

PITTSBURGH 2019

APRIL 16-18, 2019

Doing Business with the
Department of Energy's
National Energy Technology
Laboratory (NETL)

Presented by:

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George LeMasters

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New American Energy Era



18th Annual DOE Small Business Forum & Expo
APRIL 16 – 18, 2019 | PITTSBURGH, PA

NETL Panel Speakers



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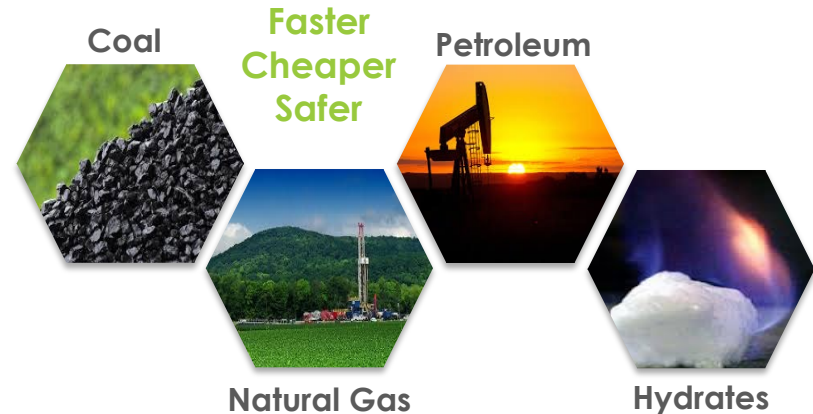
NETL Mission & Vision

MISSION

Discover, integrate, and mature technology solutions to enhance the Nation's energy foundation and protect the environment for future generations.

VISION

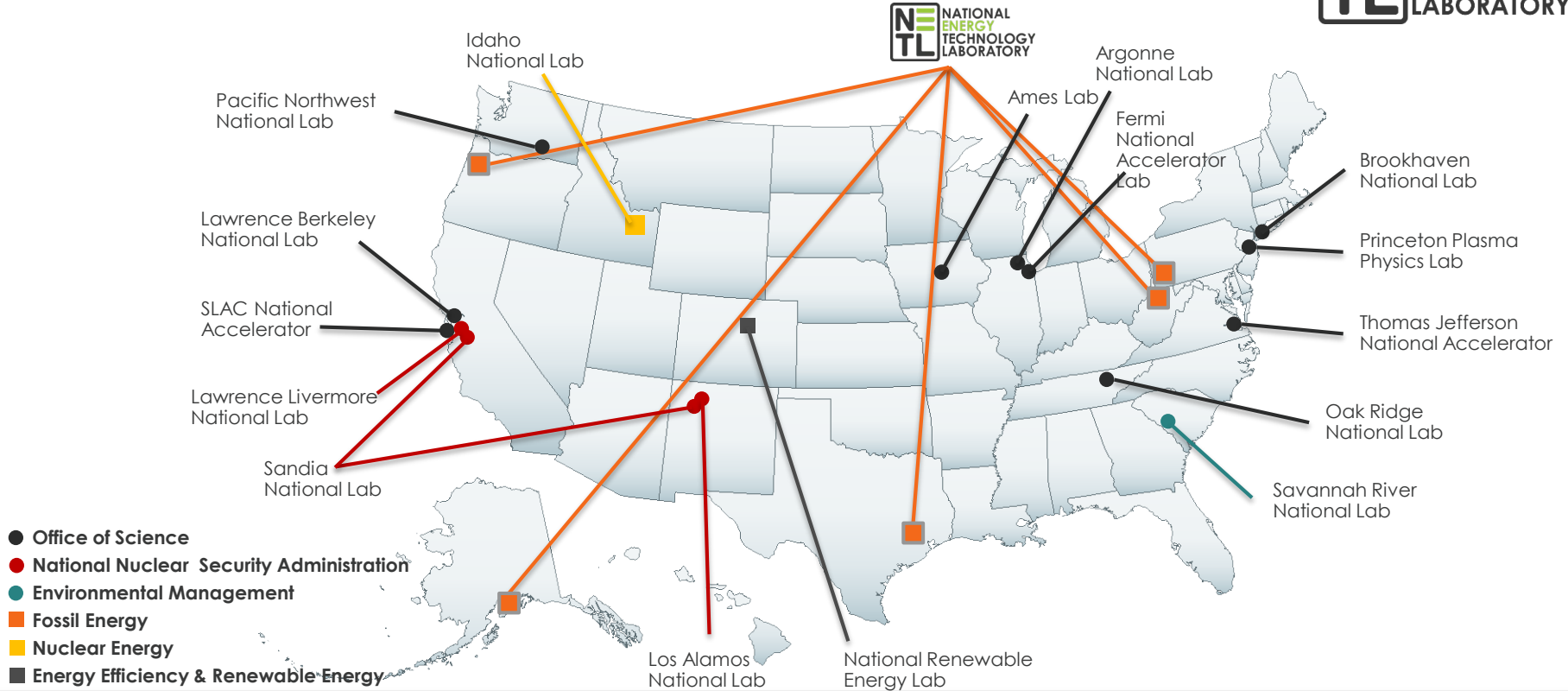
Be the Nation's renowned fossil-energy science and engineering resource, delivering world-class technology solutions ... today and tomorrow.



Enduring Mission Elements:

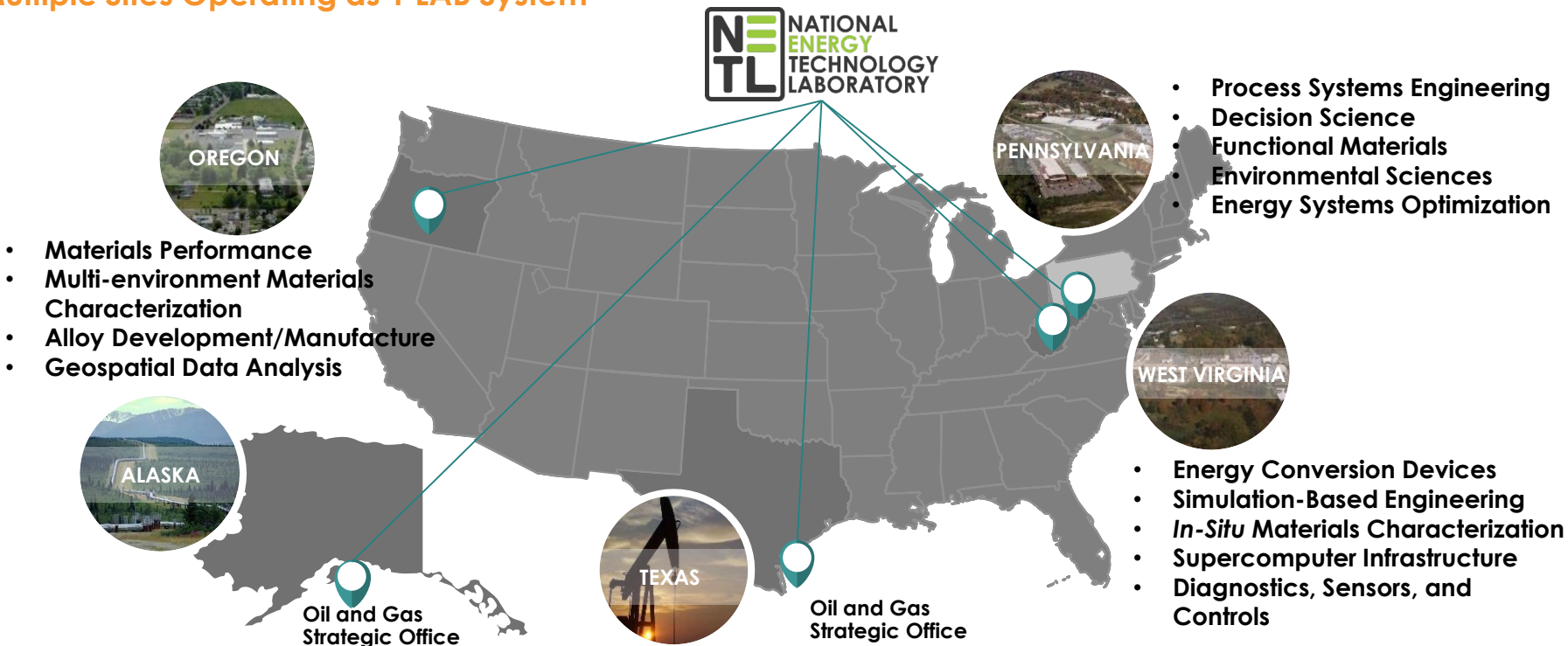
- *Effective Resource Development*
- *Efficient Energy Conversion*
- *Environmental Sustainability*

The DOE National Laboratory System



Research Focus by Site

Multiple Sites Operating as 1 LAB System



NETL History: A Century of Energy Innovation



1910
Coal research begins in Pittsburgh, PA

1918
Petroleum research begins in Bartlesville, OK

1943
Materials research begins in Albany, OR

1946
Synthesis gas research begins in Morgantown, WV

1977
All four sites join new U.S. Department of Energy



1996
PA & WV sites form new Federal Energy Technology Center (FETC)

1999
FETC becomes National Energy Technology Laboratory (NETL)

2000
National Petroleum Technology Office in OK joins NETL

2001
NETL opens Arctic Energy Office in Fairbanks, AK



2005
Albany Research Center joins NETL

2009
OK office moves to Sugar Land, TX



NETL's scientists have earned 51 R&D 100 Awards over the past 20 years.



2016-17 AWARD WINNERS

National Risk Assessment Partnership (NRAP)

Carbon Capture Simulation Initiative (CCSI) Toolset

Computationally Optimized Heat Treatment of Metal Alloys

HVAC Load Reduction Technology for Commercial Buildings

LEGACY OF SCIENCE AND TECHNOLOGY EXCELLENCE

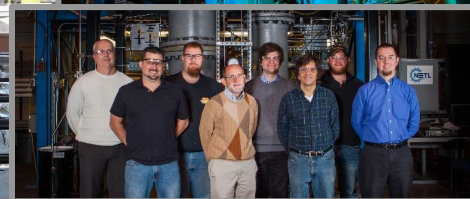
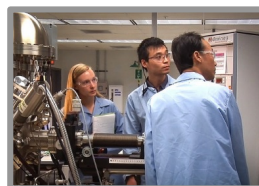
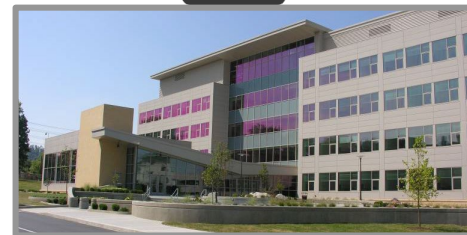
NETL is ...



900+ R&D projects/**50** states
1,234 employees
3 research labs across U.S.
FY19 budget **\$1.03B**

Only DOE national lab that is both Government-owned and Government-Operated (GOGO).

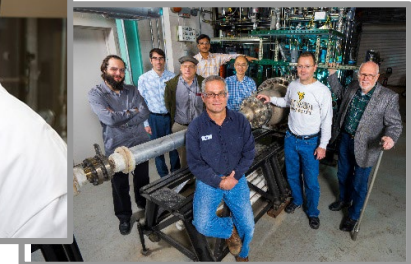
For more than 100 years, NETL has developed tools and processes to provide clean, reliable, and affordable energy to the American people.



NETL Scientific & Technical Workforce



Total Workforce
1,234 Employees



- 1,234** Full Time Equivalent Employees (FTEs)
- 78** Joint Faculty
- 124** Postdoctoral Researchers
- 101** Graduate Students
- 43** Undergraduate Students



NETL Budget

FY19 Budget \$1.03B

Coal Program

Carbon Capture	\$101M
Carbon Storage	\$ 98M
Adv. Energy Systems	\$130M
Crosscutting	\$ 56M
NETL Coal R&D	\$ 36M
Rare Earth Elements	\$ 18M
STEP	\$ 22M
Transform. Coal Pilots	\$ 25M

Oil & Gas Program

Natural Gas Tech.	\$ 51M
Unconvent. FE Tech.	\$ 46M

FE Program Support

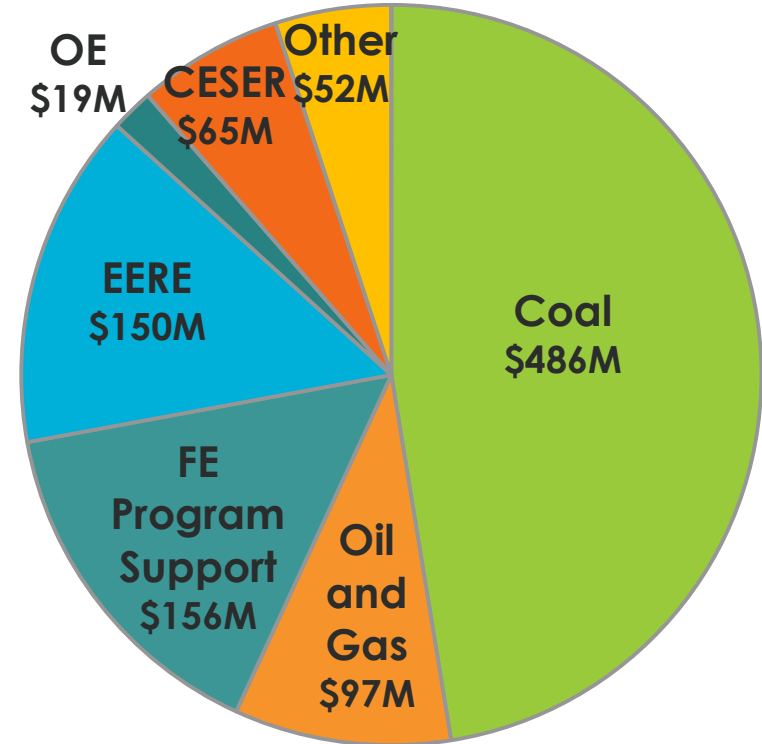
Program Direction	\$ 61M
NETL Research & Ops.	\$ 50M
NETL Infrastructure	\$ 45M

Non-Fossil Programs

EERE	\$150M
OE	\$ 19M
CESER	\$ 65M

Strategic Partnerships

Other	\$ 52M
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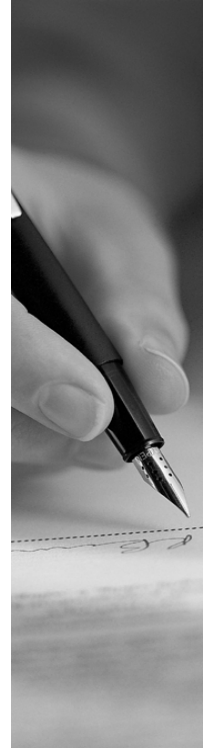
NETL's Small Business Goals

	FY 2019
TOTAL SMALL BUSINESS - OVERALL	37.30%
8(a) Small Disadvantaged Business	20.16%
Small Disadvantaged Business excluding 8(a)	15.66%
Women-Owned Small Business	0.74%
HUB Zone Concern Small Business	0.55%
Service-Disabled-Veteran-Owned Small Business and Veteran Owned Small Business	0.18%

Small Business Goal FY19: Federal-wide 23%

Small Business Procurement Opportunities

- **Small Business Set-Asides – Simplified Acquisitions**
 - Simplified Acquisition Threshold (SAT) value \$250K
 - FY18: 98 PO base awards for total value of \$4.8M
- **Government Purchase Card Program**
 - Micro-purchase threshold value \$10K
 - FY18: 1,631 purchase card base awards for total value of \$2.1M
- **Subcontracting Opportunities**
 - Site operations support prime contracts
- **Contract Vehicles**
 - Category Management / Best-in-Class (BIC) contract vehicles: designated by the Office of Management and Budget (OMB) as preferred governmentwide solutions
 - Increase in use of existing Government-Wide Acquisition Contracts (GWACs) and Schedules (i.e.: GSA, NASA SEWP, NITAAC)
 - FY18: 71 DO/TO base awards for total value of \$17.5M



NETL Top 10 NAICS Codes by Total Dollars in FY2018:

1. 54 - PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
2. 56 - ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES
3. 23 - CONSTRUCTION
4. 33 - MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS)
5. 51 - INFORMATION
6. 21 - MINING, QUARRYING, AND OIL AND GAS EXTRACTION
7. 22 - UTILITIES
8. 81 - OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION)
9. 92 - PUBLIC ADMINISTRATION
10. 61 - EDUCATIONAL SERVICES

NETL's Site Operations Support Contracts



AWARD NUMBER	TITLE	CONTRACTOR NAME	NETL SITE LOCATIONS	PERFORMANCE PERIOD
89243318CFE000003	Research Support Services (RSS)	Leidos Innovations Corporation	Pittsburgh, PA; Morgantown, WV; and Albany, OR.	12/31/2018 to 12/30/2021 (36-month base plus two 24-month option period, and one 36-month option)
DE-DT0013924	Information Technology Support Services (ITSS)	Attain, LLC	Pittsburgh, PA; Morgantown, WV; and Albany, OR	2/01/2018 to 01/31/2021 (36-month base plus two, 12-month options)
DE-FE0025912	Mission Execution and Strategic Analysis (MESA) Support Services	KeyLogic Systems, Inc.	Pittsburgh, PA; Morgantown, WV; and Albany, OR	7/1/2016 to 6/30/2021 (36-month base plus one, 24-month option)
DE-FE0026066	Site Administrative Support (SAS) Services	SSC-Deltha Corporation	Pittsburgh, PA; Morgantown, WV; and Albany, OR	7/8/2016 to 7/7/2021 (24-month base plus three, 12-month options)
DE-FE0024337	Site Security Services	Boutchantharaj Corp	Pittsburgh, PA; Morgantown, WV; and Albany, OR	2/1/2015 to 1/31/2020
DE-FE0023656	Site Operations Services (SOS)	USSE2 O&M Services *	Pittsburgh, PA; Morgantown, WV; and Albany, OR	2/1/2015 to 1/31/2020 (24-month base plus three, 12-month options)

Visit NETL's "Electronic Reading Room" for more information: www.netl.doe.gov/business/site-support

NETL Construction Requirements

- Current construction budget is approximately \$15 million with an average number of construction projects ranging around 25 to 30 a fiscal year.
- To fulfill the construction requirements, the Government utilizes sub-sets of small business (8(a), HubZone, SDVOB, WOSB, etc.) construction contractors through competitive and non-competitive awards. Construction is the one area in the Government where the requirement is intended to be at these lower tiers for meeting social economic goals
- After a company has proven their capabilities a Master Indefinite-delivery Indefinite-quantity (IDIQ) Contract maybe issued. This allows NETL to have quick access to the contractor if a need occurs which reduces the time for proposals and allows work to be performed in an expedited manner.
- The IDIQ establishes the basis for the G&A, Labor Overhead, Profit Rate, and general terms and conditions that will applied to individual task orders issued for specific construction activities.

NETL Pittsburgh, PA Site

- 57 Acres
- 430,918 GSF in Buildings
- 30 Buildings
- Buildings include: Offices, laboratories, multi-purpose, and storage.
- Typical construction projects include office and laboratory renovations, roofs, water and gas lines, sidewalk and paving.



NETL Morgantown, WV Site

- 133 acres
- 455,724 GSF in Buildings
- 47 Buildings
- Buildings include: Offices, laboratories, multi-purpose, and storage.
- Typical construction projects include office and laboratory renovations, roofs, water and gas lines, sidewalk and paving.



NETL Albany, OR Site

- 43 Acres
- 253,894 GSF in Buildings
- 38 Buildings
- Buildings include: Offices, laboratories, multi-purpose, and storage.
- Typical construction projects include office and laboratory renovations, roofs, water and gas lines, sidewalk and paving.



Process for Obtaining an IDIQ



- Provide a capability statements describing their experience and expertise.
- SBA 8a referrals based on location and expertise
- SBA Mentor Protégé program.
- Small construction project with low complexity will be used to gauge capabilities such as sidewalk or concrete repair, demo
- Successful completion will move to a project with greater complexity such as roof or HVAC
- After successful completion of a complex project such as laboratory renovation or underground utility replacement an IDIQ will be discussed.
- IDIQ Contracts normally have a base and two option years based on successful performance.

NETL Grants/Financial Assistance Programs

What is Financial Assistance?

- A financial assistance instrument is used when the principal purpose of the transaction is the transfer of money or property to accomplish a public purpose of support or stimulation as authorized by Federal statute.
- Each year, DOE obligates nearly \$2 billion on financial assistance actions in the form of grants and cooperative agreements to Recipients.



Grants and Cooperative Agreements

- A cooperative agreement has the same characteristics of grant with the exception of:
1. Substantial Federal involvement and contribution to the technical aspects of the effort; and
 2. The nature of the collaboration is clearly defined and specified in the terms and conditions of the award under the “Statement of Substantial Involvement”.



Available Opportunities

Request for Information (RFI)

- Public request
- Information gathering
- Potential future opportunity

Notice of Intent (NOI)

- Formal public announcement
- Informational purposes
- Public comment not desired

Funding Opportunity Announcement (FOA)

- Formal public announcement
- Pertinent information and specifications for the agency's requirement

Collaboration Opportunity

- Invitation to collaborate on particular technology
- Teaming List

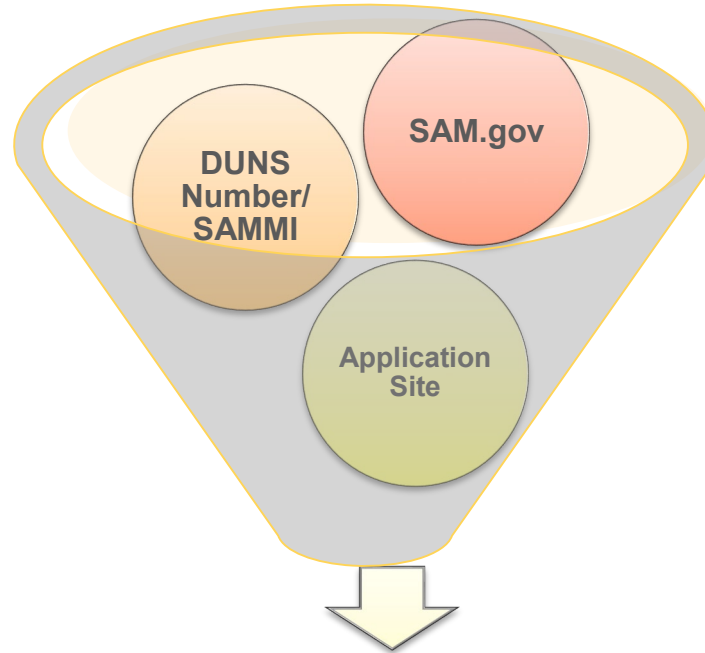
Finding the Opportunities



Solicitations and Funding Opportunities



Important Reminders for Applying



Ready to Apply

Funding Opportunity Announcement Details

- » Technology Requirements
- » Eligibility
- » Cost Share
- » Review Criterion
- » Application Requirements
- » Deadlines
- » Read Full Announcement
- » Follow Instructions



Resources



Webinars



Q&A



NETL Website

Tips for Success

- Indirect Rates ✓
- Audit ✓
- Invoice Submission ✓
- Reporting Requirements ✓
- Terms and Conditions ✓
- Attachments ✓
- Amendments ✓



DOE Unsolicited Proposals (USP) Program

Background



- Operational responsibility transferred to NETL late FY 1998
- DOE NETL central point of receipt, assign/monitor review, track/report

- DOE Order 542.2A-Unsolicited Proposals
- FAR 15.606 Agency Regulations
- DOE Organization Act
- DOE Redelegation/Designation Order No. 00-022.01C for NETL HCA

Definition – Unsolicited Proposal

- An application for support of an idea, method, or approach, which is submitted by an individual, business or organization solely on the proposer's initiative, rather than in response to a DOE competitive solicitation/announcement.
- USP is a new/innovative idea that does not fall under topic areas publicized in a recent, current or pending competitive solicitation/announcement such as: FOA, RFP, SBIR, Etc.
- DOE considers proposals in all areas of energy and energy-related research and development with emphasis on long-term, high-risk, high-payoff technologies.

Considerations

DOE considers the following criteria for unsolicited proposals and may consider a proposal if it:

- Demonstrates a unique and innovative concept or a unique capability
- Independently originated
- 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 or announcement

- Applicants have the option of submitting an abstract (500 word minimum technical summary) or a full proposal of their technology.
- The abstract should briefly describe the technology and other specific criteria outlined in the DOE Guide for the Submission of Unsolicited Proposals.
- If the program review concludes there is interest, a full proposal may be requested.

Should include an assessment of whether there are any impediments to a noncompetitive award, such as:

- Lack of programmatic interest or failure to contribute to the agency or program mission
- Failure to demonstrate a unique, innovative or meritorious idea, method, or approach
- Lack of funds to consider support
- Close resemblance to a recent, current or planned competitive solicitation or announcement

USP Website:

www.netl.doe.gov/business/unsolicited-proposals

All Submissions and Emails send to:

DOEUSP@netl.doe.gov

Research Opportunities through Funding Opportunity Announcements (FOA)

□ Small Business Innovation Research (SBIR) / Small Business Technology Transfer (STTR) competitive programs.

- Small businesses invited to apply for SBIR/STTR grants or cooperative agreements.
- www.netl.doe.gov/business/solicitations
- www.netl.doe.gov/node/3493 and www.netl.doe.gov/node/6231
- www.sbir.gov/about/about-sbir
- <https://science.energy.gov/SBIR>

Acquisition Resources



- **System for Awards Management** – <https://www.sam.gov>
- **NETL Business Opportunities: Solicitations and Funding Opportunities** – www.netl.doe.gov/business/solicitations
- **NETL Business Opportunities: Electronic Reading Room** – www.netl.doe.gov/business/site-support
- **DOE Office of Small and Disadvantaged Business Utilization (OSDBU): Acquisition Forecast** – www.energy.gov/osdbu/acquisition-forecast
- **Federal Business Opportunities (FBO)** – www.fbo.gov
- **FedConnect** – www.fedconnect.net
- **General Services Administration (GSA)** – www.gsa.gov

Other Small Business Contacts



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Session Evaluations

Reminder:

**Please complete the Speaker/Session
Evaluation Form located in the
Mobile App!**

Thank you!

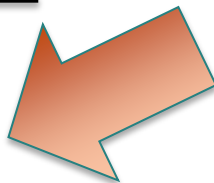


USD E'19



QUESTIONS?

Visit NETL at Booths
41 and 42



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 @NationalEnergyTechnologyLaboratory

