



U.S. DEPARTMENT OF
ENERGY

Office of Economic
Impact and Diversity

Reducing Barriers to DOE Opportunities

January 26, 2022



Reducing Barriers to DOE Opportunities

Office of Small and Disadvantaged Business Utilization

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**Office of Economic Impact and Diversity:
Technical Assistance & Training Webinar
January 26, 2022**





Overview

- History and Mission
- DOE/NNSA Sites
- DOE Organizational Chart
- DOE Budget
- DOE's Unique Operating Environment
- OSDBU Mission, Commitment and Strategic Objectives
- DOE's Small Business Accomplishments
- What and How DOE Buys
- Barriers to DOE Opportunities
- Key Programs
- Prime & Subcontracting Opportunities
- Tips to Increase Your Success
- Transition to Unique Entity ID
- Important Links
- Upcoming Events
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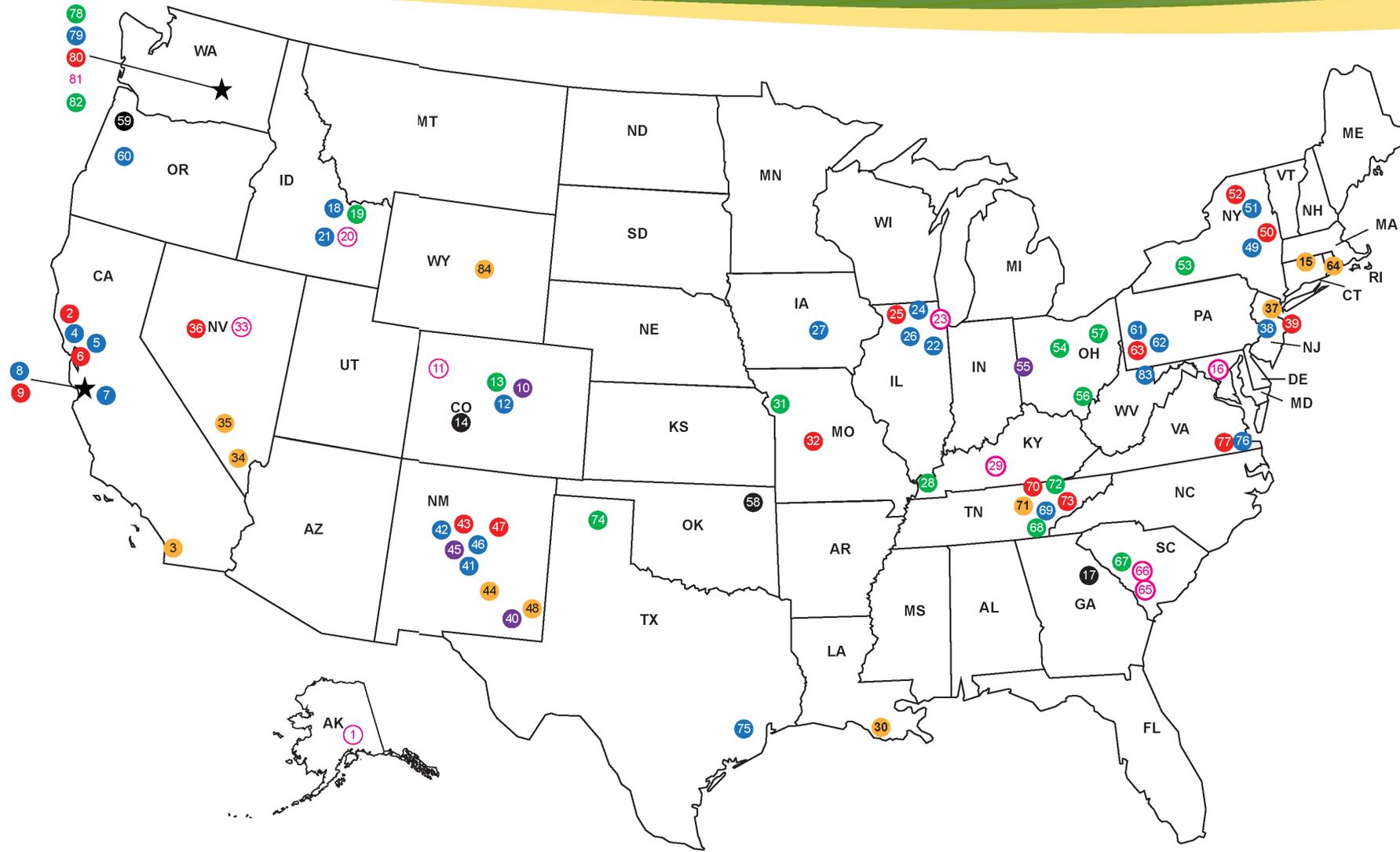
History and Mission

Ensure America's security and prosperity by addressing its energy, environmental, and nuclear challenges through transformative science and technology solutions





DOE/NNSA Sites



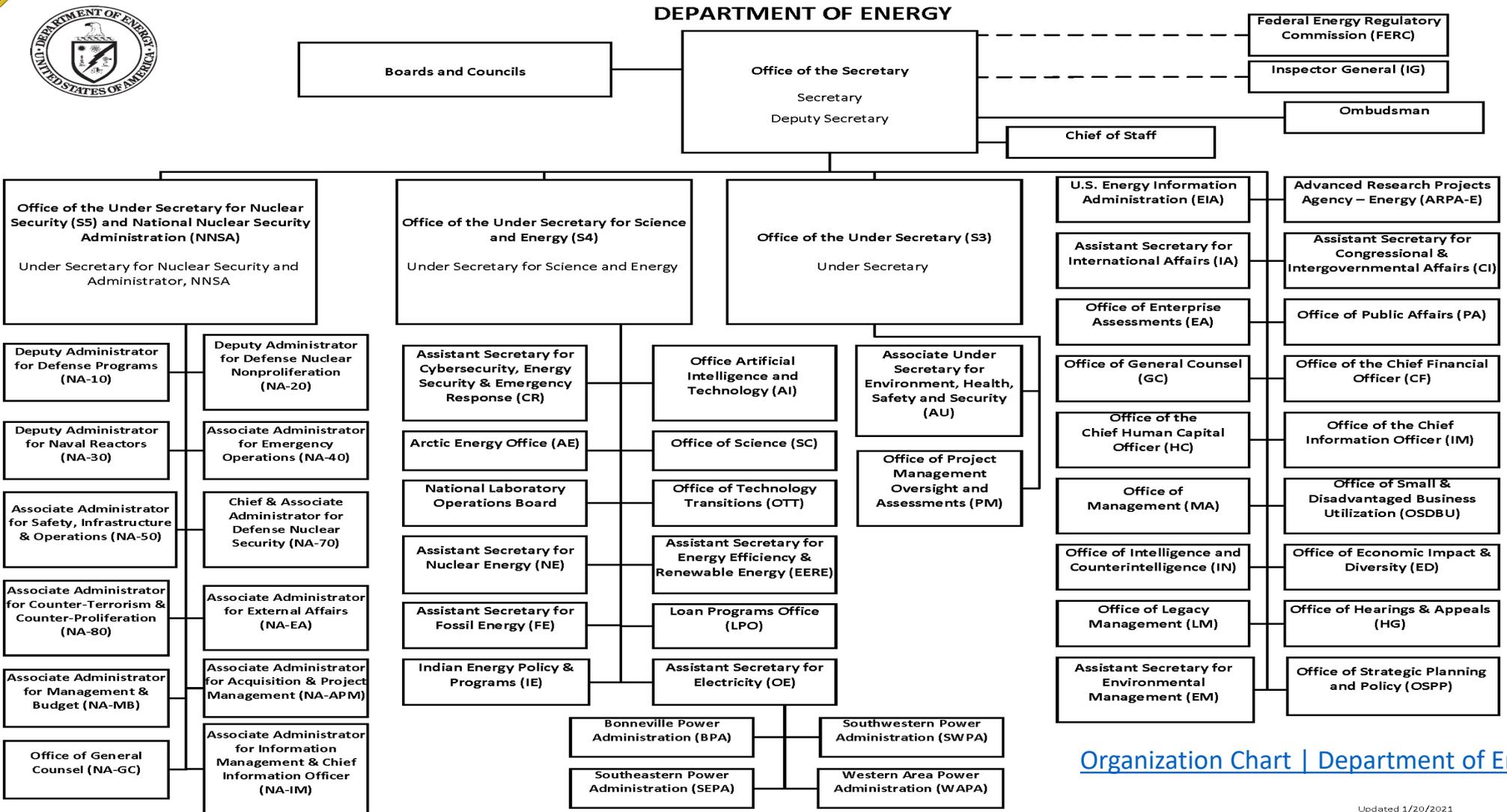
Legend

Operations Offices	Production/Cleanup	Site or Project Offices	Power Administrations	Laboratories	Field Offices	Special Purpose Sites or Offices	Service Business Center
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as of Nov 2017



DOE Organization Chart

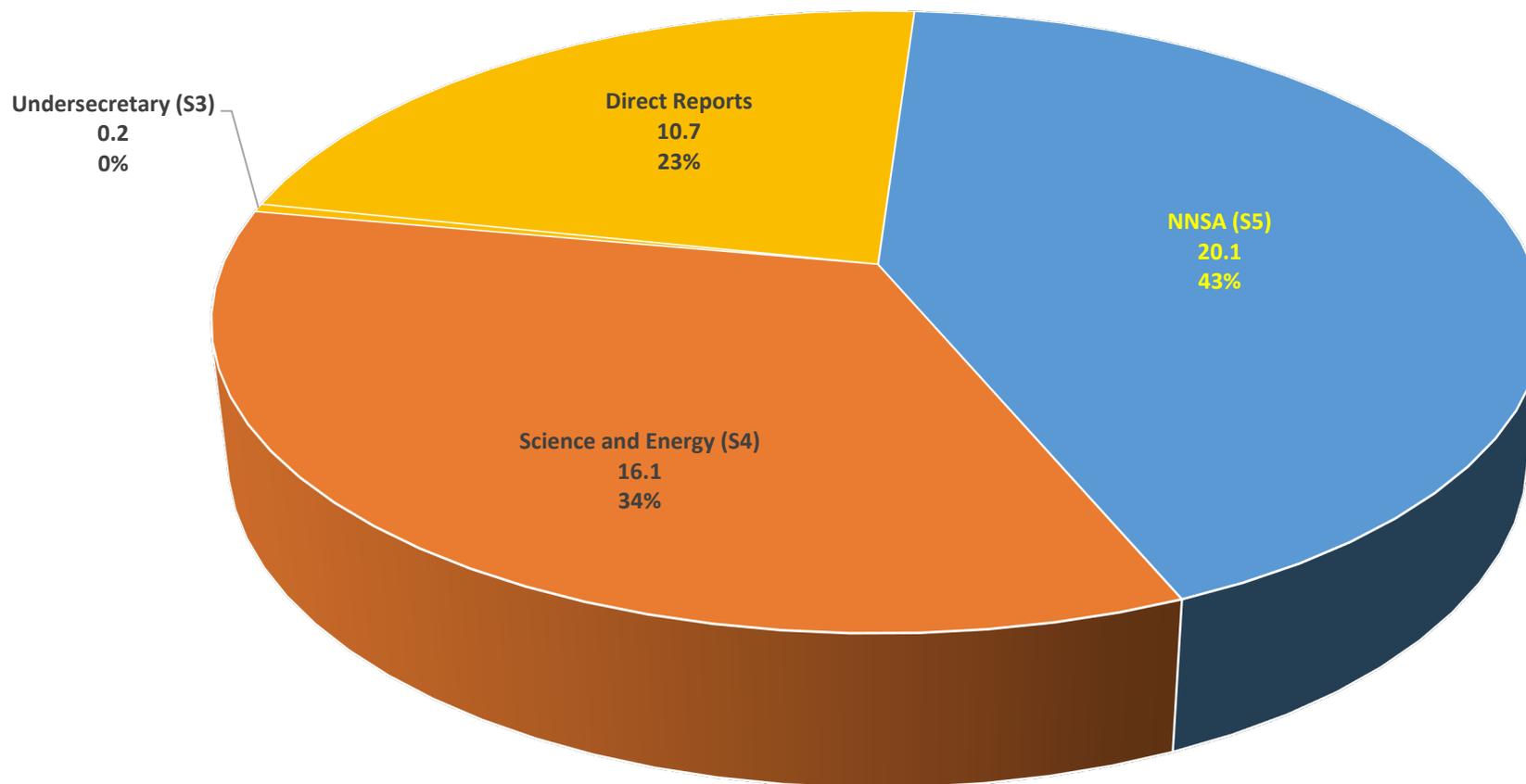


Organization Chart | Department of Energy

Updated 1/20/2021



FY 2021 Budget





Unique Operating Environment

- 2 Senior Procurement Executives
- 14 Heads of Contracting Activity
- Multiple SBA Procurement Center Representatives
- Over 20 Different Acquisition Forecasts
- 23 M&Os (Management and Operating sites)
- 37 Site Facility Management Contracts
- 80+ Small Business Program Managers
- DOE Mentor-Protégé Program – 40+ protégés participated in FY 2021



OSDBU Mission and Commitment

OUR MISSION

Maximize contract opportunities for small businesses while advancing the Agency's missions

OUR COMMITMENT

O: Open the lines of communication through outreach and training

S: Serve as small business advocates

D: Deliver useful information

B: Build public and private industry relationships

U: Utilize DOE Programs and best practices





OSDBU Strategic Objectives

OSDBU OBJECTIVES

OBJECTIVE #1

**Simplify Doing
Business with DOE**

OBJECTIVE #2

**Maximize
SB Opportunities**

OBJECTIVE #3

**Maximize
SB Awards**



OSDBU Staff
& SBPMs



Education/
Resources



Inreach/
Outreach



Compliance
Requirements

ENABLING ACTIVITIES

DOE P 547.1, *Small Business First Policy*

“The Department of Energy (DOE) will foster a dynamic business environment for the small business community, which includes small, veteran-owned, service-disabled veteran-owned, HUBZone, small disadvantaged, and women-owned small business concerns. This will widen the scope of opportunities that small businesses can participate in, while also strengthening the Agency, and in turn, the American economy.”



DOE's Small Business Accomplishments

DOE exceeded its FY 2020 statutory prime and subcontracting small business goals and achieved its highest small business obligations to date

- \$8.7B obligated to small businesses in FY 2020 (of \$35.5B total)
 - \$5.1B in direct prime and first-tier M&O subcontract small business awards
 - \$3.6B in direct subcontract small business awards
- 1 in 4 contract dollars awarded to small businesses

Total Small Business Obligations (Prime + MOSRC* + Subcontracts)	
FY 2015	\$5.7B
FY 2016	\$6.5B
FY 2017	\$6.85B
FY 2018	\$6.16B
FY 2019	\$7.68B
FY 2020	\$8.7B

* Management & Operating Subcontract Reporting Capability



What DOE Buys

Top 5 NAICS* Codes – Prime

- 562910 – Remediation Services
- 541611 – Administrative Management and General Management Consulting Services
- 541330 – Engineering Services
- 561210 – Facilities Support Services
- 541513 – Computer Facilities Management Services

Top 5 NAICS Codes – Subcontracting

- 541330 – Engineering Services
- 541990 – Professional Services
- 541715 – Research and Development in the Physical, Engineering, and Life Sciences
- 562910 – Remediation Services
- 611710 – Educational Services

* North American Industry Classification System Codes



How DOE Buys

- Full & Open Competition
- Small Business Set-Asides
- Other than Full & Open Competition (Non-competitive)
- Simplified Acquisition Procedures (SAP)
- General Service Administration (GSA)
- Category Management strategic contracts, Blanket Purchases Agreements (BPAs), Indefinite Delivery Contracts, etc.
- Unsolicited Proposals
- Financial Assistance Opportunities in addition to DOE procurements



Barriers to DOE Opportunities

- Safety, Security, and Cybersecurity requirements
- Multiple forecast (opportunities)
- Subcontracting opportunities
- Total contract values
- Technical requirements
- DOE Missions



Key Programs

Small Business Innovation Research/ Small Business Technology Transfer (SBIR / STTR)

The OSDBU partners with SBIR/STTR staff, to guide small businesses to help conduct DOE R&D

- Phase 0 resources help first-time applicants engage w/ DOE SBIR/STTR
- Phase I-III awards develop and commercialize proposals
- DOE SBIR/STTR topics: <https://science.osti.gov/sbir/About>
- DOE SBIR/STTR Point of Contact: SBIR-STTR@science.doe.gov
- ARPA-E's SBIR/STTR program: [Home | arpa-e.energy.gov](http://arpa-e.energy.gov)



Key Programs

DOE Unsolicited Proposal Program

- An unsolicited proposal is an application for support of an idea, method, or approach, which is submitted based solely on the proposer's initiative rather than response to a DOE solicitation
- Funding of unsolicited proposals is considered a noncompetitive action
- Federal Acquisition Regulation Subpart 15.6 addresses unsolicited proposals
- DOE considers proposals in all areas of energy and energy-related research and development with emphasis on long-term, high-risk, high-payoff technologies. DOE may accept an unsolicited proposal if it:
 - Demonstrates a unique and innovative concept or a unique capability of the submitter
 - Offers a concept or service not otherwise available to the Federal government
 - Does not resemble the substance of a recent, current or pending competitive solicitation
- The "[Guide for the Submission of Unsolicited Proposals](#)" provides more information on the unsolicited proposal process
- For more information on Unsolicited Proposals, please contact DOEUSP@NETL.DOE.GOV



Key Programs

DOE Mentor-Protégé Program (MPP)

- Increases participant capabilities to better perform and compete for DOE prime contracts and subcontracts
- Focuses on helping disadvantaged and other socio-economic small businesses
- Utilizes Subcontracting for Protégé development

Participation in the MPP is a contractual requirement for many large dollar DOE Facility Management Contracts

For more MPP Info: <https://www.energy.gov/osdbu/programs/mentor-protég-program>



Prime Opportunities

- DOE's Headquarters and Federal Field Office Acquisition Forecast contains a list of upcoming prime contracting opportunities
- DOE is determined to support opportunities for Small Disadvantaged Business 8(a) (SDB), Historically Underutilized Business Zone (HUBZone) small business concerns, Service-Disabled Veteran-Owned (SDVOSB) small business concerns, and Women-Owned Small Business (WOSB) concerns
- Prime contract opportunities can be found at <https://www.energy.gov/osdbu/articles/acquisition-forecast>



Subcontracting Opportunities

- Approximately 80% of DOE's annual procurement base is allocated to the Agency's Management and Operating Contractors (M&Os), also commonly referred to as Facility Management Contractors (FMCs)
- DOE Prime Contractors are interested in subcontracting with all categories of SDB 8(a), HUBZone, SDVOSB, WOSB small business concerns
- DOE subcontracting opportunities can be found at:
<https://www.energy.gov/osdbu/acquisition-forecast>
- Supply Chain Management Center (SCMC): <https://thescmcgroup.com/>



Positioning for Subcontract Opportunities

To determine if opportunities exist for your company with DOE prime contractors, we recommend you prepare yourself as follows:

- Research the company and procurement opportunities to determine the right fit
- Register in the Primes' Supplier Registration database, if required
- Email each Prime's point of contact with your interest in subcontracting opportunities. Briefly explain how you believe you can assist the Prime
- If you meet with a Prime, be prepared, and most important, be on time
- Follow-up with additional information, if required



How to Increase Your Success

LEVERAGE

- Engage SBA, Small Business Development Centers, Procurement Technical Assistance Centers, Minority Business Development Centers and other small business advocates
- Understand and pursue Key DOE Programs like MPP
- Join Trade Organizations
- Review DOE OSDBU Small Business Toolbox
- Engage OSDBU and sites' Small Business Program Managers

PREPARE

- Learn what products and services DOE buys at its different sites
- Review DOE and Major Contractor acquisition forecasts and SAM.gov
- Ensure socio-economic certifications and security classifications are current
- Know your business/industry
- Stay current with regulations, laws, policy, etc.
- Establish teaming arrangements, joint ventures, etc.
- Create strong capability statement

TARGET

- Market/match up your capabilities against DOE/Prime requirements
- Pursue low dollar requirements to build past performance
- Pursue all levels of opportunities
- Participate in outreach events
- Adequately respond to Sources Sought/Request for Information/Request for Proposals
- Register in DOE Supplier databases



DUNS-UEI Transition

- In April 2022, the federal government will transition away from using DUNS Numbers to the new Unique Entity ID (UEI) for federal award management:
- This change will formally take effect in the Integrated Award Environment (IAE) systems (SAM.gov, FPDS, eSRS, FSRS, FAPIIS, and CPARS) on **April 4, 2022**
- This change is streamlining the entity registration process and making it easier for entities to do business with the federal government
 - This change simplifies the process of registering your organization to do business with the federal government
 - Entities will be assigned an identifier during registration; you will not need to go to a third party to obtain an identifier or to get help
 - If your prime is required to report on subcontracting dollars, subcontractors will need an UEI
- If you are registered in SAM.gov, you've been assigned an UEI and it's viewable in SAM.gov
- GSA provides a detailed briefing on transition to UEI [Stakeholder Forum Recap: The New Unique Entity ID in SAM.gov | Interact \(gsa.gov\)](#) and the [Federal Service Desk \(FSD\)](#) additional offers resources and FAQs to help with UEI transition on IAE systems



Important Links

- **System for Award Management:** <http://sam.gov/>
- **DOE Acquisition Forecasts:** <https://www.energy.gov/osdbu/acquisition-forecast>
- **Fedconnect:** <https://www.fedconnect.net/FedConnect/Default.htm>
- **DOE Small Business Program Managers Directory:** <https://www.energy.gov/osdbu/articles/small-business-program-managers-directory>
- **DOE OSDBU Small Business Toolbox:** [Small Business Toolbox | Department of Energy](#)
- **DOE Small Business Innovation Research and Small Business Technology Transfer:** <https://science.energy.gov/sbir/>
- **DOE Unsolicited Proposal Program:** <https://www.netl.doe.gov/business/unsolicited-proposals>
- **DOE MPP:** [Mentor-Protégé Program | Department of Energy](#)
- **Alleged Undue Restriction:** <https://www.energy.gov/osdbu/small-business-services/submit-notice-alleged-undue-restriction>
- **U.S. Small Business Administration:** <https://www.sba.gov/>
- **Procurement Technical Assistance Centers:** <https://www.aptac-us.org/>
- **Minority Business Development Centers:** [MBDA Programs | Minority Business Development Agency](#)
- **North American Industry Classification System (NAICS):** <https://www.census.gov/eos/www/naics>
- **General Services Administration:** <https://www.ebuy.gsa.gov/ebuy/>
- **Federal Grants:** www.grants.gov



2022 Upcoming Events

- **March 24, 2022:** U.S. Department of Energy's Office of Small & Disadvantaged Business Utilization (OSDBU) and Savannah River Nuclear Solutions (SRNS) Virtual Forum
- **April 13, 2022:** Bridging Partnerships Small Business Symposium
<https://bridgingpartnerships.com/>
- **April 27, 2022:** U.S. Department of Energy's Office of Small & Disadvantaged Business Utilization (OSDBU) and Power Administrations (WAPA, SWPA, BPA) Virtual Forum



DOE OSDBU Support

For help with doing business with the DOE and individually-tailored business development customer care, feel free to contact our office:

- Call: (202) 586-7377
- Email: smallbusiness@hq.doe.gov
- Or fill out the [Doing Business with DOE Form](#) on the OSDBU website

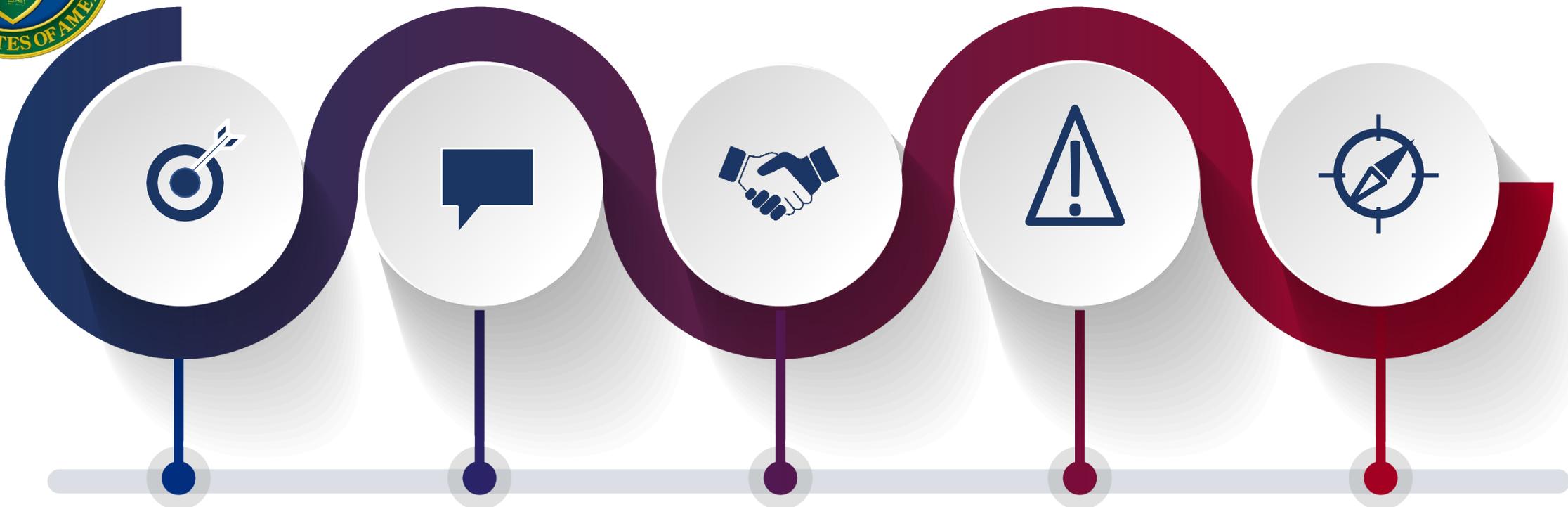
SBIR/STTR Program – Kent Hibben: Kent.Hibben@hq.doe.gov

Mentor-Protégé Program - Mark Lochbaum: Mark.Lochbaum@hq.doe.gov

DOE HQ Forecast - Tanya Crawford: Tanya.Crawford@hq.doe.gov



Key Takeaways for Doing Business with DOE



Understand the core missions and needs of Program Offices and target your efforts

Ensure that your website and capability statements clearly articulate your organization's key offerings

When meeting with DOE and Primes, know who you are meeting with and their role so that you can explain the relevancy of your offerings

Mission requirements are constantly evolving — be a partner to help DOE/Primes fill capability gaps by listening to needs and the direction we are going

Utilize the resources available to navigate DOE opportunities



Thank you



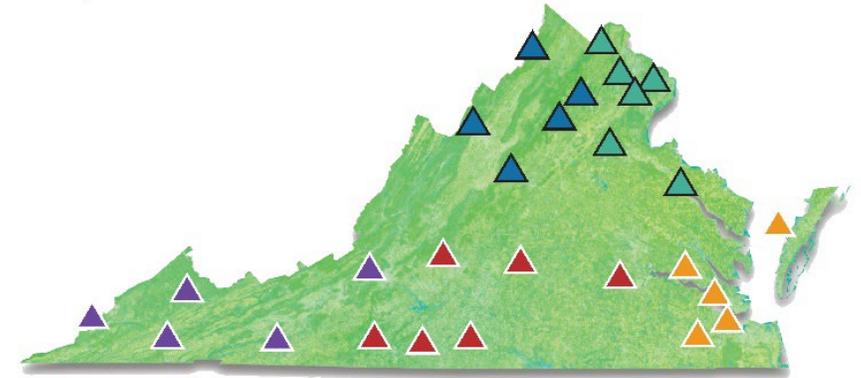
Reducing Barriers to DOE Opportunities

Timm Johnson, Director - Mason SBDC



Small Business Development Centers

- 27 Virginia SBDC Centers
- over 1000 Centers Nation Wide
- Visit <https://www.sba.gov/local-assistance/resource-partners/small-business-development-centers-sbdc>
- Visit <https://americassbdc.org/>

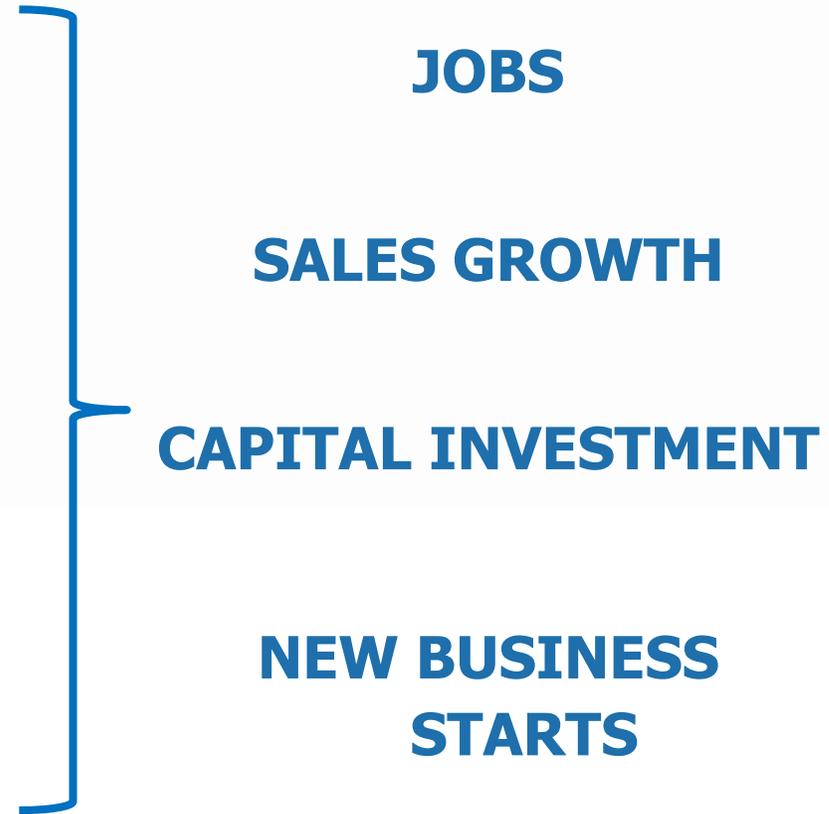


U.S. Small Business
Administration

"Funded in part through a
Cooperative Agreement with
the U.S. Small Business
Administration."

SBDC Services and Results

- One-on-one confidential business counseling
- Small group training seminars
- Conferences, workshops, seminar series
- Resource referral to local, state, federal and private sources



Business Readiness for Contractors

- Eligibility and Registration Processes
- What is your Value Proposition?
- Creating a Capability Statement and marketing material for your digital footprint
- Operational Readiness – Government Accounting, HR, IT, Cyber Security
- Access to Capital
- Certifications

Relevant Workshops

- Government Contracting 101
- Access to Capital – Financing your Small Business
- Digital Marketing – SEO, Social Selling
- Legal and Administrative Steps to Starting a Business
- Cyber Security – CMMC, Small Business Cyber Awareness
- Preparing your Pitch – Best Practices for Educating your Audience.
- Financial Management, Budgeting and KPIs

In Support of Dept of Energy

- Education Workshops for Business Readiness
- Entrepreneurship 101
- Marketing to the Government
- Proposal Writing
- Proposal Pricing
- Teaming and Joint Ventures
- Business Development & Opportunity Tracking
- Technology Support
 - Innovation and Commercialization Assistance Program (ICAP)
 - Small Business Innovative Research Grants (SBIR)

Contact

Mason Small Business Development Center
George Mason University
4031 University Drive, Suite 100
Fairfax, VA 22030

(703) 261-4105

help@masonsbdc.org

<https://www.masonsbdc.org/>



Mason Enterprise



Thank You





Helping business do business with government

Virginia PTAC Introduction

**Michael Townsend, Procurement Counselor
Virginia Procurement Technical Assistance Center
mtownse@gmu.edu**

January 2022



PTAC Introduction

- **Headquartered at George Mason University in Fairfax, VA, our statewide network of expert counselors and trainers covers Virginia's major metropolitan areas**
 - **Northern VA**
 - **Richmond**
 - **Fredericksburg**
 - **Charlottesville,**
 - **Winchester**
 - **Hampton Roads**
 - **Lynchburg**
 - **Roanoke**



PTAC Introduction

- **Virginia PTAC provides timely, relevant assistance in doing business with government at the Federal, State and Local Levels**
- **Counselors are experts and former representatives from industry including federal, state and local government and large primes**
- **Assistance includes one-on-one counseling sessions, electronic tools, and training seminars on how to do business with the government.**
- **Help is targeted toward small businesses, especially veteran-owned businesses, women and minority entrepreneurs, and businesses located in economically depressed HUBZones.**
- **Large businesses benefit, too, from training and identification of qualified subcontractors.**



PTAC Introduction

Your local PTAC can help you with the following topics:

- **Determining Suitability for Contracting:** The government marketplace poses unique challenges that can overwhelm or even ruin a company that does not have the maturity or resources to meet them.
- **Securing Necessary Registrations:** Your PTAC can help make sure you are registered with the various databases necessary for you to participate in the government marketplace
 - ✓ GSA's System for Award Management (SAM)
 - ✓ SBA's Dynamic Small Business Search
 - ✓ Other government vendor databases.
- **SDB, 8(a), WOSB/EDWOSB, HUBZone, VOSB/SDVOSB and other certifications:** Certain small businesses are eligible for preferred status in some government solicitations. A PTAC counselor can help you determine if your company is eligible for any of these certifications and guide you through the steps necessary to secure them.



PTAC Introduction

Your local PTAC can help you with the following topics:

- **Marketing:** Identify which offices and individuals are most likely to need your product and what is the best way to connect with them.
- **Researching Procurement Histories:**
 - ✓ “What agencies have bought products like yours in the past?”
 - ✓ Which companies have been awarded these contracts?
 - ✓ How much have they been paid?”
 - ✓ Answers to questions like these are necessary to guide your marketing strategy and give you a competitive edge.
- **Networking:** Most PTACs sponsor regular “matchmaking” events, providing critical opportunities to connect with agency buying officers, prime contractors and other businesses that may offer teaming or subcontracting opportunities.



PTAC Introduction

Your local PTAC can help you with the following topics:

- **Identifying Bid Opportunities:** A PTAC can make sure that you are notified — on a daily basis — of government contract opportunities that your company is eligible to bid on through our Bid Match Services subscription.
- **Proposal Preparation:** A procurement specialist can help you navigate even the most difficult solicitation package, including securing necessary specifications and drawings and understanding pricing considerations.
- **Contract Performance Issues:** Even after you've been awarded a contract, your PTAC may be able to help with certain contract performance issues, such as:
 - ✓ Production and Quality Systems
 - ✓ Accounting system requirements, contract payments and payment systems such as Wide Area Workflow and iRapt
 - ✓ Packaging and Transportation
 - ✓ Subcontracting
 - ✓ Property



PTAC Introduction

Your local PTAC can help you with the following topics:

- **Preparing for Audit:** When its time for your contract audit, your PTAC can help you know what to expect, and what you will need to have all documentation in order.
- **Training:** PTACs offer and sponsor educational seminars and webinars covering a variety of procurement topics provided by industry experts, government representatives and procurement counselors.



Helping business do business with government

Find Your PTAC! – <https://www.aptac-us.org/>

- HOME
- ABOUT US
- GOVERNMENT CONTRACTING ASSISTANCE
- APTAC PARTNERS
- PTAC LOGIN
- CONTACT US

Find a PTAC

Find a Procurement Technical Assistance Center
Click on the map below or select your state above to find the Procurement Technical Assistance Center nearest you.
[Find American Indian PTACs »](#)



- ASSISTANCE FOR SMALL BUSINESSES
- GET THE TRAINING YOU NEED TO SUCCEED
- PTAC CLIENT SUCCESSSES

Special announcements and links

- ▶ Defense Logistics Agency (DLA) touts PTAC help for Small Businesses and Government agencies
- ▶ See *PTACs in the News* for PTAC activities and accomplishments across the nation.

HELP FOR GOVERNMENT CONTRACTING

Procurement Technical Assistance Centers (PTACs)

Free Help with SAM Registration – and other government contracting issues.

System for Award Management (SAM) registration *is FREE*, and your PTAC can help you with this *and everything else you need* to sell to federal, state and local government agencies at little or no charge

- ▶ **Workshops and Matchmaking Events** teach you what you need to know and connect you with other businesses and agency buyers.
- ▶ **One-on-One Counseling** tailored to your specific needs – *always free* of charge!

[Find your PTAC now! »](#)

see also APTAC's *Government Contracting Intelligence* blog.



[Find National PTAC Day Events in Your Area](#)

Hurricane/Disaster Contracting Resources

- ▶ Blog post: *Hurricane Disaster Contracting – Steps to take now*
- ▶ Federal Emergency Management Agency (FEMA) website

Contracting Success

In 2019, PTAC clients were awarded

\$24 BILLION IN CONTRACTS

with over

57,000 businesses receiving assistance.

[Learn More ▶](#)

APTAC Partners

APTAC and NIST-MEP Enter Partnership to Help Expand Industrial Base (read more)



[Learn More ▶](#)



Thank you



MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESSCENTER
U.S. DEPARTMENT OF COMMERCE

VIRGINIA MBDA BUSINESS CENTER

Tommy L. Marks

Director, Virginia MBDA Business Center

January 26, 2022

MBDA Business Centers



MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESSCENTER
U.S. DEPARTMENT OF COMMERCE

35
Business
Centers

9
Specialty
Centers



OUR MISSION

VIRGINIA MBDA BUSINESS CENTER

manages relationships and sources of deals by promoting the interests of MBEs; educating MBEs on the benefits of strategic growth alternatives (e.g., mergers, acquisitions, and/or joint ventures); and providing service referrals to MBEs of all sizes.

ABOUT US

Our center is staffed with a group of seasoned business consultants that provide technical assistance and business development services to promote growth and global competitiveness of MBEs.



Business Development
Assisting Clients to Increase Revenue
Assisting in Securing Transactions
Capital Building Assistance
Management, Financial & Technology



CONTACT US

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MINORITY BUSINESS DEVELOPMENT AGENCY
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**THANK
YOU!**
