

NAVIGANT

Small Business Advocate Success Story

How is a nearly billion dollar company finding the sweet spot with small business?

The Small Business Program in the Office of Energy Efficiency (EERE) is highlighting the firm Navigant for its support of the [Appliance and Equipment Standards Program](#). With Navigant's consulting services, EERE's Building Technologies Office has executed minimum energy conservation standards across more than 60 appliance and equipment categories. As a result, American consumers and businesses have saved billions of dollars annually on utility bills.

To shed light on its successes, Navigant recently discussed its achievements with the Small Business Program manager:

1) Please summarize your organization's work with EERE and small businesses contractors.

- A. [Navigant's](#) global Energy segment's clean energy consultancy has served EERE for over 20 years, supporting appliance and equipment standards, technology validation, and market introduction, as well as other EERE initiatives. The firm's energy efficiency specialists, including engineers and economists, focus on analysis and offer support to groups seeking to improve the efficiency of today's buildings.

2) How did your organization become involved with EERE and small business contractors?

- A. Since 1995, Navigant has provided analytical support for EERE, establishing new energy efficiency performance standards for a range of residential appliances and commercial equipment, which represent more than 75% of the energy used in today's buildings. Navigant has worked with a number of small business contractors to provide the needed analysis and testing results to EERE, helping the government achieve significant energy and cost savings. Navigant often works with small businesses to bring additional expertise and skills to our engagements, which ultimately provide more value to EERE. Our goal is to serve EERE in the best possible manner, and engaging small business partners allows us to do that effectively and efficiently.



Click the image above to learn more about the DOE Building Technologies Office Appliance Equipment Standards Program supported by Navigant.

3) What specifically do you believe makes your organization a small business advocate success story?

- A. Navigant's first priority is to provide our clients the best possible service, while also having a positive impact in our community. Working with small businesses allows us to provide additional expertise to our clients, while also giving back to the communities where we live and work. Navigant is committed to conducting business with and promoting the inclusion of diverse suppliers, including women-owned small businesses, disadvantaged small businesses, Historically Underutilized Business Zones small businesses, veteran-owned small businesses, and service-disabled veteran-owned small businesses, in all bidding practices wherever feasible. Our preeminent contract with the U.S. Department of Energy, including EERE's Golden Field Office, commits to increasing the percentage of appliance standards work performed by small business to 30%. We are already on the way to meeting these targets.

4) In your opinion, what has been the best or most unique part of your organization's experience with small business contractors?

- A. Navigant currently subcontracts to a number of small, disadvantaged, women-owned, and service-disabled veteran-owned businesses. In each case, the small business brings a unique capability that allows Navigant to expand what we offer to EERE while complementing our skills. The ability to learn from small businesses, while also ensuring they learn how we approach projects and clients, has been quite rewarding. For example, working with Stem Integration Services allows us to provide EERE with expertise in the area of appliance and equipment testing, which is a key component in the Appliance and Equipment Standards Program. Stem Integration, with over 12 years of automated test system design and experience in the testing industry, has been a very valuable contributor in the development of many DOE test procedures.

5) What advice do you have for a large contractor looking to support small businesses?

- A. There are many ways to find small businesses to work with. Start with your own internal network of contacts and companies and see if they meet small business classifications. You or your colleagues may already be working with some. Supplement your small business network with other resources, including the U.S. Small Business Administration (SBA.gov) website; the System for Award Management (SAM) (SAM.gov); veterans service organizations; the National Minority Supplier Development Council (NMSDC.org); the Minority Business Development Centers of the U.S. Department of Commerce (MBDC.gov); Small businesses, trade associations; as well as local chambers of commerce and federal agencies' small business offices.

For more EERE Small Business Success Stories, visit: <http://energy.gov/eere/downloads/small-business-success-stories>