



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

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

Joe Walsh
Federal Programs Director
Centrica

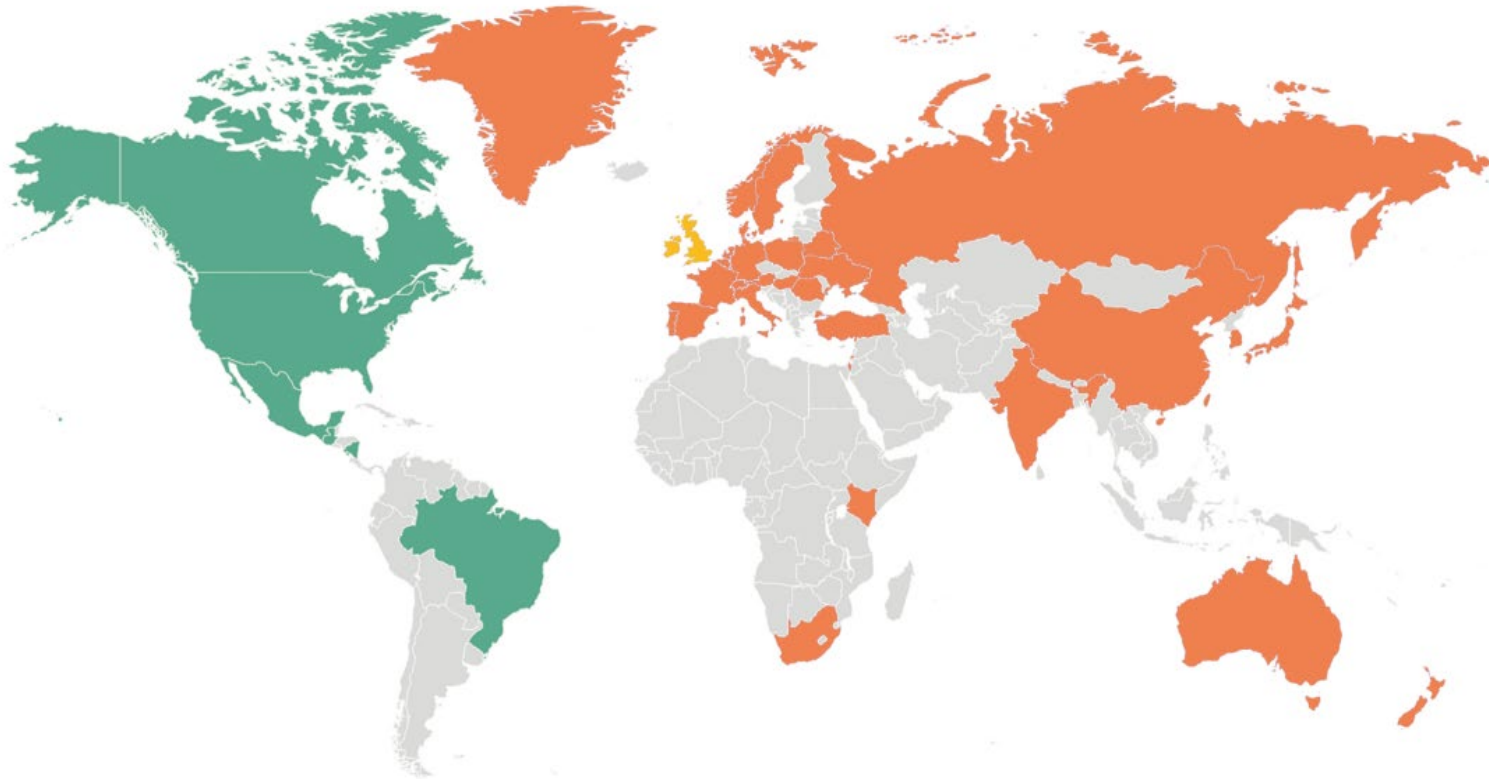
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Bottom Line Up Front

- Centrica is committed to subcontracting more than 40% of Total Planned Subcontracting Dollars to Small Businesses
- We need partners who have strong, demonstrated capabilities in
 - ***Specific*** skilled trades, or
 - In supplying needed materials and equipment,
- Small Businesses with strong government past performance and agency relationships are most desirable

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Number of Client Sites



Americas



UK&I



International

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Rocklin

2208 Plaza Drive
Suite 100
Sacramento, CA 95765

Chicago

5507 N. Cumberland Ave Cumberland
Metro Office Park 403
Chicago, IL 60656

Fairport

400 Mason Road
Township of Perinton
Fairport, NY 14450

Syracuse

200 Gateway Park Drive
Syracuse, NY 13212

Ballston Lake

3 Rosell Drive
Ballston, NY 12019

Placentia

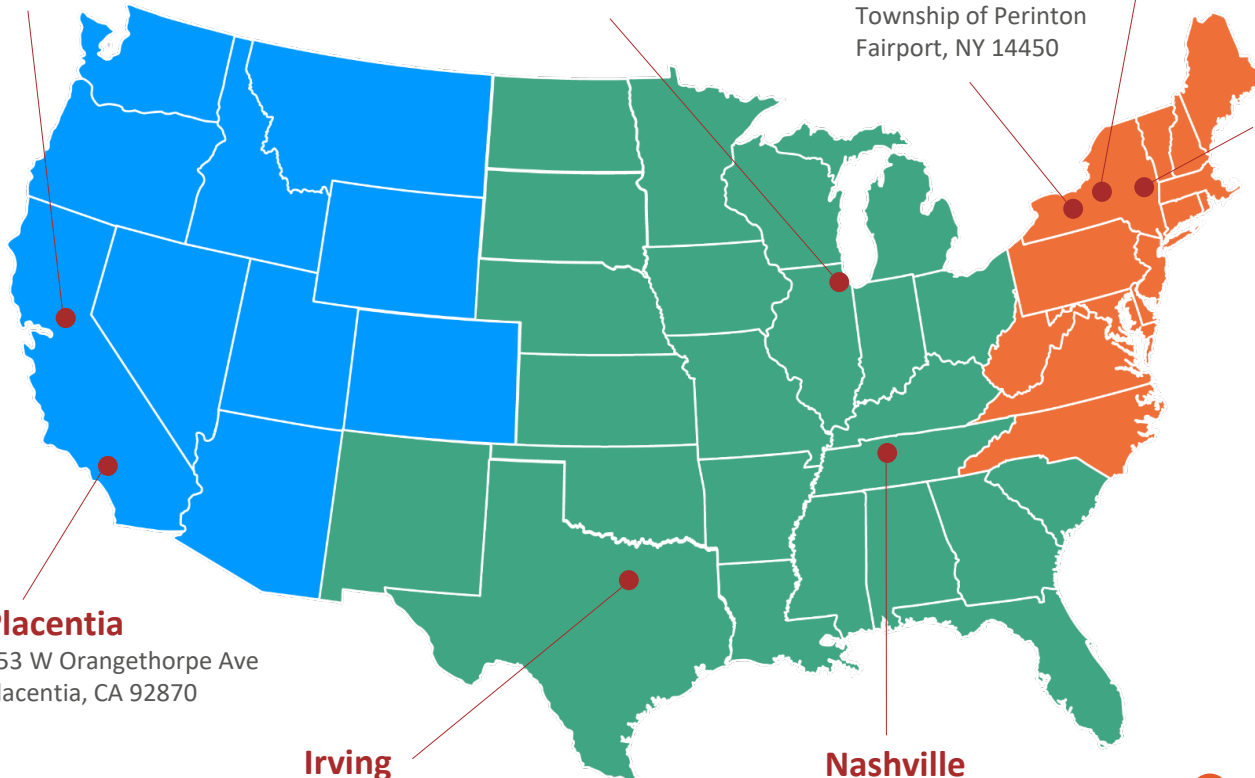
153 W Orangethorpe Ave
Placentia, CA 92870

Irving

1333 Corporate Drive
Suite 315
Irving, TX 75038

Nashville

2525 Perimeter Place
Drive Greenbriar Business
Park Suite 129
Nashville, TN 37214



- East
- Central
- West

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IDIQ Subcontracting Goals

Table 1 – Small Business Subcontracting Percentage Goals

Category / Subcategory of Small Business	Percentage of Total Planned Subcontracting Dollars [*]
Total Small Business (including all socioeconomic categories, ANCs, Indian tribes, and non-designated small business firms)	42.86%
Specific Socioeconomic Categories	
Small Disadvantaged Business (including 8(a), ANCs and Indian tribes)	7.14%
Woman-Owned Small Business	4.29%
HUBZone Small Business	7.14%
Veteran-Owned Small Business (including SDVOSB)	8.57%
Service-Disabled Veteran-Owned Small Business	4.29%

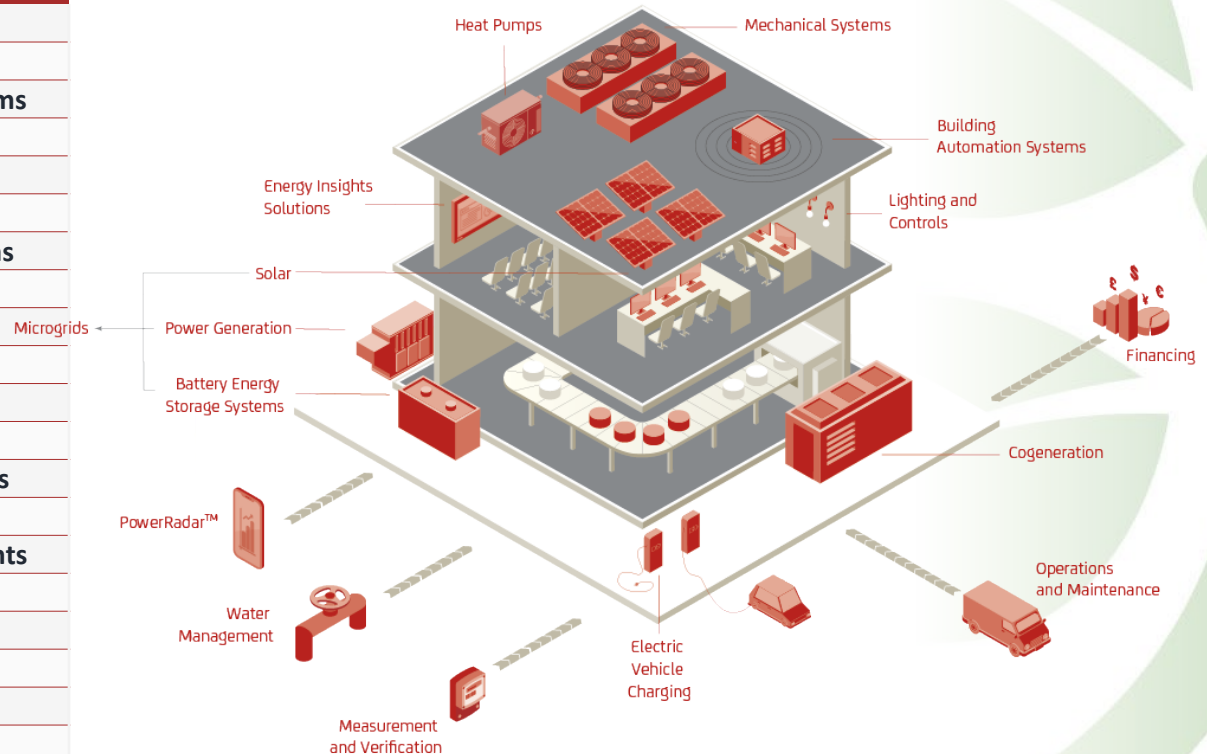
^{*}These goals may be tailored to the needs of the ordering agency at the task order level. However, the percentages cannot be negotiated lower than the minimum goals required by DOE.

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What Kind of Work Is Available?

DOE Technology Category

- TC. 1 Boiler Plant Improvements
- TC. 2 Chiller Plant Improvements
- TC. 3 BAS/Energy Management Control Systems
- TC. 4 HVAC Improvements
- TC. 5 Lighting Improvements
- TC. 6 Building Envelope Modifications
- TC. 7 CW, HW, and Steam Distribution Systems
- TC. 8 Electric Motors and Drives
- TC. 9 Refrigeration
- TC. 10 Distributed Generation
- TC. 11 Renewable Energy Systems
- TC. 12 Energy/Utility Distribution Systems
- TC. 13 Water and Sewer Conservation Systems
- TC. 14 Electrical Peak Shaving/Load Shifting
- TC. 15 Energy Cost Reduction/Rate Adjustments
- TC. 16 Energy Related Process Improvements
- TC. 17 Commissioning
- TC. 18 Advanced Metering Systems
- TC. 19 Appliance/Plug-load Reductions
- TC. 20 Other/Future ECMs



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How to Create Value as a Partner

- Be specific
 - What are your firm's specific capabilities?
 - Where (geographically), and with which agencies, do you have past performance and relationships?
- Work together to create a detailed plan
 - Roles and responsibilities
 - Business development strategy

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Next Steps

- Reach out for a profile alignment discussion
 - How do we fit as partners?
- Conduct Centrica vendor vetting
 - Reach out to CBSNA-Vendors@Centrica.com for forms and info
- Execute agreements (MNDA, teaming agreement, etc.)
- Activate partnership
 - Bidding opportunities
 - Joint development of prospects

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Your Opinion Matters!



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

Questions & Assistance

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