



Small Business FORUM & EXPO

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

AMERICAN CLEAN ENERGY POWERED BY SMALL BUSINESSES



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Office of Economic Impact and Diversity, Justice 40 and Procurement at DOE

Nacole Morton

Chief Acquisition & Project Management Division

The Office of Economic Impact and Diversity's Acquisitions and Project Management Division works to advance the principles of recognition, procedural, distributive, and reparative justice by:

Assessing disparities within clean energy funding and workforce opportunities for disadvantaged communities, small and minority-owned businesses, and minority-serving institutions.

Centering disadvantaged communities, small and minority-owned businesses, and minority-serving institutions in the creation of policy frameworks, funding opportunities, and partnerships to democratize our energy systems and processes.

Remediating energy injustices and disparities through equitable policy implementation, funding opportunities, and workforce initiatives that support disadvantaged communities, small and minority-owned businesses, and minority-serving institutions.

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Economic Impact and Diversity; Acquisition & Project Management Division

Core Mission

To serve, support, and collaborate with our stakeholders and customers to deliver innovative, timely, and accurate solutions that create value, creativity, and streamline processes in support of the Office of Economic Impact and Diversity's mission and goals.

Doing Business-ED

- What Kind of Business am I?

- **“Never Done Business with the Federal Government”** – an existing or new small business who has never done business with a federal agency.
- **“Done Some Business with the Federal Government, but not with ED”** – an existing small business who may have some federal government procurement experience, but not with ED.
- **“Experienced DOE Contractor”** – an existing small business who has experience working in the complex DOE and NNSA procurement environment.

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STEPS TO SUCCESS

1. Research the Government Market. Does your business supply what DOE buys?

- Search for current contracting opportunities on SAM.Gov, FedConnect and GSA eBuy.
- View upcoming prime contracting opportunities on DOE Headquarters and Federal Field Office Acquisition Forecast.
- Use SAM.Gov to view historical purchasing information to prepare for future requirements
- View the list of Expiring DOE Contracts to allow you to see what future contracts may be coming up for recompet.

2. Determine Your Eligibility.

- Is your firm a small business? The SBA has a size standard tool to help you answer this question.

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STEPS TO SUCCESS CONT...

4. Register Your Business.

- All businesses seeking to contract with the Federal Government must first register in the System for Award Management (SAM). This process is FREE. Businesses are responsible for ensuring that their information is current and correct with SAM.
- View upcoming prime contracting opportunities on DOE Headquarters and Federal Field Office Acquisition Forecast codes.
- Familiarize yourself with your North American Industry Classification System.
- Obtain a Unique Entity Identifier (UEI). A UEI is a unique 12-character, alpha-numeric value. You will receive a UEI when you register with SAM at SAM.gov. Entities doing business with the federal government must use the UEI created by the system.

5. Discover Other ED Small Business Partnering Opportunities

- The Mentor-Protégé Program enables small businesses to partner with current ED contractors.
- ED federal grants and Funding Opportunity Announcements (FOAs) provide many additional funding opportunities in federal research and development areas that encourage small businesses to explore their technological potentials.

Funding Opportunity Announcements (FOAs)

What is a FOA?

- Funding Opportunity Announcements are competitive solicitations for applications to receive federal funding.
- Lays out the technical and policy requirements for funding.
- Applicants go through a multi-step process before awards are granted.
 - Concept paper
 - Application
 - Comments from Merit Reviewers
 - Awardees identified
 - Negotiations for funding awards begin

What is the process for a FOA?

What is a FOA?

- Step 1:
 - Request For Information (RFI)
 - Notice of Intent (NOI)
- Step 2:
 - The Funding Opportunity Announcement is released
- Step 3:
 - Applications are received
- Step 4:
 - Merit Review of the Applications
- Step 5:
 - Consensus Board
- Step 6:
 - Successful / Unsuccessful Letters sent to Applicants

FOA Registration Requirements

There are several one-time actions you must complete to submit an application in response to the Announcements

Applicants who are not registered with SAM and Grants.gov, should allow at least 44 days to complete these requirements.

It is suggested that the process be started as soon as possible.

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FOA Registration Requirements - DUNS

Applicants must obtain a Dun and Bradstreet Data Universal Numbering System (DUNS) number.

DUNS - Applicants must obtain a DUNS number (including the plus 4 extension, if applicable) from Dun and Bradstreet (D&B). DUNS website: <http://fedgov.dnb.com/webform>.

NOTE: Subawardees/subrecipients at all tiers must also obtain DUNS numbers and provide the DUNS to the Prime Recipient before the subaward can be issued.

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FOA Registration Requirements - SAM

Applicants must register with the System for Award Management (SAM)

Unique Entity Identifier (UEI) and System for Award Management (SAM)

1. Be registered in the SAM at <https://www.sam.gov> before submitting its application;
2. Provide a valid UEI number in its application; and
3. Continue to maintain an active SAM registration with current information at all times during which it has an active federal award or an application or plan under consideration by a federal awarding agency.

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FOA Registration Requirements - SAM

NOTE: Due to the high demand of UEI requests and SAM registrations, entity legal business name and address validations are taking longer than expected to process. Entities should start the UEI and SAM registration process as soon as possible. If entities have technical difficulties with the UEI validation or SAM registration process, they should utilize the HELP feature on SAM.gov. SAM.gov will work entity service tickets in the order in which they are received and asks that entities not create multiple service tickets for the same request or technical issue.

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FOA Registration Requirements – Grants.gov

Applicants must register with Grants.gov and set up your WorkSpace.

You cannot submit an application through Grants.gov unless you are registered. Please read the registration requirements carefully and start the process immediately.

1. The Authorized Organizational Representative (AOR)
2. An email is sent to the E-Business (E-Biz) POC listed in SAM. The E-Biz POC must approve the AOR registration using their MPIN from their SAM registration.

More information about the registration steps for Grants.gov is provided at:

<https://www.grants.gov/web/grants/applicants/registration.html>

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FOA Registration Requirements – FedConnect.net – For Questions

Applicants must register with FedConnect to submit questions.

FedConnect website: www.fedconnect.net.

Questions regarding the content of the funding opportunity announcement must be submitted through the FedConnect portal.

You must register with FedConnect to respond as an interested party to submit questions, and to view responses to questions.

Note: Applicants are encouraged to review previously issued Questions and Answers prior to the submission of questions.

Financial Assistance Awards

Execute Financial Assistance awards (within delegated authority) and amendments:

- **Grants** – A grant is a way the government funds your ideas and projects to provide public services and stimulate the economy
- **Cooperative Agreement** – Substantial Involvement
 - Substantial Involvement means involvement on the part of the Government. DOE's involvement may include shared responsibility for the performance of the Project; providing technical assistance or guidance which the Applicant is to follow; and the right to intervene in the conduct or performance of the Project.

Successful Applicants

- Receipt of a notification letter selecting a Full Application for award negotiations **does not authorize** the applicant to commence performance of the project.
- If an application is selected for award negotiations, it is not a commitment by DOE to issue an award.
- Applicants **do not** receive an award until award negotiations are complete and the Contracting Officer executes the funding agreement

Unsuccessful Applicants

- DOE shall promptly notify in writing each applicant whose application has not been selected for negotiation or award. This notice will explain why the application was not selected

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Financial Assistance (Competitive): Funding Opportunity Announcements

Pre-Award:

- Funding Opportunity Announcement
- Review Financial Assistance Applications and assist Technical Project Officers (TPOs) in selection decision

Award:

- Award Decisions
- Notifications

Post-Award

- Implementation
- Reporting
- Closeout

Roles and Responsibilities - DOE

Contracting Officer:

- Official authorized to execute contracts and financial assistance awards on behalf of DOE.
- Responsible for the business management and non-program aspects of the financial assistance process.

Contracting Officer's Representative (COR):

Technical Project Officer (TPO):

- Designated in writing by the Contracting Officer
- Develop the programmatic aspects of a proposed announcement,
- Participate in the technical review and evaluation of applications; and
- Monitoring the programmatic aspects of project performance

Outreach & Engagement

Strategic Focus

Professional Organizations

Community

Internal

Talent Management

Objectives

Cultivate and leverage partnerships with DEI-centric organizations and external thought-leaders to increase awareness of social, economic, and political factors impacting under-served and under-represented groups.

Engage American communities to communicate DOE business/procurement and job market opportunities, to include, agency and legislative resources to support economic growth for under-served communities.

Develop educational opportunities through inter-agency collaboration and professional organizational partners to promote people, culture, and allyship, to include, informing leadership of employment barriers impacting under-represented groups.

Drive Department competitive engines to enhance the acquisition, retention, and advancement of diverse talent through pipeline engagement and external outreach campaigns. (e.g., Industry, Vocational, Academia, STEM)

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Outreach & Engagement Opportunities*

Month	Proposed Organization	Location
July	DisabilityIN Conference Federally Employed Women’s Leadership Summit	Orlando, FL Virtual (online)
August	Blacks In Government – Annual Training Institute	
September	Tapia Diversity in Computing Grace Hopper Conference	Washington, DC Orlando, FL
October	American Indian Science and Engineering Society Lesbians Who Tech Out & Equal Workplace Summit Society Of Women Engineers Society for Advancement of Chicano/Native Americans in Science	Palm Springs, CA San Francisco, CA Las Vegas, NV Houston, TX San Juan, PR
November	National Society Of Black Physicists Out in STEM University of California Riverside-Event	Charlottesville, VA Boston, MA Riverside, CA

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Your Opinion Matters!



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

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Questions & Assistance

Nacole Morton
Office of Economic Impact and Diversity; Acquisition & Project
Management Division
U.S. Department of Energy
nacole.morton@hq.doe.gov

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