

A nighttime photograph of the Pittsburgh skyline, featuring the city's bridges and buildings illuminated against a dark sky. The Allegheny River is visible in the foreground, with a fountain lit up. The text is overlaid on the left side of the image.

PITTSBURGH 2019

APRIL 16-18, 2019

**Doing Business with
the Department of
Energy's
Bonneville Power
Administration**

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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

Agency Information

- BPA is a revenue generating power marketing administration of the U.S. Department of Energy
- BPA's geographic region spans across the states of Washington, Oregon, Western Montana, Northern Idaho, and Northern California
- BPA follows the Bonneville Purchasing Instructions (BPI), not the Federal Acquisition Regulation (FAR)
- The BPI is written to provide a framework for a more commercial/streamlined means of acquiring goods and services, following “Best Buy” acquisition business practices

Procurement Basics

- BPA awards contracts by considering technical factors as well as price
- BPA does not publicize procurements or solicitations
- Contracting Officers (COs) “pre-qualify” potential suppliers
- BPA issues solicitations to only those offerors which have the capability to perform or deliver in a manner that will provide the best buy, as determined by the CO
- Past Performance is always considered along with other non-price related evaluation factors

What does BPA purchase?

- Professional Services NAICS 541310 (Architectural)
 - Construction Services NAICS 237130 (Power/Comm)
 - Engineering Services NAICS 541330
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- These three categories account for approximately 60% of contract awards
 - BPA also purchases materials and services to support transmission lines, substations, headquarters and field office operations and maintenance, and fleets of heavy equipment and aircraft

Awards in FY 2018 were over \$600 Million

- **Large Business: 70.7%**
- **Small Business: 29.3%**

Supplier Diversity Program Categories

- Woman-Owned Small Businesses
- Disadvantaged Small Businesses
 - Includes Native American-Owned Small Businesses, 8(a), and HUBZone Businesses
- Veteran-Owned Small Businesses
- Service-Disabled Veteran-Owned Small Businesses
- HUB Zone Small Businesses

FY 2018 BPA Achievements

DOE-Wide Goaling Category	DOE 2018 Goal %	BPA 2018 Achieved %
Small Business	11.6%	29.3%
Small Disadvantaged Business	5%	6.0%
Women-Owned Small Business	5%	9.0%
Veteran-Owned Small Business	3%	1.0%
Service-Disabled Veteran-Owned Small Business	3%	0.2%

Other Non-Supplier Diversity Categories

- Tribal-Owned Businesses
- Large Businesses
- Federal Government
- Other Government
- Foreign-Owned Businesses

Becoming a Supplier

- Visit the BPA Doing Business web page (www.bpa.gov), and send an email message to NewBusiness@bpa.gov indicating your interest in becoming a BPA supplier
- An auto-reply message will contain a link to an online survey through which you will enter your firm's business data
- This process creates a data record in BPA's Potential Supplier List
- BPA procurement staff search the list (by NAICS Code) when in need of potential offerors for a solicitation
- Purchasing staff may also check the Federal System for Award Management (SAM)

Solicitation, Offer Evaluation and Award

- Read the solicitation instructions carefully, failure to follow all of the solicitation instructions is basis for rejection of your offer
- Be sure your offer addresses each of the stated evaluation criteria
- Basis for Source Selection
 - Lowest Price Technically Acceptable (LPTA)
 - Trade-Off
- Final Negotiation and Contract Award



Session Evaluations

Reminder:

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

Thank you!

Questions?

Contact Information

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