

# ATLANTA 2016



**USDOE'16**

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

# Power Administrations: Bonneville Power Administration

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Sustainable Acquisition

# Agency Information

- BPA is a non-appropriated power marketing administration of the U. S. Department of Energy.
- BPA uses the Bonneville Purchasing Instructions (BPI), not the Federal Acquisition Regulations (FAR).
- BPI is designed to provide short, simple, less costly means of acquiring goods and services.
- BPA follows “Best Buy” acquisition business practices.

# Basic Information

- **BPA awards contracts considering technical factors as well as price.**
- **BPA does not publicly advertise solicitations.**
- **Contracting Officers (COs) may “pre-qualify” potential suppliers.**
- **BPA issues solicitations to only those potential suppliers who have a capability to perform the work in a manner which will provide the best buy, as identified by the Contracting Officer.**
- **We consider past performance with BPA and others.**

# What We Buy

- **Professional Services**                      **NAICS # 541990**
- **Construction Services**                      **NAICS # 237130**
- **Engineering Services**                      **NAICS # 541330**
  
- **These three codes account for about 58% of contract awards.**
- **We also buy materials and services to support transmission lines, maintenance facilities, and office facilities.**

# Awards in FY 2015 were over \$850.M

**Over 40% of our Supplier Diversity Program Base award transactions were to:**

**Small Businesses,**

**Disadvantaged Small Businesses (including 8(a) & HUBZone),**

**Women-Owned Small Businesses,**

**Service-Disabled Veteran-Owned Small Businesses, and**

**Veteran-Owned Small Businesses!**

**Plus over \$130M in awards to Tribal-Owned Businesses.**

# Supplier Diversity Program Categories

- **Small Businesses**
- **Women-Owned Small Businesses**
- **Disadvantaged Small Businesses (including Native American-Owned Small Businesses, 8(a), and HUBZone businesses)**
- **Veteran-Owned Small Businesses**
- **Service-Disabled Veteran-Owned Small Businesses**

# Other Non-Supplier Diversity Program Categories

- **Tribal-Owned Businesses**
- **Large Businesses**
- **Federal Government**
- **Other Government**
- **Foreign-Owned Businesses**



# Becoming a Supplier

- Send an email message to [NewBusiness@BPA.gov](mailto:NewBusiness@BPA.gov) indicating your interest in becoming a BPA supplier.
- We will reply to your email message with a link to an online survey to gather information about your business.
- After you have entered information about your business, we will gather that information and enter it into our Potential Supplier List, where contract specialists can identify potential suppliers for a solicitation.
- You may also enter your information in the Federal System for Award Management (SAM).

# Becoming a Supplier

- You (as the business contact) may be contacted by a contract specialist to request information to qualify your business for a specific solicitation.
- Following your pre-qualification, you may be sent the solicitation for your response.

# Responding to a Solicitation

- **Read the requirements of the solicitation carefully to understand how your offer will be evaluated.**
- **Follow the instructions for your response.**
- **Provide your offer before the due date and time, in order to be responsive.**

# Questions?

## Contact Information:

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**Program Manager, Supplier Diversity and Sustainable Acquisition**  
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[www.bpa.gov](http://www.bpa.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?

\_\_\_\_\_  
\_\_\_\_\_

What topics do you feel were missing in this session?

\_\_\_\_\_  
\_\_\_\_\_

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

\_\_\_\_\_  
\_\_\_\_\_

## 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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