

How To Do Business with DOE 101

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Evolution of DOE

- ✦ **Manhattan Project – August 1941**

- Development of nuclear energy warheads

- ✦ **Atomic Energy Act of 1946**

- Established the Atomic Energy Commission (AEC)
- Civilian control of atomic energy weapons

- ✦ **Atomic Energy Act of 1954**

- Empowered AEC to also regulate commercial nuclear power industry



Evolution of DOE

* Reorganization Act of 1974

- Established Energy Research and Development Administration (ERDA) to manage R&D for nuclear weapons, naval reactors, and energy development.
- Established Nuclear Regulatory Commission (NRC) to regulate commercial nuclear power industry.
- Brought in Office of Coal Research from the U.S. Department of the Interior to join ERDA.
- DOE was finally established on October 1, 1977.



DOE's Mission

- * **Energy Security** – Protection of high risk, high payoff RD&D of cleaner more affordable and reliable alternate energy sources, e.g. ARPA-E.
- * **Nuclear Security** – National Nuclear Security Administration (NNSA) guards:
 - Military applications of nuclear energy,
 - Military nuclear propulsion plants (i.e. nuclear submarines), and
 - Nuclear Nonproliferation – Detect, secure, and dispose of vulnerable nuclear weapons.
- * **Environmental Responsibility** – Stop or reverse environmental damage caused by our legacy of nuclear warhead production.
- * **Scientific Discovery and Innovation** – The Office of Science is the largest single supporter of research in the physical sciences.



Mission Oriented Program Elements



1. OCRW* – (Civilian Radioactive Waste) – manage and dispose of high-level radioactive waste and spent nuclear fuel.



2. OE – (Electricity Delivery and Energy Reliability) – lead national efforts to modernize electric grid.



3. EIA – (Energy Information Administration) – publishes official energy statistics from Federal agencies (e.g. Forecasting, Energy Analysis, and End User Consumption Surveys).

*Note: This program element is a Lead Program Secretarial Office (LPSO). This office is responsible for facility management contractors (FMCs).



Mission Oriented Program Elements



4. IN – (Intelligence) – gathering and analysis of intelligence on nuclear weapons, R&D projects, and global energy issues.



5. CN – (Counterintelligence) – knowledge of activities designed to thwart, or obstruct our intelligence gathering.



6. EERE – (Energy Efficiency & Renewable Energy) – support research on alternate sources of energy that are clean, abundant, reliable, affordable, and renewable.



7. EM – (Environmental Management) – Remediation: reversing or stopping environmental damage caused by our legacy of nuclear weapons productions and research.



Mission Oriented Program Elements



8. FE – (Fossil Energy) – provide research for clean, affordable fossil energy fuels.



9. LM – (Legacy Management) – manages DOE sites' post closure responsibilities, and ensures the future protection of human health and environment.



10. NNSA* – (National Nuclear Security Administration) – ensures nuclear security by guarding the stockpile, nuclear non-proliferation, refurbishing warheads, computational analysis of nuclear warheads efficacy, and conversion of high enriched to low enriched Uranium for nuclear power plants.



Mission Oriented Program Elements



11. NE* – (Nuclear Energy) – support global energy partnerships for clean, affordable, safe, and reliable nuclear energy programs.



12. SC* – (Science) – single largest supporter of basic research in the physical sciences in the United States.



14. HS – (Health, Safety, and Security) – DOE's central organization developing an oversight policy for health, safety, environment, and security.

Also, there are 10 administrative program elements common to all Federal agencies.



Mission Oriented Program Elements

Power Administrations – Established in the early 1900s, sell excess electrical power produced at Federal water projects in order to repay the Government's investment in the projects.



1. BPA – Bonneville Power Administration – headquartered in Portland, Oregon



2. SEPA – Southeastern Power Administration – headquartered in Elberton, Georgia



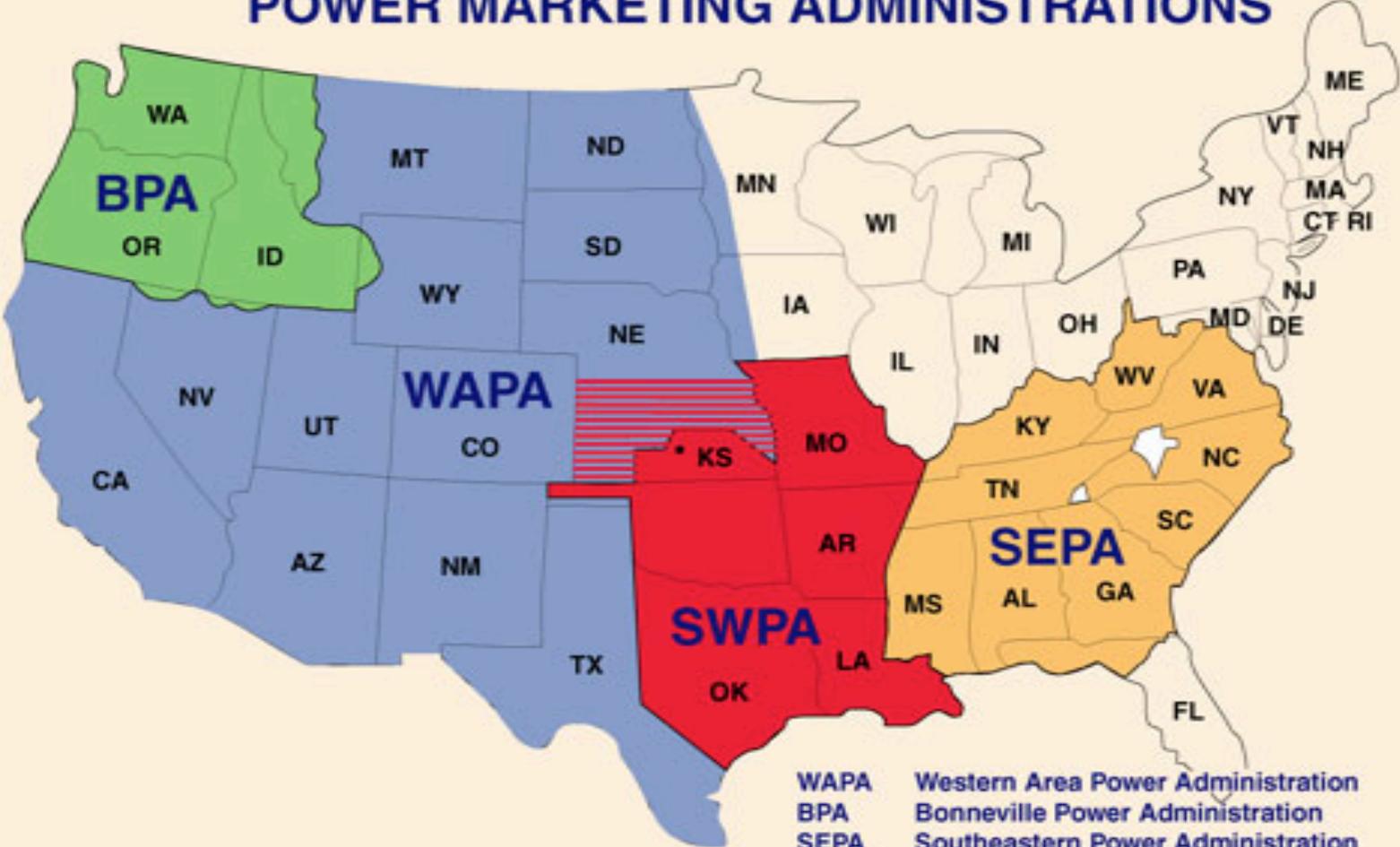
3. SWPA – Southwestern Power Administration – headquartered in Oklahoma



4. WAPA – Western Area Power Administration — headquartered in Colorado – services a 15 state region of central and western U.S.



POWER MARKETING ADMINISTRATIONS



WAPA Western Area Power Administration
BPA Bonneville Power Administration
SEPA Southeastern Power Administration
SWPA Southwestern Power Administration

* NOTE: Both Western and Southwestern market power in Kansas



DOE's Business Model

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



DOE's Business Model

- * Required to have a small business subcontracting plan.
- * Subcontracting plan goals are challenging.
- * We flow down small business prime contract solicitation methods to FMCs to help them achieve their steep SB subcontracting goals.
 - FMCs do not follow FAR for subcontracting – use best commercial practices.
 - Cannot be protested
- * Conduct a Mentor-Protégé Program.



American Recovery and Reinvestment Act (ARRA) of 2009

- * Signed into law by President Obama on February 17, 2009.
- * It is an unprecedented effort to jumpstart our economy, create or save millions of jobs.
- * Out of the \$36.7 billion DOE received, a good portion have been obligated. Refer to:
<https://www.energy.gov/recovery/breakdown.htm> for a breakdown on how it's been spent. Also, refer to
<https://recoveryclearinghouse.energy.gov/index.htm> or call 1-888-363-7289.



Loan Guarantee Program (LGP)

- * Energy Policy Act of 2005 (EPAAct05) – authorized DOE to issue loan guarantees to eligible projects that avoid, reduce, or sequester pollutants or anthropogenic emissions of greenhouse gasses and employ new or significantly improved technologies.
- * As LGP application fees may range from \$75k to \$2m, we are exploring possibilities of reserving funds to provide financial help for small business concerns applying for specific projects.
- * Guidelines – found at:
<http://www.lpgprogram.energy.gov/features.html>
<http://www.lgprogram.energy.gov>
- * For further information, you may call 614-324-5940.

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



DOE-Related NAICS Codes

- * 561210 – Facilities Support Services
- * 541710 – Research & Development in the Physical Engineering and Life Sciences
- * 562910 – Remediation Services
- * 611310 – Colleges, Universities, and Professional Schools
- * 234930 – Industrial Non-building Structure Construction
- * 561110 – Office Administrative Services
- * 562211 – Hazardous Waste Treatment and Disposal
- * 561612 – Security Guards and Patrol Services
- * 541519 – Other Computer Related Services
- * 332313 – Plate Work Manufacturing
- * 928120 – International Affairs
- * 541990 – All Other Professional Scientific and Technical Services
- * 541330 – Engineering Services
- * 541611 – Administrative Management and General Management Consulting Services



Rules of Engagement – Tools

- * 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>. This site will be replaced by STRIPES in 2011.
- * Register with FedConnect – to view current business opportunities, receive solicitations, and submit proposals – <https://www.fedconnect.net/FedConnect/>
- * Check out SBA's "Sub-Net": <http://web.sba.gov/subnet>. SubNet is equivalent of FedBizOps for subcontracting opportunities posted by primes.



Rules of Engagement – Tools

- * Check out Federal spending websites at: <http://www.fedspending.org> and <http://www.usaspending.gov>. Search contract and FA spending from 2000-2010 and where your money goes.
- * 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.
- * Scroll down to “**Offices and Facilities**” to get detailed missions of program elements.
- * From DOE's website – www.energy.gov; scroll down the left side to “**Doing Business with DOE**” – http://management.energy.gov/business_DOE.htm.



Doing Business with DOE – Tools

- * 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 (M&Os) and their mission – <http://management.energy.gov/1159.htm>
- * Recovery Act transparencies – <http://www.energy.gov/recovery/index.htm> or <http://recovery.gov>



Doing Business with DOE – Tools

- * Financial Assistance (FA) – www.grants.gov
 - * FA policy and guidance – http://management.energy.gov/policy_guidance/financial_assistance.htm
 - * OMB Grants Guidance – http://www.whitehouse.gov/omb/grants/grants_forms.html
 - * PADS-on-Line – <http://padsonline.energy.gov/>. Former DOE contract listing. No longer functional. Go to www.usaspending.gov and www.FPDS.gov.
- “ezSearch” from FPDS-NG is the preferred way to get contract listings



Doing Business with DOE – Tools

- * National Energy Technology Lab (NETL) and unsolicited proposals -- <http://www.netl.doe.gov/business/usp/unsol.html>
- * Strategic sourcing including “Inter-contractor Purchasing Team” (ICPT) – <http://management.energy.gov/1364.htm>
- * FedConnect – <https://www.fedconnect.net/FedConnect/>
- * DOE e-Center – <http://www.pr.doe.gov>
- * FedBizOps – <https://www.fbo.gov> only shows synopses
- * Federal and DOE procurement regulations and guidance – http://management.energy.gov/policy_guidance/procurement_acquisition.htm



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):
 1. Check FPDS-NG Standard NAICS code report specific for DOE.
 2. Drill down to get 6-digit NAICS code.
 3. Drill down further to get contracting activity.
 4. Drill down to get contract number. Now you know what and where DOE buys your services and current contracts numbers.
 5. Go to ezSearch, plug-in the contract number and get the contractor name and address.



How Do I Get a Contract With DOE?

- * Knowledge of what elements purchase – engage with elements, field office, and FMC Small Business Program Managers (SBPMs) – continued:
 6. Once you have completed numbers 1 through 6, you'll also have the program office.
 7. Contact OSDBU website to download small business program managers directory.
 8. ezSearch, plug-in the contract number and get the contractor name and address.
- * Study the mission of the program element or major site contractor.
- * Study budget rollouts of major program elements.



Appropriated Budget – Tools

(Dollars in 1000s)

Program Element	FY 2010 Current Approp.	FY 2011 Cong. Budget	Delta
Energy Efficiency and Renewable Energy (EE)	\$2,242,500	\$2,355,473	+5.0%
Environmental Management (EM)	\$6,007,854	\$6,047,000	+0.7%
NNSA	\$9,877,027	\$11,214,755	+13.5%
ARPA-E	0	\$299,966	+100%
Fossil Energy (FE)	\$951,133	\$760,358	-20.1%
Nuclear Energy (NE)	\$869,995	\$912,252	4.9%
Electricity Delivery and Energy Reliability (OE)	\$171,982	\$185,930	+8.1%
Science (SC)	\$4,903,710	\$5,121,437	+4.4%
Power Marketing Administrations	\$288,861	\$95,477	-66.9%
All Others	\$1,283,490	\$1,411,711	
Total DOE	\$26,596,552	\$28,404,359	+6.8%

Appropriated Budget – Tools

(Dollars in 1000s)

Program Element	FY 2010 Current Approp.	FY 2011 Cong. Budget	Delta
Weapons Activities	\$6,384,431	\$7,008,835	+9.8%
Defense Nuclear Nonproliferation	\$2,136,709	\$2,687,167	+25.8%
Infrastructure	\$1,873	\$2,024	7.5%
Naval Reactors	\$945,133	\$1,070,486	+13.3%
Office of Administrator	\$410,754	\$448,267	+9.1%
HBCUs		\$10,000	
Total NNSA	\$9,877,027	\$11,214,755	+13.5%
Total DOE	\$26,596,552	\$28,404,359	+6.8%

How Do I Get a Contract With DOE?

- * 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”.
 - Key personnel – past experience and past performance – Bench strength.
 - If requirement is steep, consider teaming – 13 CFR 121.103 or SBA Mentor Protégé participation 13 CFR 124.520 – <http://www.sba.gov/tools/index.html>.
 - Section “M” – Evaluation Criteria



How Do I Get a Contract With DOE?

- 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
- Need help? Contact PTACs at <http://wingovcon.com/ptacs.htm> or <http://www.aptac-us.org/new/>



Barriers

- ★ Security requirements – “Q” Clearance – DOE M 470.4-5 – http://www.hhs.energy.gov/SecPolicy/ss_faqs_archives.html

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- ★ Patent Infringement and Obtaining Licenses

- ★ Bonds (FAR 28.101), SBA Bond Guarantee Program – Bid Bonds, Performance Bonds, and Payment Bonds – http://www.sba.gov/aboutsba/sbaprograms/osg/OSG_HOWTOAPPLY_SBOND_GUARANTEE.html

- ★ Foreign Affiliations – Foreign Ownerships, Control or Influence (FOCI) – under risk to Defense and National Security resulting from FOCI. Contact Nick McNulty, 301-903-5287, nick.mcnulty@hq.doe.gov.



Good Advice

- ★ Never fish with program personnel. Don't ask if there are any business opportunities for your services. You are dealing with mission oriented personnel that are primarily interested in fulfilling their acquisition requirements. Market your services effectively. Go in as a solution.
- ★ Concentrate on being effective the first time you market your services. Do your homework, know your customers' mission and requirements before your first meeting.
- ★ Respond to sources sought synopses. Answer the questions as best as you can. It's the most accurate method to determine if responsible small business sources are available.
- ★ Accessibility is "Key". The faster you can be reached, the better-off you are.



Good Advice

- ★ “Up your procurement IQ”. Learn procurement regulations. The Federal Acquisition Regulation (FAR) is the rule book. Become friends with your local PTAC.
- ★ Become familiar with SBA’s regulations on teaming: 13 CFR 121.103 Exceptions to Rules of Affiliation or SBA’s Mentor Protégé Program 13 CFR 124.520
- ★ Attend procurement conferences, networking and matchmaking sessions.
- ★ Learn how to write effective proposals. Proposals are the level playing field. Proposals must clearly and convincingly demonstrate your skills.
- ★ “Keep on keeping-on”. Government contracting is a difficult arena but the rewards are lucrative. In FY 2009, DOE awarded a total of \$6 billion to small business concerns in prime and subcontracting opportunities.
- ★ Once you get a contract, do a good job. The “in get inner, and the out get outer”.



Office of Small and Disadvantaged Business Utilization (OSDBU)

- ★ 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 he 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 review of procurements over \$3M not reserved for small business participation.
- ★ Small Business Program Manager's Directory – http://smallbusiness.doe.gov/Our_People/Small_Business_Directories/small_business_directories.html



Office of Small and Disadvantaged Business Utilization (OSDBU)

- * Annual Secretary's Small Business Conference – <http://www.smallbusiness-outreach.doe.gov/> .



- * Quarterly 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.



About Us

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Useful 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.

Useful References

<https://www.fbo.gov>

- 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.

http://fedgov.dnb.com/webform/pages/reqDuns_phone.jsp

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

<http://www.ccr.gov>

- 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.

Useful References

<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.

http://www.sba.gov/idc/groups/public/documents/sba_homepage/serv_sstd_tablepdf.pdf

→ 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.

Useful References

<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.

Useful References

<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.

Useful References

http://www.usa.gov/Business/Business_Gateway.shtml

→ 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).

<http://www.usaspending.gov> and <http://www.fedspending.org>

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

<http://www.vetbiz.gov/>

→ Is the portal for Veterans in Business.

Useful References

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

→ H.R. 1 – The bill in regards to the American Recovery and Reinvestment Act of 2009.

<http://www.appropriations.senate.gov>

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

<http://www.finance.senate.gov/hearings/statements/012709mb.pdf>

→ 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.

<http://www.finance.senate.gov/hearings/statements/012709mb.pdf>

→ Website for the U.S. Senate Committee on Finance – Information on Legislation