

A nighttime photograph of the Pittsburgh skyline, featuring illuminated skyscrapers and bridges over the city's rivers. The text is overlaid on the left side of the image.

# PITTSBURGH 2019

APRIL 16-18, 2019

## Doing Business with the Department of Energy: 101

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U.S. Department of Energy

## New American Energy Era



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

# 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

- 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
- 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

# 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>





**DOE'19NM**

**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**

# Session Evaluations

**Reminder:**

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

**Thank you!**



**USD E'19**



# Questions?

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**OSDBU Booths# 32 and 33**