

# DOE National Cleanup Workshop: DOE Acquisition Outlook and Challenges

John Hale  
Director

Office of Small And Disadvantaged  
Business Utilization

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U.S. DEPARTMENT OF  
**ENERGY**



**“Building Sustainable Small  
Businesses to Enable the Department  
to Achieve its Mission Through  
Innovation and Creativity”**



# OSDBU Responsibility, Contribution & Tools

## Enable Program Offices to Perform their Mission & Unexpected Challenges

- Build corporate pipeline & efficient supply chain
- Target effective & innovative small businesses

## Plug-In Small Businesses to DOE Opportunities

- External Stakeholder engagement
- Transparency of opportunities

## Small Business Made Easy for DOE Programs

- DOE small business set-aside IDVs
- Small Business First Policy

## Core Principle - Small Business First

- Commitment to prime small business
- Best Value > Commodity Contracting



# Small Business Policy Thoughts

- Consolidated Appropriations Act of 2014 – Section 318
- Prime Small Business & Socio-economic firms remains a priority
  - Service-Disabled
  - Women-Owned
  - Small Disadvantaged
  - HUBZone
- Large Business & Small Business Collaboration
  - Prime Small Business teaming with large business subcontractors
  - Mentor Protégé
  - Traditional Subcontracting
- Subcontracting Plans
  - Small business subcontracting tied to the percentage value of the contract
  - Small business “meaningful” work identified in RFP response
  - Paying small businesses timely
- Mid-Tier Firms
  - How can OSDBU enhance your success?



# What Does DOE Buy?

## Top Five – FY 2015 Action Obligations for Small Businesses by NAICS Codes (Source: FPDS-ng as of Oct. 1, 2014 – September 1, 2015)

	NAICS Code	NAICS Code Description	Action Obligation
1	562910	Remediation Services	141,139,829
2	541611	Administrative Management and General Management Consulting Services	109,848,403
3	561210	Facilities Support Services	93,933,935
4	541330	Engineering Services	93,908,136
5	541519	Other Computer Related Services	76,997,476



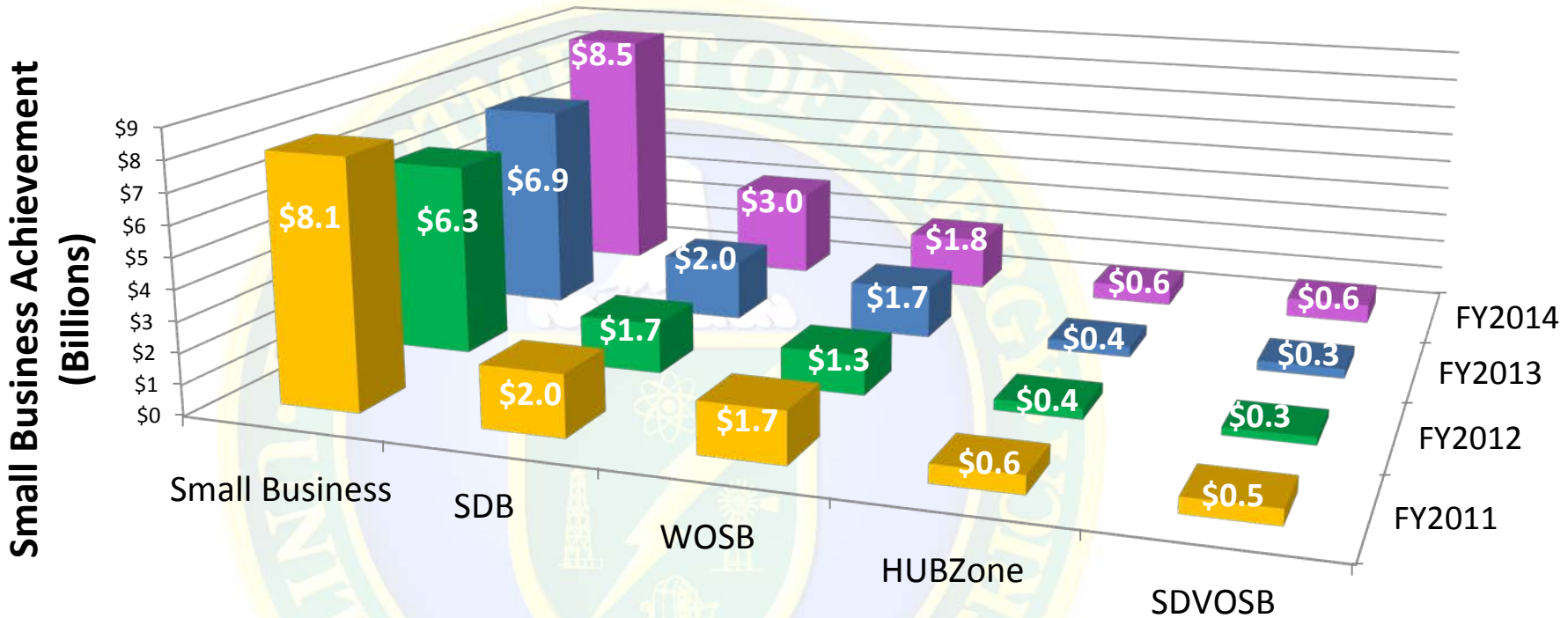
# What Does DOE Buy?

## Top Five – FY 2015 Action Obligations for Other than Small Businesses by NAICS Codes (Source: FPDS-ng as of Oct. 1, 2014 – September 1, 2015)

	NAICS Code	NAICS Code Description	Action Obligation
1	561210	Facilities Support Services	8,904,853,790
2	541712	Research and Development in the Physical, Engineering, and Life Sciences (except Biotech)	4,863,446,124
3	562910	Remediation Services	1,556,697,994
4	562211	Hazardous Waste Treatment and Disposal	1,122,161,080
5	541990	All other Professional, Scientific, and Technical Services	805,052,948



# The Color of Money is Green

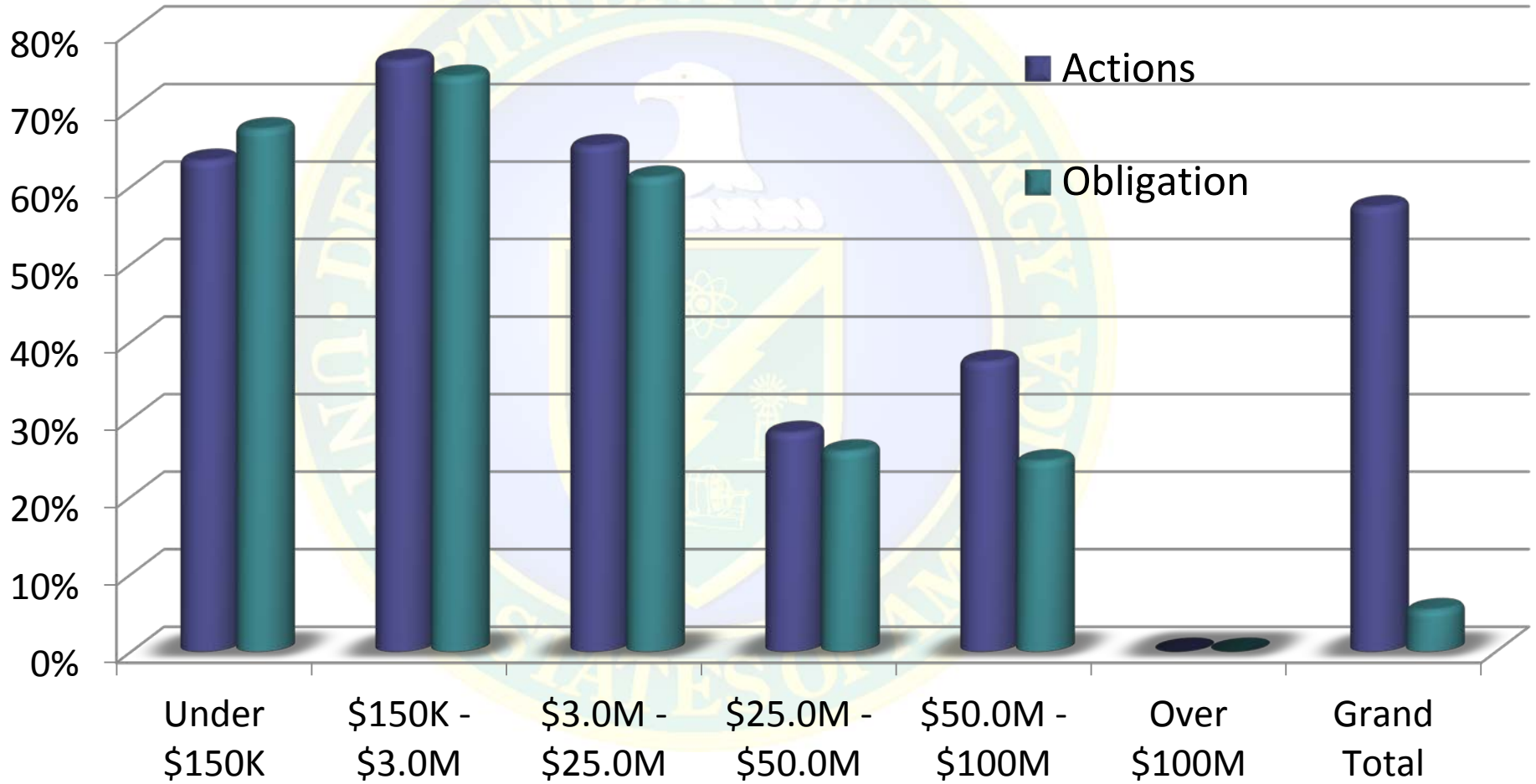


	Small Business	SDB	WOSB	HUBZone	SDVOSB
<b>FY2011</b>	32.9%	8.2%	6.8%	2.4%	2.1%
<b>FY2012</b>	25.7%	6.7%	5.3%	1.4%	1.0%
<b>FY2013</b>	31.8%	9.3%	6.8%	1.5%	1.3%
<b>FY2014</b>	36.5%	12.9%	7.4%	2.3%	2.6%

Source: FPDS-n/prime, eSRS/1<sup>st</sup> tier



## % of DOE FY14 Prime Small Business Actions and Obligations by Dollar Threshold

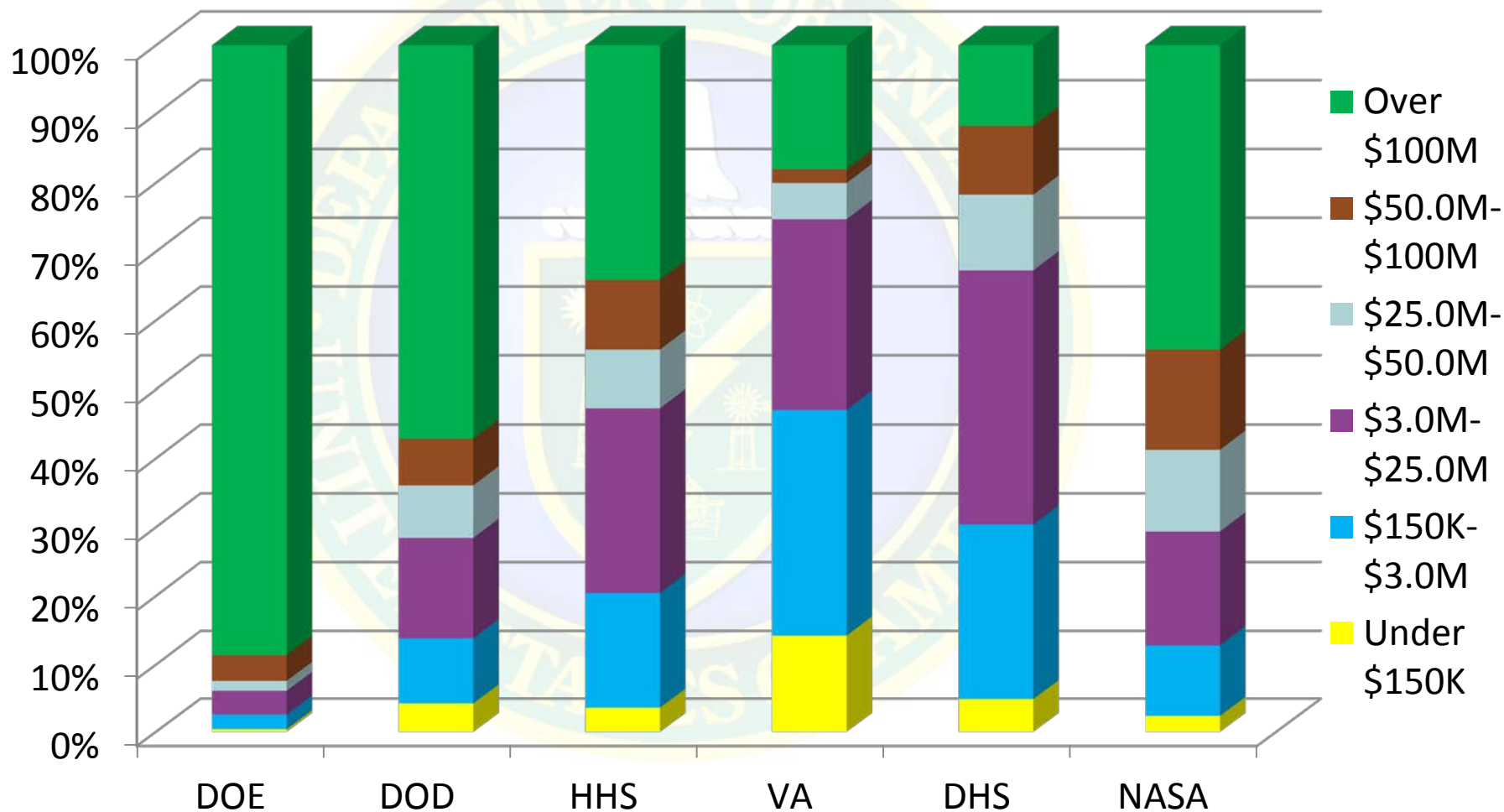


Data source: FPDS-ng



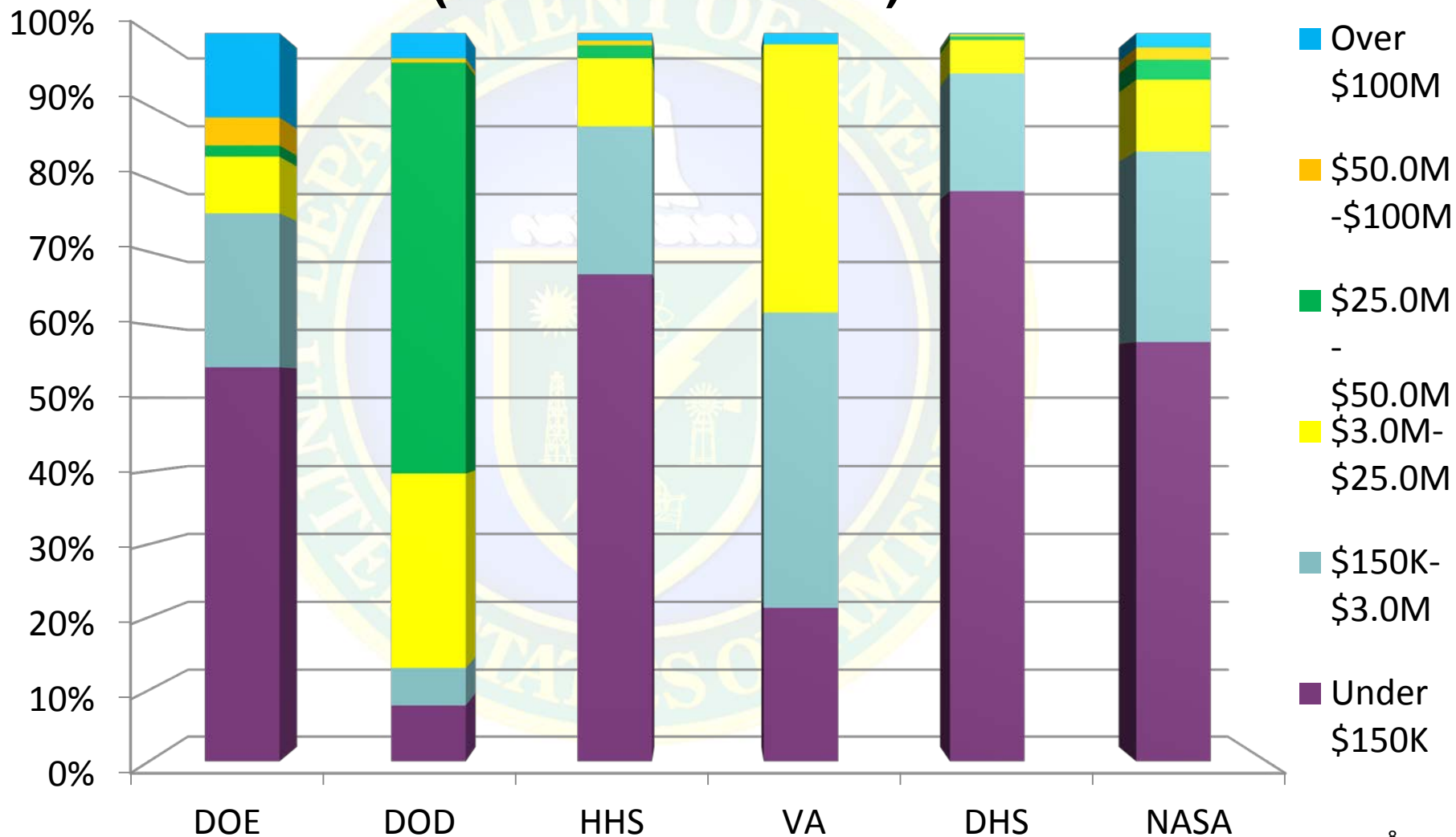


# FY14 Federal Contract Value Distribution (% of Total Obligations)





# FY14 Federal Contract Value Distribution (% of Total Actions)



Data source: FPDS-ng



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# Thank You

**John Hale III, Director**

**Forecast Website:**  
<http://hqinc.doe.gov/Forecast>

**DOE OSDBU Website:**  
[www.smallbusiness.energy.gov](http://www.smallbusiness.energy.gov)

**Call Us:**  
**(202) 586-7377**