



# Small Business FORUM & EXPO

July 11-12, 2023 | New Orleans Marriott | New Orleans, Louisiana

**AMERICAN CLEAN ENERGY POWERED BY SMALL BUSINESSES**



July 11-12, 2023 | New Orleans, Louisiana

# Bonneville Power Administration

Bonneville  
POWER ADMINISTRATION



José Rojas

Suppliers Diversity, Sustainability, and  
Micro-Purchase Program Manager

Bonneville Power Administration

Wednesday, July 12, 2023

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# Bonneville Power Administration (BPA)

- Revenue generating power marketing administration of the US DOE
- Geographic region spans across WA, OR, western MT, northern ID, and northern CA
- Not governed by Federal Acquisition Regulation (FAR), follows the Bonneville Purchasing Instructions (BPI)



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# Procurement Basics

- Procurement or solicitations are not publicized
- Contracting Officers (COs) “pre-qualify” potential suppliers
- Solicitations issued only to offerors with the capability to perform or delivery providing the Best Buy
- Awards by factors such as price, past performance, Technical, etc.

Pre-Qualified Process



## Email

Send email to:  
[NewBusiness@bpa.gov](mailto:NewBusiness@bpa.gov)



## Survey

Respond to online  
survey via link



## Supplier List

Record created in BPA's  
Potential Supplier List

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# SB Awards in FY 2022 were over \$350M

43%

Total Small Business  
spend in 2022

57%

Total Large Business  
spend in 2022

# Supplier Categories

## Supplier Diversity Categories Includes:

- Woman-Owned
- Disadvantaged
- Veteran-Owned
- Service-Disabled, Veteran-Owned
- HUBZone
- 8(a) Participants
- Native-American-Owned

## Other/Non-Supplier Diversity Categories include:

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

# Top Commodity Categories



IT Software & Services  
76.95%



Corporate Services  
12.77%



Supplies  
7.62%

- Accounts for over 97% of contract awards
- Purchases materials and services to support transmission lines, substations, operations and maintenance, and fleets of heavy equipment and aircraft

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# Forecast Opportunities\*

**Program/Site Office Name:** Bonneville Power Administration (BPA)

**Type of Acquisition:** Services

**Acquisition Description:** Architect and Engineering (A&E) design services in support of Bonneville Power Administration's Transmission Transportation Engineering projects

**Type of Action:** Small Business | **NAICS Code:** 541330

**Estimated Dollar Range:** \$5M

**RFP Release Date:** FY 2024 – 2nd Quarter

**Contact Info:** Rachel Kulak, [rakulak@bpa.gov](mailto:rakulak@bpa.gov), 503-230-5091

**Program/Site Office Name:** Bonneville Power Administration (BPA)

**Type of Acquisition:** Services

**Acquisition Description:** Bare ground vegetation management program for facilities located within Bonneville Power Administration's service area

**Type of Action:** Small Business | **NAICS Code:** 115310

**Estimated Dollar Range:** \$3M

**RFP Release Date:** FY 2023 – 4th Quarter

**Contact Info:** Rachel Kulak, [rakulak@bpa.gov](mailto:rakulak@bpa.gov), 503-230-5091



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# Forecast Opportunities\*

**Program/Site Office Name:** Bonneville Power Administration (BPA)

**Type of Acquisition:** Services

**Acquisition Description:** Vegetation management program for transmission line right of ways located within Bonneville Power Administration's Wenatchee District and Idaho Falls Districts service area

**Type of Action:** Small Business | **NAICS Code:** 115310

**Estimated Dollar Range:** \$7M

**RFP Release Date:** FY 2023 – 4th Quarter

**Contact Info:** Rachel Kulak, [rakulak@bpa.gov](mailto:rakulak@bpa.gov), 503-230-5091

**Program/Site Office Name:** Bonneville Power Administration (BPA)

**Type of Acquisition:** Services

**Acquisition Description:** Blanket Agreements for environmental services in support of Transmission and Power delivery projects within Bonneville Power Administration's operating territory with a performance period of up to 5 years.

**Type of Action:** Small Business | **NAICS Code:** 541690

**Estimated Dollar Range:** \$5M - \$10M

**RFP Release Date:** FY 2023 – 4th Quarter

**Contact Info:** Rachel Kulak, [rakulak@bpa.gov](mailto:rakulak@bpa.gov), 503-230-5091

<sup>9</sup> \*Opportunity forecasts are subject to change at the discretion of the Contracting Officer.

# Questions & Assistance

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