

July 11-12, 2023 | New Orleans, Louisiana

# Doing Business with DOE's Office of Energy Efficiency and Renewable Energy, the National Renewable Energy Laboratory and Office of Federal Energy Management Program

Brandon Hearsey

Solutions Purchaser & Federal Small Business Program Manager

Sustainability Business @ Schneider Electric

July 12, 2023

July 11-12, 2023 | New Orleans, Louisiana

# Schneider Electric's Purpose

**Empower all to make the most of our  
energy and resources**

At Schneider Electric, we call this:

**Life Is On.**

July 11-12, 2023 | New Orleans, Louisiana

# You may know us better by our brands from around the world



July 11-12, 2023 | New Orleans, Louisiana

# ESCO experience: 30 years, 900 projects, \$3.4 billion in savings

## Federal Government



## Municipal Governments



## K12 School Districts



## Higher Education





July 11-12, 2023 | New Orleans, Louisiana

# What we do

## Enable, Fund, Achieve



### ENABLE VISIONS

Develop long-term infrastructure plans to **modernize facilities, technology and security**



### FUND AMBITIONS

Leverage efficiency savings to **fund improvements without impacting capital budgets**



### ACHIEVE CORE MISSIONS

Ensure operational / mission readiness **with innovative technology and expert support**

July 11-12, 2023 | New Orleans, Louisiana

# Small Business Outreach

What are we looking for? **Skilled, Long-term Partners with Experience, Motivation & Integrity**

## Experience

- Electrical
- Mechanical / HVAC / Plumbing
- Lighting Retrofits
- Building Automation
- Solar & Renewable Energy
- Building Envelope
- IT and related data centers
- Architecture & Engineering

## Motivation

- Excellent Safety Record (Experience modification rate under 1.0)
- Driven for long-term, mutually beneficial partnerships

## Integrity

- On time and budget
- Consistent follow-through
- Self-performing
- Financially stable

July 11-12, 2023 | New Orleans, Louisiana

# Federal Small Business Qualifications

Schneider Electric is looking for committed partners who hold the following federal small business qualifications for future collaboration

- Small Businesses (SB) as defined by NAICS code
- **Small Disadvantaged Business (SDB), including 8(a)**
- **Women-Owned Small Businesses (WOSB)**
- **HUBZone Small Business (HUBZone)**
- Veteran-Owned Small Business (VOSB)
- Service-Disabled Veteran-Owned Small Business (SDVOSB)

Schneider Electric is  
Proudly Military  
Friendly



Sustainable & Meaningful  
Benefit for the Military  
Community

[energy.gov/DOEForum](https://energy.gov/DOEForum)

July 11-12, 2023 | New Orleans, Louisiana

# Upcoming Project Opportunities

## Applicable NAICS:

- 236210 Electrical Contractors and Other Wiring
- 236220 Commercial and Institutional Building Construction
- 238210 Electrical Contractors and Other Wiring
- 238220 Plumbing, Heating and Air-Conditioning
- 238990 All Other Specialty Trades
- 541330 Engineering Services

## Schneider Electric posts subcontracting opportunities to:

- [Schneider Electric's ESPC Webpage](#)
- [Agency specific sites as prescribed](#)
- [Small Business Association SubNet](#)

State	General Description	Anticipated Solicitation Date
CA, NM	Renewable energy, laboratory upgrades, lighting, controls, HVAC	Q4 23 / Q1 24
WA DC, UT, TN, TX	Retro-commissioning, lighting, controls, HVAC, data center upgrades, EV charging, renewable energy	Q4 23 / Q1 24
CA	Lighting, controls, HVAC, renewable energy, distributed generation, metering, microgrid, peak shaving	Q4 23 / Q1 24
MD	Lighting, controls, HVAC, renewable energy	Q4 23 / Q1 24
WA DC	Lighting, controls, HVAC), distributed generation, utility distribution upgrades, central plant upgrades	Q1 24



July 11-12, 2023 | New Orleans, Louisiana

# Your Opinion Matters!



Please complete the session/speaker evaluation, found in the mobile app. Thank you.

# Questions & Assistance

**Brandon Hearsey**

**Solutions Purchaser & Federal  
Small Business Program Manager**

**Sustainability Business @ Schneider Electric**

**[brandon.hearsey@se.com](mailto:brandon.hearsey@se.com)**