

Doing Business with the U.S. Department of Energy (DOE)



Office of Small and Disadvantaged Business Utilization
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Tribal Clean Energy Summit
October 4-5, 2022





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History and Mission

Ensure America's security and prosperity by addressing its energy, environmental, and nuclear challenges through transformative science and technology solutions

Energy

Catalyze the timely, material, and efficient transformation of the nation's energy system and secure U.S. leadership in energy technologies

Science and Innovation

Maintain a vibrant U.S. effort in science and engineering as a cornerstone of our economic prosperity with clear leadership in strategic areas

Nuclear Safety and Security

Enhance nuclear security through defense, nonproliferation, and environmental efforts

Management and Operational Excellence

Establish an operational and adaptable framework that combines the best wisdom of all Department stakeholders to maximize mission success

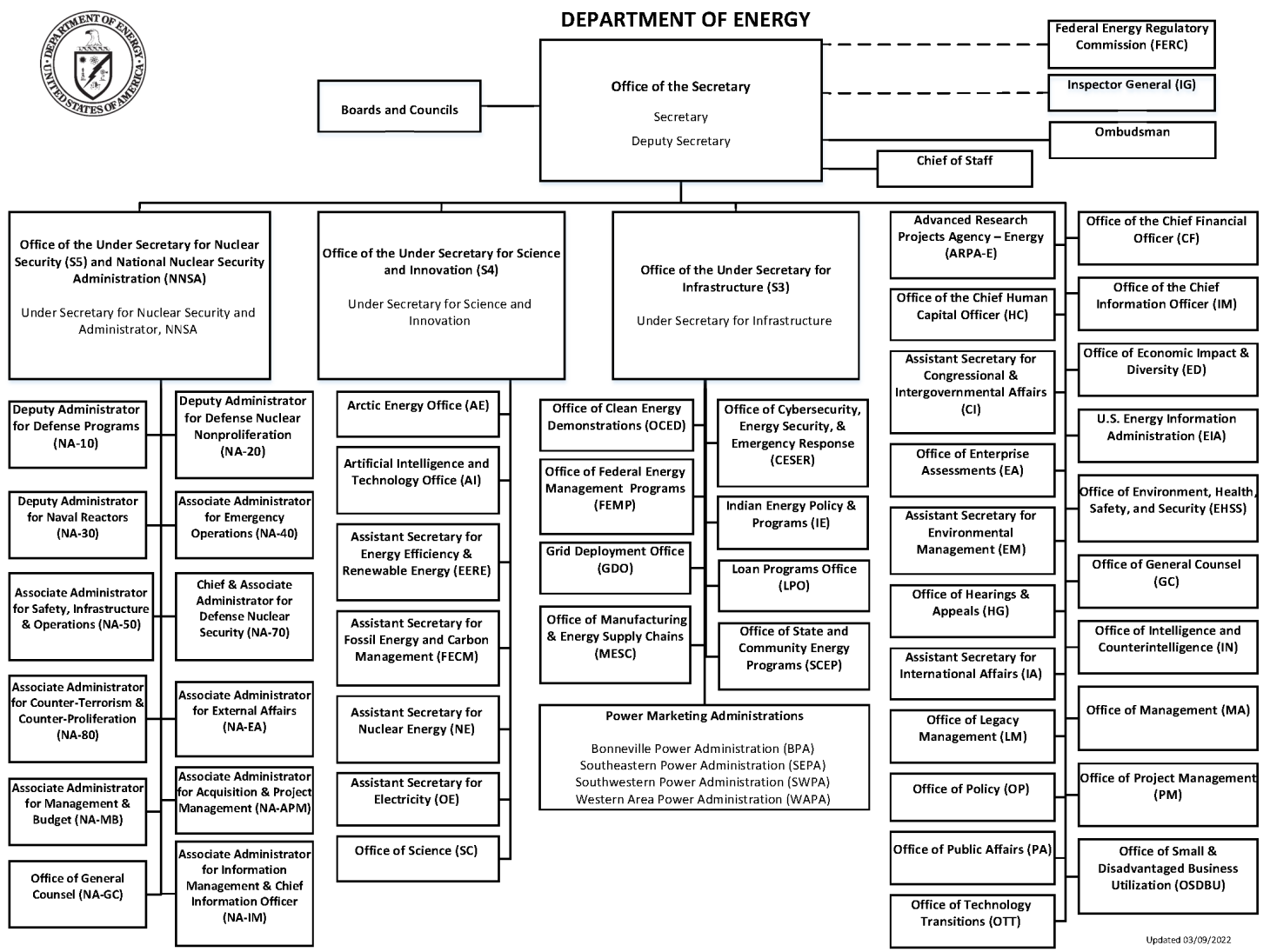


as of Nov 2017

Operations Offices	Production/Cleanup	Site or Project Offices	Power Administrations	Laboratories	Field Offices	Special Purpose Sites or Offices	Service Business Center
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DOE Organization Chart



Updated 03/09/2022



OSDBU Mission and Commitment

OUR MISSION

Maximize contract opportunities for small businesses while advancing the Agency's mission

OUR COMMITMENT

- O:** Open the lines of communication through outreach and training
- S:** Serve as small business advocates
- D:** Deliver useful information
- B:** Build public and private industry relationships
- U:** Utilize DOE Programs and best practices





FY 2021 Small Business Achievements

DOE exceeded its FY 2021 statutory prime and subcontracting small business goals and achieved its highest small business obligations to date

DOE earned an "A" grade from SBA for FY 2021 SB Achievements

FY 2021 Overall Small Business Goals	DOE Prime Goals with M&O* 1st Tier SB	Prime Contracting Achievement	DOE Subcontracting Goals	Subcontracting Achievement
Small Business	14.00%	21.19% (\$8.1B)	50%	51.77% (\$1.6B)
SDB	5%	6.58% (\$2.5B)	5%	10.39% (\$318.8M)
WOSB	5%	4.19% (\$1.6B)	5%	10.30% (\$316M)
SDVOSB	3%	1.69% (\$645.8M)	3%	3.68% (\$112.9M)
HUBZone	3%	1.57% (\$600.9M)	3%	4.42% (\$135.6M)

- ❖ \$9.7B obligated to small businesses in FY 2021 (of \$38.2B total procurement spend)
 - ❖ \$8.1B in direct prime and first-tier Management and Operating (M&O) subcontract small business awards
 - ❖ \$1.6B in direct subcontract small business awards
- ❖ Approximately 1 in 4 contract dollars awarded to small businesses
- ❖ \$748M additional dollars award to small businesses under financial assistance
- ❖ \$64M additional dollars award to small businesses utilizing non-appropriated funds



Current Focus Areas

- ❖ Improve Agency's small business socio-economic performance in accordance with Agency Equity Procurement Initiative
- ❖ Enhance the DOE/NNSA Acquisition Forecast
- ❖ Increase participation in the DOE Mentor-Protégé Program
- ❖ Increase use of Artificial Intelligence and data analytics to support compliance and advocacy and enhance efficiencies
- ❖ Expand outreach (virtual small business events, relaunch of the annual SB forum and expo for 2023, socio-economic events, support M&O/FMC events)



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



Where DOE Buys

Common websites for SS/RFI/RFQ/Solicitation

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

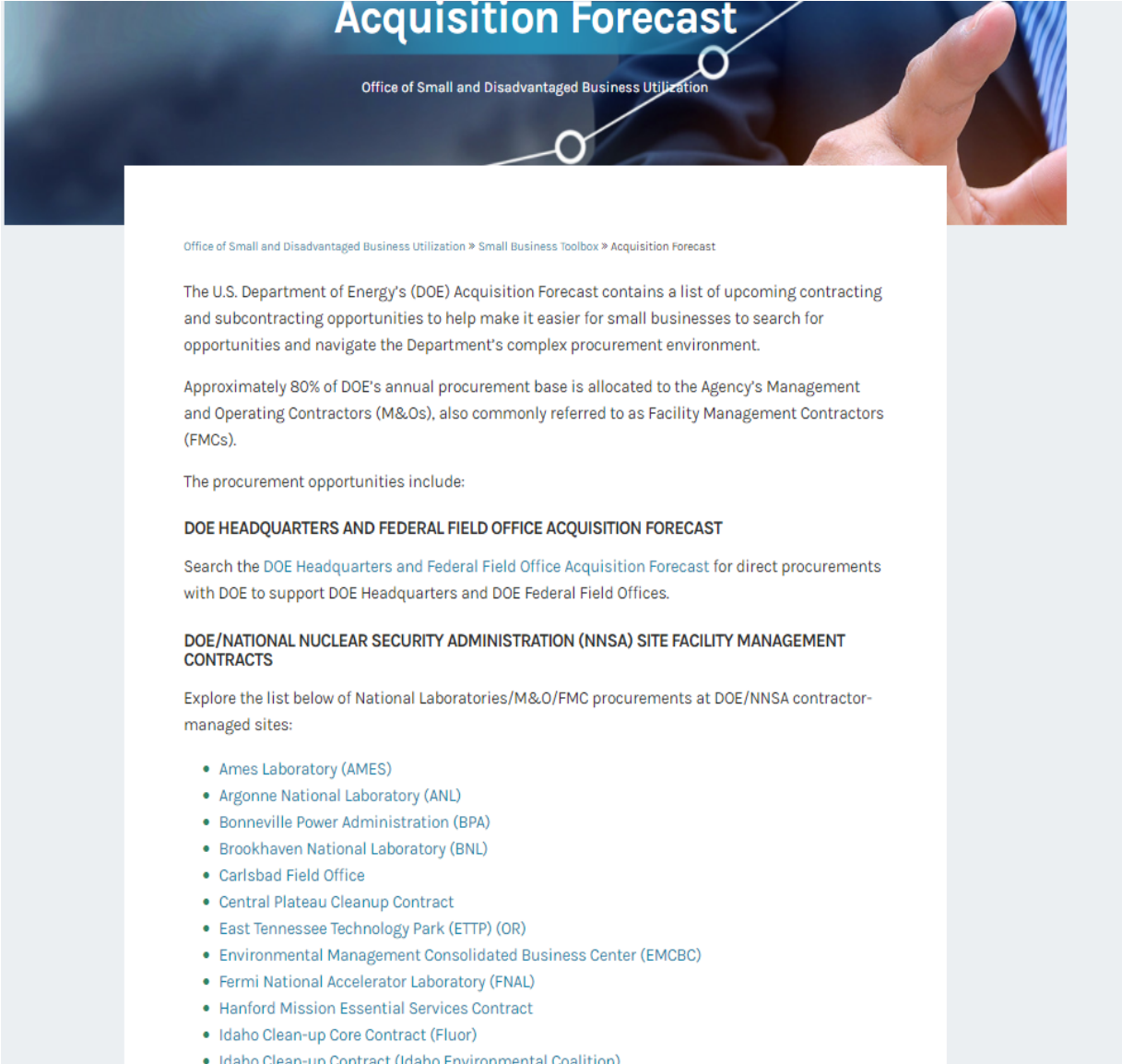


Acquisition Forecast Opportunities

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/>



The screenshot shows the 'Acquisition Forecast' page from the Office of Small and Disadvantaged Business Utilization. The page title is 'Acquisition Forecast' and the subtitle is 'Office of Small and Disadvantaged Business Utilization'. The main content area includes a breadcrumb trail: 'Office of Small and Disadvantaged Business Utilization > Small Business Toolbox > Acquisition Forecast'. The text describes the DOE's Acquisition Forecast as a list of upcoming contracting and subcontracting opportunities to help small businesses navigate the DOE's complex procurement environment. It states that approximately 80% of DOE's annual procurement base is allocated to Management and Operating Contractors (M&Os), also known as Facility Management Contractors (FMCs). The page lists procurement opportunities and includes a section titled 'DOE HEADQUARTERS AND FEDERAL FIELD OFFICE ACQUISITION FORECAST' which encourages searching for direct procurements. Another section, 'DOE/NATIONAL NUCLEAR SECURITY ADMINISTRATION (NNSA) SITE FACILITY MANAGEMENT CONTRACTS', lists various sites and facilities. A bulleted list of sites is provided at the bottom.

Acquisition Forecast

Office of Small and Disadvantaged Business Utilization

Office of Small and Disadvantaged Business Utilization > Small Business Toolbox > Acquisition Forecast

The U.S. Department of Energy's (DOE) Acquisition Forecast contains a list of upcoming contracting and subcontracting opportunities to help make it easier for small businesses to search for opportunities and navigate the Department's complex procurement environment.

Approximately 80% of DOE's annual procurement base is allocated to the Agency's Management and Operating Contractors (M&Os), also commonly referred to as Facility Management Contractors (FMCs).

The procurement opportunities include:

DOE HEADQUARTERS AND FEDERAL FIELD OFFICE ACQUISITION FORECAST

Search the DOE Headquarters and Federal Field Office Acquisition Forecast for direct procurements with DOE to support DOE Headquarters and DOE Federal Field Offices.

DOE/NATIONAL NUCLEAR SECURITY ADMINISTRATION (NNSA) SITE FACILITY MANAGEMENT CONTRACTS

Explore the list below of National Laboratories/M&O/FMC procurements at DOE/NNSA contractor-managed sites:

- Ames Laboratory (AMES)
- Argonne National Laboratory (ANL)
- Bonneville Power Administration (BPA)
- Brookhaven National Laboratory (BNL)
- Carlsbad Field Office
- Central Plateau Cleanup Contract
- East Tennessee Technology Park (ETTP) (OR)
- Environmental Management Consolidated Business Center (EMCBC)
- Fermi National Accelerator Laboratory (FNAL)
- Hanford Mission Essential Services Contract
- Idaho Clean-up Core Contract (Fluor)
- Idaho Clean-up Contract (Idaho Environmental Coalition)



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



Equity Action Plan

In response to Executive Order 13985 “Advancing Racial Equity and Support for Underserved Communities Through the Federal Government,” DOE has developed an Equity Action Plan to help advance equity and remove barriers for members of underserved communities to access DOE programs, benefits, services, or procurement opportunities.

The Equity Action Plan outlines the top five DOE priority actions to advance equity at the Department:

1. Address broad gaps in data collection to facilitate data-informed decision-making.
2. Increase opportunities for new entrants in DOE acquisition (i.e., procurement and financial assistance).
3. Increase participation by individuals and institutions underrepresented in DOE research and development and other programs supported through financial assistance.
4. Expand strategic Tribal and stakeholder engagement in all DOE business areas.
5. Improve access and equity in DOE’s Weatherization Assistance Program.

[The Roadmap to Equity: Implementing Racial Equity and Support for Underserved Communities at DOE | Department of Energy](#)



Bipartisan Infrastructure Law (BIL)

DOE received more than \$62 billion of BIL funding to deliver a more equitable clean energy future for the American people by doing the following:

- ❖ Investing in American manufacturing and workers
- ❖ Expanding access to energy efficiency and clean energy for families, communities and businesses
- ❖ Delivering reliable, clean, and affordable power to more Americans
- ❖ Building the technologies of tomorrow through clean energy demonstrations

[Bipartisan Infrastructure Law Homepage | Department of Energy](https://www.energy.gov/bil)



Important Links

- ❖ DOE Acquisition Forecasts: <https://www.energy.gov/osdbu/acquisition-forecast>
- ❖ System for Award Management: <http://sam.gov/>
- ❖ FedConnect: <https://www.fedconnect.net/FedConnect/Default.htm>
- ❖ DOE 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](#)
- ❖ DOE Small Business Innovation Research and Small Business Technology Transfer: <https://science.energy.gov/sbir/>
- ❖ DOE Unsolicited Proposal Program: <https://www.netl.doe.gov/business/unsolicited-proposals>
- ❖ DOE MPP: [Mentor-Protégé Program | Department of Energy](#)
- ❖ Alleged Undue Restrictions: <https://www.energy.gov/osdbu/small-business-services/submit-notice-alleged-undue-restriction>
- ❖ Supply Chain Management Center (SCMC): <https://thescmcgroup.com/>
- ❖ U.S. Small Business Administration: <https://www.sba.gov/>, and SB Development Centers: <https://www.sba.gov/local-assistance/resource-partners/small-business-development-centers-sbdc> and Office of Native American Affairs: [Office of Native American Affairs \(sba.gov\)](#)
- ❖ Procurement Technical Assistance Centers: <https://www.aptac-us.org/>
- ❖ Minority Business Development Centers: [MBDA Programs | Minority Business Development Agency](#)
- ❖ North American Industry Classification System (NAICS): <https://www.census.gov/naics/>
- ❖ General Services Administration: <https://www.ebuy.gsa.gov/ebuy/>
- ❖ Federal Grants: www.grants.gov



DOE OSDBU Support

For assistance in 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

Additional POCs:

- ❖ Deputy Director Small Business Programs OSDBU – Tamara Miles: Tamara.Miles@hq.doe.gov
- ❖ SBIR/STTR Program and HUBZone SB Program Manager – Kent Hibben: Kent.Hibben@hq.doe.gov
- ❖ Mentor-Protégé Program – Mark Lochbaum: Mark.Lochbaum@hq.doe.gov
- ❖ DOE Headquarters Acquisition Forecast – Darren Lurie: Darren.Lurie@hq.doe.gov





Key Takeaways for Doing Business with DOE



Understand the core missions and needs of Program Offices and target your efforts



Ensure that your website and capability statements clearly articulate your organization's key offerings



When meeting with DOE and Prime Contractors, know who you are meeting with and their role so that you can explain the relevancy of your offerings



Mission requirements are constantly evolving — be a partner to help DOE/Primes fill capability gaps by listening to needs and the direction we are going



Utilize the resources available to position company for success and navigate DOE opportunities

BE PERSISTENT