unsolicited Proposals**
 - **Contracting for Support Services**
 - **SBIR/STTR**
 - **DOE-SBA Memorandum of Understanding for 2012 on the 8(a) program**



- **SBA's Sub-Net – Subcontracting Opportunities**
- **DOE's Mentor-Protégé Program**
- **Small Business Outreach Events**
- **DOE's Business Opportunity Sessions (BOS)**
- **FedConnect – website to view current business opportunities and receive solicitations**
- **eBay is an electronic Request for Quote (RFQ)**
- **Unsolicited Proposals**



- ❑ **List of Program Elements**
- ❑ **List of Contracting Offices**
- ❑ **List of Site and Facility Management Contractors (FMCs)**

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- ❑ **Must clearly and convincingly demonstrate that you can fulfill the requirement in a cost effective manner**
- ❑ **Knowledge of what elements purchase – engage with Small Business Program Managers (SBPMs) of Program Elements and Facility Management Contractors – websites, etc.**
- ❑ **Small Business Program Managers' (SBPMs) Directory**
- ❑ **Business Opportunity Forecast**
- ❑ **Allow yourself sufficient time to prepare for the competition (1.5-2 years)**
- ❑ **Check Program Offices Budget Rollout**



- **Obtain a copy of current contract and/or former RFP**
 - **Use FOIA or federal procurement market intelligence services firms**
 - **Review Statement of Work (SOW) Section “C”**
 - **Key personnel – past experience and past performance – bench strength**
 - **If requirement is steep, consider teaming – 13 CFR**
 - **121.103 or SBA Mentor Protégé participation 13 CFR 124.520 –**
<http://www.sba.gov/tools/index.html>



- **Check the Section “M” Evaluation Criteria**
 - **Prepare Business Development Plan – Company’s Ingenuity and Strategy to fulfill requirement**
 - **Preparation of winning proposal (Conformance to Section “L” of RFP). Proposal is the level playing field.**
 - **Accessibility is “key” – Get on GSA Schedules or GWACs**
 - **Incumbents do not always win recompetition**
 - **Need help? Contact Procurement Technical Assistance Centers (PTACs) at DOE OSDBU website**



- ❑ **Foreign Affiliations – Foreign Ownerships, Control or Influence (FOCI) – under risk to Defense and National Security resulting from FOCI Contact: Nick McNulty, 301-903-5287, nick.mcnulty@hq.doe.gov**
- ❑ **Compliance with safety inspections – to ensure adequate protection to workers, public, and environment (Ref. 10 CFC 851, DOE Order 440.1A, Acquisition Letter 2007-04, O 442.1) – <http://www.energy.gov/safetyhealth/facilitsafety.htm> → Kathy McCarty, 301-903-8812, kathy.mccarty@hq.doe.gov**
- ❑ **Environmental Hazards and Site Access – Radiation <http://www.em.doe.gov/Pages/Safety.aspx>**



- ❑ **Security requirements – “Q” Clearance – DOE M 470.4-5 –**
http://www.hhs.energy.gov/SecPolicy/ss_faqs_archives.htm
- ❑ **Patent Infringement and Obtaining Licenses**
- ❑ **Bonds (FAR 28.101), SBA Bond Guarantee Program – Bid Bonds, Performance Bonds, and Payment Bonds –**
http://www.sba.gov/aboutsba/sbaprograms/osg/OSG_HOWTOAPPLY_SBOND_GUARANTEE.html