

# Opportunities and Doing Business with the National Renewable Energy Laboratory

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# Overview

- About NREL
- Small Business Program
- Procurement Process
- Navigating the NREL website
- Mentor Protégé Program
- Contact information
- Questions



# About NREL



- Managed and Operated by the Alliance for Sustainable Energy LLC (“Alliance”)
- Started as Solar Energy Research Institute (SERI) in 1977
- Designated a National Laboratory in 1991
- Main campus – Golden, CO, Flatirons campus - Boulder, CO

# About NREL

- **NREL is the only federal laboratory dedicated to renewable energy and energy efficiency technologies**
  - Research
  - Development
  - Commercialization and Deployment
- **Backed by over 40 years of achievement, NREL pioneer's innovation to meet the growing demand for clean energy**





2,050

**Employees,**  
plus more than  
**400**

early-career researchers  
and visiting scientists



**World-class**  
facilities, renowned  
technology experts

nearly  
820

**Partnerships**  
with industry,  
academia, and  
government

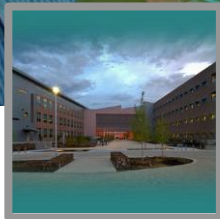


**Campus**  
operates as a  
living laboratory



### Sustainable Transportation

Bioenergy  
Vehicle Technologies  
Hydrogen



### Energy Efficiency

Buildings  
Advanced Manufacturing  
Government Energy Management



### Renewable Power

Solar  
Wind  
Water  
Geothermal



### Chemistry & Nanoscience

Electrical Energy Storage  
Quantum & Carbon Nanomaterials



### Energy Systems Integration

High-Performance Computing  
Data and Visualizations



# Creating a safer America through **energy security**

**DOE'19 NM**

U.S. Department of Energy Summer '19 New Mexico Small Business Expo  
August 6 – 7, 2019 | Albuquerque, NM

# Creating American jobs

## Small Business Programs

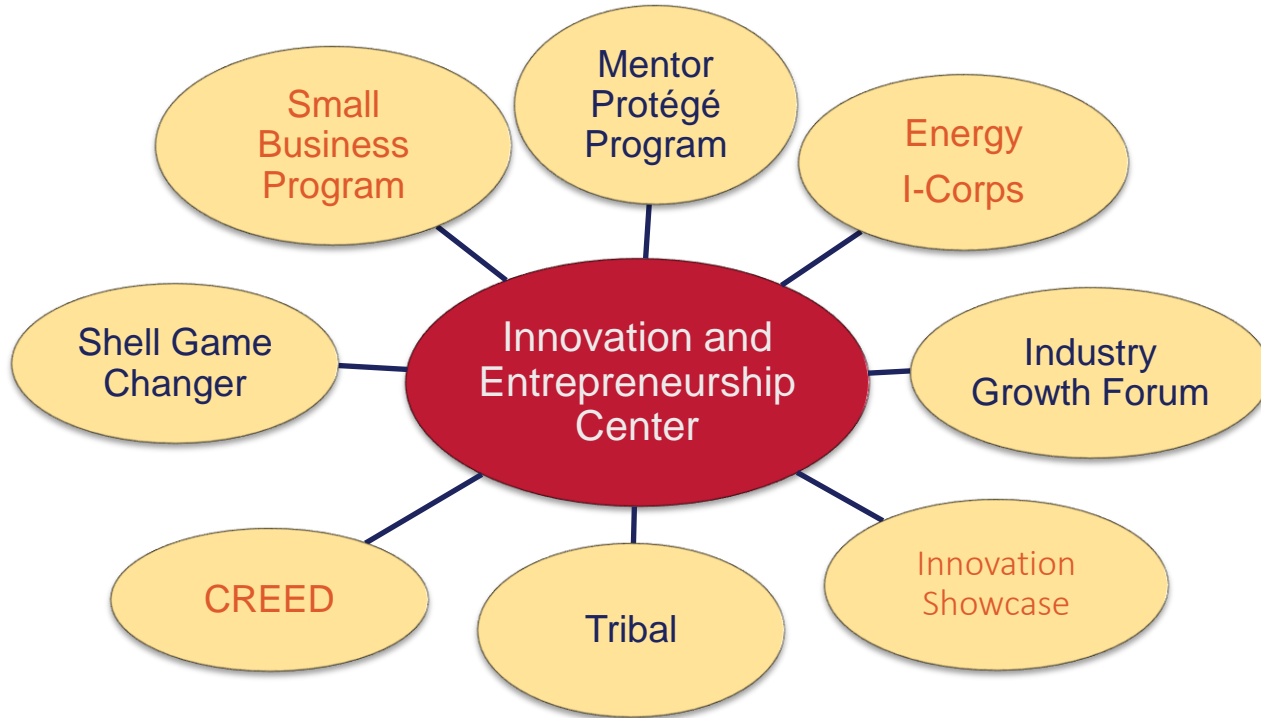


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# Innovation, Partnering and Outreach Directorate



# Annual Spending



NREL typically awards between \$100M and \$150M annually



IT Hardware/Software and Support Services  
Equipment (research and otherwise)  
Consulting  
Construction  
Office Supplies



## Top FY18 NAICS

- 334111 - Electronic Computer Manufacturing
- 511210 - Software Publishers
- 236220 - Commercial & Institutional Building Construction
- 541690 - Other Scientific & Technical Consulting Services
- 532490 - Other Commercial & Industrial Machinery & Equipment Rental & Leasing

# Procurement Process



# Small Business Program

\$116  
Million

Estimated FY19  
Subcontracting  
Opportunities

\$70  
Million

59% to small businesses  
through subcontracting  
opportunities

\$8  
Million

7% to women owned  
and small disadvantaged  
businesses

\$3.5  
Million

3% to service-disabled  
veteran and HUBZone  
small businesses





Resources For

Partners	Students and Teachers	Small Business	Community
<ul style="list-style-type: none"> <li>Facilities</li> <li>Licensing</li> <li>Partnership Agreements</li> </ul>	<ul style="list-style-type: none"> <li>Education Programs</li> <li>Group Programs and Tours</li> <li>Learn About Renewable Energy</li> </ul>	<ul style="list-style-type: none"> <li>Entrepreneurial Programs</li> <li>Small Business Registration</li> <li>Solicitations</li> </ul>	<ul style="list-style-type: none"> <li>Local Economic Impact</li> <li>NREL in the Community</li> <li>State and Local Assistance</li> </ul>

### Business Information

**Business Name (Required)**

**Street address (Required)**

**City (Required)**

**State (Required)**

**Zip code (Required)**

### Contact Information

**First Name (Required)**

**Last Name (Required)**

**Phone (Required)**

**Fax**

**Email (Required)**

**Website URL (Required)**

- [Partnerships](#)
- [Facilities](#)
- [Technology Transfer](#)
- [Licensing](#)
- [Entrepreneurship](#)
- [Procurement](#)
- [Opportunities](#)
- [Standard Terms & Conditions](#)
- [Forms](#)
- [Small Business Vendor or Subcontractor Registration](#)
- [FAQs](#)

## Upcoming Purchasing and Subcontracting Opportunities

NREL's procurement policy is based on effective and meaningful competition. View all upcoming purchasing and subcontracting opportunities below and email the assigned contact for more information.

Recurring Products and/or Services (all opportunities pending funding)	Solicitation Time Frame	Point of Contact
Human Resources Insurance Broker	Spring 2019	<a href="mailto:ASP.Team@nrel.gov">ASP.Team@nrel.gov</a>
Elevator Maintenance	Summer 2019	<a href="mailto:Construction@nrel.gov">Construction@nrel.gov</a>
Talent Acquisition/Recruitment Advertising Services	Summer 2019	<a href="mailto:Maurice.Nelson@nrel.gov">Maurice.Nelson@nrel.gov</a>
Automatic Fire System & Inspection Testing	Fall 2019	<a href="mailto:Construction@nrel.gov">Construction@nrel.gov</a>
NREL Shuttle Service	Fall 2019	<a href="mailto:ASP.Team@nrel.gov">ASP.Team@nrel.gov</a>
Recycling (Paper, Cardboard, Plastic, Glass, and Aluminum)	Fall 2019	<a href="mailto:Construction@nrel.gov">Construction@nrel.gov</a>

### Mission & Programs

- [Awards](#)

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- [History](#)

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- [Leadership](#)

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- [Community](#)

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- [Economic Impact](#)

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- [Education](#)

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- [Environment, Health, & Safety](#)

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- [Visiting NREL](#)

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- [Contact Information](#)

## Mission and Programs

NREL advances the science and engineering of energy efficiency, sustainable transportation, and renewable power technologies and provides the knowledge to integrate and optimize energy systems.

Renewable Power	Sustainable Transportation	Energy Efficiency	Energy Systems Integration
<ul style="list-style-type: none"> <li>Geothermal</li> <li>Solar</li> <li>Water</li> <li>Wind</li> </ul>	<ul style="list-style-type: none"> <li>Bioenergy</li> <li>Hydrogen and Fuel Cells</li> <li>Transportation</li> </ul>	<ul style="list-style-type: none"> <li>Advanced Manufacturing</li> <li>Buildings</li> <li>Integrated Energy Solutions</li> <li>State, Local, and Tribal Governments</li> </ul>	<ul style="list-style-type: none"> <li>Energy Systems Integration Facility</li> <li>Grid Modernization</li> </ul>
Chemistry and Nanoscience			
Computational Science			
Energy Analysis			
Materials Science			



# Additional Opportunities

The screenshot shows the FEDBIZOPPS.GOV website interface. At the top, there is a navigation bar with tabs for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. The main content area features a search bar with a magnifying glass icon and the text "Search more than 38,900\* active federal opportunities." Below this, there are several search filters: "Posted Date" (Last 90 Days), "Set-Aside Code" (Any), "Place of Performance" (Any State or Territory), "Type" (Any), "Keyword / Solicitation #" (empty), and "Agency" (Department of Energy/Alliance for Susta). A "Search" button is located below the filters. To the right of the search area, there are two informational sections: "BUY AMERICAN ACT" and "FBO RECOVERY REPORTS".

FEDBIZOPPS.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **38,900\*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency: Department of Energy/Alliance for Susta

Search

Additional criteria and multiple selections are available on the [advanced search form](#).  
*\* Notices posted within the last 90 days.*

**BUY AMERICAN ACT**  
View historical agency spend data regarding exceptions to the Buy American Act.  
[Download Excel/CSV file](#)

**FBO RECOVERY REPORTS**

- [Click here for Opportunities](#)
- [Click here for Awards](#)

Learn more [about FBO recovery reports](#).

# Remember To

- Visit NREL's website at [www.nrel.gov](http://www.nrel.gov)
- Register your business in NREL's SB Vendor Database
- Be sure to include your GSA schedule
- Take a look at our Upcoming Purchasing & Subcontracting Opportunities
- Visit FBO.gov
- Register your business in sam.gov
- Do your homework



# Mentor Protégé Program



**DOE'19 NM**

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# Purpose of the Program

- **The Department of Energy's (DOE) Mentor-Protégé Program is designed to encourage DOE prime contractors to assist small disadvantaged businesses in enhancing their capabilities to perform contracts and subcontracts for DOE and other Federal agencies.**
- **The program seeks to foster long-term business relationships between these small business entities and DOE prime contractors, and to increase the overall number of these small business entities that receive DOE prime and subcontracts.**



# Program Success

14

NREL's MPP began in 2008 with a goal of placing seven mentor protégé agreements in five years. As of today, we have placed 14 proteges in the following areas.

- Video production
- Energy modeling
- Information Technology
- Communications
- E-learning
- Environmental Services
- Construction
- Landscape Design
- Low-voltage Cabling



# Program Criteria



Must be registered in SAM and be able to certify as a small business under the NAICS for the services needed



Must have been in business for at least 2 years



Small business must be eligible to receive government contracts



Can not have an existing DOE MP agreement in place



Socio-Economic Category

8A

- Small disadvantaged
- Women Owned
- Veteran Owned
- Service Disabled Veteran Owned

# Benefits for Mentor



Helping small businesses expand their capacity through the developmental and technical assistance provided.



Equipping small businesses with the knowledge, skills and capabilities needed to successfully compete for DOE prime contracts.



Utilizing the unique/specialized skills of the Protégé.



Opportunity to award non-competitive subcontracts to Protégés or other DOE Protégés in the program.



Receive credit for subcontracts awarded pursuant to MPP Agreement(s) toward subcontracting goals contained in their subcontracting plan.

# Benefits for Protege



## Eligible

To receive non-competitive subcontracts from DOE and other federal agencies



## Developmental

Receive developmental assistance from a DOE prime contractor



## Knowledge

Gain knowledge skills and capabilities to successfully compete for DOE prime contracts



## Technical

Receive technical assistance from a DOE prime contractor



## PARTNER

Build relationships with small and/or large businesses to form teaming arrangements



# Examples of Mentoring



# Roles & Responsibilities

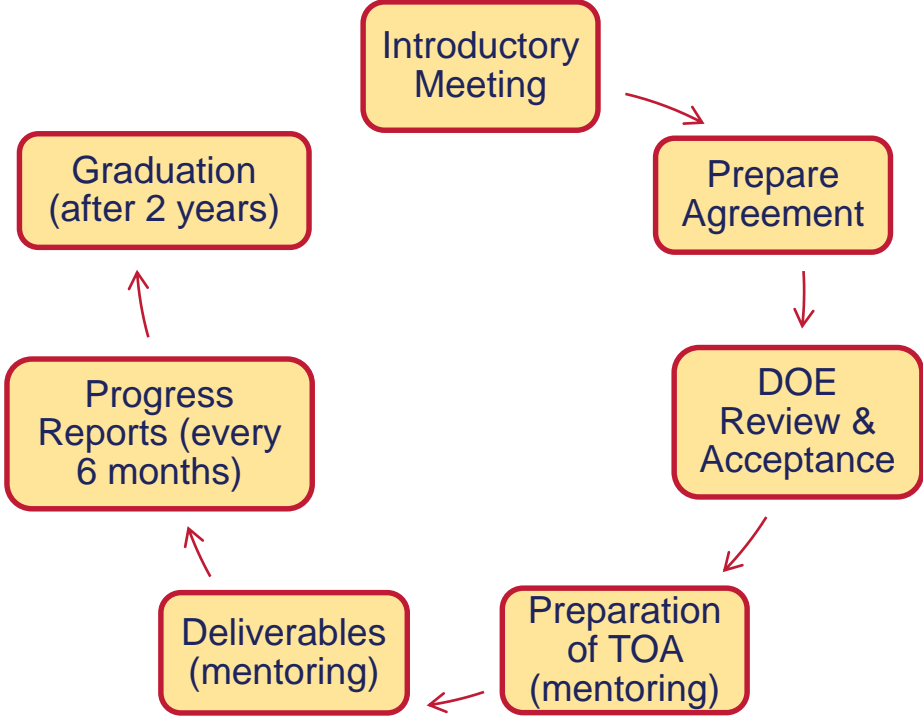


Technical Monitor

Procurement

Additional Mentor/  
Internal Champion

# Program Timeline



# Questions?

## Rexann Dunn

Small Business Program Manager



[rexann.dunn@nrel.gov](mailto:rexann.dunn@nrel.gov)



303-275-4322

## Tonya McCabe

Mentor Protege Program Administrator



[tonya.mccabe@nrel.gov](mailto:tonya.mccabe@nrel.gov)



303-275-3038