Mr. Maith serves in the capacity as the Director/Community Assistance and Small Business Manager in the Office of Acquisition Management, Acquisition Operations Division. In this capacity, he oversees and interfaces with the various community economic development organizations, which use the Savannah River Sites (SRS) excess materials to stimulate job development and industry growth. As the Small Business Manager, Mr. Maith works to optimize the utilization within the small businesses community to perform the myriad of functions, that are required to successfully accomplish the many tasks associated with the operation of the Savannah River Site (SRS). In addition, he has oversight responsibilities for the Historic Preservation Program which ensures that the Site’s historical significance is captured.

Mr. Maith has thirty years of experience in Logistics and Contracting disciplines. He has participated on numerous Integrated Processing Teams delineating the requirements for multi-million-dollar procurements. He holds a Master’s Degree in Business Administration from Brenau University and a Bachelor of Science in Business Management from Fayetteville State University. He also holds a Contracting Officer’s Warrant from the Department of Energy and a Hazmat certification from the Department of Defense.
Cody Sims is a Deputy Legislative Assistant in Senator Tim Scott’s Washington, D.C. office. As a member of Senator Scott’s policy team that focuses on the Senator’s role as a member of the Senate’s Committee on Banking, Housing, and Urban Affairs, Cody works on a diverse range of policy areas for the Senator including those related to infrastructure, energy, manufacturing, and the environment.

Cody is a 2019 graduate of The Citadel and has served in a number of roles of responsibility for Senator Scott since starting in 2018 as an intern.

During his time at The Citadel, Cody studied abroad in Spain, Ecuador, and Cyprus. He also worked for a semester in London as an intern for a member of the Parliament of the United Kingdom.

He is a native of Columbia, South Carolina, and most of his family still lives in the area.

Cody feels honored to serve in his role as a member of Senator Scott’s staff. Every single day is rewarding as he assists Senator Scott in his mission to represent the great state of South Carolina and to provide greater opportunity to all Americans.
Dr. Sean Alford is Executive Vice President and Chief Administrative Officer (CAO) for Savannah River Nuclear Solutions (SRNS) at the Savannah River Site (SRS) in Aiken, S.C.

In this role, he provides leadership for SRNS human capital and business management services, including mission excellence, workforce services, procurement, prime contract administration, work planning and integration, information technology, records management and finance. His focus is developing and maintaining pipelines to guarantee future resource needs at SRS and coordinating support functions for new and emerging missions. SRNS Business Services and Workforce Services report directly to Dr. Alford.

Dr. Alford has 28 years of experience in leadership, strategic thinking and management in a highly regulated and measured environment. He has served as a change leader for a number of organizations with large stakeholder visibility. Prior to joining SRNS, Dr. Alford was Superintendent of Aiken County, S.C., schools, engaging the community and leading the School District on a path forward to being the premier district in the state. During his tenure, the District refocused its efforts on literacy, led an InnoVision award-nominated community workforce development collaborative, garnered community support for a number of accelerated programs (including a partnership with the National Math + Science Initiative), and cultivated a collaborative culture among staff members and teachers in 42 schools.

Prior to working with Aiken County Public School District, Dr. Alford served as an Assistant Superintendent in Dorchester School District Two, where he directed instruction and technology for 22 schools. He previously served as Chief Instructional Services Officer in Beaufort County, S.C.

Dr. Alford is a Society of Human Resource Management Certified Professional.
Ron Pierce is the Director of the Office of Small and Disadvantaged Business Utilization (OSDBU). In his prior role, he served as an independent management consultant, where he led efforts to address issues on environmental and climate change for several small businesses and military veteran lawmakers.

He spent five years as Senior Director of PBS Veterans and Small Business Initiatives on the Station Services Team. Ron led the national planning, coordination, and implementation efforts for member stations and other public media partners across the country. Over the course of two high-profile presidential campaigns, he was the National Director of small business, veterans, and military family outreach programs at the DNC.

A combat veteran, Ron spent 11 years as a U.S. Army Officer. He earned his B.S. in Behavioral Human Services from U.S. Military Academy at West Point, NY, and holds a Master of International Affairs from The Naval Postgraduate School at Monterey, CA.
Doing Business with the U.S. Department of Energy (DOE)

Office of Small and Disadvantaged Business Utilization
Nicola Ohaegbu, Procurement Analyst

DOE Office of Small and Disadvantaged Business Utilization,
Savannah River Nuclear Solutions, and U.S. General Services Administration
Virtual Forum
March 24, 2022

http://smallbusiness.energy.gov
Overview

• What DOE Buys
• Locating DOE Opportunities
• Supply Chain Management Center
• Responding to SSN/RFI Opportunities
• FedConnect Opportunities
• How to Increase Your Success
• FAR References
• Important Links
• CY 2022 Outreach Events
• DOE OSDBU Support

http://smallbusiness.energy.gov
## What DOE Buys

### Top 5 NAICS* Codes – Prime

- 562910 – Remediation Services
- 541611 – Administrative Management and General Management Consulting Services
- 541330 – Engineering Services
- 561210 – Facilities Support Services
- 541513 – Computer Facilities Management Services

### Top 5 NAICS Codes – Subcontracting

- 541330 – Engineering Services
- 541990 – Professional Services
- 541715 – Research and Development in the Physical, Engineering, and Life Sciences
- 562910 – Remediation Services
- 611710 – Educational Services

* North American Industry Classification System Codes

[http://smallbusiness.energy.gov](http://smallbusiness.energy.gov)
DOE Headquarters and Federal Field Office Acquisition Forecast

https://www.energy.gov/osdbu/acquisition-forecast

- Provides list of headquarter **prime** forecast opportunities

- Provide hyperlinks to the various DOE laboratories for **subcontracting** opportunities. *(You must search each lab individually for its opportunities).*

- Supply Chain Management Center (SCMC): https://thescmcgroup.com/
<table>
<thead>
<tr>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
<th>F</th>
<th>G</th>
<th>H</th>
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<th>J</th>
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<tbody>
<tr>
<td>Performance End Date</td>
<td>NAICS Code</td>
<td>Program Office</td>
<td>Current Incumbent</td>
<td>Current Contract Number</td>
<td>Acquisition Description</td>
<td>Estimated Dollar Value</td>
<td>Contracting Officers Business Size Selection</td>
<td>Type of Set Aside</td>
<td>Current Contract Set Aside Amount</td>
<td>Contract Type</td>
<td>Principal Place of Performance State</td>
<td>Small Business Program Manager</td>
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<tr>
<td>Feb 2022</td>
<td>473130</td>
<td>Western Area Power Administration</td>
<td>SAGE ELECTRIC SOLUTIONS, LLC</td>
<td>810302121CIA4A00057</td>
<td>SEMINOLE SWITCHBOARD STAGE D3</td>
<td>$720,070</td>
<td>Small Business</td>
<td>Small Business Set Aside - Total</td>
<td>0% Contract</td>
<td>WORONING</td>
<td><a href="mailto:mccollum@wsrne.gov">mccollum@wsrne.gov</a></td>
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</tr>
<tr>
<td>Feb 2022</td>
<td>493024</td>
<td>Western Area Power Administration</td>
<td>FEDERAL CONTRACTORS CORP</td>
<td>G0-D7F-2002A / B0050210W4A00057</td>
<td>FY20 2021 DLH 100 ARTICULATED MAN LIFT, CATEGORY A RATE HAND, EXTENDED REACH, TRUCK (10 QUAD) (APPROVED FY20 BPAO)</td>
<td>$6,466,898</td>
<td>Small Business</td>
<td>Small Business Set Aside - Total</td>
<td>0% Delivery / Task Order</td>
<td>FLORIDA</td>
<td><a href="mailto:mccollum@wsrne.gov">mccollum@wsrne.gov</a></td>
<td></td>
</tr>
<tr>
<td>Feb 2022</td>
<td>41510</td>
<td>Assistant Secretary for Fossil Energy</td>
<td>GARTNER, INC</td>
<td>47002A-18D008 / B0049122F1600056</td>
<td>Garnter for IT Executive CIO Service Renewal 2/1/2020 to 02/28/2023. Through Garnter's service, NRE will obtain access into the independent IT research and advisories services, including strategic information focused on the Chief Information Officer role. NRE will have access to latest objective research that provides analysis of IT strategy, technologies business</td>
<td>$176,038</td>
<td>Other Than Small Business</td>
<td>Unavailable</td>
<td>0% Delivery / Task Order</td>
<td>WEST VIRGINIA</td>
<td><a href="mailto:miranda.johnson@hq.doe.gov">miranda.johnson@hq.doe.gov</a></td>
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<td>413990</td>
<td>Southeastern Power</td>
<td>AMT DIVERSIFIED CONSTRUCTION</td>
<td>850609221C55V00004</td>
<td>FUGGOTT SUBSTATION GROUNDING DRAINAGE IMPROVEMENTS</td>
<td>$138,849</td>
<td>Unavailable</td>
<td>Unavailable</td>
<td>0% Contract</td>
<td>Unavailable</td>
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<tr>
<td>Feb 2022</td>
<td>412669</td>
<td>Western Area Power Administration</td>
<td>WRENNWORTH ENTERPRISES, INC</td>
<td>G0-D7F-20019 / B0050210W4A01010</td>
<td>FY 22 MATERIAL RE-ISSUES FOR AIR LINES - Pole markers for Sioux City Linemen</td>
<td>$5,380</td>
<td>Unavailable</td>
<td>Unavailable</td>
<td>0% Delivery / Task Order</td>
<td>Unavailable</td>
<td><a href="mailto:mccollum@wsrne.gov">mccollum@wsrne.gov</a></td>
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<tr>
<td>Feb 2022</td>
<td>418999</td>
<td>Western Area Power Administration</td>
<td>RURAL ELECTRIC SUPPLY COOPERATIVE</td>
<td>800027421PWA4021265</td>
<td>FY 22 MATERIAL RE-ISSUES FOR AIR LINES - GUY WIRE ADJUSTMENT</td>
<td>$6,200</td>
<td>Unavailable</td>
<td>Unavailable</td>
<td>100% Purchase Order</td>
<td>Unavailable</td>
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<td>Feb 2022</td>
<td>45812</td>
<td>Western Area Power Administration</td>
<td>SIGNET TECHNOLOGIES, INC</td>
<td>G0-D7F-02227 / B0031122W4A00032</td>
<td>BUSINESS ACCESS CONTROL SYSTEM (BACS) TO TRIM TO LEMENT HARDWARE/ SOFTWARE UPGRADES, WESTERN AREA POWER ADMINISTRATION, DESERT SOUTHWEST REGION</td>
<td>$476,000</td>
<td>Small Business</td>
<td>Small Business Set Aside - Total</td>
<td>100% Delivery / Task Order</td>
<td>ARIZONA</td>
<td><a href="mailto:mccollum@wsrne.gov">mccollum@wsrne.gov</a></td>
<td></td>
</tr>
</tbody>
</table>
Common websites for SS/RFI/RFQ/Solicitation

- **Sam.gov** [www.sam.gov](http://www.sam.gov) (search as Energy, or 089 or 8900)
- **FedConnect** [www.fedconnect.net](http://www.fedconnect.net) (search as DOE *not* Department of Energy)
- **GSA eBuy** [www.ebuy.gsa.gov/ebuy/](http://www.ebuy.gsa.gov/ebuy/)
  - GSA's Vendor Support Page
  - There are numerous small business schedules on GSA
FedConnect Opportunity Postings

This is a list of publicly posted opportunities. To view a particular opportunity, click the hyperlink under the title. For more details on using this page, click Help.

<table>
<thead>
<tr>
<th>Title</th>
<th>Type</th>
<th>Agency</th>
<th>Issuing Office</th>
<th>Issue Date</th>
<th>Response Due Date</th>
<th>PSC / FSC</th>
<th>NAICS</th>
<th>Reference Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>SHUNT REACTOR BANKS (2) = 35 MVAR FOR BISMARCK SUBS</td>
<td>Solicitation</td>
<td>DOE - DOE</td>
<td>Western Upper Great Plains Region</td>
<td>3/4/2022</td>
<td>03/22/2022 06:00 PM US/Eastern</td>
<td>6150</td>
<td>335311</td>
<td>89503422QWA000525</td>
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<td>Shielded Tray Cable</td>
<td>Solicitation</td>
<td>DOE - DOE</td>
<td>Western Rocky Mountain Region</td>
<td>3/8/2022</td>
<td>03/15/2022 04:00 PM US/Eastern</td>
<td>6145</td>
<td>331420</td>
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<td>Construct North Bend Switching Station, Stage 01</td>
<td>Solicitation</td>
<td>DOE - DOE</td>
<td>WAPA (UGP)</td>
<td>2/17/2022</td>
<td>02/22/2022 04:00 PM US/Eastern</td>
<td>Y1PZ</td>
<td>237130</td>
<td>89503422BWA000030</td>
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<tr>
<td>FY 2022 SBIR/STTR Phase II Release 2</td>
<td>Funding Opportunity</td>
<td>DOE - DOE</td>
<td>SC Chicago Service Center</td>
<td>2/28/2022</td>
<td>04/19/2022 11:59 PM US/Eastern</td>
<td>DE-FOA-0002572</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Type “DOE” and not “Department of Energy”
Opportunity: Shielded Tray Cable

What do I do now?

By registering, you will have better access to the document and future updates. To register please click the Register Now button below.

Sign In

Registered Users

Documentation:
- Pre-RFP Document
- RFP
- Other

Non Registered Users

You can view this and any other public opportunity. However, registered users have numerous added benefits including:
- The ability to submit questions to the agency,
- Receive emails concerning updates and amendments,
- Create and manage a response plan,
- Submit responses directly through this site.

You must first sign in. Click the Sign In button below.

Registered Users can view any of the attachments. Simply click the attachment name.
Sam.gov Opportunity Postings

Type “Energy” or “8900”

Type “Total Small Business”
The Supply Chain Management Center (SCMC) is a service organization that works closely with Department of Energy (DOE) contractors to leverage $5.4B of annual spend. An Enterprise-wide sourcing system leveraging EM and National Nuclear Security Administration spend. A structured, dedicated, funded approach to acquisition cost savings

- The SCMC seeks competitive and qualified suppliers
- Small business opportunities at 24 DOE locations across 12 states
- 64% of all agreement value has been awarded to Small Businesses

Supply Chain Management Center (SCMC): [https://thescmcmgroup.com/](https://thescmcmgroup.com/)
## Responding to SSN/RFI Opportunities

<table>
<thead>
<tr>
<th>Why Respond:</th>
<th>After Responding:</th>
</tr>
</thead>
<tbody>
<tr>
<td>➢ Identify potential sources</td>
<td>➢ Follow-up</td>
</tr>
<tr>
<td>➢ Determine small business set-aside</td>
<td>➢ Engage with the local Small Business Program Managers or Procurement Center Representatives (include them on the SSN/RFI/RFP response)</td>
</tr>
<tr>
<td>➢ Small business subcontracting goals</td>
<td>➢ Sole source</td>
</tr>
<tr>
<td>➢ Solicitation</td>
<td>➢ Request a meeting with the Program Managers and end users</td>
</tr>
</tbody>
</table>

Why Respond:

- Identify potential sources
- Determine small business set-aside
- Small business subcontracting goals
- Solicitation

After Responding:

- Follow-up
- Engage with the local Small Business Program Managers or Procurement Center Representatives (include them on the SSN/RFI/RFP response)
- Sole source
- Request a meeting with the Program Managers and end users

http://smallbusiness.energy.gov
How to Increase Your Success

**LEVERAGE**
- Engage SBA, Small Business Development Centers, Procurement Technical Assistance Centers, Minority Business Development Centers and other small business advocates
- Understand and pursue Key DOE Programs like MPP
- Join Trade Organizations
- Review DOE OSDBU Small Business Toolbox
- Engage OSDBU and sites’ Small Business Program Managers

**PREPARE**
- Learn what products and services DOE buys at its different sites
- Review DOE and Major Contractor acquisition forecasts and SAM.gov
- Ensure socio-economic certifications and security classifications are current
- Know your business/industry
- Stay current with regulations, laws, policy, etc.
- Establish teaming arrangements, joint ventures, etc.
- Create strong capability statement

**TARGET**
- Market/match up your capabilities against DOE/Prime requirements
- Pursue low dollar requirements to build past performance
- Pursue all levels of opportunities
- Participate in outreach events
- Adequately respond to Sources Sought/Request for Information/Request for Proposals
- Register in DOE Supplier databases

[http://smallbusiness.energy.gov](http://smallbusiness.energy.gov)
KNOW THE RULES SO YOU CAN COMPETE BY THE RULES

- Federal Supply Schedules (aka GSA): FAR Subpart 8.404
- Small Business FAR Subpart 8.405-5
- Acquisition of commercial products or commercial services: FAR Part 12
- Contracting Methods
  - Simplified Acquisition: FAR Part 13
  - Sealed Bidding: FAR Part 14
  - Contracting by Negations: FAR Part 15
- Small Business Programs: FAR Part 19
Important Links

- **DOE Acquisition Forecasts:** [https://www.energy.gov/osdbu/acquisition-forecast](https://www.energy.gov/osdbu/acquisition-forecast)
- **System for Award Management:** [http://sam.gov/](http://sam.gov/)
- **FedConnect:** [https://www.fedconnect.net/FedConnect/Default.htm](https://www.fedconnect.net/FedConnect/Default.htm)
- **DOE Small Business Program Managers Directory:** [https://www.energy.gov/osdbu/articles/small-business-program-managers-directory](https://www.energy.gov/osdbu/articles/small-business-program-managers-directory)
- **DOE OSDBU Small Business Toolbox:** [Small Business Toolbox | Department of Energy](https://www.energy.gov/osdbu/articles/small-business-toolbox)
- **DOE Small Business Innovation Research and Small Business Technology Transfer:** [https://science.energy.gov/sbir/](https://science.energy.gov/sbir/)
- **DOE Unsolicited Proposal Program:** [https://www.netl.doe.gov/business/unsolicited-proposals](https://www.netl.doe.gov/business/unsolicited-proposals)
- **DOE MPP:** [Mentor-Protégé Program | Department of Energy](https://www.energy.gov/osdbu/articles/mentor-protégé-program)
- **Alleged Undue Restriction:** [https://www.energy.gov/osdbu/small-business-services/submit-notice-alleged-undue-restriction](https://www.energy.gov/osdbu/small-business-services/submit-notice-alleged-undue-restriction)
- **U.S. Small Business Administration:** [https://www.sba.gov/](https://www.sba.gov/)
- **Procurement Technical Assistance Centers:** [https://www.aptac-us.org/](https://www.aptac-us.org/)
- **Minority Business Development Centers:** [MBDA Programs | Minority Business Development Agency](https://www.mbdacorp.gov/)
- **North American Industry Classification System (NAICS):** [https://www.census.gov/eos/www/naics](https://www.census.gov/eos/www/naics)
- **General Services Administration:** [https://www.ebuy.gsa.gov/ebuy/](https://www.ebuy.gsa.gov/ebuy/)
- **Federal Grants:** [www.grants.gov](http://www.grants.gov)
• **March 30, 2022:** North Dakota Procurement Technical Assistance Center - North Dakota Government Procurement Fair

• **May 11, 2022:** OSDBU, Office of Fossil Energy and Carbon Management, and the National Energy Technology Laboratory Virtual Forum

➔ For details, please visit OSDBU’s Calendar of Events Website: [https://www.energy.gov/osdbu/upcoming-events-calendar](https://www.energy.gov/osdbu/upcoming-events-calendar).
For assistance with doing business with the DOE and individually-tailored business development customer care, feel free to contact our office:

- Phone: (202) 586-7377
- Email: smallbusiness@hq.doe.gov
- Or fill out the Doing Business with DOE Form on OSDBU website

Additional POCs:

- SBIR/STTR Program – Kent Hibben: Kent.Hibben@hq.doe.gov
- Mentor-Protégé Program – Mark Lochbaum: Mark.Lochbaum@hq.doe.gov
- DOE Headquarters Acquisition Forecast – Tanya Crawford: Tanya.Crawford@hq.doe.gov
Alex Agyemang is the Senior Manager, Supply Chain Strategy. He also holds the position of Small Business Liaison Officer (SBLO) for Savannah River Nuclear Solutions, LLC (SRNS), the M&O prime contractor at the Savannah River Site, Aiken SC. He manages the corporate supply chain strategy to drive supply chain efficiency and leverage capabilities of over 1300 suppliers to accelerate Environment Management and National Nuclear Security Administration (NNSA) missions balancing a myriad of state and federal regulations/laws to include FAR, DEAR, NQA-1, and prime contract requirements. Leads the execution of an organizational health assessment, directs the completion of supply chain benchmarks and gap analysis with industry leaders, and initiates the development of a supply chain organization maturity path. As SBLO, he is responsible for managing supplier relationships and all supplier development activities to ensure the successful completion of the SRS mission.

Alex has served in increasing roles of responsibility. He was the Manager, Strategic Sourcing, responsible for the creation and administration of the Site’s critical material agreements.

Prior to joining SRNS, Alex was a senior supply chain planning analyst with the Northrop Grumman Corporation. Some of his major projects were implementing lean-six sigma improvements in the pipe supply chain, leading the Category Management strategy for commodity procurements, and establishing the Capstone Program, a talent management program for high potential employees. He is an APICS Certified Supply Chain Professional.

Alex is a graduate of the United States Air Force Academy and a former Air Force officer. He was the Department of Energy (DOE) FY 2017 and FY 2018 Facility Management Contractor Small Business Program Manager of the Year, the DOE FY 2018 Mentor of the Year, the recipient of the DOE FY 2018 Director’s Award for Excellence, was recognized as the 2019 CVMSDC Coordinator of the Year, and the 2020 recipient of the GMSDC George Lottier Rising Star Award. Alex received the Northrop Grumman Corporate Contracts, Pricing, and Supply Chain Award and was also recognized as one of the Top 40 Under 40 business leaders in Hampton Roads, Virginia. He is married to Kimberly Agyemang and has twin sons, Adam and Kai.
J. Alex Agyemang
Small Business Liaison Officer

Presented to the OSDBU SRNS Virtual Forum, March 24, 2022
5,944 Employees “Making the world safer.”

Savannah River Site
Aiken, S.C.

- 310 square-mile site
- 11,500 employees
- $2.3 billion annual budget
- $2.6 billion annual regional economic impact
- $400 million annual local procurements

Environmental Stewardship
for soil, water and facilities

Supplying Tritium
for nuclear weapons deterrent

Securing Nuclear Materials
to prevent unwanted proliferation

Transforming Nuclear Materials
into assets and stable wasteforms

M&O Support Services

$1.7 billion SRNS Annual Budget
Small Businesses are Key to Site Missions

- SRNS strategy to execute largely depends on small business performance
- Forecasting an increase in Site missions
Small Businesses Opportunities

• Our Small Business Program is Vital to Our Success
  – SRNS employs a “Small Business First” policy
  – Small Business Team is an active participant in defining our sourcing strategy
  – Small Business Liaison Officer is your advocate
  – Manages key supplier relationships

• Supply Chain Operations is Committed to Your Success
  – Fully invested in finding and developing the right small business partners
  – Commitment to partnering with process owners
Small Businesses Engagement

- Make it easier to do business with SRNS
- Develop stronger relationships
- Drive collaboration with partners
- Continue to perform
Engagement Process

<table>
<thead>
<tr>
<th>Optimize</th>
<th>Partner</th>
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<tbody>
<tr>
<td>• Increase access</td>
<td>• Greater leadership in supplier diversity organizations</td>
</tr>
<tr>
<td>• Improve education of SCM processes</td>
<td>• Support SRS outreach efforts and engagement</td>
</tr>
<tr>
<td>• Broader communication of opportunities</td>
<td>• Greater collaboration with DOE-OSDBU</td>
</tr>
<tr>
<td>• Strengthen Advocacy</td>
<td>• Increased supplier conferences</td>
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</table>

<table>
<thead>
<tr>
<th>Develop</th>
<th>Perform</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Position proteges to continue to enable Site missions</td>
<td>• Report the wins and maintain the gains</td>
</tr>
<tr>
<td>• Mature Protégé Center of Excellence</td>
<td>• Forecast and manage opportunity</td>
</tr>
<tr>
<td>• Identify additional scopes for protégé engagement</td>
<td>• Targeted sourcing</td>
</tr>
<tr>
<td>• Select additional protégés</td>
<td>• Communicate well and communicate often</td>
</tr>
</tbody>
</table>

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How To Do Business with SRNS (4 Easy Steps)

1. Register
   Register in SAM: https://www.sam.gov/SAM/

2. Reach
   Reach out to the SRNS Small Business Programs Office at supplierdevelopment@srs.gov and provide your capability statement with this communication.

3. Refer
   Refer to our website for opportunities and short-term subcontracting needs. www.savannahrivernuclearsolutions.com

4. Respond
   Respond promptly and thoroughly to all solicitations.
Small Businesses Key to Success

Significant Opportunity

- Labor Subcontracts/Staffing
- Dismantlement & Removal
- Construction Materials
- Equipment Fabrication
- Communication Systems
- Electrical General Services
- Structural General Services
How to Win at SRNS

• **Learn**
  – Learn the “ins and outs” of government contracting
  – Prepare for the paperwork requirements
  – Keep certifications current
  – Comply with regulations and institute quality control procedures
  – Thoroughly review the solicitation and know the expectations

• **Educate yourself**
  – Safety and security are critical to our mission
  – Learn our business

• **Identify how your company would fit into that business**
  – Similar core competencies
  – Unique business discriminator
  – Pinpoint your niche and don’t try to be all things to all people
How to Win at SRNS

• Communicate your value
  – Be realistic regarding your capabilities and capacity
  – Long-term strategic relationships are built on performance
  – Deliver on your PO/Subcontract commitments (i.e. on-time delivery, quality, cost, documentation, etc.)

• Keep us informed
  – Always respond to RFPs/RFQs, even if you are not able to propose
  – Discuss your value and not your size status

• Network
  – Use opportunities such as this conference to meet decision-makers
  – Continue to build on the relationships that are established
  – Clearly articulate your value proposition
Small Businesses Key to Success

National & Regional Recognition

Exceeding SB Goals

• Exceeded all socio-economic categories for 5 consecutive years
• Exceeded goals in challenging categories; HUBZone and SDVOSB
• Developing five protégé companies
• Received national & regional awards at every Management level!!
  – 2020 GMSDC George Lottier “Rising Star” Award
  – FY17, FY18, and FY19 DOE HQ Procurement Director of the Year
  – 2018 and 2019 GMSDC Supply Chain Advocate of the Year
  – DOE HQ/CVMSDC – Nominated Two Small Business of the Year Winners and the FY18 DOE Protégé of the Year

76.9%
Best performance prime contract to date!
Manage Your Business

• Quality
  – Compliance monitoring
  – Supplier scorecard (quality assurance and on-time delivery)
  – Internal Assessments

• Speed
  – Delivery
  – Responsiveness

• Efficiency
  – Continuously improving

• Competitive Cost
  – Quality, speed and efficiency improvements are realized in competitive-cost structure
Manage Your Value

• Increasing value to SRNS
  – Transparent communication
  – Competitive pricing strategies (cost savings)
  – Product and process innovations
  – Customer satisfaction

• Managing your reputation
  – Culture-respectful workplace
  – Ethical Conduct
    • Open disclosure of Conflicts of Interest
  – Reliability
  – Credibility
  – Safety
  – Environmental compliance
SRNS: We make the world safer.
Jan Zeigler
Industry Liaison
Region 4 Customer Accounts and Stakeholder Engagement (CASE)
Southeast Sunbelt Region
Federal Acquisition Service

Jan serves in the State of South Carolina as a GSA Customer Service Director and primarily as the Region 4 CASE Industry Liaison. She has worked over 25 years with Federal, State and Local government agencies and business leaders in different organizations to facilitate as a “Solution Provider” and “Trusted Advisor” in solving all acquisitions and requisitions. She continues to work strategically with many Federal Agencies – Departments of the Army, Army Corp of Engineers, and Air Force, Civilian Agencies – Department of Energy, and the Veterans Administration.

Jan earned an Associate Degree from Central Carolina College in Business Management, a Master certificate in Government Contracting from George Washington University, and a Master Certificate in Project Management from George Washington University.

Jan currently resides in Sumter, SC supporting the growth of her local community.
Doing Business with GSA

Janice Zeigler- Industry Liaison
GSA FAS Customer and Stakeholder Engagement Division

U.S. General Services Administration
Expanding Opportunities for Small Businesses

• Shares ideas and best practices for small businesses throughout the country
• Works with the small business community to strengthen partnerships and support the success of our vendors
• Works with businesses to make sustainable products and services readily available and affordable to our buyers
• Drives down prices, deliver better value, and reduce costs to our customer agencies
• Creates new ways that the government can purchase resources smarter and more efficiently
• Develops innovative cost-saving solutions that will be shared across the government
Each Federal agency has an Office of Small Business Utilization put in place by Congress “…to promote the maximum practicable use of all designated small business categories within the Federal Acquisition process…” These advocates report to the head of their agency on the success of this partnership.

- Finding creative new ways to educate
- Sponsoring and delivering business development training
- Integrating low-cost networking events into established venues
- Providing free counseling and more…
Purpose

This training is designed to assist the small business community with the process of pursuing a GSA Schedule Contract. We follow the following topics:
What is a GSA Schedule?

- Indefinite delivery, indefinite quantity (IDIQ), long-term contracts
- Provides fast, flexible, cost-effective procurement solutions
- Represents approximately 21% of overall Federal procurement spending
- Requires commitment and effort to be successful
What is a GSA Schedule?

GSA Schedule Contracts, also known as GSA Schedules or Federal Supply Schedules, are indefinite delivery, indefinite quantity (IDIQ), long-term contracts under the General Services Administration’s Multiple Award Schedule (MAS) Program.

GSA establishes long-term government wide contracts with commercial companies to provide access to government agencies to millions of commercial products and services at volume discount pricing.
Items to Consider Before Applying to the Program:

- **Must Meet Minimum Qualifying Sales:** You must generate at least $25,000 in sales within the first 2 years of your GSA Schedule contract and at least $25,000 each year thereafter.

- **Takes Time to Secure a Contract:** The average time it takes to secure a contract is between 18-24 months (according to the SBA).

- **Your GSA Contract Can be Cancelled:** The government may cancel your schedule contract in accordance with clause 552.238-73, for failure to meet minimum sales criteria, specified above.
Readiness Assessment: Using the Vendor Toolbox

• The Vendor Toolbox contains the Readiness Assessment, a mandatory self-evaluation tool, aimed to help potential contractors decide whether their offerings meet the needs of the federal government.

• The Vendor Toolbox contains training materials that will help you learn more about the Federal market, tools that will help you uncover opportunities, and links to resources that can assist you in being a successful MAS contractor.

• You can access the Vendor Toolbox through our Vendor Support Center at https://vsc.gsa.gov/.
About GSA Schedules

- MAS Consolidation- Offering 12 Categories
- Over 14,500 Schedule contracts
- 80% of GSA MAS contracts go to small businesses
- $50 billion total annual spend or 10% of overall federal procurement spending

The GSA Schedules program is the premier acquisition vehicle in government, with approximately $50 billion a year in spending or 10 percent (10%) of overall federal procurement spending.
https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/gsa-schedule-offerings/mas-categories
Why Pursue a GSA Schedules Contract

• GSA Schedules are fast, easy, and effective vehicles for both customer agencies and vendors.

• Acquisitions through GSA Schedules are issued using full and open competition.

• Prices have already been deemed fair and reasonable, and schedule contracts are in compliance with all applicable laws and regulations, reducing evaluation cycles.

• Purchases can be made directly from a contractor via their GSA Schedule Contract which eliminates the time-consuming process of responses to complex RFP’s and lengthy negotiations.
Examples of Products and Services Available on GSA Schedules

- Office Supplies and Equipment
- Information Technology
- Professional Services
- Vehicles and Support Equipment
- Furniture
- Tools and Hardware
- Scientific Equipment
- Law Enforcement, Fire, and Security Products
- Travel and Transportation
- Lodging
Determine Eligibility: Who qualifies?

- Financial stability
- Minimum two (2) years in business
- Demonstrate past performance
- Products commercially available
- Products compliant with the Trade Agreements Act (TAA)
- End Product must be manufactured or substantially altered within the U.S., or a ‘designated country” as defined by the Trade Agreements Act
AN OVERVIEW FOR NEW VENDORS

Small Business Certifications

8(a) SDB Development Certification Program Application—

HUBZone Program Application –
https://www.sba.gov/category/navigation-structure/how-apply

Woman Owned Business – Certification Required for some NAICS –
https://www.sba.gov/content/women-owned-small-business-wosb-program-certification

Veteran Owned Business – Self Certify except for Veterans Administration (VA)
Schedules which must be verified through www.VetBiz.gov. Through this link you
can click on the Verification Application Guide.

Service Disabled Veteran Owned Business – Self Certify
https://www.sba.gov/content/women-owned-small-business-wosb-program-certification
Available Offerings/Finding the TEMPLATES

• The GSA Solicitation templates ARE NOT in SAM.gov

Available Offerings and Requirements

The Multiple Award Schedule (MAS or the Schedule) solicitation is broken into Large Categories, Subcategories, and Special Item Numbers (SIN) that have corresponding North American Industry Classification System (NAICS).

To identify the large categories, subcategories, and SINs currently available under MAS, please view the latest Available Offerings Attachment [XLSX - 230 KB].

For reference, this version of the available offerings attachment [XLSX - 307 KB] contains a mapping of legacy Schedule and SIN to the new MAS SINs.

The MAS solicitation outlines requirements for all offerors, including the required information you must attach to your offer to be considered for a Schedule contract. In addition, some large categories, subcategories or SINs have unique requirements or additional templates and attachments that may be required as part of your offer. This additional information is used to better evaluate your offer and confirm you are ready to do business with the federal government. Below is an outline of the attachments and templates that you may be required to submit with your offer.

For more information on the applicability of each template or attachment, please refer to SCP-FSS-001 under section 1 of the MAS solicitation and each applicable “Large Category Attachment” related to your offerings. In addition to specific attachments, there may be clauses or additional instructions specific to your offerings outlined in those documents.

Solicitation Attachments and Templates - Complete offering requirements and information are provided in the MAS solicitation and large Category attachments. Templates, attachments, and critical information referenced in the solicitation are provided below for use. Please reference solicitation documents for further instruction.

Templates to download, complete, and upload in eOffer (if applicable) +

Templates provided for reference only. Information should be completed and submitted in eOffer. +
Additional Resources: Small Business Training
www.gsa.gov/smallbizresources

It is not required for you to have a schedule contract with GSA in order to do business with the federal government. There are other ways to do business with government agencies.

Attend more training:

- Partnering for the Strategic Advantage
- How to Access Procurement Opportunities
Additional Resources

SBA provides business counseling, training and business development specialists providing free and low-cost services in your area. 1-800-U-ASK-SBA (1-800-827-5722)

**The Association of Procurement Technical Assistance Centers**
(http://www.aptac-us.org/new)
PTACs provide a wide range of assistance, most free of charge, to businesses through one-on-one counseling sessions, classes, seminars and matchmaking events. This organization is funded in part by Department of Defense. Contact your local PTAC for help.

**Minority Business Development Agency** (http://www.mbda.gov)
MBDA, a part of the U.S. Department of Commerce is an entrepreneurially focused organization committed to wealth creation in minority communities. The Agency's mission is to actively promote the growth and competitiveness of large, medium and small minority business enterprises (MBEs).
GSA OSBU on Social Media
www.gsa.gov/smallbizresources

@GSAOSBU
@USGSA
@USGSASchedules
@gsapbsIRD

GSA YouTube Channel

https://interact.gsa.gov/
Harness the Power of Data:

→ Have a **solid understanding** of the federal market for your product or service.

→ Know the key players, critical policies, initiatives, and spending budgets for your target agencies.

→ Use this information to be **proactive** in finding opportunities and generating leads.
Tools to Conduct Market Research

Utilize these tools for your market research:

- Latest GSA contract award information
- Assess your competition

**GSA eLibrary**

- Offers published sales data of schedule contract sales
- SIN Sales
- Contractors already on schedule
- Ability to assess the size and potential of your target market

https://www.gsaelibrary.gsa.gov

**Schedule Sales Query Plus**

- A repository of all government transactions/receipts over $3,500
- Information reported from 90 plus agencies.


Consider the buying trends and forecasted sales for your product/service
Marketing Your Company to Federal Government

- Conduct Market Research
- Identify Target Agencies
- Develop a Strategic Plan
- Develop a Marketing Strategy
- Refine your Approach
- Lead Generation & Business Development Process
Customer Service Directors (CSDs)

- Customer Service Directors (CSDs) provide assistance, resolve problems and answer questions from GSA's customers, our Federal, state & local clients.
- CSDs also host seminars on a variety of useful topics and are a valuable source of information on all of GSA's programs.
- CSDs also markets the use of GSA and our entire suite of Acquisition Tools provided by GSA to Federal, state, & local agencies.
- Visit GSA.GOV/CSD to find your local CSD.
What is the Advantage?

- Faster than going open market
- Pre-Negotiated ceiling prices to achieve best value
- Built in strong assurance of FAR Compliance
- Access to small businesses in support of socioeconomic goals
- Access to emerging technologies and innovative solutions
Tips for Success

- Respond to RFI’s & Sources Sought notices
- Attend Industry “Days”
- Strategically manage your time at Matchmaking Events
- Network with other GSA contractors
- Check GSA e-Buy for opportunities.
**Quick Start Guide for Contract Registration**

**What is an entity?**
In SAM, your company's business/organization is referred to as an "Entity." You register your entity to do business with the U.S. Federal government by completing the registration process in SAM.

SAM is the official Federal government website where there is no charge to register or maintain your entity registration record in SAM.

**What do I need to get started?**

1. **DUNS Number:** You need a Data Universal Numbering System (DUNS) Number to register your entity in SAM. DUNS Numbers are unique for each physical location you are registering. If you do not have one, request a DUNS number for each location to do business with the U.S. Federal government by visiting Dun & Bradstreet (D&B) at http://daddress.dnb.com/webform. It takes no more than 2-3 business days to obtain a DUNS number.

2. **Taxpayer Identification Number:** You need your entity's Taxpayer Identification Number (TIN) and Taxpayer Name (as it appears on your most recent tax return). Foreign entities that do not pay employees within the U.S. do not need to provide a TIN. Your TIN is usually your Employer Identification Number (EIN) assigned by the Internal Revenue Service (IRS). Some agencies may use their Social Security Number (SSN) assigned by the Social Security Administration (SSA) as their TIN, but are strongly encouraged to obtain a free EIN from the IRS by visiting http://www.irs.gov/businesses/smallbusiness/du n-2-registra tion or calling 1-800-TAX-FORM.

**Steps for Registering**

1. **Type www.sam.gov** into your Internet browser address bar.
2. Select Login to complete authentication and create an account.
3. On the My SAM page, select Entity Registrations and then select Register New Entity.
4. Select your type of Entity.
5. If you are registering in SAM.gov, you can conduct business with the government through contracts, select "I want to be able to bid on federal contracts or other procurement opportunities." I also want to be able to apply for grants, loans, and other financial assistance programs.
6. Complete the "Data" Data section.
   - Validate your DUNS Number information.
   - Enter Business Information (BN, etc.). This page is also where you create your Marketing Partner Identification Number (MPI). Remember, your MPI will be on your electronic signature for the IRS Consent to Disclosure of Information on the following page.
   - Enter your CAGE Code if you have one. CAGE codes are tied to DUNS Numbers and cannot be repeated. Don't worry if you don't have a CAGE Code for the DUNS Number you are registering; one will be assigned to you after your registration is submitted. Foreign entities must enter their ICAGE Code before proceeding.
   - Enter General Information (business type, organization structure, etc.) about your entity.
   - Provide your entity's financial information, i.e., U.S. bank Electronic Funds Transfer (EFT) information for federal government payment purposes. Foreign entities do not need to provide EFT information.
   - Answer the Executive Compensation questions.
   - Answer the Procurement Costs questions.
   - Provide your public search authorization.

7. Complete the "Assertions" section:
   - Enter your entity's goods and services using NAICS Codes and SICs.
   - Enter your entity size metrics.
   - Enter optional Electronic Data Interchange (EDI) information.
   - Enter optional Disadvantaged Business Enterprise (DBE) information.

8. Complete the Representations & Certifications section, which is comprised of Federal Acquisition Regulation (FAR) and Defense Federal Acquisition Regulation Supplement (DFARS) provisions/ clauses, and Architect-Engineer Responses (FSRs). Part II.

9. Complete the Points of Contact section: Your Electronic Business POC is integral to the procurement process. Your Government POC will be used by other government systems, such as the CAGE program, when they contact you. List someone with direct knowledge of this registration for both of those POCs.

10. Make sure to select Submit after your final review. You will get a Registration Submitted - Confirmation message on the screen. If you do not see this message, you have not submitted your registration.

Your registration will be reviewed. You will receive an email from SAM.gov when your registration is active.

Allow up to 10-15 business days after you submit before your registration is active in SAM.

For FREE help registering in SAM, contact the supporting Federal Service Desk (FSD) at https://chase.gov/iae.
Where to find help for SAM.GOV:

Help Desk: (866) 606-8220
Website: www.fsd.gov
Additional Solutions:

- Small Business Administration (SBA)
- Association of Procurement Technical Assistance Centers (APTAC)
- Minority Business Development Agency (MBDA)

www.gsa.gov/events
www.gsa.gov/small-business
IT Category Startup Springboard:

In lieu of the 2-year corporate experience requirement, you can now:

- Use professional experience of executives and key personnel as a substitute
- Use project experience of key personnel, and
- Provide financial documentation that demonstrates the company's financial responsibility in lieu of submitting 2 years of financial statements.

For more information visit [www.gsa.gov/springboard](http://www.gsa.gov/springboard)
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www.gsa.gov/r4
www.gsa.gov/small-business