

PITTSBURGH 2019

APRIL 16-18, 2019

**Doing Business with the
Department of Energy's
Office of Environmental Management**

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U.S. Department of Energy**

New American Energy Era



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

Overview

- The First Steps Toward Success
- EM and Site Procurement Opportunities (Prime and Sub)
- Seize the Opportunities
- Responding to Opportunities (Do's and Don'ts)
- EM Strategic Sourcing
- EM Small Business Contacts

The First Steps Toward Success

- ✓ **Identify your NAICS code(s)**
- ✓ **Determine if the federal government purchases what you sell**
- ✓ **Obtain a DUNS Number from Dun & Bradstreet**
- ✓ **Register in the System for Award Management (SAM)**
- ✓ **Register in FedConnect**
- ✓ **Determine if your firm qualifies for 8(a), SDB or HUBZone certification**
- ✓ **Begin to search for federal government procurement opportunities**
- ✓ **Familiarize yourself with the Federal Acquisition Regulations (FAR)**
- ✓ **Investigate if getting on the GSA Schedule is right for you**
- ✓ **Familiarize yourself with the forecasts for your targeted agencies**
- ✓ **Explore subcontracting opportunities**
- ✓ **Investigate government programs**
- ✓ **Market your firm to the right contacts**

EM and Site Procurement Opportunities

- Where can SBs find out about the SB procurement opportunities (DOE Forecast page vs site specific websites)?
- Listing of EM Major Procurements:
<https://www.energy.gov/em/downloads/em-major-procurements>
- EMCBC Major Procurements Website:
<http://www.emcbc.doe.gov/doingbusiness.php>
- Sample of Prime Contractor Website (FRNP):
<https://fourriversnuclearpartnership.com/about/doing-business#subcont-ops>

Seize the Opportunities

- **Respond to Special Notices for Market Research**
 - **Extremely important for interested small businesses to answer ALL the questions in DOE Requests for Information/Sources Sought**
 - **Submit Capabilities Statements**
- **Attend Pre-Solicitation/Pre-Proposal Conferences**
 - **Obtain Additional Details of Requirement**
 - **Provide Feedback to Acquisition Team**
 - **Develop Teaming and Mentor Protégé Opportunities**
- **Attend Conferences and DOE EM Business Opportunities Forum (quarterly)**
- **Build capabilities at the subcontract level under existing contracts in order to enhance opportunities within future competitive DOE prime procurements**
- **Engage the Supply Chain Management Center (SCMC)**

Responding to Opportunities

Do's	Don'ts
<ul style="list-style-type: none"> 👍 Ask the CO questions; CO is the one that can quickly address and amend RFP, as needed. 👍 Follow all instructions; triple check. Create a checklist that follows Section L to ensure all requirements are addressed. 👍 Perform a quality check to ensure any changes made throughout the proposal preparation process have been consistently and appropriately handled throughout the proposal. 👍 Carefully, sufficiently, and specifically address all evaluation criteria identified in Section M. 👍 Address all evaluation elements versus a repeat-back of PWS. Ensure you explain technical approach to answer the question "how." 👍 Provide adequate details to sufficiently demonstrate technical approach including all assumptions necessary to support the proposed technical approach. 	<ul style="list-style-type: none"> 👎 Assume the SEB and evaluators know anything about you and are well versed in all aspects of the project, acronyms, and technical language. 👎 Assume the SEB will automatically enter into discussions; per RFP "initial proposal should be fully responsive in providing their best offer initially, since there may be no opportunity to expand, clarify or revise proposals at a later date." 👎 Propose key personnel who don't have relevant experience in the areas they're proposed to lead or who don't have adequate demonstrated leadership experience. 👎 Submit inconsistencies in the technical volume, schedule and BOEs. If something is stated in the technical approach, there should be costs in the BOEs. 👎 Expect DOE to chase down PPQs.

EM Strategic Sourcing

How to get Into the Game:

- Go to the SCMC website at www.thescmcgroup.com to learn more about the SCMC
- Self-identify as a potential supplier partner by providing information about your company and its capabilities
- Partner with your local or other DOE prime contractors within the enterprise
- Network and partner with site small business coordinators, participate in local small business forums



Contact a Commodity Manager

If you have a question regarding a specific commodity, please direct your question to the appropriate Commodity Manager.

Strategic Commodity Team	Commodity Manager	Email address
Professional Services	Jody Detten Joe Langenderfer	jdetten@kcncsc.doe.gov jlangenderfer@kcncsc.doe.gov
Information Technology	Karen Cassell Andrew Wilkens	kcassell@kcncsc.doe.gov awilkens@kcncsc.doe.gov
Operating Supplies Transportation & Logistics	Doug Ward	dward@kcncsc.doe.gov

Feedback

Please click the button below to provide your feedback.

Provide Feedback

Supplier Profile

Tell us about your company. The SCMC will use this information, along with other data points, when selecting suppliers that can best serve our purchasing customers.

Supplier Profile

EM Small Business Contacts

Who are the SB POC's for to contact for more info and/or to discuss capability briefings (EMCBC and Field Offices)?

DOE-EM Small Business: <https://www.energy.gov/em/small-business-opportunities>

- EM Business Advocate (and HQ/EMCBC/PPPO/CBFO/LANL/Small Sites): Anne Marie Bird, (513) 246-0569; annemarie.bird@emcbc.doe.gov
- EM Oak Ridge Office: Natasha White, (865) 576-2397; natasha.white@orem.doe.gov
- Idaho Operations Office: Trevor Bluth, (208) 526-3277; bluthtm@id.doe.gov
- Office of River Protection: Kelly Brazil, (509) 376-0174; kelly_brazil@orp.doe.gov
- Richland Operations Office: Robin Whitney, (509) 376-1416; robin.whitney@rl.doe.gov
- Savannah River Operations Office: Parodio Maith, (803) 952-9487; parodio.maith@srs.gov

Summary of Helpful DOE Websites

- DOE Small Business First Policy: <https://www.directives.doe.gov/directives-documents/500-series/0547.1-APolicy-a>
- DOE OSDBU: <https://www.energy.gov/osdbu/office-small-and-disadvantaged-business-utilization>
- DOE-EM Small Business: <https://www.energy.gov/em/small-business-opportunities>
- Listing of EM Major Contracts: <https://www.energy.gov/em/downloads/major-contracts-summary>
- Listing of EM Major Procurements: <https://www.energy.gov/em/downloads/em-major-procurements>
- EMCBC Major Procurements Website: <http://www.emcbc.doe.gov/doingbusiness.php>
- EM Public Website: <http://www.em.doe.gov/Pages/EMHome.aspx>



Session Evaluations

Reminder:

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

Thank you!

Questions?

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<http://www.energy.gov>

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