U.S. Department of Energy

Office of Small & Disadvantaged Business Utilization

Business Opportunity Session

Presenter: Nick Demer
Senior Procurement Analyst

September 24, 2009
DOE Business Model

**Site and Facility Management Contractors (FMCs)**
Management and Operating (M&O) Contracts (FAR 17.6)

- DOE owns land and facilities, contractor employs research, development, and production personnel; and manages facility.

- Limited Liability Corporations (LLC) – Only responsibility is to manage and operate specific facility

- Performance-based, Award Fee, and Award Term

- DOE has 15,000 FTEs and 100,000 contractor workforce

- Approximately 42 FMCs, 24 of which are national laboratories

- National laboratories are under the cognizance of DOE
Facility Management Contracts (FMCs)

- Required to have a small business subcontracting plan
- Subcontracting plan goals are challenging
- We flow down small business prime contract solicitation methods flow to FMCs
  - FMCs do not follow FAR when they subcontract
  - Cannot be protested
- Conduct a Mentor-Protégé Program
Major DOE Laboratories and Field Facilities

Non-FMC
15.7%

FMC
84.3%

Total FY 2008 Procurement Base is $24.2 billion. DOE also spends $2.7 billion in financial assistance, which is not included in the procurement base.
American Recovery and Reinvestment Act of 2009 (ARRA)  

*(Dollars in 1000s)*

<table>
<thead>
<tr>
<th>Program Element</th>
<th>FY 2010 Est. Cong. Budget</th>
<th>½ of ARRA of 2009</th>
<th>Total</th>
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<tr>
<td>Energy Efficiency and Renewable Energy (EE)</td>
<td>$2,318,602</td>
<td>$8,400,000</td>
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<td><strong>$27,161,585</strong></td>
<td><strong>$22,607,500</strong></td>
<td><strong>$49,769,085</strong></td>
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What Does DOE Buy?

The Department purchases a wide variety of goods and services:

- Facility Management
- Construction
- R & D
- Management/Scientific Consulting
- Administrative Services
- IT and Data Processing
- Security
- Engineering
- Waste Treatment and Disposal

> Check FPDS-NG NAICS Code Report
### Top 25 NAICS Codes - DOE

**Description:**
- Filters: Date Signed only shows values between 1/01/2008 and 6/30/2007. Contracting Department ID only shows values equal to ‘8000’.

<table>
<thead>
<tr>
<th>Contracting Department Name</th>
<th>Contracting Department ID</th>
<th>NAICS Code</th>
<th>NAICS Description</th>
<th>Base and Exercised Options Value</th>
<th>Action Obligation</th>
<th>Actions</th>
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## DOE-Related NAICS Codes

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<tr>
<th>Contracting Department Name</th>
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Rules of Engagement

- Register with Central Contractor Register (CCR) – www.ccr.gov

- Currently, you should register with DOE’s e-Center for acquisitions under $100,000 and Industry Interactive Procurement System (IIPS) for acquisitions greater than $100,000 – http://e-center.doe.gov

- Register with FedConnect – to view current business opportunities, receive solicitations, and submit proposals – https://www.fedconnect.net/FedConnect/


Go to DOE’s website – www.energy.gov and use the “white” search box in the upper right hand corner of page to find information about anything regarding DOE and its projects – i.e. type in “biomass” and see what you retrieve.

Doing Business with DOE

- Link to the OSDBU Page – http://smallbusiness.doe.gov
- DOE Business Forecast – http://hqInc.doe.gov/Forecast
- List of Contracting Offices -- http://management.energy.gov/procurement.htm
- List of FMCs and their mission -- http://management.energy.gov/1159.htm
Doing Business with DOE

- National Energy Technology Lab (NETL) and unsolicited proposals --

- Strategic sourcing including “Inter-contractor Purchasing Team” (ICPT) – [http://management.energy.gov/1364.htm](http://management.energy.gov/1364.htm)

- FedConnect – [https://www.fedconnect.net/FedConnect/](https://www.fedconnect.net/FedConnect/)


- FedBizOps – [https://www.fbo.gov only shows synopses](https://www.fbo.gov)

- Federal and DOE procurement regulations and guidance –
  [http://management.energy.gov/policy_guidance/procurement_acquisition.htm](http://management.energy.gov/policy_guidance/procurement_acquisition.htm)
Doing Business with DOE


 Pregnant Woman - FA policy and guidance –
 http://management.energy.gov/policy_guidance/financial_assistance.htm

 Pregnant Woman - OMB Grants Guidance –
 http://www.whitehouse.gov/omb/grants/grants_forms.html

 Pregnant Woman - PADS-on-Line – http://padsonline.energy.gov/

 Pregnant Woman - PADS-on-Line instructions –
 http://management.energy.gov/1263.htm
The OSDBU was established in 1979 pursuant to Public Law 95-507. The specific duties of this office are identified in 15 U.S.C. 644 (k). The OSDBU program is headed by a Director, and is responsible for carrying out Section 8 and 15 of the Small Business Act.

The OSDBU’s mission is to promote prime and subcontract business opportunities for the small business community.

Our vision is to co-develop a seamless acquisition review process with the Office of Procurement in order to maximize small business participation.
OSDBU Unique Tools to Increase Small Business Participation

- Advance Planning Acquisition Team (APAT) – top level managers from program offices, procurement and OSDBU meet to discuss complex procurement (over $100 M)

- OSDBU review of procurements over $3M not reserved for small business participation


- Helpful Links – http://smallbusiness.doe.gov/Links/links.html

- Annual Secretary’s Small Business Conference – http://www.smallbusiness-outreach.doe.gov/
OSDBU Unique Tools to Increase Small Business Participation

- Business Opportunity Sessions (BOS)
- Host and participate in matchmaking forums and other outreach activities
- DOE Mentor-Protégé Program Advocate – DEAR 919.70
- SBA Mentor-Protégé Joint Venture Teaming Advocate – 13 CFR 124.520
- OSDBU Small Business Staffers are aligned with specific program elements as account representatives
How Do I Get a Contract with DOE?

* Must clearly and convincingly demonstrate that you can fulfill the requirement in a cost effective manner

* Knowledge of what elements purchase – engage with elements, field office and FMC Small Business Program Managers (SBPMs)

* Allow yourself sufficient time to prepare for the competition (1-2 years)

* Intelligence gathering and do your homework
  - Obtain a copy of current contract and/or former RFP
  - Use FOIA or federal procurement market intelligence services firms
  - Review Statement of Work (SOW) Section “C”
    - Continued on next page
How Do I Get a Contract with DOE?

Intelligence gathering and doing your homework (continued) –

- Key personnel – past experience and past performance
- Bench strength
- If requirement is steep, consider teaming – 13 CFR 121.103
  or
- Section “M” – Evaluation Criteria
How Do I Get a Contract with DOE?

Intelligence gathering and do your homework (continued)

– Prepare Business Development Plan – Company’s Ingenuity and Strategy to fulfill requirement

– Preparation of winning proposal (Conformance to Section “L” of RFP). Proposal is the level playing field.

– Accessibility is “key” – Get on GSA Schedules or GWACs

– Incumbents do not always win recompetition

Barriers

  - Diana Samuelson, Small Business Program Manager
    Phone: (301) 903-5117
    E-mail: diana.samuelson@hq.doe.gov

- Patent Infringement and Obtaining Licenses


- Foreign Affiliations – Foreign Ownership, Control or Influence (FOCI) – under risk to Defense and National Security resulting from FOCI
Barriers (Cont.)

- Compliance with Safety Inspections – to ensure adequate protection to workers, public, and environment (Ref. 10 CFC 851, DOE Order 440.1A, Acquisition Letter 2007-04, HQ O 442.1) –
  
  [http://www.energy.gov/safetyhealth/facilitysafety.htm](http://www.energy.gov/safetyhealth/facilitysafety.htm)

  → Kathy McCarty
  
  Phone: (301) 903-8812
  
  E-Mail: kathy.mccarty@hq.doe.gov

- Environmental Hazards and Site Access – Radiation –
  
  [http://www.em.doe.gov/Pages/Safety.aspx](http://www.em.doe.gov/Pages/Safety.aspx)
Helpful References

http://www.management.energy/business_doe/hq_services.htm
→ DOE Headquarters Services – Doing Business with Headquarters

http://e-center.doe.gov
→ A convenient, comprehensive and extensive electronic communications information center for information about DOE’s acquisition and financial assistance opportunities and the place to initiate business transactions.

http://www.netl.doe.gov/business/usp/unsol.html
→ DOE’s central focal point for all DOE Unsolicited Proposals is the National Energy Technology Laboratory (NETL).

https://www.fedconnect.net
→ FedConnect is an online marketplace where federal agencies post opportunities and make awards via the web. Any vendor can view public postings without registering.
FedBizOpps is the single government point-of-entry (GPE) for Federal government procurement opportunities over $25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal, FBO.gov, commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

Obtain a DUNS number. As described in the website, you may call (866) 705-5711 and obtain the number within 10 minutes!

Central Contractor Registration (CCR) is the primary registrant for the U.S. Federal Government. CCR collect, validates, stores and disseminates data in support of agency acquisition missions.
Helpful References (Cont.)

http://www.wingovcon.com/ptacs.htm  or  http://www.aptac-us.org/new/

→ Procurement Technical Assistance Centers provide the business community with the most current and reliable information available to help any size businesses succeed as a government contractor.


→ SBA Size Standards matched to NAICS Codes.

http://www.directives.doe.gov

→ DOE Directives are official communications of policies, requirements and procedures.

http://www.arnet.gov

→ Acquisition Central is hosted by Integrated Acquisition Environment (AEI), the E-Gov Initiative that is streamlining the federal acquisition process.
Helpful References (Cont.)

https://www.fpds.gov

→ The Federal Procurement Data System Next Generation (FPDS-NG) contains data that the Federal Government uses to create recurring and special reports to the President, the Congress, the Government Accountability Office, Federal executive agencies and the general public.

http://smallbusiness.doe.gov

→ DOE is the largest civilian buying agency in the Federal Government, procuring over $22 billion in goods and services annually.

http://www.sba.gov/tools/index.html

→ The SBA provides a wealth of information unique to small business through monthly chat events, electronic newsletters, podcasts and a myriad of business resources to support your business needs. Also, website for Laws and regulations including 13 CFR.
http://www.sba.gov/localresources/index.html
→ Business guidance and support to increase your odds of long-term success. Find counseling, training and business development specialists providing free and low-cost services in your area.

http://www.sba.gov/services/index.html
→ Features SBA-backed loans, government contracting opportunities, disaster assistance and training programs to help your business succeed.

http://www.sba.gov/smallbusinessplanner/index.html
→ The Small Business Planner includes information and resources that will help you at any stage of the business lifecycle.

http://www.science.gov
→ Searches over 38 databases and 1,950 selected websites, offering 200 million pages of authoritative U.S. government science information, including research and development results.
Helpful References (Cont.)

→ USA.gov™ is the U.S. government's official web portal.

http://www.recovery.gov
→ This website is the main vehicle to provide each and every citizen with the ability to monitor the progress of the recovery.

http://www.energy.gov/recovery
→ A comprehensive and extensive information center about DOE and the American Recovery and Reinvestment Act of 2009 (Recovery Act).

→ Provides easy access to Government contract, grant and other award data.

http://www.vetbiz.gov/
→ Is the portal for Veterans in Business.

http://www.rules.house.gov/111LegTest/111_hr1_text.pfd

→ Website for the U.S. Senate Committee on Appropriations.

http://www.appropriations.senate.gov

→ Website for the Committee on Finance – January 27, 2009 Open Executive Statement by Senator Max Baucus (D-MT) to consider the American Recovery and Reinvestment Act of 2009.


→ Website for the U.S. Senate Committee on Finance – Information on Legislation
Main Phone: (202) 586-7377  ◆  Fax: (202) 586-5488

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