
AMP

ACCESS · MATCH · PURSUE

Free and low-cost AI tools for DOE small business opportunity discovery

DOE Office of Small Business Programs

Dan Duckwitz, Senior Data Analyst

data.smallbusiness@doe.gov

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U.S. DEPARTMENT
of **ENERGY**

TODAY'S WEBINAR

AUDIENCE

Two groups, one session: small businesses that haven't tried AI for business development yet (no paid tools or prior AI experience required) and experienced DOE suppliers who want the map of what's now free and machine-readable. Have your capability statement handy. Our job for the session: reduce your friction with DOE.

LEARNING OBJECTIVES

The job to be done is not learning AI; it is leaving with ranked DOE targets and one next move.

Access the five free, machine-readable DOE data sources.

Match them to your capabilities with a free AI tool in one afternoon.

Pursue with discipline: pursue / watch / no-bid, verify, then one quality move.

DISCLAIMER

This isn't an offer for a contract or grant. Tools used are examples, not endorsements. AI will make mistakes, so verify before you act. Work public: don't paste proprietary or sensitive business data into free AI tools.

WHY DOE IS TEACHING THIS

THE PLAN

DOE's [Small Business Strategic Plan 2025–2030](#) sets four priorities covering industry engagement, data-driven innovation, the energy industrial base, and statutory performance, all with one aim: moving small businesses **“from program compliance participants to essential mission partners.”**

THIS SESSION

Priority 2, Data-Driven Innovation, commits DOE to train small businesses on market intelligence and DOE data tools. The workflow you'll learn manually is where DOE's own tooling is headed. In practice, what publishes today is often an expiring contracts list. OSBP is advocating internally, inside DOE's acquisition systems, for better forecasting, and this workflow turns what exists now into a recompetete radar.

THE STAKES

Small business participation in federal contracting is declining government-wide. DOE obligated \$50B in FY24, **\$11B of it to small businesses**, a figure that includes first-tier subcontracts under M&O site contracts. Priority 3 aims to widen that pipeline with new entrants.

MACHINE-READABLE DOE DATA SOURCES

Five downloads, one point: the data is (mostly) machine-readable and all are free.

THE QUESTION	THE SOURCE	WHAT YOU GET
Who do I talk to?	<u>SBPM Directory (CSV)</u> NEW	The small business contact for 138 DOE organizations, with links to sites, forecasts, and supplier portals. Every target gets a name and a next step.
Who runs the sites?	<u>FMC Contract List</u> OVERLOOKED	Every site contractor with contract numbers and end dates: your prime target map and recompetete radar. Ask the AI to turn the PDF into a CSV.
What's coming?	<u>DOE Acquisition Forecast</u>	Often an expiring contracts list today, which is exactly what a recompetete radar needs. Leads to verify, not solicitations.
What's open right now?	<u>SAM.gov Opportunities CSV</u>	Filter to Dept. 089 + Active, export CSV. Flags some M&O subcontract routes. Walkthrough in appendix.
What have they bought?	<u>Goaling Report</u> + <u>MOSRC</u>	Goaling Report award detail (SAM.gov): which DOE offices buy your NAICS. MOSRC (Data.gov): older lab subcontract history.
WHY IT MATTERS	~80% of DOE procurement flows through M&O/FMC site contractors. The portals, buyers, and purchase history live there.	

PUTTING THE DATA TO WORK WITH AI

DOE Customer and Opportunity Prioritization Workflow Example

1

DEFINE FIT

Capability statement,
NAICS / PSC codes,
socioeconomic status.

2

LOAD THE DATA

Attach the CSVs and your
capability statement to
ChatGPT, Claude, or
Gemini. Free tiers work.
Filter big files first.

3

ASK THE MODEL

Rank targets, screen open
notices, flag recompetes
and expiring work.
**(Sample prompt in
Appendix)**

4

VERIFY & ACT

Confirm dates and
POCs on official pages,
then make one quality
move.

PROMPTS THAT GET TRACTION

"Rank the top 10 DOE offices and site contractors by fit; list the next 3 actions for each."

"Screen the active DOE opportunities: bid, no-bid, partner, or watch. Flag M&O subcontract routes."

"Pair every recompile signal with its SBPM contact, portal, and official link."

WHAT YOU WALK AWAY WITH

- Target account list
- Contact path + portal
- Pursue / watch rationale
- Questions for the SBPM
- Outreach + 30-day actions

THE FILTER

Have they bought what we sell? Can we reach the buyer? Is there a timing signal? Two of three: pursue. Otherwise: watch.

LIVE WALK-THROUGH

1

THE SETUP

One fictional firm, the five downloads you just saw, one free AI tool. Nothing pre-built: blank chat to ranked targets, in real time.

2

WATCH FOR

How fast or slow a ranked list lands. Where the model shines: cross-referencing six files, drafting outreach. Where it slips: dates and invented details, and how the Verify step catches it.

3

YOUR TURN

Everything shown is in the appendix: the copy/paste starter prompt, the scorecard, and click-by-click export walkthroughs. One afternoon, free tiers, no setup.

SUBMIT YOUR CAPABILITY STATEMENT

1 TODAY'S PURSUE MOVE

Your first quality move can happen before you log off: put your capability statement in front of DOE. Scan the code or type the address under it. The form only takes minutes.

2 THEN CLOSE THE LOOP

Attach the same capability statement to the model with the CSVs and run the starter prompt from the appendix. It becomes the Define Fit input for everything you saw today.

3 STAY ON THE RADAR

Your SBPM is the person on the other end. Find yours in the directory, and watch energy.gov/osbp for events and updates as we continue building on our strategic plan wins. **Our office takes general capability briefs every week, request one via smallbusiness@hq.doe.gov**



<https://app.smartsheetgov.com/b/form/6b8e2e95bca54b85bf8ef442452f5f4d>

WHERE TO MEET DOE NEXT

FY27 calendar; timing estimated. Matchmaking = scheduled one-on-ones. energy.gov/osbp

WHEN	EVENT	HOST	WHERE	OSBP ROLE
Oct 27–29	ETEBA Business Opportunities & Technical Conference	ETEBA	Knoxville, TN	Remarks, matchmaking
Nov 11–12	INL Industry Days	Idaho National Lab	Idaho Falls, ID	Remarks
March	Waste Management Symposia	WM Symposia	Phoenix, AZ	Panel, remarks, matchmaking
March	Annual Small Business Opportunities Fair	Sandia National Labs	Albuquerque, NM	Remarks, booth
Apr 7–8	Bridging Partnerships Small Business Symposium	One Hanford	Kennewick, WA	Remarks
May 12	Small Business Opportunity Day	SLAC	Menlo Park, CA	Remarks, matchmaking
Jun 1–3	DOE Small Business Forum & Expo	ETEBA	Aurora, CO	Full program, booth
June	VETS'27	NVSBC	New Orleans, LA	Remarks, matchmaking
June	Government Procurement Conference	Fed. Business Council	Washington, DC	Presentation, matchmaking
July	National HUBZone Conference	Nat'l HUBZone Council	Chantilly, VA	Remarks, matchmaking
August	National Small Business Matchmaking Series	DOT	NC	Remarks, matchmaking
September	SRNS Small Business Opportunity Day	SRNS	Augusta, GA	Remarks

HELP US MAKE THIS BETTER

BAD LINKS

A URL in this deck or the SBPM Directory 404s, moved, or demands a login it should not. Copy the link, note the source, send it over.

QUIRKS

A dataset that would not download, a filter that did not match this walkthrough, a prompt that behaved oddly in your AI tool. **Screenshots help.**

IDEAS

What would make the next session more useful: topics, depth, format, a dataset DOE should publish.

SEND IT

data.smallbusiness@doe.gov

Every fix you send helps DOE connect with the best possible small businesses.

RESOURCES & APPENDIX



U.S. DEPARTMENT
of **ENERGY**

Office of
Small Business Programs

LINKS FROM TODAY

Every link in one place. A PDF of this deck goes to registered firms after the session.

SBPM DIRECTORY

Your named small business contact at all 138 DOE organizations.

<https://www.energy.gov/osbp/small-business-program-manager-directory>

SAM.GOV OPPORTUNITIES

Active notices: filter Dept. 089 + Active, export CSV.

<https://sam.gov/opportunities>

CAPABILITY STATEMENT

Your Pursue move: the smartsheetgov form.

<https://app.smartsheetgov.com/b/form/6b8e2e95bca54b85bf8ef442452f5f4d>

FMC CONTRACT LIST

Every site contractor, with contract numbers and end dates.

<https://www.energy.gov/management/doennsa-major-site-facility-management-contracts>

More **EM specific** data

<https://www.energy.gov/em/major-contracts-summary-0>

GOALING REPORT

Award transactions with small business size determinations.

<https://sam.gov/reports/awards/standard>

STRATEGIC PLAN

DOE Small Business Strategic Plan 2025–2030: the four priorities behind this session. On

<https://www.energy.gov/osbp/articles/doe-small-business-strategic-plan>

ACQUISITION FORECAST

Upcoming and expiring DOE work. Leads to verify, not solicitations.

<https://www.energy.gov/osbp/acquisition-forecast>

MOSRC

First-tier M&O subcontract awards.

On <https://catalog.data.gov/>, search “MOSRC”

LAB PARTNERING SERVICE

Via the **Office of Technology Commercialization (OTC)** - The R&D door; lab experts, facilities, and licensable technology, with a contact per lab:

<https://labpartnering.org/partnering>

DOE ACRONYM DECODER

The terms you will meet in the data, in plain English.

SBPM

Small Business Program Manager. Your small business point of contact at each DOE site and office. Found in the SBPM directory.

MOSRC

M&O Subcontract Reporting Capability. Public dataset of first-tier subcontract awards reported by site contractors. On Data.gov.

PSC & NAICS

Product or Service Code. A more specific code for exactly what was bought. North American Industry Classification System. The industry code on every contract action; how your work matches demand.

M&O

Management and Operating contractor. The company that runs a National Lab or major site for DOE. Most DOE buying flows through them.

NNSA

The DOE agency responsible for U.S. nuclear security, including the nuclear weapons stockpile, nonproliferation, and naval reactors.

CRADA

(Cooperative Research and Development Agreement) agreement between federal laboratories and non-federal partners to collaborate on research and development projects, sharing resources, expertise, and intellectual property without the government providing funding to the partner.

FMC

Facility Management Contract(or). Site-operating contracts DOE groups with M&Os as M&O/FMC. Listed in the FMC contract list.

EM

DOE's Office of Environmental Management, responsible for nuclear-site cleanup and waste disposal.

Goaling report

Small Business Goaling Report. SAM.gov report of award transactions, each with a small business size determination.

COPY/PASTE STARTER PROMPT

Works on free plans: attach what fits, rerun in passes, the prompt survives missing files.

“Working only from the attached files (capability statement plus DOE public data), find our best DOE customers and opportunities. If a file is missing or unreadable, say so and continue; never invent data. Work in four steps and show each:

1. **Profile our firm** from the capability statement: NAICS and PSC codes, certifications, past performance.
2. **Rank the top 10 accounts** by fit, citing the source file and row or notice ID for every signal.
3. **Screen open notices:** pursue, watch, or no-bid with a one-line reason; flag M&O subcontract routes and set-asides matching our certifications.
4. **Name one next move each for the top 3:** portal registration, capability statement submission, or a specific SBPM question, only where fit is verified.

Keep notices, forecasts, and history distinct. Return spreadsheet-ready tables.”

ATTACH

Capability statement
SBPM Directory CSV
SAM.gov DOE opportunities CSV
Goaling report detail (filtered)
MOSRC extract · forecast · FMC list

REQUIRE BACK

Ranked account table (max 10)
Ranked opportunity table (max 7)
Pursue / watch / no-bid rationale
Next action for the top 3
Questions, gaps, citations

MAKE IT REPEATABLE

Save the prompt as a text file, a skill, or a custom instruction. Next refresh, attach this month’s output and ask what changed.

WHAT GOOD OUTPUT LOOKS LIKE

Illustrative example for a fictional HVAC and facilities services firm. Accounts and signals are invented.

ACCOUNT	SIGNAL AND PATH	VERDICT	NEXT MOVE
M&O contractor, national lab site	Acquisition forecast shows a facilities maintenance recompetes next FY; steady subcontract history in our NAICS	PURSUE	Register on the supplier portal; verify the forecast line
DOE field office	Open SAM.gov notice in our NAICS, small business set-aside, offers due in five weeks	PURSUE	Read the solicitation; confirm set-aside and dates
Cleanup site contractor	Goaling report shows steady HVAC subcontract spend; no current timing signal	WATCH	Monitor the portal; revisit next quarter
National lab, other region	Mission fit only; no purchase history in our NAICS codes	NO-BID	Drop from the list
HQ program office	No demand signal; no reachable buyer identified	NO-BID	Drop from the list
R&D STAGE?	No procurement fit isn't a DOE fit necessarily for R&D stage firms, possible pursue/watch signals via SBIR/STTR and Lab Partnering Service		

TARGET ACCOUNT SCORECARD (0-100)

The three-question filter, quantified. Use it when you want the model to show its math.

WEIGHTS

Mission and capability fit	25
Relevant past-performance evidence	20
Current or near-term demand signal	20
Ability to access buyer or prime	15
Geographic / operational feasibility	10
Small business or HUBZone advantage	5
Procurement readiness	5

DECISION GUIDES

80-100 pursue now
65-79 pursue conditionally or team
50-64 develop the account / monitor
Below 50 do not prioritize
Tag confidence: high / medium / low

ACCESS PATHS TO NAME

- DOE prime contract
- M&O / site-prime subcontract
- Lower-tier subcontract or supplier sale
- Account development / watch

TO USE IT Paste the weights and decision rules into the starter prompt along with your files.



SAM.GOV EXPORT WALKTHROUGH

Four clicks to a machine-readable file of active DOE opportunities.

1

Sign in

sam.gov/search/?index=opp. Sign-in is required to download, export, or save a search.

2

Filter organization

Federal Organizations → 089, Energy, Department of. This also picks up some major-contractor subcontract notices.

3

Filter status

Status → Active.

4

Download

"Actions" menu (upper right) → Download → CSV format.

FILTERS PANEL

For more information on how to use our keyword search, visit our [help guide](#)

Simple Search Search Editor

☐ Any Words ⓘ
☒ All Words ⓘ
☐ Exact Phrase ⓘ

e.g. W91QVN-17-R-008

Federal Organizations

Federal Organizations

Enter Code or Name

089 - ENERGY, DEPARTMENT OF Dept / Ind. Agency

Dates

Notice Type

Product or Service Information

Set Aside

Place of Performance

Contract Awardee

Status

☒ Active
☐ Inactive

More Filters

Reset

ACTIONS › DOWNLOAD › CSV

SAM.GOV

Home Search Data Bank Data Services Help

Search All Words e.g. 1606N020002 Search Results Saved 5 Actions

Filter By

Contracting < Contract Opportunities Contract Awards Subcontract Reports

Save

Download

Sort by Updated Date

Showing 1 - 25 of 329 results

Custom Objective

Notice ID: 6-B187-Q-00367-00

Please furnish quotation to supply the materials and/or services indicated on page two (2), review the applicable documentation, and return any req

Department/Ind.Agency Submitter Office

Current Date Offers Due August 03, 2026 at 03:00 PM EDT

Notice Type Original Solicitation

Issued Date

FULL-YEAR DOE TRANSACTION DATA

Two free ways to pull a fiscal year of DOE awards at the transaction level.

USASPENDING.GOV

All DOE awards · no sign-in needed

- 1 Open the Download Center**
usaspending.gov → Download Center → Custom Award Data.
- 2 Filter to DOE contracts**
Awarding Agency = Department of Energy · Award Type = Contracts.
- 3 Set year + level**
Date range = the fiscal year (Oct 1 - Sep 30) · Level = Transaction, not award summary.
- 4 Generate + download**
Submit the request, then download the zipped CSV files.

SAM.GOV DATA BANK

Small Business Goaling Report · sign-in required

- 1 Open the goaling report**
Sign in at sam.gov → Data Bank → Small Business Goaling Report.
- 2 Filter to DOE + year**
Fiscal Year = the year you want · Department = 089, Energy · run the report.
- 3 Drill to award detail**
Right-click inside the results table → Drill → Award Detail.
- 4 Export**
Download / export the award-detail view as CSV.

WHICH ONE?

USAspending covers every DOE award; the goaling report carries the small business size determination. Both are big files, so trim them to your NAICS first: next two slides.

SHRINK A BIG EXPORT TO YOUR NAICS

Turn a multi-year goaling report or MOSRC export into a file your AI tool will accept.

CUT IT DOWN

Four steps, in this order

- 1 Delete the columns you do not need**
Work on a copy. Click a column letter, Ctrl+click the rest, right-click **Delete**. Most firms need 10 to 15 of the 100+ columns.
- 2 Filter to your NAICS**
Click the NAICS column drop-down, then **Number Filters → Between**. Sector 54 is 540000 to 549999.
- 3 Keep only the rows you filtered**
Select the filtered rows, Ctrl+C, paste into a new sheet. Copying skips the hidden rows, so you get just your sectors.
- 4 Save As a new file**
.xlsx to keep working, **.csv to attach** to the AI tool. Keep the original download untouched.

WHEN IT FIGHTS BACK

The four usual snags

- 1 Nothing got smaller**
Filtering only hides rows. The file stays the same size until you delete rows and columns and save.
- 2 No "Begins With" in the menu**
Excel is treating NAICS as numbers. Use **Number Filters → Between** instead of Text Filters.
- 3 Your sector spans two or three prefixes**
Manufacturing is 31-33, retail 44-45, transportation 48-49. One Between covers each: 310000 to 339999.
- 4 "File not loaded completely"**
Excel stops at 1,048,576 rows. Export one fiscal year at a time, or filter before you export.

THE POINT

A trimmed CSV of your sectors is usually a few hundred KB: small enough for a free AI plan, fast enough to actually work with.

NAICS CODES: WHAT TO FILTER ON

The first two or three digits do the work. All six are usually too narrow to filter on.

FILTER ON	MEANS	EXAMPLE	WHAT IT COVERS	USE IT WHEN
2 digits	Sector	54	Professional, scientific, and technical services	Start here
3 digits	Subsector	541	Professional and technical services, narrowed	Sector too broad
6 digits	Industry	541330	Engineering services	Usually too narrow

SECTORS COMMON AT DOE

- 21** Mining and extraction
- 22** Utilities
- 23** Construction
- 31-33** Manufacturing
- 48-49** Transportation and warehousing
- 51** Information and IT services
- 54** Professional, scientific, technical
- 56** Admin, support, waste and remediation

MAKE IT REUSABLE

Doing this every month? Add two columns beside NAICS (code in A2):

=LEFT(TEXT(A2,"000000"),2)

=LEFT(TEXT(A2,"000000"),3)

Press Ctrl+T to make it a table, then filter with the check boxes. No codes to memorize, and multi-prefix sectors are just three ticks.

RULE OF THUMB

Start at the sector. Narrow to the subsector only when the sector pulls in work you would never bid.

MORE RESOURCES

[1102Tools.com](https://1102tools.com)

A free toolkit that helps GovCon professionals use AI with live federal contracting data. For business development teams, it can make it easier to research opportunities, analyze awards and spending, identify potential teaming partners, and dig into the federal acquisition landscape using tools connected to sources like SAM.gov and USAspending.gov. Whether you are new to GovCon or already know the market well, 1102tools is worth exploring as a practical way to bring AI into your capture and BD workflow.

THE CAVEAT

Not an endorsement etc, use at your own risk, AI will make mistakes.

TIP: READ THE BUDGET

THE SIGNAL

Budget requests show where money is headed **years before a solicitation exists**. DOE's Congressional Budget Justification lays out program-by-program priorities and dollar levels.

THE MOVE

Download the justification volumes for your program areas on energy.gov (the CFO office publishes them by fiscal year). Attach the relevant chapters and ask the model for **funded priorities, program offices, and likely procurement implications in your NAICS**.

THE CAVEAT

A request is not an appropriation: Congress decides, and priorities shift. Treat it as directional evidence for account development, one input to the scorecard, never a bid signal by itself.

ADVANCED PROJECT: M&O PORTAL WATCHER

THE GAP

Some M&O and site-prime opportunities post to SAM.gov; **many appear only on each contractor's portal.** Checking those by hand is the slowest part of the workflow, and roughly 80% of DOE procurement flows through M&Os.

THE BUILD

1. Start a Google Sheet with 3 to 5 supplier portal URLs, linked for each organization in the SBPM directory.
2. Have your AI tool write a Google Apps Script that fetches each page daily and diffs it against the last run.
3. It emails you what changed. You do not need to know Apps Script: **describe the job, paste the code, iterate.**

THE GUARDRAILS

Be a polite robot: once a day at most, respect each site's terms, and prefer a portal's own alerts where offered. Every hit is a lead to verify, not a solicitation, and nothing gets auto-submitted.