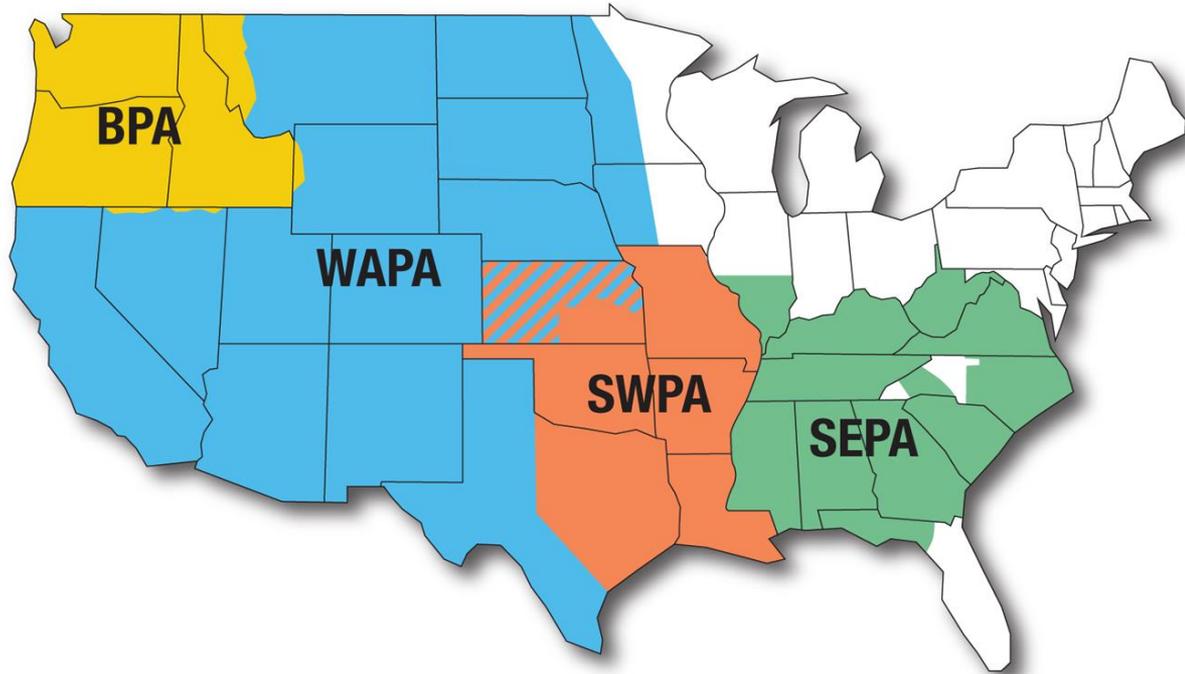


A scenic landscape photograph of a desert canyon at sunset. The sky is filled with orange and yellow clouds, and the sun is low on the horizon. In the foreground, there is a flat, arid plain with sparse, dry vegetation. In the background, a large, jagged rock formation (likely Shiprock) is illuminated by the warm light of the setting sun, casting long shadows. Other smaller rock formations are visible in the distance.

# DOING BUSINESS WITH WESTERN AREA POWER ADMINISTRATION, BONNEVILLE POWER ADMINISTRATION AND SWPA

**Byron McCollum**  
Small Business Program Manager  
Western Area Power Administration

# Power Marketing Administrations



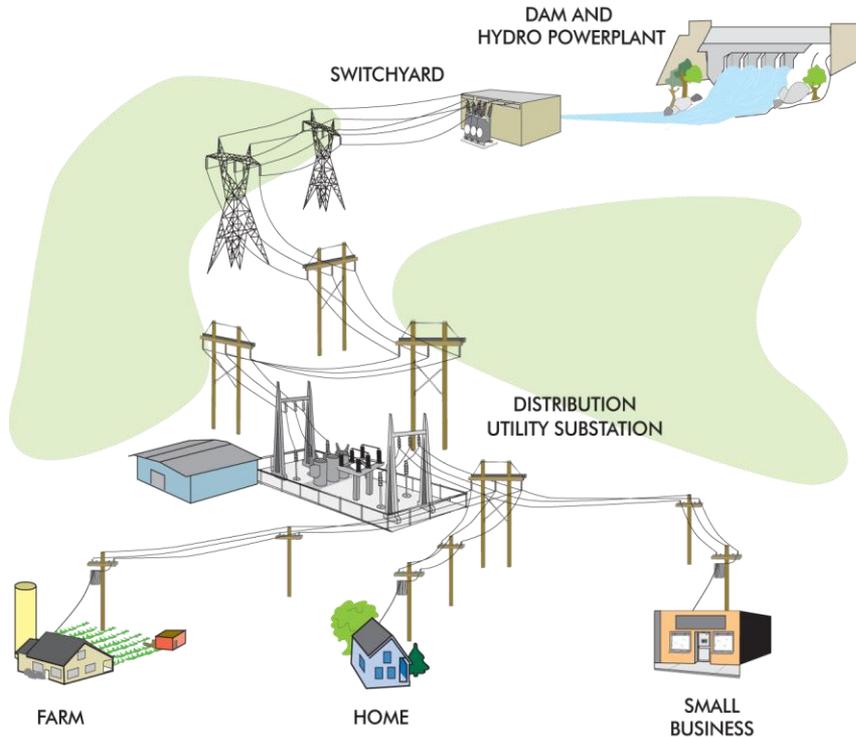
# Western Area Power Administration (WAPA)

# What is WAPA?



- One of four power marketing administrations, under DOE
- Wholesale electricity supplier
- 457 long-term/firm power preference customers when agency formed in 1977
- ~700 customers today – Cities and Towns, Irrigation and Public Power Districts, Federal and State Agencies, and Native American Tribes

# The Power Grid



# What We Buy

- **Construction work**
  - High-voltage substations (NAICS 237130)
  - Concrete foundations (NAICS 238110)
  - Transmission lines (NAICS 237130)
  - Repair of access roads (NAICS 237990)
  - Microwave communication systems (NAICS 334220)

# What We Buy

- **Construction-related supplies**
  - Wood poles (NAICS 32113)
  - Steel poles (NAICS 423510)
  - Transformers (NAICS 335311)
  - Circuit breakers (NAICS 335313)
  - Surge arrestors (NAICS 335931)
  - Capacitor banks (NAICS 423610)
  - Control switchboards and panels (NAICS 335313)

# What We Buy

- **Miscellaneous supplies and services**
  - Large bucket trucks and cranes (NAICS 336212 and 333924)
  - Administrative and warehouse support (NAICS 561110)
  - Janitorial support (NAICS 561720)
  - Construction inspection services (NAICS 541990)
  - Technical support (NAICS 541990)
  - Tree clearing, vegetation management and weed control (NAICS 113310, 561730)

# WAPA FY2019 Small Business Goals and Current Achievements through July 2019

- Small Business Goal 70% (91%)
- 8(a) Goal 15% (**14%**)
- Small Disadvantage Business (SDB) Goal 15% (35%)
- Women-Owned Small Business (WOSB) Goal 10% (15%)
- HUB Zone Goal 3% (16%)
- Service-Disabled Veteran-Owned Goal 7% (45%)

# FY2019 and FY2020 Opportunities

- SNR Physical Security Upgrade (\$250k to \$500k)
- SNR Access Road Repairs (\$5M to \$10M)
- SNR Bronto 178 Foot Man Lift (\$1M to \$5M)
- SNR Integrated Vegetation Management (\$1M to \$5M)
- SNR Keswick Substation Switches (\$250k to \$500k)
- SNR Folsom Remodel Phase 2 Construction Project (\$250k to \$500k)

# FY2019 and FY2020 Opportunities

- HQ WAPA-wide Dead Tank Power Circuit breakers (Over \$10M)
- HQ WAPA-wide Power Circuit Breakers (Over \$10M)
- HQ IT Support Services (Over \$10M)
- HQ Technical Support Services (Over \$10M)
- HQ Helicopter Maintenance Services (\$5M to \$10M)

# FY2019 and FY 2020 Opportunities

- RMR Cedar Mountain Communication Building (\$500k to \$1M)
- RMR Midway Transform and Reactors (\$1M to \$5M)
- RMR Golden Prairie Circuit Breakers (\$1M to \$5M)
- RMR Laramie Tap to Snowy Range T-Line Project (\$1M to \$2M)

# FY2019 and FY2020 Opportunities

- DSW Large Scale Integrated Vegetation Management (Over \$10M)
- DSW WAPA Wide Disconnect Switches (Over \$10M)
- DSW WAPA Wide Cable and Wire (\$5M to \$10M)
- DSW Heavy Equipment Vehicles (\$500k to \$1M)

# FY2019 and FY2020 Opportunities

- UGP Charlie Creek-Killdeer Transmission Line (\$1M to \$5M)
- UGP Wood Poles (\$250K to \$500k)
- UGP Sioux City 230/115 Transformer (\$1M to \$5M)
- UGP Sioux Falls Crew Building (\$1M to \$5M)
- UGP Bowdoin Stage 01 Construction Project (\$5M to \$10M)

# Southwestern Power Administration (SWPA)

# Southwestern Power Administration (SWPA)

- Headquartered in Tulsa, OK, with field offices in Gore, OK; Jonesboro, AR; Springfield, MO
- Markets cost-based, wholesale power generated from 24 Corps of Engineers Dams in OK, AR, MO, and TX
- Operates 1,380 miles of high voltage transmission lines (69 kV and 161 kV); 25 substations; and 46 high-speed communications sites; and provides power to 8 million end-users.

# Small Business Program

- In FY18, Southwestern procured over \$16,000,000 in supplies and services.
- **93.75%**, or \$15,000.000, was awarded to Small Businesses (includes small disadvantaged, veteran-owned, women-owned, and service disabled).
- As of June 20, 2019, SWPA has awarded 92.8% to Small Businesses

# Small Business Outreach

- SWPA supports small businesses by providing fair and open access to acquisitions and by participating in Small Business Conferences.
- SWPA electronically publishes acquisition opportunities that exceed \$15,000 to the Fedconnect website: [www.fedconnect.net](http://www.fedconnect.net)
- SWPA does not have a bidder's list, but the Small Business Program Manager keeps an active supplier list to recommend to Specialists when opportunities arise.

# What We Buy

- **Supplies**

- Information Technology Hardware & Software (335311)
- High Voltage Transmission Line Materials (335999)
- Special Purpose Vehicles (Digger Trucks, Aerial Man-lifts) (336120)
- Substation Materials (switches, circuit breakers) (335313)
- Right of Way Clearing Equipment

# What We Buy

- **Services**

- Administrative Professional Support Services (541611)
- Information Technology Support Services (541513)
- Engineering (541330)
- Construction (237130)

# FY 2019 SWPA Opportunities

- 233112 – Akins-Liberty Line Rebuild Construction
- 237130 - Tower Maintenance ID/IQ
- 233112 - Line 3005 Sallisaw-Liberty Transmission Line Rebuild

ALL will be posted on [FedBizOpps.gov](https://www.fedbizopps.gov) and [Fedconnect.net](https://www.fedconnect.net)

# FY 2020 SWPA Opportunities

- 237130 – Springfield Backroad Asphalt Replacement
- 233112 – Weleetka Grounding & Drainage Improvements
- 237130 - Piggott Grounding & Drainage Improvements

ALL will be posted on [FedBizOpps.gov](https://www.fedbizopps.gov) and [Fedconnect.net](https://www.fedconnect.net)

# Bonneville Power Administration (BPA)

# Bonneville Power Administration (BPA)

- BPA is a revenue generating power marketing administration of the U.S. Department of Energy
- BPA's geographic region spans across the states of Washington, Oregon, Western Montana, Northern Idaho, and Northern California
- BPA follows the Bonneville Purchasing Instructions (BPI), not the Federal Acquisition Regulation (FAR)
- The BPI is written to provide a framework for a more commercial/streamlined means of acquiring goods and services, following “Best Buy” acquisition business practices

# Procurement Basics

- **BPA awards contracts by considering technical factors as well as price**
- **BPA does not publicize procurements or solicitations**
- **Contracting Officers (COs) “pre-qualify” potential suppliers**
- **BPA issues solicitations to only those offerors which have the capability to perform or deliver in a manner that will provide the best buy, as determined by the CO**
- **Past Performance is always considered along with other non-price related evaluation factors**

# What does BPA purchase?

- **Professional Services**                      **NAICS 541310 (Architectural)**
- **Construction Services**                      **NAICS 237130 (Power/Comm)**
- **Engineering Services**                      **NAICS 541330**
  
- **These three categories account for approximately 60% of contract awards**
- **BPA also purchases materials and services to support transmission lines, substations, headquarters and field office operations and maintenance, and fleets of heavy equipment and aircraft**

# Awards in FY 2018 were over \$600 Million

- **Large Business: 70.7%**
- **Small Business: 29.3%**

## **Supplier Diversity Program Categories**

- Woman-Owned Small Businesses
- Disadvantaged Small Businesses
  - Includes Native American-Owned Small Businesses, 8(a), and HUBZone Businesses
- Veteran-Owned Small Businesses
- Service-Disabled Veteran-Owned Small Businesses
- HUB Zone Small Businesses

# FY 2018 BPA ACHIEVEMENT

<b>DOE-wide Goal Category</b>	<b>DOE 2018 Goal %</b>	<b>BPA 2018 Achieved %</b>
Small Business	11.6%	29.3%
Small Disadvantaged Business	5%	6.0%
Women-Owned Small Business	5%	9.0%
Veteran-Owned Small Business	3%	1.0%
Service-Disabled Veteran-Owned Small Business	3%	0.2%

# Other Non-Supplier Diversity Categories

- **Tribal-Owned Businesses**
- **Large Businesses**
- **Federal Government**
- **Other Government**
- **Foreign-Owned Businesses**

# Becoming a Supplier

- Visit the BPA Doing Business web page ([www.bpa.gov](http://www.bpa.gov)), and send an email message to [NewBusiness@bpa.gov](mailto:NewBusiness@bpa.gov) indicating your interest in becoming a BPA supplier
- An auto-reply message will contain a link to an online survey through which you will enter your firm's business data
- This process creates a data record in BPA's Potential Supplier List
- BPA procurement staff search the list (by NAICS Code) when in need of potential offerors for a solicitation
- Purchasing staff may also check the Federal System for Award Management (SAM)

# Solicitation, Offer Evaluation and Award

- **Read the solicitation instructions carefully, failure to follow all of the solicitation instructions is basis for rejection of your offer**
- **Be sure your offer addresses each of the stated evaluation criteria**
- **Basis for Source Selection**
  - Lowest Price Technically Acceptable (LPTA)
  - Trade-Off
- **Final Negotiation and Contract Award**

# Small Business Manager Thoughts

- Be willing to compete
- Ensure you have the appropriate North American Industry Classification System (NAICS) for the services and products that you provide
- Keep your Small Business Dynamic Search information updated. Keywords are important
- Attend Site Visits and Pre-Bid Conferences
- Ensure you respond to Contractor Performance Assessment Reporting Systems (CPARS) request
- Statement of Capabilities are a great marketing tool

# Questions?

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