

HOW TO DO BUSINESS WITH THE DEPARTMENT OF ENERGY 101

Office of Small and Disadvantaged Business Utilization (OSDBU)

Business Opportunities Session
Charleston, West Virginia
November 14, 2011

**Presenter: Nickolas A. Demer
Senior Procurement Analyst**

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

-
- ★ Energy 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)
 - Nuclear Nonproliferation – Detect, secure, and dispose of vulnerable nuclear weapons
 - Conversion of high grade to low grade Uranium
 - Computational Analysis of nuclear warheads
- * **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 PROGRAM ELEMENTS

- ✖ List of Program Elements -
<http://energy.gov/search/site/program%20elements?gid=1>

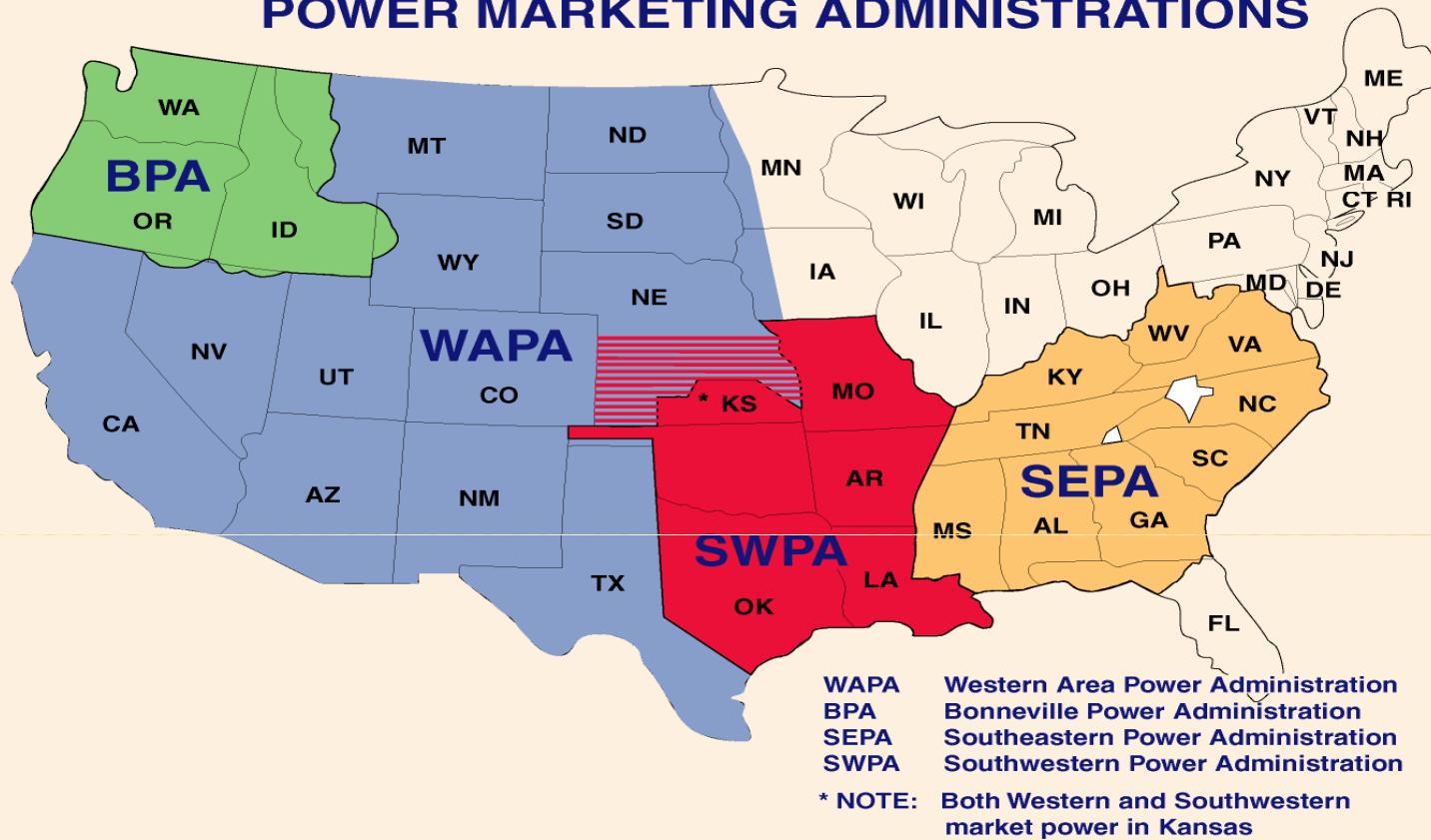
- ✖ List of Contracting Offices –
<http://energy.gov/search/site/management?gid=1>

- ✖ List of Facility management contractors -
<http://smallbusiness.doe.gov/gc/downloads/doe-facility-management-contracts>

MISSION 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
 - 2. SWPA – Southwestern Power Administration – headquartered in Oklahoma
 - 3. WAPA – Western Area Power Administration -- headquartered in Colorado – services a 15 state region of central and western U.S.

POWER MARKETING ADMINISTRATIONS



DOE'S BUSINESS MODEL

- ✖ DOE owns land and facilities, contractor employs research, development, and production personnel to achieve mission and manages facility.
- ✖ Consist of 85% of our procurement base, we retain only 15%
- ✖ DOE has 15,000 FTEs and 100,000 contractor workforce
- ✖ Not bundled (ref. FAR 2.1). They are sanctioned by FAR 17.6
- ✖ Limited Liability Corporations (LLC) – Only responsibility is to manage and operate specific facility
- ✖ Performance-based, Award Fee, and Award Term
- ✖ Approximately 40 FMCs, 16 of which are National Laboratories (NL)
- ✖ NLs are Federally Funded Research & Development Centers (FFRDCs) (ref. FAR 2.1).

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 flow to FMCs
 - FMCs do not follow FAR when they subcontract
 - Best commercial practices – Faster awards, Cannot be protested
- ✖ Conduct a Mentor-Protégé Program

Major DOE Laboratories and Field Facilities



DOE Facility Management Contracts

Facility	Owner	Contractor	Award Date	End Date	Options/Award Term	Ultimate Potential Expiration Date	Contract	FY Competed	Contract Document Internet Link/ Location	DOE Site Procurement Director	DOE Contracting Officer
INEEL (AMWTP Ops)	EM	Bechtel BWXT Idaho LLC (Under Protest)	6/15/1999	6/30/2011	2 three month option periods until protest resolved	9/30/2011	M&O	1999	http://www.id.energy.gov/PSD/AMWTPHomepage.html	Mike Adams 208-526-5277	Wendy Bauer 208-526-2808
Paducah Remediation	EM	LATA Environmental Services of Kentucky	4/22/2010	7/21/2015		7/21/2015	Site Clean up	2009	http://www.emdco.doe.gov/doe/contracting/primecontracts.php	Pam Thompson 859-219-4056	Bill Creech 859-219-4044
West Valley Demonstration Project	EM	West Valley Environmental Svcs	6/29/2007	6/30/2011		6/30/2011	Site Clean up	2007	http://www.emdco.doe.gov/doe/contracting/primecontracts.php	Ralph Holland 513-246-0550	Derrick Franklin 513-246-0103
Argonne National Laboratory	SC	UChicago Argonne, LLC	7/31/2006	9/30/2011	4 yrs Award Term Earned/Additional 11 yrs Award Term Available	9/30/2026	M&O	2006	http://www.anl.gov/contract/	Patricia Schuneman 630-252-2956	Sergio Martinez 630-252-2075 Kristin Palmer 630-252-2127
Oak Ridge Environmental Management	EM	Bechtel Jacobs Co LLC	12/18/1997	12/31/2011		12/31/2011	Environmental Mgmt	1998	http://www.oakridge.doe.gov/external/home/Procurement/RecentAwards/idx03_Default.aspx	Barbara Jackson 865-576-0976	Karen Shears 865-241-6411
Ames National Laboratory	SC	Iowa State University	12/4/2006	12/31/2011	4yrs Award Term Earned/Additional 11 yrs Award Term Available	12/31/2026	M&O	2007	http://www.ameslab.gov/operations/resources/contract	Patricia Schuneman 630-252-2956	Jennifer Stricker 630-252-2408
Fermi National Accelerator Center	SC	Fermi Research Alliance LLC	11/1/2006	12/31/2011	4 yrs Award Term Earned/Additional 11 yrs Award Term Available	12/31/2026	M&O	2007	http://doe.lib.uic.edu/foia_frd2.html	Patricia Schuneman 630-252-2956	Rory Simpson 630-840-5441 Lisa Rogers 630-840-4288
Waste Isolation Pilot Plant	EM	Washington TRU Solutions	12/14/2000	9/30/2012		9/30/2012	M&O	2001	http://www.wipp.energy.gov/library/doe/M&OContracts/WT8520/index.pdf	David Garcia 575-234-7315	Art Welton 575-234-7461
SLAC National Accelerator Laboratory	SC	Stanford University	1/25/1981	9/30/2017		9/30/2017	M&O	1981	http://www.group.slic.stanford.edu/legal/contact.asp	Barbara Jackson 865-576-0976	Tyndal Linder 650-926-5076
Pacific Northwest National Laboratory	SC	Battelle Memorial Institute	12/30/2002	9/30/2017		9/30/2017	M&O	1965	http://doeprimecontract.pnl.gov/	Barbara Jackson 865-576-0976	Ryan Kibury 509-372-4030
Idaho Clean Up Project	EM	CH2M-WG Idaho, LLC	3/23/2005	9/30/2012		9/30/2012	Site Clean up	2005	http://www.id.energy.gov/doe/ICPContracts/ICPHomepage.html	Mike Adams 208-526-5277	Maria Mitchell 208-526-8600
222-S Laboratory Analytical Services	EM	Advance Tech. & Laboratory Svcs Int'l	11/20/2009	1/2/2012	3 -1 year option periods	1/2/2015	Facility Mgmt	2009	http://www.hanford.gov/page.cfm/DOEDRContracts	Marc McCusker 509-376-2780	Susan E. Bechtol 509-376-3388
Strategic Petroleum Reserve	FE	Dyn McDermott Petroleum Ops. Co.	1/28/2003	3/31/2013		3/31/2013	M&O	2003	http://www.spr.doe.gov	Gary C. Landry 504-734-4660	Kelly Gelo 504-734-4343
Savannah River Site	EM	Savannah River Nuclear Solutions LLC	1/10/2008	7/31/2013	5 year option period available out to 7/31/2018	7/31/2018	M&O	2008	Not currently available	Craig Armstrong 803-952-9345	James Lovett 803-952-9929
Plateau Remediation Contract (Hanford)	EM	CH2M Hill Plateau Remediation LLC	6/19/2008	9/30/2013	one 5 year option out to 9/30/2018	9/30/2018	Site Clean up	2008	http://www.hanford.gov/page.cfm/1046	Andrew Wirkkala 509-376-7271	Jenise Connerly 509-376-8362
National Renewable Energy Laboratory	EERE	Alliance for Sustainable Energy (ASE)	7/29/2008	9/30/2013	one 5 Yr Option Available	9/30/2018	M&O	2008	http://www.eere.energy.gov/eere/NREL_prime.aspx	Jamie Harris 303-275-4762	Steve Scott 303-275-4724
Tank Operations Contract (ORP)	EM	Washington River Protection Solutions LLC	5/29/2008	9/30/2013	3 year Option and 2 year Option Available	9/30/2018	Site Clean up	2008	http://www.hanford.gov/page.cfm/DOEDRContracts	Marc McCusker 509-376-2780	Susan E. Bechtol 509-376-3388
Civ. Radioactive Waste Repos. (Yucca Mountain)	RW	USA-Repository Services	3/31/2009	3/31/2014	5 Yr Option Available	3/31/2019	M&O	2009	Not currently available	Barbara Jackson 865-576-0976	Jim McDaniel 865-241-6333
Princeton Plasma Physics Laboratory	SC	The Trustees of Princeton University	4/1/2009	3/31/2014	2 yr Award Term Earned/Additional 3 yrs Award Term Available	3/31/2019	M&O	2009	http://www.ppl.gov/pplContracts.cfm	Patricia Schuneman 630-252-2956	Ray Kimble 609-243-3707 Kim Tafe 609-243-3708 Sarah Lawson 609-243-3705
Lawrence Berkeley National Laboratory	SC	The Regents of the University Of California	4/19/2005	5/31/2014	6 yr Award Term Earned/Additional 9 yrs Award Term Available	5/31/2025	M&O	2005	http://labs.ucop.edu/labprimecontracts/	Patricia Schuneman 630-252-2956	Maria Robles 510-495-2552 Spencer Peterson 510-486-6626
Savannah River Liquid Waste Disposition	EM	Savannah River Remediation LLC	7/1/2009	6/30/2015	one 2 yr option period out to 7/1/2017	6/30/2017	Environmental Mgmt	2008	Not currently available	Craig Armstrong 803-952-9345	James Hawkins 803-952-8802
Idaho National Laboratory	NE	Battelle Energy Alliance LLC	11/9/2004	9/30/2014	option period, not to exceed 9/30/2019	9/30/2019	M&O	2005	http://www.id.energy.gov/NE/INLContract/INLHomepage.html	Mike Adams 208-526-5277	Suzette M. Olson 208-526-5385
Mission Support (Hanford)	EM	Mission Support Alliance LLC	4/26/2009	8/23/2014	3 year option and 2 year option available to 9/30/2019	8/23/2019	Site Clean up	2009	http://www.hanford.gov/page.cfm/1046	Andrew Wirkkala 509-376-7271	Alan Hopko 509-376-2031
Brookhaven National Laboratory	SC	Brookhaven Science Associates, LLC	1/5/1998	1/4/2015		1/4/2015	M&O	1998	http://www.bnl.gov/prime/	Patricia Schuneman 630-252-2956	Robert Gordon 631-344-3346 Evelyn Landini 631-344-7812
Portsmouth Facility Support Services	EM	Wastren EnergX Mission Support LLC	12/22/2009	3/15/2015		3/15/2015	Site Management	2009	http://www.emdco.doe.gov/doe/contracting/primecontracts.php	Pam Thompson 859-219-4056	Dan Burke 859-219-4052
Paducah Infrastructure	EM	Swift & Staley Mechanical Contractors	12/16/2009	3/15/2015		3/15/2015	Site Management	2009	http://www.emdco.doe.gov/doe/contracting/primecontracts.php	Pam Thompson 859-219-4056	Bill Creech 859-219-4044
Oak Ridge National Laboratory	SC	UT Battelle LLC	10/18/1999	3/31/2015		3/31/2015	M&O	1999	http://www.ornl.gov/adm/prime_contract/UT-BattelleContract.htm	Barbara Jackson 865-576-0976	Mark Million 865-576-4523
Thomas Jefferson Nat'l Accelerator Facility	SC	Jefferson Science Associates LLC	4/14/2006	5/31/2015	4 yrs Award Term Earned/Additional 11 yrs Award Term Available	5/31/2026	M&O	2006	http://tsfa.org/intel/contracts/index.htm	Barbara Jackson 865-576-0976	Wayne Skinner 757-269-7143

DOE Facility Management Contracts

Facility	Owner	Contractor	Award Date	End Date	Options/Award Term	Ultimate Potential Expiration Date	Contract	FY Competed	Contract Document Internet Link/ Location	DOE Site Procurement Director	DOE Contracting Officer
River Corridor Closure	EM	Washington Closure Hanford LLC	3/23/2005	9/30/2015		9/30/2015	Site Clean up	2005	http://www.hanford.gov/page/1046	Andrew Wirkkala 509-376-7271	Jeff Short 509-376-2882
Waste Treatment Plant	EM	Bechtel National Inc	12/11/2000	8/15/2019		8/15/2019	Facility Construction/Ops	2001	http://www.hanford.gov/page/1046	Marc McCusker 509-376-2760	Ronnie L. Dawson 509-372-0098
Portsmouth Decontamination & Decommissioning	EM	Fluor-B&W-Portsmouth LLC	8/16/2010	11/14/2015	5 yr Option Period	11/14/2020	Site Clean up	2010	http://www.emcbc.doe.gov/dept/contracting/primecontracts.php	Pam Thompson 859-219-4056	RJ Bell 859-219-4055
Lawrence Livermore National Laboratory	NNSA	Lawrence Livermore National Security, LLC	5/9/2007	9/30/2015	1 yr Award Term earned/ additional 12 yrs Award Term available	9/30/2027	M&O	2007	http://www.doeal.gov/moco/LawrenceLivermoreLabT.aspx	Dan Saliz 845-4024	505-925-423-8050
Los Alamos National Laboratory	NNSA	Los Alamos National Security LLC	12/21/2005	9/30/2015	2 yrs Award Term Earned/ 11 yrs Award Term Available	9/30/2026	M&O	2006	http://www.doeal.gov/moco/LANLT.aspx	Dan Saliz 845-4024	505-845-1244
Bettis/Knolls Atomic Power Laboratory	NNSA	Bechtel Marine Propulsion	9/18/2008	9/30/2013	5 year option out to 9/30/2018	9/30/2018	M&O	2009	http://www.doeal.gov/MOCD/NavalReactorsT.aspx	Dan Saliz 845-4024	505-781-6237
Nevada Test Site	NNSA	National Security Technologies, LLC	3/28/2006	9/30/2013	2 yr. award term earned/addl 3 years available	9/30/2016	M&O	2006	http://www.energy.gov/about/business/contracts.aspx	Darby Dieterich 845-4024	505-702-295-1560
Sandia National Laboratories	NNSA	Sandia Corporation	9/30/2003	9/30/2012	4 yrs Award Term Earned/ No additional terms available	9/30/2012	M&O	1993	http://www.doeal.gov/moco/SNL_M2007.aspx	Dan Saliz 845-4024	505-845-4096
Kansas City Plant	NNSA	Honeywell International Inc	10/19/2000	12/31/2010	NOTE: Extensions In Process	12/31/2015	M&O	2001	http://www.doeal.gov/moco/KansasCityPlant.aspx	Dan Saliz 845-4024	505-816-997-3912
Pantex Plant	NNSA	B&W Pantex LLC	7/28/2000	9/30/2010	NOTE: Extensions In Process	3/31/2012	M&O	2000	http://www.doeal.gov/moco/PantexPlant.aspx	Dan Saliz 845-4024	505-806-447-4601
Oak Ridge Y-12 Site	NNSA	B&W Y-12 LLC	8/31/2000	9/30/2010	NOTE: Extensions In Process	3/31/2012	M&O	2000	http://www.doeal.gov/moco/Y12T.aspx	Dan Saliz 845-4024	505-865-576-0760
<i>Bold Italic = FFRDC</i>											

What Does DOE Buy?

- * 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

What Does DOE Buy?

- * 236220 – Commercial and Institutional Building Construction
 - * 234990 – All Other Heavy Construction
 - * 325188 – All Other Basic Inorganic Chemical Manufacturing
 - * 541690 – Other Scientific and Technical Consulting Services
 - * 233310 – Manufacturing and Industrial Building Construction
 - * 541513 – Computer Facilities Management Services
 - * 213112 – Support Activities for Oil and Gas Operations
 - * 561990 – All Other Support Services
 - * 514210 – Data Processing Services
 - * 332710 – Machine Shops
- Check FPDS-NG NAICS Code Standard Report at:
<https://www.fpds.gov>

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>
- ✖ Check out FedBizOpps: <https://www.fbo.gov> for synopsized acquisitions.
- ✖ 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

- ✖ 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 to bottom of www.energy.gov and link to Small Business. This is the Office of Small and Disadvantaged Business Utilization.

DOING BUSINESS WITH DOE

- ✖ Link to the OSDBU Page - <http://smallbusiness.doe.gov>
 - ➔ Small Business Program Managers Directory
 - ➔ Procurement Technical Assistance Centers (PTAC)s
 - ➔ SBA website
 - ➔ DUNS Data Universal Numbering System
 - ➔ NAICS Codes
 - ➔ DOE Business Forecast - <http://hqinc.doe.gov/Forecast>
 - ➔ SBOT – Small Business Outreach Tool
 - ➔ GSA - Information on how to become a FSS contract holder
 - ➔ SBA's Sub-Net – Subcontracting Opportunities
 - ➔ DOE's Mentor Protégé Program (MPP)
 - ➔ Annual Conference, Expo. And Matchmaking
 - ➔ BOS – Business Opportunities Sessions

DOING BUSINESS WITH DOE

- ✖ www.Energy.gov -- bottom of page
 - ➔ Budget and Performance
 - ➔ Directives
- ✖ <http://energy.gov/management/office-management/operational-management/procurement-and-acquisition/guidance-procurement> --
“Guidance for Procurement Officials”
 - ➔ Acquisition regulations, policies, and flashes
 - ➔ Federal Acquisition Regulation
 - ➔ Small Business and Teaming arrangements
 - ➔ Financial Assistance
 - ➔ Unsolicited Proposals
 - ➔ Contracting for Support Services
- ✖ <http://energy.gov/oe/technology-development/small-business-innovation-research-sbir> -- SBIR/STTR

DOING BUSINESS WITH DOE

- ✖ List of Program Elements -
<http://energy.gov/search/site/program%20elements?gid=1>

- ✖ List of Contracting Offices –
<http://energy.gov/search/site/management?gid=1>

- ✖ List of Facility management contractors -
<http://smallbusiness.doe.gov/gc/downloads/doe-facility-management-contracts>

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 Small Business Program Managers (SBPMs) of Program Elements and Facility Management Contractors –
 - ✖ Business Forecast, SBPM Directory
 - ✖ Small Business Outreach Tool (SBOT)
 - ✖ Allow yourself sufficient time to prepare for the competition (1-2 years)
 - ✖ Check Program Offices Budget Rollout

SMALL BUSINESS OUTREACH TOOL (SBOT)

The screenshot shows the homepage of the SBOT website. At the top, there's a green header bar with the title "SMALL BUSINESS OUTREACH TOOL". Below it is a navigation bar with a "HOME" button and a note: "It is recommended that users read the Using SBOT Section below PRIOR to navigating SBOT." The main content area has a green background and contains several sections:

- Using SBOT**: A section featuring three blue circular icons labeled "GOALS", "OPPORTUNITIES", and "MARKETING DOE", with the text "SBOT" below them.
- ABOUT DOE**: History of DOE, its business model, and list of DOE Program, Operations, & Staff Offices, Laboratories, Centers, & Facilities and Administrations (recommended for those new to DOE Community).
- OSDBU**: Overview of the Office of Small Business Utilization and links to Small Business Program Information & materials.
- HOW DOE BUYS**: Summary of DOE business model and buying process (recommended for those new to DOE Community).
- MARKETING DOE**: Overview of the major North American Industrial Classification System (NAICS) sectors. Users select a NAICS sector to review the industrial segments within that sector. Users can then generate a breakout, which is a list of DOE facilities or offices that procure the corresponding goods or services.
- LOCATION MAP**: A nationwide map of DOE locations by State. By selecting a State, a list of DOE facilities and Offices are displayed, from which Users can select a specific facility or office or generate a breakout for the selected State.
- OPPORTUNITIES**: A breakout of what DOE buys by facility, categorized as Recurring or As Needed. The breakouts define opportunities for Small Businesses. The Master Opportunities breakout (shown as Opportunities on the SBOT MENU) is a large file (110+ pages in Adobe pdf). Smaller Breakouts for individual States or NAICS Sectors can be found through the [Marketing DOE](#) or [Location](#) pages.
- ABOUT YOU**: A voluntary information request about your business (Adobe pdf).
- SBOT FEEDBACK**: For submitting comments or recommendations about SBOT (Adobe pdf).
- DOE FORECAST**: List of potential DOE requirements, including prime and subcontracting.
- NNSA FORECAST**: List of potential NNSA requirements, including prime and subcontracting.
- SBIR / STTR**: Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) are U.S. Government programs in which federal agencies with large research and development (R&D) budgets set aside a small fraction of their funding for competitions among small businesses only. Small businesses that win awards in these programs keep the rights to any technology developed and are encouraged to commercialize the technology.
- ENERGY.GOV**: Link to DOE Home Page.
- SITE INDEX**: A listing of all website pages.

4/27/2011

BUDGET ROLL OUT

(DOLLARS IN 1,000S)

Program Element	FY 2010 Current Appropriation	FY 2012 Cong. Budget Request	Delta 2012 vs. 2010
Energy Efficiency and Renewable Energy (EE)	\$2,216,392	\$3,200,053	+44.4%
Environmental Management (EM) Civilian Radioactive Waste Management	\$6,005,894 \$196,800	\$6,130,071 \$0	+2.1% -100%
NNSA Health, Safety and Security	\$9,873,640 \$443,882	\$11,782,930 \$456,482	+19.3% +2.8%
ARPA-E	0	\$650,011	+100%
Fossil Energy (FE)	\$938,520	\$520,707	-44.5%
Nuclear Energy (NE)	\$857,936	\$852,528	-0.6%
Electricity Delivery and Energy Reliability (OE)	\$168,484	\$237,717	+41.1%
Science (SC) Legacy Management	\$4,963,887 \$190,802	\$5,416,114 \$170,100	+9.1% -10.8%
Power Marketing Administrations Corporate Management	\$99,477 \$350,297	\$85,080 \$305,384	-14.5% -12.8%
All Others	\$119,662	-\$260,447	-117.7%
Total DOE	\$26,425,673	\$29,546,730	+11.8%

HOW DO I GET A CONTRACT WITH DOE?

- ✖ Intelligence gathering and doing 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>

HOW DO I GET A CONTRACT WITH DOE?

- ✖ Check the Section “M” Evaluation Criteria.
 - 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/>

ENERGY'S ROAD BUMPS

- ✖ 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.
- ✖ 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, O 442.1) –
<http://www.energy.gov/safetyhealth/facilitsafety.htm>
→ Kathy McCarty
301-903-8812
Kathy.mccarty@hq.doe.gov
- ✖ Environmental Hazards and Site Access – Radiation
<http://www.em.doe.gov/Pages/Safety.aspx>

ENERGY'S ROAD BUMPS

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

Diana Samuelson, Small Business Program Manager
Phone: (301) 903-5117
E-Mail: diana.samuelson@hq.doe.gov
- ✖ 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
- ✖ Contact Surety Bond Producer Firms – Construction Bonds, Inc., Herndon, VA 20170, 703-934-1000

DOE OSDBU STAFF

Main Phone: 202-586-7377; Fax: 202-586-3075

- ✖ Dr. Brenda DeGraffenreid, Acting Associate OSDBU, 202-586-4620,
Brenda.DeGraffenreid@hq.doe.gov
- ✖ Nickolas A. Demer, Mentor-Protégé Program Manager and Senior Procurement Analyst, 202-586-1614, Nickolas.Demer@hq.doe.gov
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