

# ATLANTA 2016



15th Annual DOE Small Business Forum & Expo  
MAY 23 - 25, 2016 | ATLANTA, GA

# DOE Opportunities and the Importance of Responding to a Sources Sought

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# Agenda

- **Procurement Challenges**
- **Sources Sought Do's and Don'ts**
- **DOE Contracting Opportunities**

# Procurement Challenges

- **The Federal Information Technology Acquisition Reform Act (FITARA)**
- **OMB Policy**
- **Strategic Sourcing**
  - Enterprise-Wide Agreements (10)
  - Federal Strategic Sourcing Initiative (FSSI)

# Sources Sought

**A sources sought notice is a market research tool used by government to determine if there are businesses capable of satisfying the agency's requirement.**

# Sources Sought Notice Do's

- Read notices carefully. Notices may vary from agency to agency.
- Responses must meet the requirements stated.
- Responses should be clear and concise.
- Responses should be an extremely condensed technical and management proposal to a requirement.
- Be specific and provide evidence on how your company can meet the requirements.
- Ask questions for clarification.

# Sources Sought Notice Don'ts

- Don't be general.
- Don't embellish (awards received).
- Don't waste space on appearance (unnecessary graphics, etc.).
- Don't say you can without demonstrating how.
- Don't fail to provide specific examples of relevant work currently being done.

# DOE Contacting Opportunities

- **Federal Business Opportunities (FBO)**
  - <https://www.fbo.gov>
- **GSA eBuy**
  - <https://www.ebuy.gsa.gov>



# Session Evaluations



## SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

SESSION TITLE: \_\_\_\_\_

Please rate each of the following:

	Poor		Fair		Great
Overall Session Rating.	1	2	3	4	5
Session content matches the program description.	1	2	3	4	5
The speaker(s) appeared organized, informed, and delivered effective presentation.	1	2	3	4	5
Would you recommend that this/these speaker(s) return for future presentations?	<input type="checkbox"/> Yes <input type="checkbox"/> No				

*\*Turn over for additional questions*

## SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

What topics most interested you in this session?

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What topics do you feel were missing in this session?

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Additional comments: \_\_\_\_\_

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## Reminder

Please complete the Speaker/Session Evaluation Form located in your program guide and place the form in the basket in the back of the room.



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# Questions?

## Contact Information:

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