



WHAT DOES DOE PURCHASE?

The Department purchases a wide variety of goods and services, including, but not limited to:

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



Office of Small and Disadvantaged Business Utilization
Office of Economic Impact and Diversity

1000 Independence Avenue, SW
Washington, DC 20585
<http://smallbusiness.energy.gov>
202.586.7377



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U.S. DEPARTMENT OF ENERGY (DOE) Business Model

DOE owns the land and facilities, and large facility management contractors (FMCs) manage and operate them on a daily basis. As a result, DOE, the largest civilian buying agency, has a workforce of approximately 15,000 and a contractor workforce of approximately 100,000.

The FMCs represent the primary procurement model utilized at DOE for the operations of its network of government owned contractor laboratories and other facilities. Through the FMC contracting model, DOE directs the mission-related areas and the overall performance objectives that it wants to accomplish. DOE obligates approximately 85% of its procurement dollars to FMCs.



Rules of Engagement

- **Register with Central Contractor Register (CCR):** <http://www.ccr.gov>.
- **Register with FedConnect** to view current business opportunities, receive solicitations, and submit proposals <http://www.fedconnect.net/FedConnect/>.
- **Review SBA's "Sub-Net":** <http://web.sba.gov/subnet>. SubNet is equivalent of FedBizOps for subcontracting opportunities posted by prime contractors.



- **Regularly Check DOE's Business Forecast:** <http://hqinc.doe.gov/forecast>. The forecast provides timely status information for ongoing prime contracting actions that are valued in excess of the simplified acquisition threshold. Data and information contained in the forecast should be considered as informational and planning purposes only – it does not represent a pre-solicitation synopsis, nor does it constitute an invitation for bid or request for proposal, or a commitment by the Government to purchase the described supplies and services.
- **Check the Federal Business Opportunities website:** <http://www.fbo.gov>, for specific information on doing business with the Department, including obtaining specific information regarding public announcements on initiated acquisitions, registering to receive a solicitation and submit proposals for specific transactions, and obtaining information and guidance on the Department's acquisition and financial assistance award processes.

DOE Annual Small Business Conference

- **Plenary Sessions** – Government, corporate, and business leaders will talk about how to work with the federal government on how to fulfill DOE requirements. Review the federal programs, mechanisms and training opportunities available to develop your business and maximize your potential.
- **Business Expo** – Showcase products and services to DOE's major Facility Management Contractors, national laboratories, small businesses, and other government exhibitors.
- **Matchmaking Forum** – Schedule one-on-one meetings with procurement representatives from DOE and DOE Facility Management Contractors and national laboratories. Match your business with several billion dollars in contracting and subcontracting opportunities.

Business Opportunity Sessions (BOS)

- BOS is an outreach program which connects Technical and Acquisition Officials with small businesses. The BOS program stimulates small business participation in DOE contract opportunities.
- On a recurrent basis, a BOS session is held at DOE Headquarters (Washington, DC). The BOS generally consists of:
 - ✓ Overview of "How to do Business with DOE".
 - ✓ Overview of target program offices in relation to their mission, as well as current and upcoming contract opportunities.
 - ✓ Networking Opportunities.
 - ✓ One-on-one matchmaking sessions.

If you are interested in attending a BOS, email BOS@hq.doe.gov or call 202.586.7377. Find out about upcoming Business Opportunity Sessions at: <http://smallbusiness.energy.gov>.