PITTSBURGH APRIL 16-18, 2019

Doing Business with the Department of Energy: 102

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Procurement Analyst, Small Business Technical Adviser New American Energy Era



Overview

- Mission
- FY 2018 Achievement and Awards
- Unique Procurement Environment
- Challenges
- Best Practices
- Upcoming Small Business Opportunities



The Manhattan Project

DOE Mission

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



DOE Mission

Enhance Efforts in Scientific Discovery and Innovation

• Fund cutting-edge research and deploy innovative energy technologies in collaboration with industry and academia

Nuclear Security

 Ensure the safety of the Nation's nuclear stockpile, advancing nuclear nonproliferation and promoting global nuclear safety

Environmental Responsibility

 Stop or reverse environmental impacts caused by the Nation's legacy of nuclear warhead production



FY 2018 Small Business Achievement

- Fourth straight "A" grade from the Small Business Administration
- Contracting Base of \$30.1 Billion
- FY 2018 Total Prime Contracting Credit was \$4.1 Billion
- Total DOE FY 2018 Prime and Subcontracts exceeded \$7.12 Billion
- Small business utilization across the Agency was 13.7%, exceeding the SBA negotiated goal of 10.2%
- SDBs, WOSBs, SDVOSBs, and HUBZones utilization increasing



FY 2018 Small Business Awards

NAICS Code	NAICS Code Description	Obligations
561210	Facilities Support Services	\$1,823,142,160
541710	Research and Development in the Physical, Engineering, and Life Sciences Research and Development in the Physical, Engineering, and Life Sciences (except	\$711,267,370
541712	Biotechnology)	\$642,967,701
562910	Remediation Services	\$557,440,964
541330	Engineering Services	\$385,562,520
541990	All Other Professional, Scientific, and Technical Services	\$317,039,334
334419	Other Electronic Component Manufacturing	\$290,206,302
611310	Colleges, Universities, and Professional Schools	\$282,826,495
541690	Other Scientific and Technical Consulting Services	\$185,321,652
221119	Other Electric Power Generation	\$110,574,072



Unique Procurement Environment

- 2 Senior Procurement Executives
- 12 Heads of Contracting Authority
- 15 SBA Procurement Center Representatives
- 1 DOE HQ Forecast with Multiple DOE Links
- 22 Contracting Activities
- 36 Different Sites
- 80+ Small Business Program Managers



Challenges

- DOE's decentralized business model
- Multiple contracting sources
- Access to sites' program managers and buyers
- Safety, physical security, and cybersecurity requirements
- Complexity/technical requirements
- Total contract value often too high for small business engagement

Best Practices

Target your Engagement

- Focus on primary NAICS codes and consider teaming, or DOE MPPs
- Identify low-dollar solicitations to pursue

Develop Allies

- Engage with SBA SBDCs, PTACs, and other small business advocates
- Participate in DOE outreach events and work with DOE SBPMs for follow-up actions

Own Your Future

- Learn the DOE market and review acquisition forecasts and expiring contracts
- Ensure socioeconomic representations and certifications are current



Upcoming DOE Opportunities

- DOE Acquisition Forecast
- Forecast Links to the Labs
- Fedconnect
- Over 30 identified as soliciting 3rd Quarter of FY 2019
- 29 Expiring contracts in FY 2019
- Integrated Contractor Purchasing Team ICPT)
- Supply Chain Management Center (SCMC)
- Program Office Master Agreement
- Federal Energy Management Program (FEMP)



Locating DOE Opportunities

Go to Federal Business Opportunities www.fbo.gov

- □ Click on "Advanced Search form" □ "Posted Date". We recommend choosing last 30 days for most current notices □ "Set-Aside Code" and select one or more preference □ "Opportunity/Procurement Type" and select one or more such as Source Sought, Presolicitation, Combined Synopsis/Solicitation, or any other preferences □ "Agency/Office/Locations" and type in **Department of Energy** □ Click "Search".
- ☐ Refine search with other criteria pertaining to your business (keywords, NAICS, specific agency, etc.)

Go to Fedconnect www.fedconnect.net

- □ Click on <u>"Advanced Options"</u> → Title and input <u>"Sources Sought"</u>, <u>"Solicitation"</u>, or any other specific request. Under <u>"Agency"</u> type in **DOE**.You can also complete the other sections (NAICS, specific agency) for a more filtered result. → Click <u>"Search"</u> for list of opportunities

DOE Headquarter Acquisition Forecast <u>www.smallbusiness.energy.gov</u>

- ☐ Provides list of headquarter opportunities
- ☐ Provide hyperlinks to the various DOE laboratories. You must search each individually for their opportunities

General Service Administration www.ebuy.gsa.gov/ebuy/



Responding to SSN/RFI Opportunities

Why Respond:

- ☐ Identify potential sources
- ☐ Determine small business set-aside
- ☐ Small business subcontracting goals
- □ Solicitation

After Responding:

- ☐ Follow-up
- ☐ Engage with the local Small Business
 Program Managers or Procurement Center
 Representatives (include them on the
 SSN/RFI/RFP response)
- ☐ Sole source
- ☐ Request a meeting with the Program Managers and end users



FedBizOps Opportunity Postings





Laboratory

FedBizOps EDWOSB Solicitation Illustration

R--Warehousing, Inventory Management, Logistics, and Related Services Solicitation Number: 89233119NNA000027

Agency: Department of Energy

Office: Federal Locations Location: All DOE Federal Contracting Offices

Notice Details

Packages

Interested Vendors List

🖶 Print

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Link

Original Synopsis
Feb 25, 2019
1:19 pm

Return To Opportunities List Watch This Opportunity

Add Me To Interested Vendors

Solicitation Number: Notice Type: 89233119NNA000027 Presolicitation

Synopsis:

Added: Feb 25, 2019 1:19 pm

Warehousing, Inventory Management, Logistics, and Related Services

Amendment 1

Additional Info:

Click here to see more information about this opportunity on FedConnect

Contracting Office Address:

NNSA Non MO Cntrctng Ops Div NNSA Non M&O Contracting Operations

NA-APM-12

Albuquerque Complex

P.O. Box 5400

GENERAL INFORMATION

Notice Type: Presolicitation

Posted Date: February 25, 2019

Response Date: March 7, 2019

Archiving Policy:

Automatic, on specified date

Archive Date: March 22, 2019

Original Set Aside:

N/A

Set Aside:

Economically Disadvantaged Woman Owned Small Business

Classification Code:

R -- Professional, administrative, and management support services



Fedconnect Opportunity Postings

FedConnect.

public opportunities

This is a list of publicly posted opportunities. To view a particular opportunity, click the hyperlink under the title. For more details on using this page, click Help.

■ Search Criteria Advanced Options								
Agency DOE								Search
Title	Туре	Agency	Issuing Office	Issue Date	Response Due Date	PSC / FSC	NAICS	Reference Number
Morrill County Microwave Site Communications Batte	Solicitation	DOE - DOE	WAPA (RMR)	3/20/2019	03/25/2019 04:00 PM US/Eastern	6115	335312	89503219QWA000132
Repair, Alteration, And Construction Work For The	Solicitation	DOE - DOE	Headquarters Procurement Services	3/20/2019	04/19/2019 03:00 PM US/Eastern	Z2AB	236220	89303019RMA000009
SIDNEY-STERLING OPGW INSTALLATION AND STRUCTURE MA	Solicitation	DOE - DOE	WAPA (RMR)	3/19/2019	04/18/2019 03:00 PM US/Eastern	6120	237130	89503219BWA000010
DOE-NETL Morgantown Non-hazardous Waste Removal	Solicitation	DOE - DOE	National Energy Technology Lab	3/19/2019	03/29/2019 05:00 PM US/Eastern	S119	562111	89243319RFE000018
COMBINED SYNOPSIS & SOLICITATION - HIGH VOLTAGE MA	Pre-solicitation Notice	DOE - DOE	Division of Acquisition and Facilit	3/18/2019 4:23:15 PM	04/05/2019 08:00 PM US/Eastern	3040	335311	89503619QSW000036
PURCHASE AND DELIVERY OF DOME-GILA TRANSMISSION LI	Solicitation	DOE - DOE	WAPA (DSW)	3/18/2019	03/27/2019 05:00 PM US/Eastern	5445	332312	89503119QWA000049
Western-wide Circuit Breakers Indefinite Delivery,	Solicitation	DOE - DOE	Western Corporate Services Office	3/18/2019	06/03/2019 05:00 PM US/Eastern	5925	335313	DE-SOL-0010232
TREE FELLING TRAINING IN GUNNISON	Solicitation	DOE - DOE	WAPA (RMR)	3/13/2019	03/19/2019 12:00 PM US/Eastern	U008	611430	89503219QWA000127
Wire and cable for warehouse stock	Solicitation	DOE - DOE	WAPA (UGP)	3/14/2019	03/25/2019 01:00 PM US/Eastern	6145	335931	89503419QWA000174
IHS Global Data Subscription Services.	Special Notice	DOE - DOE	Headquarters Procurement Services	3/15/2019 3:19:24 AM	03/28/2019 04:00 PM US/Eastern	D317	519130	89303019NEI000047
1 2 3 4 5 6 7 8 9 10								



Fedconnect Opportunity Postings

edConnect.									ŀ
public opportunit	ties								
This is a list of publicly posted or	pportunities. To view a particular opportunit	y, click the hyperlink und	der the title. F		Help.				
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Agency: DOE									
Issuing office:									
Issue date:	◊ To:	⊘							
Response due date:	◊ To:	→							
PSC / FSC:									
NAICS:									
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	Title	Type	Agency	Issuing Office	Issue Date	Response Due Date	PSC / FSC	NAICS	Reference Number
COMBINED SYNOPSIS & SC	OLICITATION - HIGH VOLTAGE MA	Pre-solicitation Notice	DOE - DOE	Division of Acquisition and Facilit	3/18/2019 4:23:15 PM	04/05/2019 08:00 PM US/Eastern	3040	335311	89503619QSW000036
Solicitation on Topics Informin	ng New Program Areas	Funding Opportunity	DOE - DOE	Advanced Rsrch Proj Agency ARPA-E	12/20/2018	12/19/2019 05:00 PM US/Eastern			DE-FOA-0001953
Solicitation for Support Service				Headquarters Procurement Services	1/25/2019	04/01/2019 03:00 PM US/Eastern			89303018REA000001
Combined Synopsis/Solicitation for MILES Assets				NNSA Non MO Cntrctng Ops Div	3/7/2019	03/22/2019 06:00 PM US/Eastern			89233119NNA000036
URGENT: Combined Synopsi	_			Division of Acquisition and Facilit	3/4/2019 3:44:19 PM	03/18/2019 06:00 PM US/Eastern			89503619QSW000035
Combined Synopsis & Solicita				Southwestern Power Administration	2/27/2019 4:36:37 PM	10/10/0010 05 00 DM 110/51	6150		89503619QSW000034
	INFORMING NEW PROGRAM AREAS	0 11 /		Advanced Rsrch Proj Agency ARPA-E	12/20/2018	12/19/2019 05:00 PM US/Eastern	2220		DE-FOA-0001954
FY2019 Continuation of Solici	ICITATION- GOOSENECK TRAILER			Division of Acquisition and Facilit SC Chicago Service Center	1/10/2019 11:32:30 AM 12/31/2018	01/23/2019 08:00 PM US/Eastern 09/30/2019 11:59 PM US/Eastern	2330		89503619QSW000032 DE-FOA-0001968
FY2018 Continuation of Solici		0 11 /		Office of Science - Chicago	5/25/2018	03/01/2019 11:59 PM US/Eastern			DE-FOA-0001908



1 2 3 4 5 6 7 8 9 10 ...

Fedconnect Total SB Solicitation Illustration

FedConnect_a

Opportunity: COMBINED SYNOPSIS & SOLICITATION - HIGH VOLTAGE MA

Description SEE ATTACHED COMBINED SYNOPSIS & SOLICITATION FOR HIGH VOLTAGE EQUIPMENT AND MATERIALS. THIS CONSTITUTES THE ONLY NOTICE AND QUOTES ARE BEING REQUESTED IN DIRECT RESPONSE TO THIS NOTICE. THIS REQUEST IS 100% SET ASIDE FOR SMALL BUSINESSES, QUOTES MAY BE SUBMITTED TO WILLIAM COLLIFR@SWPA GOV Overview 89503619QSW000036 Reference number Issue date: 03/18/2019 Response due: 04/05/2019 08:00 PM US/Fastern Total Small Business Set Aside: NAICS: 335311-Power, Distribution and Specialty Transformer Manufacturing PSC / FSC: 3040 Agency: DOF

What do I do now?

This is the opportunity summary page. To the left you will see a description and an overview of this opportunity. To the right you will see a list of the attached documentation. To view any of the attachments, simply click the attachment name.

Registered Users

To register interest in this opportunity or to electronically respond, you must first sign in. Click the Sign In button below

Sign In

Ion Registered Users

You can view this or any other public opportunity. However, registered users have numerous added benefits including the ability to submit questions to the agency, receive emails concerning updates and amendments, create and manage a response team and submit responses directly through this site.

Becoming a registered user is fast, free and takes only a few minutes. To get started, click the Register Now button below.

Register Now

Return to Public Opportunity List



Contracting office:

1 W 3rd St, Suite 1600 Tulsa. OK 74103

Division of Acquisition and Facilit
Southwestern Power Administration

Help

Documentation

■ 69503619QSW000036 ■ 6 Pre-solicitation Notice

Overview

Combined Synopsis & Solicitation

Fedconnect Solicitation Illustration

Opportunity: IHS Global Data Subscription Services. Documentation What do I do now? Description ■ 6 89303019NFT000047 IHS Global Data Subscription Services, IHS Energy This is the opportunity summary page. To the left you will see a description and an overview of this opportunity. To the right ■ Colicitation Services: -IHS Well Data -IHS Production Data you will see a list of the attached documentation. To view any of the attachments, simply click the attachment name. Overview -Enerdeg Browser, including Map Services and 89303019NEI000047 Web Services -IHS Lat Longs -Raster Logs III JOFOC -Midstream Data (US Pipelines and Facilities) -IHS Data Extract and Monthly ASCII Deliverable per EIA Registered Users Notice of Intent to Sole Source specifications Advisory Services: Natural Gas To register interest in this opportunity or to electronically respond, you must first sign in. Click the Sign In button below. ☐ Special Notice Overview Sign In Overview JOFOC 89303019NEI000047 ■ NOI Reference number: 03/15/2019 Issue date: Non Registered Users 03/28/2019 04:00 PM Response due: You can view this or any other public opportunity. However, registered users have numerous added benefits including the US/Eastern ability to submit questions to the agency, receive emails concerning updates and amendments, create and manage a response team and submit responses directly through this site. Set Aside:

Becoming a registered user is fast, free and takes only a few minutes. To get started, click the Register Now button below.



519130-Internet Publishing and

Broadcasting and Web Search

D317-IT AND TELECOM- WEB-BASED SUBSCRIPTION Register Now

Portals

DOE

NAICS:

PSC / FSC:

Agency:

Small Business Links

- DOE Acquisition Forecast: https://www.energy.gov/osdbu/acquisition-forecast
- DOE OSDBU Website: www.energy.gov/osdbu
- DOE Small Business Innovation Research and Small Business Technology Transfer: https://science.energy.gov/sbir/
- DOE Small Business Program Managers Directory:
 https://www.energy.gov/osdbu/downloads/small-business-program-manager-directory
- DOE Unsolicited Proposal Program: https://www.netl.doe.gov/business/unsolicited-proposals
- FedBizOpps: https://www.fedbizoppsgov.com/
- FedConnect: https://www.fedconnect.net



Small Business Links (Cont.)

- Federal Grants: <u>www.grants.gov</u>
- Procurement Technical Assistance Centers (PTACs): http://www.aptac-us.org/
- SBA Website: www.sba.gov
- Integrated Contractor Purchasing Team ICPT): https://icpt.doe.gov/
- Supply Chain Management Center (SCMC): https://thescmcgroup.com/



DOE Acquisition Forecast Opportunities Websites

DOE Acquisition Forecast Opportunities Websites DOE Headquarters Acquisition Forecast Lawrence Livermore National Laboratory Richland Operations Office Ames Laboratory Argonne National Laboratory Los Alamos National Laboratory Sandia National Laboratories Bonneville Power Administration National Energy Technology Laboratory Savannah River National Laboratory Brookhaven National Laboratory National Nuclear Security Administration SRNS, LLC Business Opportunities Bechtel National Inc. Waste Treatment Plant National Renewable Energy Laboratory Savannah River Operations Office Project Carlsbad Field Office New Brunswick Laboratory Savannah River Remediation (SRR) Environmental Management Consolidated Nevada National Security Site (NNSS) SLAC National Accelerator Laboratory Business Center Fermi National Accelerator Laboratory Oak Ridge Institute for Science and Education Southeastern Power Administration Golden Field Office Southwestern Power Administration Oak Ridge National Laboratory

Office of River Protection

Office of Science Field Offices

Pacific Northwest National Laboratory

Portsmouth/Paducah Project Office



awrence Berkeley National Laboratory

Idaho Operations Office

Cansas City Plant

Idaho National Laboratory

Thomas Jefferson National Accelerator Facility

Y-12 National Security Complex and Pantex

URS CH2M Oak Ridge LLC (UCOR)

Western Area Power Administration

DOE Headquarters Acquisition Forecast

U.S. Department of Energy (DOE) Headquarters Acquisition Forecast

For	updates or more	information, ple	ase email the OSDBU	Inreach team: H	QForecast@hq.doe.	gov			
Current Incumbent	Current Contract No.	Current Contract Expiration Date	Place of Performance (City and State)	Contracting Status (New, Recompete)	Competition Type	Contract Type	Estimated Dollar Range	Program Office	
TechSource, Inc.	DE-DT0012831	02/17/20	Washington, DC	Current	Order/Call	LH		National Nuclear Security Administration - Defense Programs	Ka
Allegheny	DE-EE0006650	03/31/19	Washington, DC and Golden Field Office	Current	Set Aside	Blanket Purchasing Agreement	1.5.1.1.21VI	Energy Efficiency & Renewable Energy	CS Sy
N/A	N/A	N/A	TBD	New	Competitive	GSA Schedule BPAs with FFP TOs	18.3 OOO OOO	Federal Energy Management Program	<u>eri</u>
Eagle Research Group, Inc.	DE-HS0000100	5/14/2018	Washington, DC	Recompete	Small Business Set- Aside	Not Decided		Office of Enterprise Assessments	CS ke
Savannah River Nuclear Solutions	DE-AC09- 08SR22470	7/31/2018	Aiken, SC		TBD	TBD		Office of Environmental Management	wil
N/A	N/A	N/A	Phoenix, AZ	Task/Delivery Order	Full and Open Competitive	Firm Fixed Price	\$250K to \$500k	G5200, Maintenance	Ste 27 Ste
N/A	N/A	N/A	Blythe, CA	New Award	Set-Aside for Small Business	Fixed Price			



FedConnect April 1, 2019 DOE Solicitation

No.	Title	Program Office	Due Date	Reference Number	POC	Set-aside Total Small Business (TSB)
1	CONSTRUCT WASHBURN	WAPA	5/7/19	89503419BWA000008	Jonathan Dittmer dittmer@wapa.gov	TSB
2	Repair, alterationconstruction	HQTRS	4/26/19	89303019RMA000012	Steven Sylvester steven.sylvester@hq.doe.go v	TSB
3	Hanford 222-S Laboratory Contract	EMCBC	4/23/19	89303318REM000012	William HENSLEY bill.hensley@emcbc.doe.go v	TSB
4	SHELBY SUBSTATION, STAGE	WAPA	4/25/19	89503419BWA000006	Jonathan Dittmer dittmer@wapa.gov	TSB
5	SAVANNAH RIVER SITE PARAMILITARY SECURITY	EMCBC	4/22/19	89303318REM000015	Matthew Carpenter matthew.carpenter@emcbc. doe.gov	N/A
6	National Training Center	HQTRS	5/15/19	89303019NEA000006	Ann Miller ann.miller@hq.doe.gov	N/A
7	DOE/NNSA Facilities Support Services	NNSA	4/22/19	89233119RNA000038	Chelsea Murphy chelsea.murphy@nnsa.doe.	Competitive 8(a)



Undue Restrictions

DOE's OSDBU Office is available to assist any small business that believes a solicitation, request for proposal (RFP), or request for quotation (RFQ) unduly restricts the ability for the small business to compete for an award. To notify DOE OSDBU of a perceived undue restriction, please visit:

https://www.energy.gov/osdbu/small-business-services/submit-notice-alleged-undue-restriction.

If you have any questions, please contact OSDBU by email:

SmallBusinessComplaints@hq.doe.gov.



OSDBU Outreach Team

- Jim Green <u>jim.green@hq.doe.gov</u> | (202) 586-1614
 - ⇒ DOE's OSDBU Service-Disabled Veteran-Owned Small Business (SDVOSB)
 Representative
- Kent Hibben <u>kent.hibben@hq.doe.gov</u> | (240) 474-2229
 - ⇒ DOE's OSDBU Women-Owned Small Business (WOSB), and 8(a) Representative
- Mark Lochbaum <u>mark.lochbaum@hq.doe.gov</u> | (301) 903-7004
 - ⇒ DOE's OSDBU HUBZone, and DOE's Mentor-Protégé Program (MPP)
 Representative

HUBZone Small Business Event May 14, 2019

Richland, WA

Agenda:

- Procurement Opportunities
- Matchmaking and Networking
 - ✓ Registration on a first come, first serve basis
 - ✓ Bring a Valid Photo ID

Registration Open: https://www.energy.gov/osdbu/events/2019-hanford-hubzone-small-business-event







Session Evaluations

Reminder:

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

Thank you!



Questions?

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www.smallbusiness.energy.gov

OSDBU Booths# 32 and 33

