



Doing Business with the U.S. Department of Energy

Office of Small and Disadvantaged Business Utilization

Nicola Ohaegbu, Procurement Analyst

**Office of Small and Disadvantaged Business
Utilization (OSDBU) and Oak Ridge National
Laboratory (ORNL) Virtual Forum
January 19, 2022**





Overview

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History and Mission

Ensure America's security and prosperity by addressing its energy, environmental, and nuclear challenges through transformative science and technology solutions.

Energy

Catalyze the timely, material, and efficient transformation of the nation's energy system and secure U.S. leadership in energy technologies.

Science and Innovation

Maintain a vibrant U.S. effort in science and engineering as a cornerstone of our economic prosperity with clear leadership in strategic areas.

Nuclear Safety and Security

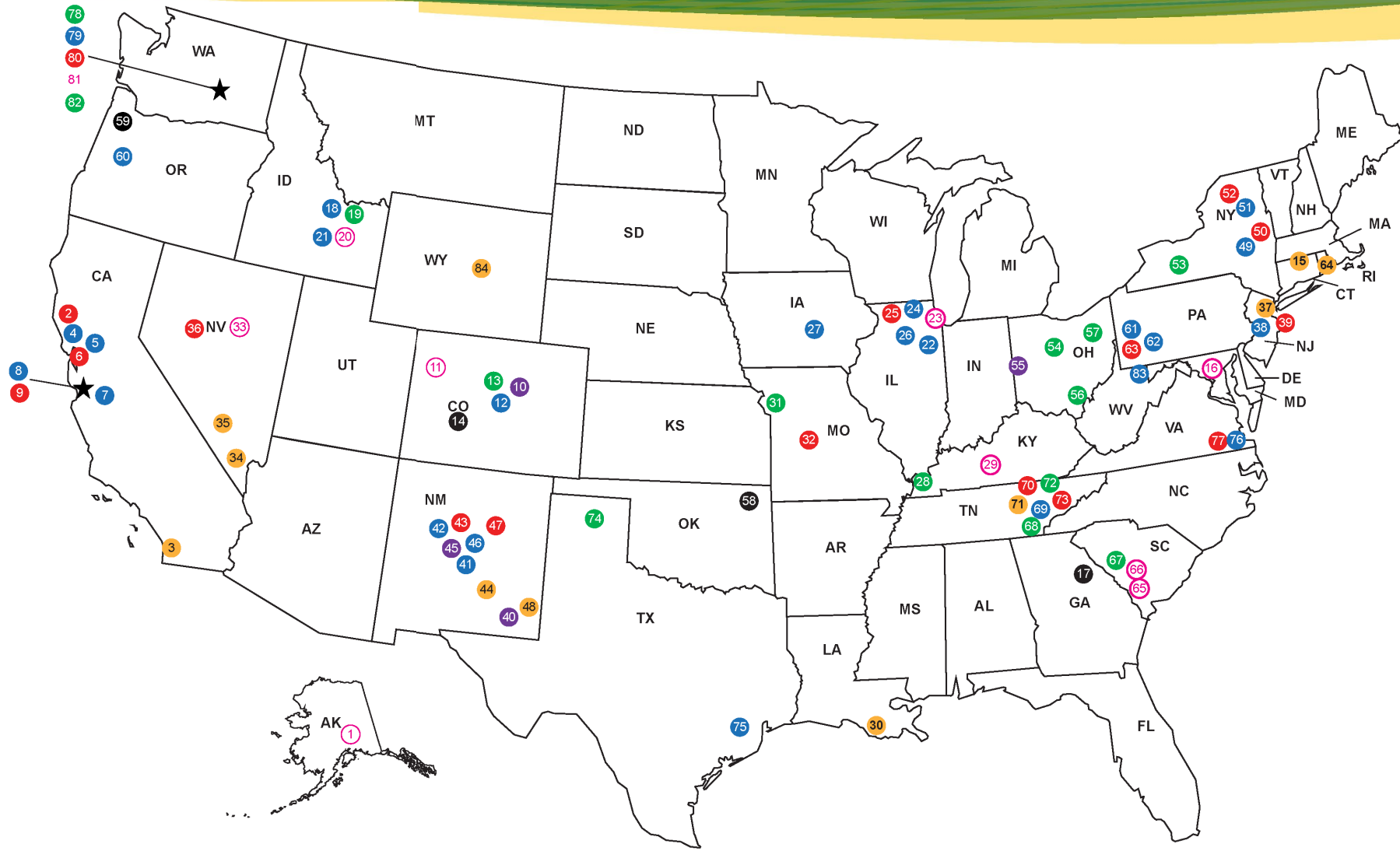
Enhance nuclear security through defense, nonproliferation, and environmental efforts.

Management and Operational Excellence

Establish an operational and adaptable framework that combines the best wisdom of all Department stakeholders to maximize mission success.



DOE/NNSA Sites



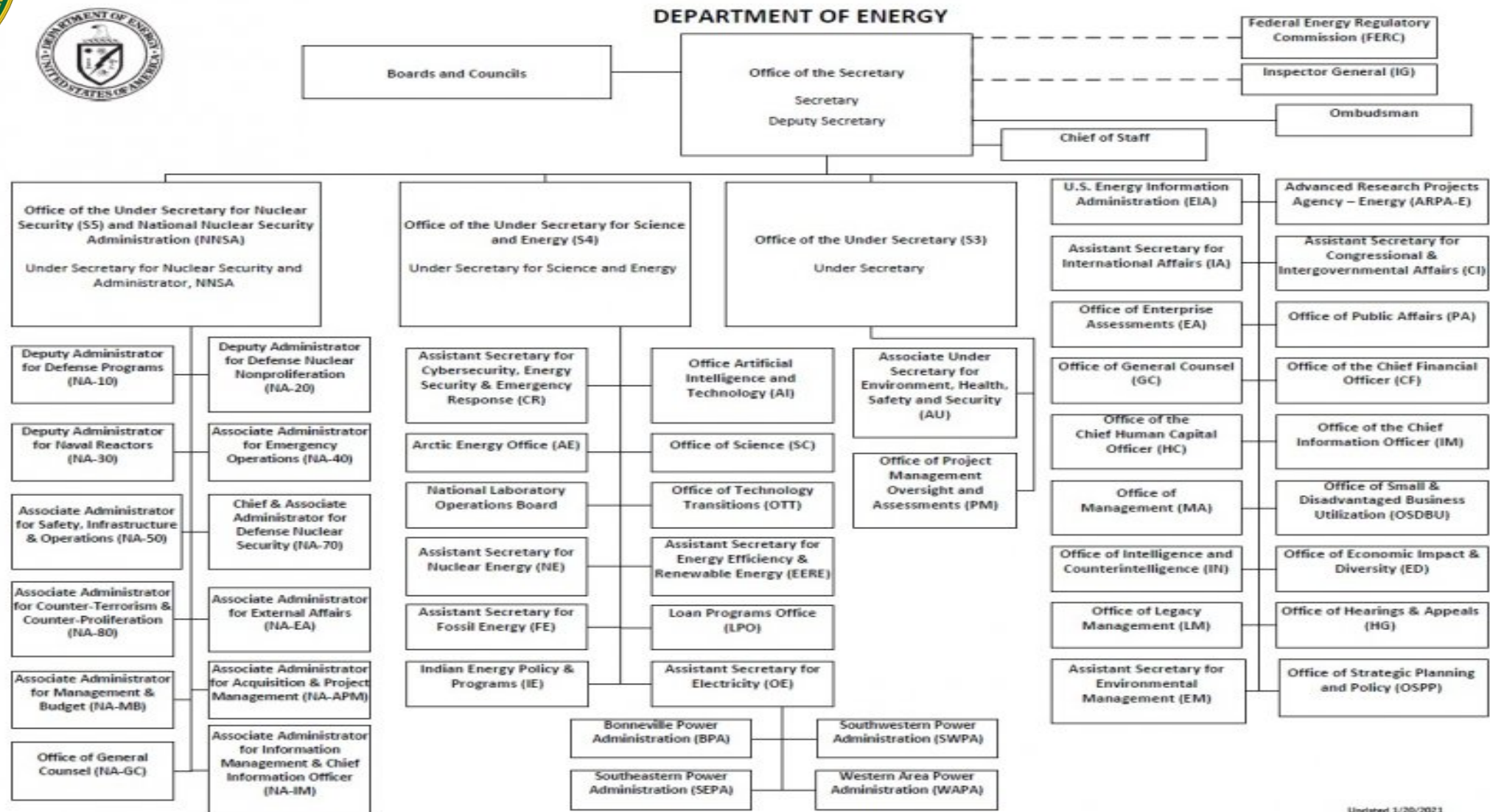
Legend

Operations Offices	Production/Cleanup	Site or Project Offices	Power Administrations	Laboratories	Field Offices	Special Purpose Sites or Offices	Service Business Center
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as of Nov 2017



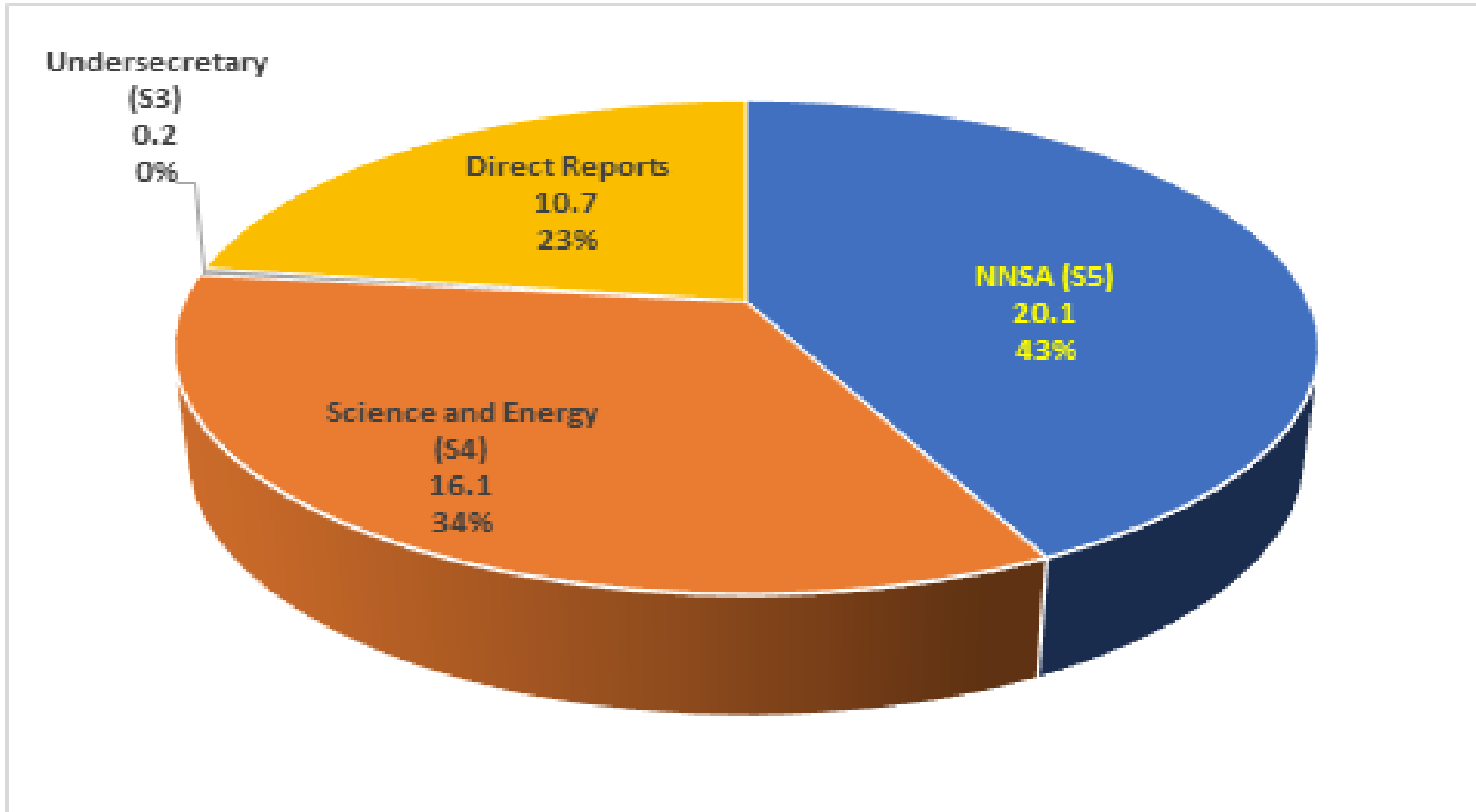
DOE Organization Chart



Updated 1/20/2021



FY 2021 Budget





Unique Operating Environment

- 2 Senior Procurement Executives
- 14 Heads of Contracting Activity
- Multiple SBA Procurement Center Representatives
- Over 20 Different Acquisition Forecasts
- 22 M&Os (Management and Operating sites)
- 37 Site Facility Management Contracts
- 80+ Small Business Program Managers
- DOE Mentor-Protégé Program – 40+ protégés participated in FY 2021



OSDBU Mission and Commitment

OUR MISSION

Maximize contract opportunities for small businesses while advancing the Agency's missions.

OUR COMMITMENT

O: Open the lines of communication through outreach and training.

S: Serve as small business advocates.

D: Deliver useful information.

B: Build public and private industry relationships.

U: Utilize DOE Programs and best practices.





OSDBU Strategic Objectives

OSDBU OBJECTIVES

OBJECTIVE #1

**Simplify Doing
Business with DOE**

OBJECTIVE #2

**Maximize
SB Opportunities**

OBJECTIVE #3

**Maximize
SB Awards**



OSDBU Staff
& SBPMs



Education/
Resources



Inreach/
Outreach



Compliance
Requirements

ENABLING ACTIVITIES

DOE P 547.1, *Small Business First Policy*

“The Department of Energy (DOE) will foster a dynamic business environment for the small business community, which includes small, veteran-owned, service-disabled veteran-owned, HUBZone, small disadvantaged, and women-owned small business concerns. This will widen the scope of opportunities that small businesses can participate in, while also strengthening the Agency, and in turn, the American economy.”



DOE's Small Business Accomplishments

DOE exceeded its FY 2020 statutory prime and subcontracting small business goals and achieved its highest small business obligations to date

- \$8.7B obligated to small businesses in FY 2020 (of \$35.5B total)
 - \$5.1B in direct prime and first-tier M&O subcontract small business awards
 - \$3.6B in direct subcontract small business awards
- 1 in 4 contract dollars awarded to small businesses

Total Small Business Obligations (Prime + MOSRC* + Subcontracts)	
FY 2015	\$5.7B
FY 2016	\$6.5B
FY 2017	\$6.85B
FY 2018	\$6.16B
FY 2019	\$7.68B
FY 2020	\$8.7B

* Management & Operating Subcontract Reporting Capability



What DOE Buys

Top 5 NAICS* Codes – Prime

- 562910 – Remediation Services
- 541611 – Administrative Management and General Management Consulting Services
- 541330 – Engineering Services
- 561210 – Facilities Support Services
- 541513 – Computer Facilities Management Services

Top 5 NAICS Codes – Subcontracting

- 541330 – Engineering Services
- 541990 – Professional Services
- 541715 – Research and Development in the Physical, Engineering, and Life Sciences
- 562910 – Remediation Services
- 611710 – Educational Services

* North American Industry Classification System Codes



How DOE Buys

- Full & Open Competition
- Full & Open Competition After the Exclusion of Sources (SB Set-asides)
- Other than Full & Open Competition (Non-competitive)
- Simplified Acquisition Procedures (SAP)
- Pre-positioned competitive contracts i.e., General Service Administration (GSA) Federal Supply Schedules (FSS)
- Category Management strategic contracts, Blanket Purchases Agreements (BPAs), Indefinite Delivery Contracts, etc.
- Unsolicited Proposals
- Financial Assistance Opportunities in addition to DOE procurements



Key Programs

Small Business Innovation Research/ Small Business Technology Transfer (SBIR / STTR)

The OSDDBU partners with SBIR/STTR staff, to guide small businesses to help conduct DOE R&D.

- Phase 0 resources help first-time applicants engage w/ DOE SBIR/STTR
- Phase I-III awards develop and commercialize proposals
- DOE SBIR/STTR topics: <https://science.osti.gov/sbir/About>
- DOE SBIR/STTR Point of Contact: SBIR-STTR@science.doe.gov
- ARPA-E's SBIR/STTR program: [Home | arpa-e.energy.gov](http://arpa-e.energy.gov)



Key Programs

DOE Unsolicited Proposal Program

- An unsolicited proposal is an application for support of an idea, method, or approach, which is submitted based solely on the proposer's initiative rather than response to a DOE solicitation
- Funding of unsolicited proposals is considered a noncompetitive action.
- Federal Acquisition Regulation Subpart 15.6 addresses unsolicited proposals
- DOE considers proposals in all areas of energy and energy-related research and development with emphasis on long-term, high-risk, high-payoff technologies. DOE may accept an unsolicited proposal if it:
 - Demonstrates a unique and innovative concept or a unique capability of the submitter
 - Offers a concept or service not otherwise available to the Federal government
 - Does not resemble the substance of a recent, current or pending competitive solicitation.
- The "[Guide for the Submission of Unsolicited Proposals](#)" provides more information on the unsolicited proposal process
- For more information on Unsolicited Proposals, please contact DOEUSP@NETL.DOE.GOV



Key Programs

DOE Mentor-Protégé Program (MPP)

- Increases participant's capabilities to better perform and compete for DOE prime contracts and subcontracts
- Focused on helping disadvantaged and other socio-economic small businesses
- Utilizes Subcontracting for Protégés' development

Participation in the MPP is a contractual requirement for many large dollar DOE Facility Management Contracts

For more MPP Info: <https://www.energy.gov/osdbu/programs/mentor-protég-program>



Prime Opportunities

- DOE's Headquarters and Federal Field Office Acquisition Forecast contains a list of upcoming prime contracting opportunities
- DOE is determined to set aside opportunities for small business, minority business, 8(a) participants, Historically Underutilized Business Zone (HUBZone) small business concerns, Service-Disabled Veteran-Owned (SDVOSB) small business concerns, and Women-Owned Small Business (WOSB) concerns
- Prime contract opportunities can be found at <https://www.energy.gov/osdbu/articles/acquisition-forecast>



Subcontracting Opportunities

- Approximately 80% of DOE's annual procurement base is allocated to the Agency's Management and Operating Contractors (M&Os), also commonly referred to as Facility Management Contractors (FMCs).
- DOE Prime Contractors are interested in subcontracting with all categories of small business, minority business, 8(a) participants, HUBZone, SDVOSB, WOSB small business concerns
- The 47 DOE/NNSA Site FMC links to subcontracting opportunities can be found at <https://www.energy.gov/osdbu/acquisition-forecast>
- Supply Chain Management Center (SCMC): <https://thescmcgroup.com/>



Positioning for Subcontract Opportunities

To determine if opportunities exist for your company with DOE prime contractors, we recommend you prepare yourself as follows:

- Research the company and procurement opportunities to determine the right fit
- Register in the Primes' Supplier Registration database, if required
- Email each Prime's point of contact with your interest in subcontracting opportunities. Briefly explain how you believe you can assist the Prime
- If you meet with a Prime, be prepared, and most important, be on time
- Follow-up with additional information, if required



How to Increase Your Success

LEVERAGE

- Engage SBA, Small Business Development Centers, Procurement Technical Assistance Centers, Minority Business Development Centers and other small business advocates
- Understand and pursue Key DOE Programs like MPP
- Join Trade Organizations
- Review DOE OSDBU Small Business Toolbox
- Engage OSDBU and sites' Small Business Program Managers

PREPARE

- Learn what products and services DOE buys at its different sites
- Review DOE and Major Contractor acquisition forecasts and SAM.gov
- Ensure socio-economic certifications and security classifications are current
- Know your business/industry
- Stay current with regulations, laws, policy, etc.
- Establish teaming arrangements, joint ventures, etc.
- Create strong capability statement

TARGET

- Market/match up your capabilities against DOE/Prime requirements
- Pursue low dollar requirements to build past performance
- Pursue all levels of opportunities
- Participate in outreach events
- Adequately respond to Sources Sought/Request for Information/Request for Proposals
- Register in DOE Supplier databases



DUNS-UEI Transition

- In April 2022, the federal government will transition away from using DUNS Numbers to the new Unique Entity ID (UEI) for federal award management:
- This change will formally take effect in the Integrated Award Environment (IAE) systems (SAM.gov, FPDS, eSRS, FSRS, FAPIIS, and CPARS) on **April 4, 2022**
- This change is streamlining the entity registration process and making it easier for entities to do business with the federal government.
 - This change simplifies the process of registering your organization to do business with the federal government.
 - Entities will be assigned an identifier during registration; you will not need to go to a third party to obtain an identifier or to get help.
 - If your prime is required to report on subcontracting dollars, subcontractors will need an UEI.
- If you are registered in SAM.gov, you've been assigned an UEI and it's viewable in SAM.gov
- GSA provides a detailed briefing on transition to UEI [Stakeholder Forum Recap: The New Unique Entity ID in SAM.gov | Interact \(gsa.gov\)](#) and the [Federal Service Desk \(FSD\)](#) additional offers resources and FAQs to help with UEI transition on IAE systems



Important Links

- **System for Award Management:** <http://sam.gov/>
- **Fedconnect:** <https://www.fedconnect.net/FedConnect/Default.htm>
- **DOE OSDBU Small Business Toolbox:** [Small Business Toolbox | Department of Energy](#)
- **DOE Acquisition Forecasts:** <https://www.energy.gov/osdbu/acquisition-forecast>
- **DOE Small Business Program Managers Directory:** <https://www.energy.gov/osdbu/articles/small-business-program-managers-directory>
- **DOE Small Business Innovation Research and Small Business Technology Transfer:** <https://science.energy.gov/sbir/>
- **DOE Unsolicited Proposal Program:** <https://www.netl.doe.gov/business/unsolicited-proposals>
- **DOE MPP:** [Mentor-Protégé Program | Department of Energy](#)
- **Alleged Undue Restriction:** <https://www.energy.gov/osdbu/small-business-services/submit-notice-alleged-undue-restriction>
- **U.S. Small Business Administration:** <https://www.sba.gov/>
- **Procurement Technical Assistance Centers:** <https://www.aptac-us.org/>
- **Minority Business Development Centers:** [MBDA Programs | Minority Business Development Agency](#)
- **North American Industry Classification System (NAICS):** <https://www.census.gov/eos/www/naics>
- **General Services Administration:** <https://www.ebuy.gsa.gov/ebuy/>
- **Federal Grants:** www.grants.gov



CY 2022 Outreach Events

Jan. 26, 2022: DOE's Office of Economic Impact and Diversity: Reducing Barriers to DOE Opportunities

<https://www.eventbrite.com/e/reducing-barriers-to-doe-opportunities-tickets-231029955817>

Jan. 27, 2022: DOE's Pacific Northwest National Laboratory: Doing Business with PNNL – Richland Campus Construction

<https://pnnl.zoomgov.com/meeting/register/vJltduiurjgjHp59d0Su2u57umpsAXqyWMM>

Feb. 16, 2022: DOE's OSDBU and Office of Energy Efficiency and Renewable Energy, and the National Renewable Technology Laboratory Virtual Event [Feb 16 2022 OSDBU EERE NREL - Event Registration - Smartsheet.com](https://smartsheet.com)

[\(smartsheetgov.com\)](https://smartsheet.com)

March 24, 2022: DOE's OSDBU and Savannah River Nuclear Solutions (SRNS) Virtual Forum

<https://app.smartsheetgov.com/b/form/19f405cc5e9d4ffbbf2f5956c4f299a1>

April 13, 2022: Bridging Partnerships Small Business Symposium <https://bridgingpartnerships.com/>

Please visit OSDBU's Calendar of Events Website: <https://www.energy.gov/osdbu/upcoming-events-calendar>.



DOE OSDBU Support

For help with doing business with the DOE and individually-tailored business development customer care, feel free to contact our office:

- Call: (202) 586-7377
- Email: smallbusiness@hq.doe.gov
- Or fill out the [Doing Business with DOE Form](#) on the OSDBU website

SBIR/STTR Program – Kent Hibben: Kent.Hibben@hq.doe.gov

Mentor-Protégé Program - Mark Lochbaum: Mark.Lochbaum@hq.doe.gov

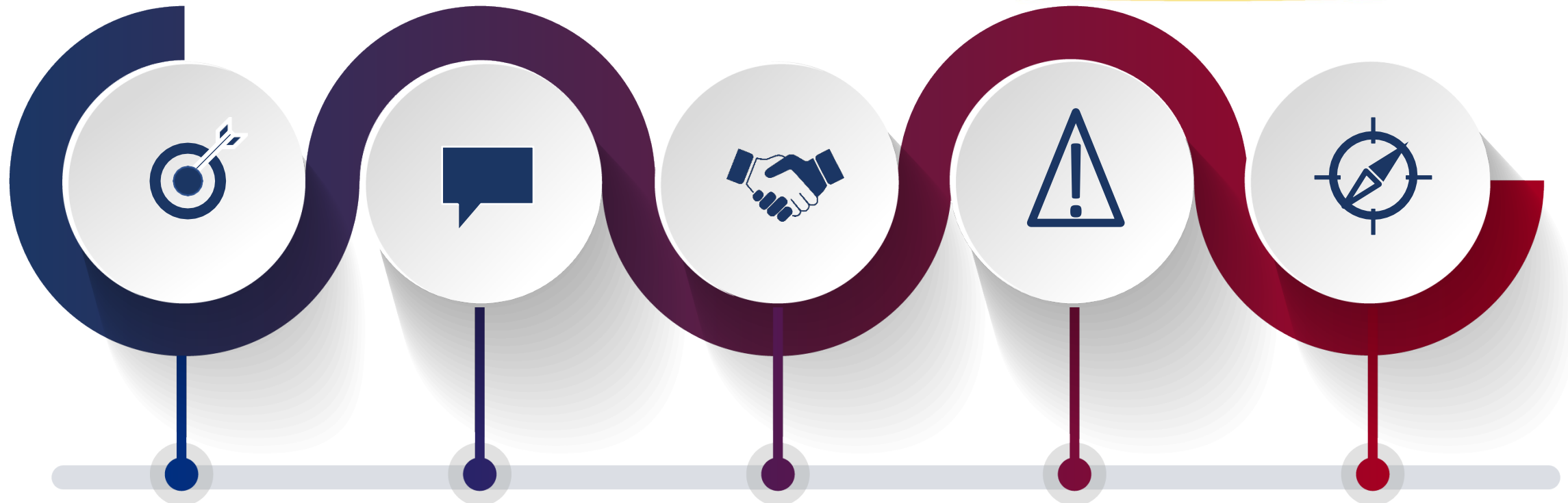
DOE HQ Forecast - Tanya Crawford: Tanya.Crawford@hq.doe.gov



Questions



Key Takeaways for Doing Business with DOE



Understand the core missions and needs of Program Offices and target your efforts

Ensure that your website and capability statements clearly articulate your organization's key offerings

When meeting with DOE and Primes, know who you are meeting with and their role so that you can explain the relevancy of your offerings

Mission requirements are constantly evolving — be a partner to help DOE/Primes fill capability gaps by listening to needs and the direction we are going

Utilize the resources available to navigate DOE opportunities