



U.S. Department of Energy

Office of Small & Disadvantaged
Business Utilization

Business Opportunity Session

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Senior Procurement Analyst

March 3, 2011
Long

U.S. DEPARTMENT OF
ENERGY



Evolution of DOE



- ✦ Manhattan Project – August 1941

- Development of nuclear energy warheads

- ✦ Atomic Energy Act of 1946

- Established the Atomic Energy Commission (AEC)
- Civilian control of atomic energy weapons



- ✦ Atomic Energy Act of 1954

- Empowered AEC to also regulate commercial nuclear power industry





Evolution of DOE



* Energy Reorganization Act of 1974

- Established Energy Research and Development Administration (ERDA) to manage R&D for nuclear weapons, naval reactors, and energy development
- Established Nuclear Regulatory Commission (NRC) to regulate commercial nuclear power industry
- Brought in Office of Coal Research from the U.S. Department of the Interior to join ERDA
- DOE was finally established on October 1, 1977



DOE Mission

- ✦ **Energy Security** – Protection of high risk, high payoff RD&D of cleaner more affordable and reliable alternate energy sources, e.g. ARPA-E

- ✦ **Nuclear Security** – National Nuclear Security Administration (NNSA) guards:
 - Military applications of nuclear energy
 - Military nuclear propulsion plants (i.e. nuclear submarines)
 - Nuclear Nonproliferation – Detect, secure, and dispose of vulnerable nuclear weapons

- ✦ **Environmental Responsibility** – Stop or reverse environmental damage caused by our legacy of nuclear warhead production

- ✦ **Scientific Discovery and Innovation** – The Office of Science is the largest single supporter of research in the physical sciences



Mission Program Elements



Mission Oriented and Support Program Offices:

1. ~~OCRWM (Office of Civilian Radioactive Waste)~~ – manage and dispose of high-level radioactive waste and spent nuclear fuel.
 - The President has made clear that Yucca Mountain is not an option for waste storage. The President's fiscal year 2011 budget request eliminates funding for the Office of Civilian Radioactive Waste Management.
 - The Office of Nuclear Energy (NE) will lead used fuel activities previously performed by OCRWM.





Mission Program Elements



Mission Oriented and Support Program Offices:

2. OE – (Electricity Delivery and Energy Reliability) – lead national efforts to modernize electric grid
3. EIA – (Energy Information Administration) – publishes official energy statistics from Federal agencies (e.g. Forecasting, Energy Analysis, and End User Consumption Surveys)





Mission Program Elements



Mission Oriented and Support Program Offices:

4. ARPA-E– (Advance Projects Projects Agency-Energy) -- 43 research projects to increase America's competitiveness in:
 - (a) grid scale energy storage
 - (b) power electronics
 - (c) building efficiencies
 - (d) focuses on accelerating green technology
 - (e) funded with \$92 million in ARRA Act funds

- February 28 thru March 2, 2011 ARPA-E conference at the Gaylord Convention Center



Mission Program Elements

(ARPA-E) continued

- February 28 thru March 2, 2011 ARPA-E conference at the Gaylord Convention Center
- To date, ARPA-E has selected a total of 121 projects for \$363 million in funding, supporting research that can deliver breakthrough changes in how the U.S. generates stores, and utilizes energy.
- In total, projects selected and funded through ARPA-E are based in 30 states, with approximately 39% of projects led by universities, 33% by small businesses, 20% by large businesses, 5% by national labs, and 3% by non-profits.





Mission Program Elements



5. FE – (Fossil Energy) – provide research for clean, affordable fossil energy fuels

6. LM – (Legacy Management) – manages DOE sites' post closure responsibilities and ensures the future protection of human health and environment

7. NNSA* – (National Nuclear Security Administration) – ensures nuclear security by guarding the stockpile, nuclear non-proliferation, refurbishing warheads, computational analysis of nuclear warheads efficacy, and conversion of high enriched to low enriched Uranium for nuclear power plants

8. NE* – (Nuclear Energy) –promotes nuclear power as a resource capable of meeting the Nation's energy, environmental and national security needs



Mission Program Elements



9. IN – (Intelligence) – gathering and analysis of intelligence on nuclear weapons, R&D projects, and global energy issues
10. CN – (Counterintelligence) – knowledge of activities designed to thwart, or obstruct our intelligence gathering
11. EERE – (Energy Efficiency & Renewable Energy) – support research on alternate sources of energy that are clean, abundant, reliable, affordable, and renewable
12. EM – (Environmental Management) – Remediation: reversing or stopping environmental damage caused by our legacy of nuclear weapons productions and research



Mission Program Elements

13. SC* – (Science) – single largest supporter of basic research in the physical sciences in the United States

14. HS – (Health, Safety, and Security) – DOE's central organization developing an oversight policy for health, safety, environment, and security

*Note: This program element is a Lead Program Secretarial Office (LPSO). This office is responsible for facility management contractors (FMCs).

Also, there are 10 administrative program elements common to all Federal agencies.

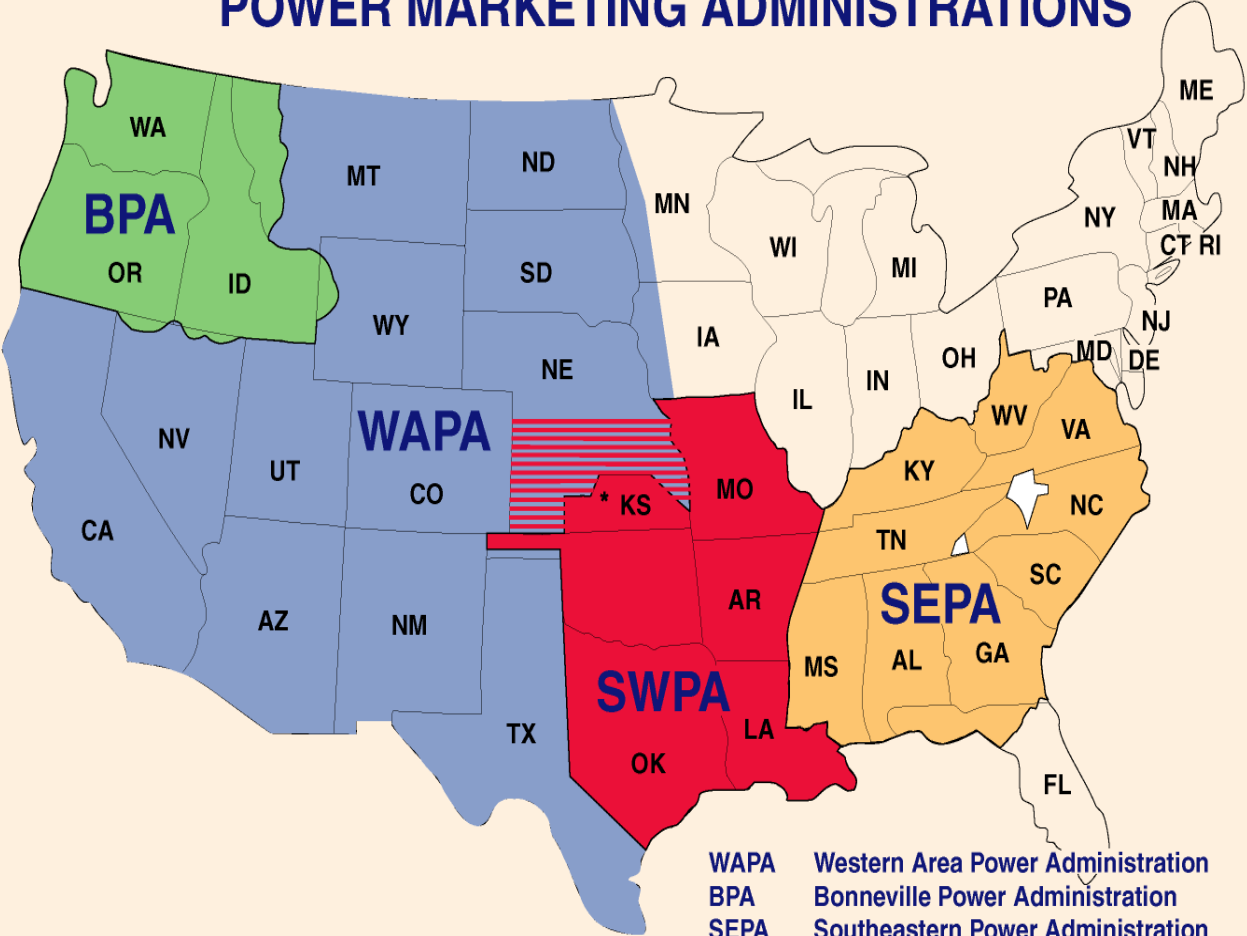


Mission Program Elements

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. BPA – Bonneville Power Administration – headquartered in Portland, Oregon
2. SEPA – Southeastern Power Administration – headquartered in Elberton, Georgia
3. SWPA – Southwestern Power Administration – headquartered in Oklahoma
4. WAPA – Western Area Power Administration — headquartered in Colorado – services a 15 state region of central and western U.S.

POWER MARKETING ADMINISTRATIONS



- WAPA Western Area Power Administration
- BPA Bonneville Power Administration
- SEPA Southeastern Power Administration
- SWPA Southwestern Power Administration

* NOTE: Both Western and Southwestern market power in Kansas





DOE Business Model

Site and Facility Management Contractors (FMCs) Management and Operating (M&O) Contracts (FAR 17.6)

- * DOE owns land and facilities, contractor employs research, development, and production personnel; and manages facility.
- * Limited Liability Corporations (LLC) – Only responsibility is to manage and operate specific facility
- * Performance-based, Award Fee, and Award Term
- * DOE has 15,000 FTEs and 100,000 contractor workforce
- * Approximately 40 FMCs, 16 of which are national laboratories
- * National laboratories are under the cognizance of DOE



Facility Management Contracts (FMCs)

- ✦ Required to have a small business subcontracting plan
- ✦ Subcontracting plan goals are challenging
- ✦ We flow down small business prime contract solicitation methods flow to FMCs
 - FMCs do not follow FAR when they subcontract
 - Cannot be protested
- ✦ Conduct a Mentor-Protégé Program



Major DOE Laboratories and Field Facilities





Loan Guarantee Program (LGP)

- ★ Energy Policy Act of 2005 (EPA05) – authorized DOE to issue loan guarantees to eligible projects that avoid, reduce, or sequester pollutants or anthropogenic emissions of greenhouse gasses and employ new or significantly improved technologies.
- ★ As LGP application fees may range from \$75k to \$2m, we are working on possibility of reserving funds to provide financial help for small business concerns applying specific projects.
- ★ Guidelines – found at:
<http://www.lpgprogram.energy.gov/features.html>
<http://www.lgprogram.energy.gov>
telephone no. 614-324-5940



What Does DOE Buy?

The Department purchases a wide variety of goods and services:

- Facility Management
- Construction
- R & D
- Management/Scientific Consulting
- Administrative Services
- IT and Data Processing
- Security
- Engineering
- Waste Treatment and Disposal

→ Check FPDS-NG NAICS Code Report



DOE-Related NAICS Codes

- * 561210 – Facilities Support Services
- * 541710 – Research & Development in the Physical Engineering and Life Sciences
- * 562910 – Remediation Services
- * 611310 – Colleges, Universities, and Professional Schools
- * 234930 – Industrial Non-building Structure Construction
- * 561110 – Office Administrative Services
- * 562211 – Hazardous Waste Treatment and Disposal
- * 561612 – Security Guards and Patrol Services
- * 541519 – Other Computer Related Services
- * 332313 – Plate Work Manufacturing
- * 928120 – International Affairs
- * 541990 – All Other Professional Scientific and Technical Services
- * 541330 – Engineering Services
- * 541611 – Administrative Management and General Management Consulting Services



DOE-Related NAICS Codes

- * 236220 – Commercial and Institutional Building Construction
 - * 234990 – All Other Heavy Construction
 - * 325188 – All Other Basic Inorganic Chemical Manufacturing
 - * 541690 – Other Scientific and Technical Consulting Services
 - * 233310 – Manufacturing and Industrial Building Construction
 - * 541513 – Computer Facilities Management Services
 - * 213112 – Support Activities for Oil and Gas Operations
 - * 561990 – All Other Support Services
 - * 514210 – Data Processing Services
 - * 332710 – Machine Shops
- Check FPDS-NG NAICS Code Standard Report at:
<http://www.fpds.gov>



Rules of Engagement

- * Register with Central Contractor Register (CCR) – **www.ccr.gov**
- * Currently, you should register with DOE's e-Center for acquisitions under \$100,000 and Industry Interactive Procurement System (IIPS) for acquisitions greater than \$100,000 – **<http://e-center.doe.gov>**
- * Register with FedConnect – to view current business opportunities, receive solicitations, and submit proposals – **<https://www.fedconnect.net/FedConnect/>**
- * Check out SBA's "Sub-Net": **<http://web.sba.gov/subnet>**. SubNet is equivalent of FedBizOps for subcontracting opportunities posted by primes.



Rules of Engagement

- ✦ Check out Federal spending websites at:
<http://www.fedspending.org> and
<http://www.usaspending.gov>. Search contract and FA spending from 2000-2010 and where your money goes.
- ✦ Go to DOE's website – **www.energy.gov** and use the “white” search box in the upper right hand corner of page to find information about anything regarding DOE and its projects – i.e. type in “biomass” and see what you retrieve.
- ✦ From DOE's website – **www.energy.gov**; scroll down the left side to “Doing Business with DOE” (quick reference stamp) –
http://management.energy.gov/business_DOE.htm.



Secretary Chu toured two facilities in Memphis, Tennessee, that exemplify America's growing strength in clean energy.

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SECRETARY STEVEN CHU



I want to thank everyone who participated in today's online town hall. I enjoyed fielding your questions and interacting with everyone in attendance. Stayed tuned to Energy.gov, as my staff will be following up on some of the questions we didn't get to on the Energy Blog in the coming days.

NEWS

[Vice President Biden Announces Plan to Put One Million Advanced Technology Vehicles on the Road by 2015](#)

January 26, 2011

[Departments of Energy and Commerce Announce New Partnership to Foster Cooperation on Renewable Energy Modeling and Forecasting](#)

January 24, 2011

[Department of Energy Offers First](#)

MORE FROM ENERGY

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Doing Business with DOE



- * Link to the OSDBU Page – <http://smallbusiness.doe.gov>
- * DOE Business Forecast – <http://hqInc.doe.gov/Forecast>
- * List of Contracting Offices --
<http://management.energy.gov/procurement.htm>
- * List of FMCs and their mission --
<http://management.energy.gov/1159.htm>





Doing Business with DOE



- * FedBizOps search– <https://www.fbo.gov>
- * Federal and DOE procurement regulations and guidance – http://management.energy.gov/policy_guidance/procurement_acquisition.htm
- * Financial Assistance (FA) – www.grants.gov
- * FA policy and guidance – http://management.energy.gov/policy_guidance/financial_assistance.htm
- * OMB Grants Guidance – http://www.whitehouse.gov/omb/grants/grants_forms.html



Doing Business with DOE



* Federal Procurement Data System – New Generation (FPDS-NG) <https://www.fpds.gov>

1. Go to “ezSearch” for contract listings.





How Do I Get a Contract with DOE?

- * Must clearly and convincingly demonstrate that you can fulfill the requirement in a cost effective manner
- * Knowledge of what elements purchase – engage with elements, field office and FMC Small Business Program Managers (SBPMs)
- * Check Program Offices Budget Rollout
- * Allow yourself sufficient time to prepare for the competition (1-2 years)
- * Intelligence gathering and do your homework
 - 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”
 - Continued on next page

Appropriated Budget

(Dollars in 1000s)

Program Element	FY 2010 Current Approp.	FY 2011 Cong. Budget	Delta
Energy Efficiency and Renewable Energy (EE)	\$2,242,500	\$2,355,473	+5.0%
Environmental Management (EM)	\$6,007,854	\$6,047,000	+0.7%
NNSA	\$9,877,027	\$11,214,755	+13.5%
ARPA-E	0	\$299,966	+100%
Fossil Energy (FE)	\$951,133	\$760,358	-20.1%
Nuclear Energy (NE)	\$869,995	\$912,252	4.9%
Electricity Delivery and Energy Reliability (OE)	\$171,982	\$185,930	+8.1%
Science (SC)	\$4,903,710	\$5,121,437	+4.4%
Power Marketing Administrations	\$288,861	\$95,477	-66.9%
All Others	\$1,283,490	\$1,411,711	
Total DOE	\$26,596,552	\$28,404,359	+6.8%



NNSA's Appropriated Budget

(Dollars in 1000s)

Program Element	FY 2010 Current Approp.	FY 2011 Cong. Budget	Delta
Weapons Activities	\$6,384,431	\$7,008,835	+9.8%
Defense Nuclear Nonproliferation	\$2,136,709	\$2,687,167	+25.8%
Infrastructure	\$1,873	\$2,024	7.5%
Naval Reactors	\$945,133	\$1,070,486	+13.3%
Office of Administrator	\$410,754	\$448,267	+9.1%
HBCUs		\$10,000	
Total NNSA	\$9,877,027	\$11,214,755	+13.5%
Total DOE	\$26,596,552	\$28,404,359	+6.8%





How Do I Get a Contract with DOE?



Intelligence gathering and doing your homework (continued) –

- 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>



- Section “M” – Evaluation Criteria





How Do I Get a Contract with DOE?



Intelligence gathering and do your homework (continued)

- 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 PTACs at <http://wingovcon.com/ptacs.htm> or <http://www.aptac-us.org/new/>



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Welcome to The 12th Annual U.S. Department of Energy Small Business Conference & Expo!

The Department of Energy (DOE), Office of Small and Disadvantaged Business Utilization, is proud to present The 12th Annual DOE Small Business Conference & Expo, Kansas City, MO, May 10-12, 2011.

The event will feature plenaries, educational workshops, an Exhibit Hall with over 200 exhibitors/sponsors, as well as business matchmaking sessions. Over 1,600 attendees will represent all levels of federal, state, and local government agencies, the small business community, large/prime contractors, minority educational institutions, and many more!

The largest civilian contracting agency within the Federal government, DOE spent over \$25 billion in contracts in FY 2010. The 12th Annual DOE Small Business Conference & Expo is a great opportunity for Small Business owners, large companies, and universities alike to network and partner.

Energy's Road Bumps



- ★ Security requirements – “Q” Clearance – DOE M 470.4-5 – http://www.hhs.energy.gov/SecPolicy/ss_faqs_archives.html
Diana Samuelson, Small Business Program Manager
Phone: (301) 903-5117
E-Mail: diana.samuelson@hq.doe.gov
- ★ 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

Energy's Road Bumps



- ★ 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>



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Helpful References



http://www.management.energy/business_doe/hq_services.htm

→ DOE Headquarters Services – Doing Business with Headquarters

<http://www.netl.doe.gov/business/usp/unsol.html>

→ DOE's central focal point for all DOE Unsolicited Proposals is the National Energy Technology Laboratory (NETL).



<https://www.fedconnect.net>

→ FedConnect is an online marketplace where federal agencies post opportunities and make awards via the web. Any vendor can view public postings without registering.





Helpful References (Cont.)



<https://www.fbo.gov>

- FedBizOpps is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal, FBO.gov, commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.



http://fedgov.dnb.com/webform/pages/reqDuns_phone.jsp

- Obtain a DUNS number. As described in the website, you may call (866) 705-5711 and obtain the number within 10 minutes!



<http://www.ccr.gov>

- Central Contractor Registration (CCR) is the primary registrant for the U.S. Federal Government. CCR collect, validates, stores and disseminates data in support of agency acquisition missions.



Helpful References (Cont.)



<http://www.wingovcon.com/ptacs.htm> or <http://www.aptac-us.org/new/>

→ Procurement Technical Assistance Centers provide the business community with the most current and reliable information available to help any size businesses succeed as a government contractor.

http://www.sba.gov/idc/groups/public/documents/sba_homepage/serv_sstd_tablepdf.pdf

→ SBA Size Standards matched to NAICS Codes.



<http://www.directives.doe.gov>

→ DOE Directives are official communications of policies, requirements and procedures.

<http://www.arnet.gov>

→ Acquisition Central is hosted by Integrated Acquisition Environment (AEI), the E-Gov Initiative that is streamlining the federal acquisition process.





Helpful References (Cont.)



<https://www.fpds.gov>

- The Federal Procurement Data System Next Generation (FPDS-NG) contains data that the Federal Government uses to create recurring and special reports to the President, the Congress, the Government Accountability Office, Federal executive agencies and the general public.

<http://smallbusiness.doe.gov>

- DOE is the largest civilian buying agency in the Federal Government, procuring over \$22 billion in goods and services annually.



<http://www.sba.gov/tools/index.html>

- The SBA provides a wealth of information unique to small business through monthly chat events, electronic newsletters, podcasts and a myriad of business resources to support your business needs. Also, website for Laws and regulations including 13 CFR.





Helpful References (Cont.)



<http://www.sba.gov/localresources/index.html>

→ Business guidance and support to increase your odds of long-term success. Find counseling, training and business development specialists providing free and low-cost services in your area.

<http://www.sba.gov/services/index.html>

→ Features SBA-backed loans, government contracting opportunities, disaster assistance and training programs to help your business succeed.



<http://www.sba.gov/smallbusinessplanner/index.html>

→ The Small Business Planner includes information and resources that will help you at any stage of the business lifecycle.



<http://www.science.gov>

→ Searches over 38 databases and 1,950 selected websites, offering 200 million pages of authoritative **U.S. government science information**, including research and development results.



Helpful References (Cont.)



http://www.usa.gov/Business/Business_Gateway.shtml

→ USA.gov™ is the U.S. government's official web portal.

<http://www.recovery.gov>

→ This website is the main vehicle to provide each and every citizen with the ability to monitor the progress of the recovery.

<http://www.energy.gov/recovery>

→ A comprehensive and extensive information center about DOE and the American Recovery and Reinvestment Act of 2009 (Recovery Act).

<http://www.usaspending.gov> and <http://www.fedspending.org>

→ Provides easy access to Government contract, grant and other award data.

<http://www.vetbiz.gov/>

→ Is the portal for Veterans in Business.





Helpful References (Cont.)



http://www.rules.house.gov/111LegTest/111_hr1_text.pfd

→ H.R. 1 – The bill in regards to the American Recovery and Reinvestment Act of 2009.

<http://www.appropriations.senate.gov>

→ Website for the U.S. Senate Committee on Appropriations.



<http://www.finance.senate.gov/hearings/statements/012709mb.pdf>

→ Website for the Committee on Finance – January 27, 2009 Open Executive Statement by Senator Max Baucus (D-MT) to consider the American Recovery and Reinvestment Act of 2009.

<http://www.finance.senate.gov/hearings/statements/012709mb.pdf>

→ Website for the U.S. Senate Committee on Finance – Information on Legislation

