

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



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U.S. Department of Energy



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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 it 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.

These FMCs are:

- ❑ Limited Liability Corporations (LLC) – only responsibility is to manage and operate specific facility.
- ❑ Performance-Based, Award Fee, Award Term Contract.
- ❑ FMCs represent the primary procurement model utilized at DOE for the operations of its network of government owned contractor laboratories and other facilities.
- ❑ FMCs include Management and Operating (M&O) contracts, Management and Integrated (M&I) contracts, and environmental restoration management contracts.
- ❑ Through the FMCs 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) at: www.ccr.gov.
- ❑ Currently, companies should register with DOE's e-Center for acquisitions under \$100,000 and the Interactive Procurement System (IIPS) for acquisitions greater than \$100,000 at: <http://e-center.doe.gov>.
- ❑ Register with FedConnect – to view current business opportunities, receive solicitations, and submit proposals at: <https://www.fedconnect.net/FedConnect/>.

- ❑ Review SBA's "Sub-Net" at: <http://web.sba.gov/subnet>. SubNet is equivalent of FedBizOps for subcontracting opportunities posted by prime contractors.
- ❑ DOE 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.



- 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, interested parties are encouraged to visit the Department's e-Center (<http://e-center.doe.gov>) and the Federal Business Opportunities website (www.fbo.gov).
- Small businesses should familiarize themselves with the Department's various program offices and laboratories, narrow the search, study the Small Business Program Managers (SBPMs) directory and establish relationships with the SBPMs.



DOE OUTREACH ACTIVITIES:

❑ DOE Annual Small Business Conference

- **Plenary Sessions** – Hear government, corporate, and business leaders discuss 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 DOE procurement representatives from major facility management contractors and national laboratories. Explore several billion dollars in subcontracting opportunities.

❑ Business Opportunity Sessions

- 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 recurring 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.
 - ✓ Updates on DOE in relation to the American Recovery and Reinvestment Act of 2009 (ARRA).
 - ✓ Networking Opportunities.
 - ✓ One-on-one Matching Sessions.
- Interested parties should submit their expression of interest to Kent Hibben, Small Business Specialist/ BOS Coordinator by email at kent.hibben@hq.doe.gov.