PITTSBURGH 2019 Doing Business with the Department of Energy: 101 APRIL 16-18, 2019

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New American Energy Era



Overview

- DOE Mission
- Unique Structure
- Challenges
- Best Practices
- Albuquerque





DOE Mission

The mission of the U.S. Department of Energy is 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

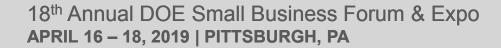
Nuclear Security

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• 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



DOE's Unique Structure

- 2 Senior Procurement Executives
- 12 Heads of Contracting Authority
- 15 SBA Procurement Center Representatives
- 18 Different Forecasts
- 22 Contracting Activities
- 36 Different Sites

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• 80+ Small Business Program Managers

Challenges

- DOE's decentralized business model
- Multiple contracting sources

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- 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

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

HUBZone Small Business Event May 14, 2019 Richland, WA

Agenda:

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

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

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

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U.S. Department of Energy (DOE) Summer '19 **New Mexico Small Business Expo** AUGUST 6 - 7, 2019

https://www.smallbusiness.energy.gov

Where the Department of Energy Puts Small Businesses to Work Albuquerque Marriott – 2101 Louisiana Blvd NE, Albuquerque, NM 87110



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Session Evaluations

Reminder:

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

Thank you!

Questions?

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OSDBU Booths# 32 and 33

