



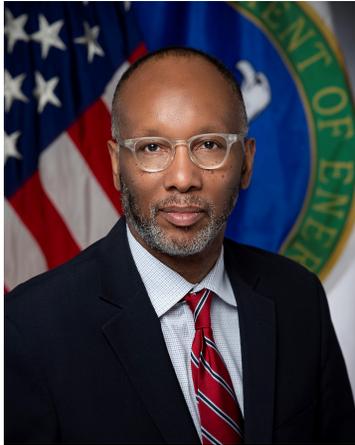
# Quarterly Newsletter

July 2022



OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

## FROM THE DIRECTOR



On behalf of the OSDBU, I am pleased to share quarterly DOE small business updates. The Department anticipates earning an "A" grade from the U.S. Small Business Administration (SBA) for Fiscal Year (FY) 2021 small business and socio-economic contracting achievement. In surpassing DOE's FY 2020 small business awards by over a billion dollars, the Department projects a total of \$9.7B in prime and subcontract awards to small businesses.

The OSDBU continues to make progress on several initiatives to help maximize opportunities for small businesses. In collaboration with the Office of the Chief Information Officer's IM-50 Team, the OSDBU is piloting an AI Customer Care Chatbot and has also begun developing a vendor capability statements library. The AI Chatbot streamlines and enhances the OSDBU's small business customer support processes by connecting external stakeholders to DOE small business resources and answers to a wide range of frequently asked questions on doing business with the Department. As a multi-functional market research tool, the vendor capability statements library will enable the DOE Acquisition Community to identify capable small businesses interested in or currently doing business with the DOE. The vendor capability statements library will be searchable by socio-economic category, NAICS codes, keywords, and other filters in the smart search.

In other initiatives, the OSDBU is seeking to enhance the DOE Mentor-Protégé Program to help expand diversity in the procurement base and increase participation in the program. The OSDBU will be sending out a survey to gather feedback and identify areas for program improvement. Additionally, the OSDBU continues to support the Department's Equity Procurement Working Group and Bipartisan Infrastructure Law Contracts/Support Services Working Group to help increase practicable opportunities for underserved communities.

As a reminder, the OSDBU seeks your feedback concerning the 2023 DOE Small Business Forum and Expo. If you haven't already done so, please take a few minutes and complete the survey [here](#).

Thank you for advocating for the utilization of small businesses to help advance the DOE's mission.

*Ron Pierce*

Ron P. Pierce, Director  
Office of Small and Disadvantaged Business Utilization  
U.S. Department of Energy

## DOE SMALL BUSINESS ACHIEVEMENT

The DOE projects \$8.1B in FY 2021 prime small business achievement. From a procurement base of approximately \$38B, the Department awarded over 21% (1 in every \$5) to small businesses. The DOE ranks in the list of the top Federal agencies in prime small business contracting achievement (highlighted in the below chart: FY 2021 Top Federal Agencies in Small Business Prime Achievement). In recognition of the DOE's FY 2021 small business and socio-economic contracting achievement, the DOE anticipates earning an "A" grade from the SBA.

Funding Department	Total Small Business Eligible Dollars	Small Business Dollars	Small Business Percentage
DEPARTMENT OF DEFENSE	\$332,136,915,736	\$83,441,586,825	25%
<b>DEPARTMENT OF ENERGY</b>	<b>\$38,254,108,782</b>	<b>\$8,104,847,093</b>	<b>21%</b>
DEPARTMENT OF HEALTH AND HUMAN SERVICES	\$39,997,166,163	\$9,375,202,018	23%
DEPARTMENT OF VETERANS AFFAIRS	\$34,640,127,078	\$10,523,848,957	30%
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$19,044,467,895	\$3,461,959,925	18%
DEPARTMENT OF HOMELAND SECURITY	\$20,813,871,347	\$7,961,638,491	38%
DEPARTMENT OF STATE	\$10,387,474,073	\$3,759,628,399	36%

Chart: FY 2021 Top Federal Agencies in Small Business Prime Achievement

In terms of year-to-date socio-economic achievement, the Department anticipates exceeding the prime contracting SBA-graded goal for Small Disadvantaged Businesses (SDBs). Additionally, the DOE is on pace to surpass FY 2021 prime small business awards to Women-Owned Small Businesses. However, the DOE is projected to fall short in two of the four prime contracting SBA-graded socio-economic categories, Service-Disabled Veteran-Owned Small Businesses and HUBZone Small Businesses. Steps to support the collective Departmental effort to meet the annual prime contracting socio-economic goals established by the SBA to help maximize small business opportunities include:

- Using available federal acquisition statutory and regulatory flexibilities to achieve the objectives of increasing equity and maximizing awards to underserved socio-economic small businesses.
- Utilizing Federal Supply Schedules, Simplified Acquisition procedures, Small Business Set-asides, and the DOE preferred SDB acquisition solutions.
- Coordinating with the OSDBU—who will offer assistance on actions—when proposed acquisitions valued over \$3 million are not set aside for small businesses.

## SMALL BUSINESS PARTNERSHIPS



Sandia National Laboratories (Sandia) hosts virtual, pre-recorded Small Business Forums that are aimed to help its diverse supplier base grow and flourish in the Federal contracting world.

For Sandia's third forum in FY 2022, Sandia's Supplier Diversity Team partnered with an Albuquerque, New Mexico Service-Disabled Veteran-Owned Small Business, Spartan Cyber Security LLC. (Spartan), to communicate and stress the importance of proper cybersecurity posture for businesses and organizations of all sizes – not just ones pursuing Federal contracting.

The forum examined the true cost inflicted by cybercrime, far surpassing the profitability of global trade of all major illegal drugs combined. Part of the forum covered recent examples of cybersecurity breaches both in New Mexico and across the country.

Along with rudimentary concepts, the forum also explored fundamental cybersecurity concepts including patch management, access control, web filtering, and more importantly, backup procedures for critical virtual company assets, and advanced cybersecurity concepts tailored to address the National Institute of Standards and Technology (NIST) cybersecurity framework. The NIST cybersecurity framework integrates industry standards and best practices to help organizations manage their cybersecurity risks and vulnerabilities.

Through the small business partnership on the forum, Sandia conveyed to its supplier base the importance of securing an organization's virtual and physical operations. For more information, please view the forum on Sandia's Small Business Forum webpage [here](#).

Thanks to Sandia Small Business Program Manager Paul Sedillo for sharing this DOE small business success story.

If you would like to share a DOE small business story or have a suggestion for another topic in this newsletter, please email your submissions to Darren Lurie at [darren.lurie@hq.doe.gov](mailto:darren.lurie@hq.doe.gov).

## ACQUISITION FORECAST IMPROVEMENT WORKING GROUP

The OSDBU, Office of Acquisition Management, and the National Nuclear Security Administration's Office of Acquisition and Project Management are partnering on an Acquisition Forecast Improvement Working Group to increase the usefulness and timeliness of the DOE's and NNSA's Acquisition Forecast. Initial steps have included benchmarking other agencies' products, including those that have received industry recognition for their forecasts.

Potential enhancements include the development of a real-time web-based platform to capture upcoming requirements, and changes, as well as a creating a public-facing searchable, filterable database of opportunities. Improvements to the Acquisition Forecast will help the Department attract new partners, create greater equity in procurement, and keep industry better informed of our requirements, which may result in stronger proposals and applications. Acquisition Forecast enhancements will also likely generate more interest to help expand the DOE's partner base and increase competition.

## LEGISLATIVE UPDATES

Updates from the Small Business Procurement Advisory Council include the recent SBA announcement of a second 5- year review of size standards:

- The Small Business Jobs Act of 2010 requires SBA to review all size standards every five years and adjust them to reflect current industry and market conditions.
- In April 2019, SBA published a revised version of the methodology to evaluate small business size standards.
- Multiple NAICS sectors will be included in one rule –altogether 6 rules.

Please find more information on the SBA's size standards reviews and updates [here](#).

The SBA also announced upcoming proposed rules:

1. National Defense Authorization Act 2020, Credit for Lower Tier Subcontracting and Other Amendments.
2. HUBZone Program Updates and Clarifications.
3. Small Business Size Standards - Adoption of 2022 North American Industry Classification System for Size Standards.
4. Small businesses in U.S. territories - Eligibility of the commonwealth of the Northern Mariana Islands.
5. Adjustment of Monetary Based Size Standards for inflation.

## 31<sup>ST</sup> ANNUAL GOVERNMENT PROCUREMENT CONFERENCE

On June 16, the OSDBU participated in the 31st Annual Government Procurement Conference (GPC) in Washington, D.C. OSDBU Director Ron Pierce spoke on a panel with other Federal agencies and covered topics on doing business with the Federal Government. The OSDBU's Tamara Miles, Mark Lochbaum, Nicola Ohaegbu, and Darren Lurie; as well as Leslie Bourgeois, Small Business Program Manager at the Strategic Petroleum Reserve, participated in Matchmaking with a wide range of small businesses to help make it easier to do business with the DOE.

The Government Procurement Conference is a national event fostering business partnerships between the Federal Government, its prime contractors, and small, minority, service-disabled veteran-owned, veteran-owned, HUBZone, and women-owned businesses. Participating firms have the opportunity to market their products and services to procurement representatives and small business specialists across the Federal Government. The conference also includes educational conference sessions, procurement matchmaking and a Government and Prime Contractor exhibitor showcase.



Photo: From left, the OSDBU's Tamara Miles, Mark Lochbaum, Ron Pierce, Nicola Ohaegbu, and Darren Lurie.

## 2022 NATIONAL 8(a) ASSOCIATION ALASKA REGIONAL CONFERENCE



Photo: OSDBU Director Ron Pierce, fourth from right, speaks on a Federal OSDBU Panel at the 2022 National 8(a) Association Alaska Regional Conference in Anchorage, Alaska.

On June 22, OSDBU Director Ron Pierce spoke at the 2022 National 8(a) Association Alaska Regional Conference in Anchorage, Alaska. Director Pierce spoke on an OSDBU panel with other Federal agencies and covered topics on doing business with the DOE. The conference included educational sessions, matchmaking, networking, and resources for small businesses.

The National 8(a) Association offers education and guidance for all aspiring, current and graduate 8(a) businesses. Established by the SBA, the 8(a) Business Development Program is a business assistance program for small disadvantaged businesses and provides a broad scope of assistance to firms that are owned and controlled at least 51% by socially and economically disadvantaged individuals. The National 8(a) Association also works with other small businesses, Federal Agencies, Prime Contractors, Industry Professionals, and Business Vendors.

## MARK YOUR CALENDARS

Below are upcoming small business events and training. Check out the [Small Business Events Calendar](#) on the OSDBU's website for more information.

- July 14, 2022** Office of Acquisition Management Brown Bag Session: DOE Professional and Administrative Support Services (PASS) Blanket Purchase Agreement (BPA) Program
- July 26-27, 2022** [GSA Small Business Works 2022: Navigating Equity in Procurement](#)
- Aug. 31-Sept. 2, 2022** [2022 National HUBZone Conference](#)



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The OSDBU maximizes contract opportunities for small businesses while advancing the Agency's mission.