

National Veterans SMALL BUSINESS CONFERENCE

★☆☆ AUGUST 6 – 8, 2013 | ST. LOUIS, MO

Building Partnerships - Veterans, Business, and Government

Doing Business with DOE 101



U.S. Department of Energy Office of Small and Disadvantaged Business Utilization (OSDBU)

John Hale III
Deputy Director
U.S. DOE OSDBU

Presenter: Nickolas A. Demer
Acquisition Team Leader
U.S. DOE OSDBU

DOE's Mission

- **Energy Security** – Protection of high risk, high payoff RD&D of cleaner more affordable and reliable alternate energy sources, e.g. Advanced Research Projects Agency-Energy
 - Energy Efficiency & Renewable Energy; Fossil Energy; Nuclear Energy; Electricity Delivery & Energy Reliability
- **Nuclear Security** – National Nuclear Security Administration guards:
 - **Military applications of nuclear energy**
 - **Military nuclear propulsion plants (i.e. nuclear submarines)**
 - **Nuclear Nonproliferation – Detect, secure, and dispose of vulnerable nuclear weapons**
 - **Conversion of high grade to low grade Uranium**
 - **Computational analysis of nuclear warheads**
- **Environmental Responsibility** – Stop or reverse environmental damage caused by our legacy of nuclear warhead production
- **Enhance Efforts in Scientific Discovery and Innovation** – The Office of Science is the largest single supporter of research in the physical sciences

National Veterans SMALL BUSINESS CONFERENCE

★☆☆ AUGUST 6 – 8, 2013 | ST. LOUIS, MO

Building Partnerships - Veterans, Business, and Government

Major DOE Laboratories and Field Facilities



- LEGEND:**
- Offices and Operations Offices
 - ▼ Production/Cleanup
 - Laboratories
 - Field Offices
 - ▼ Site Offices
 - Special Purpose Sites/Offices
 - △ Power Administrations
 - ◆ NNSA Service Center
 - Washington D.C. Headquarters

Executive Secretariat/History and Heritage Resources
202-688-6241

September 2008

National Veterans SMALL BUSINESS CONFERENCE

★☆☆ AUGUST 6 – 8, 2013 | ST. LOUIS, MO

Building Partnerships - Veterans, Business, and Government

DOE Facility Management Contracts

Facility	Owner	Contractor	Award Date	End Date	Options/Award Term	Ultimate Potential Expiration Date	Contract	FY Competed	Contract Document Internet Link/ Location	DOE Site Procurement Director	DOE Contracting Officer
SLAC National Accelerator Laboratory (SLAC)	SC	Stanford University DE-AC03-76SF00515	1/25/1981	9/30/2017		9/30/2017	M&O	1981	http://www.slac.stanford.edu/contract.asp	Barbara Jackson 885-578-0976	Kyong H. Watson 850-926-5203
Pacific Northwest National Laboratory (PNNL)	SC	Battelle Memorial Institute DE-AC05-76RL01830	12/30/2002	9/30/2017		9/30/2017	M&O	1965	http://pnnl.gov/contract.asp	Barbara Jackson 885-578-0976	Ryan Kibury 509-372-4030
Brookhaven National Laboratory (BNL)	SC	Brookhaven Science Associates, LLC AC02-98CH10886	1/5/1998	1/4/2015		1/4/2015	M&O	1998	http://www.bnl.gov/bnlme/	Patricia Schuneman 630-252-2956	Robert Gordon 631-344-3346 Evelyn Landini 631-344-7812
Oak Ridge National Laboratory (ORNL)	SC	U T Battelle LLC DE-AC0500OR22725	10/18/1999	3/31/2015	5 year Extension	3/31/2015	M&O	1999	http://www.oakridge.doe.gov/energy/Programs/Management/Contracts/About/Contract.asp	Barbara Jackson 885-578-0976	Mark Million 865-576-4523
Savannah River Site (SRS)	EM	Savannah River Nuclear Solutions LLC (SRNS) DE-AC09-08SR22470	1/10/2008	9/30/2016	5 year option period available out to 7/31/2018 (first 38 months of Option Period have been exercised)	7/31/2018	M&O	2008	http://srr-contracts.srs.gov	Craig Armstrong 803-952-9345	James Lovett 803-952-9829
National Renewable Energy Laboratory (NREL)	EEFE	Alliance for Sustainable Energy (ASE) DE-AC36-08SG028308	7/29/2008	9/30/2013	one 5 Yr Option Available	9/30/2013	M&O	2008	http://www.ese.energy.gov/golden/nrel_prime.aspx	Carol Battershell 303-275-1438	Steve Scott 303-275-4724
Princeton Plasma Physics Laboratory (PPOL)	SC	The Trustees of Princeton University DE-AC02-09CH11486	4/1/2009	3/31/2014	2 yr Award Term Earned/Additional 3 yrs Award Term Available	3/31/2014	M&O		http://www.pppl.gov/ppplContracts.cfm	Patricia Schuneman 630-252-2956	Ray Kimble 609-243-3707 Kim Tafe 609-243-3708
Idaho National Laboratory (INL)	NE	Battelle Energy Alliance LLC DE-AC07-05ID14517	11/9/2004	9/30/2014	option period, not to exceed 9/30/2018	9/30/2018	M&O	2005	http://www.idenergy.gov/doing/INL_Contract/INL_Homepage.html	Mike Adams 208-528-5277	Suzette M. Olson 208-528-7385
Lawrence Berkeley National Laboratory (LBNL)	SC	The Regents of the University of California DE-AC02-05CH11231	4/19/2005	5/31/2015	6 yr Award Term Earned/Additional 9 yrs Award Term Available	5/31/2015	M&O	2005	http://lbnl.lbl.gov/doing/contracts/	Patricia Schuneman 630-252-2956	Maria Robles 510-485-2552 Spencer Peterson 510-486-8828
Thomas Jefferson Nat'l Accelerator Facility (T-J)	SC	Jefferson Science Associates LLC DE-AC05-06OR23177	4/14/2006	5/31/2015	4 yrs Award Term Earned/Additional 11 yrs Award Term Available	5/31/2015	M&O	2006	http://jlab.org/contract/contracts/index.html	Barbara Jackson 885-578-0976	Wayne Skinner 757-289-7143
Argonne National Laboratory (ANL)	SC	UChicago Argonne, LLC DE-AC02-06CH11357	7/31/2006	9/30/2016	5 yrs Award Term Earned/Additional 10 yrs Award Term Available	9/30/2016	M&O	2006	http://www.anl.gov/contract/	Patricia Schuneman 630-252-2956	Sergio Martinez 630-252-2075 Kristin Palmer 630-252-2127
Ames National Laboratory (Ames)	SC	Iowa State University DE-AC02-07CH11358	12/4/2006	12/31/2016	5 yrs Award Term Earned/Additional 10 yrs Award Term Available	12/31/2016	M&O	2007	http://www.ameslab.gov/operations/resources/c/contract	Patricia Schuneman 630-252-2956	Jennifer Stricker 630-252-2408
Fermi National Accelerator Center (Fermi/FNAL)	SC	Fermi Research Alliance LLC DE-AC01-07CH11359	11/1/2006	12/31/2016	5 yrs Award Term Earned/Additional 10 yrs Award Term Available	12/31/2016	M&O	2007	http://fnal.fnal.gov/doing/contracts/contracts.html	Patricia Schuneman 630-252-2956	Rory Simpson 630-840-5441 Karen Ade
Strategic Petroleum Reserve (SPRO)	FE	Dyn McDermott Petroleum Ops. Co. DE-AC96-03PO92207	1/28/2003	3/31/2013		3/31/2013	M&O	2003	http://www.spr.doe.gov/	Kelly Gele 504-734-4343	Sally Leingang 504-734-4362
Civ. Radioactive Waste Repos. (Yucca Mountain)	RW	USA-Repository Services	3/31/2009	3/31/2014	5 Yr Option Available	3/31/2014	M&O	2009	Not currently available	Barbara Jackson 885-578-0976	Jim McDaniel 885-241-6333
Waste Isolation Pilot Plant (WIPP)	EM	Nuclear Waste Partnership LLC DE-EM0001971	4/20/2012	9/30/2022	5-year base, 5-year option period	9/30/2022	M&O	2012	Not currently available	David Garcia 575-234-7315	Vicki Diane Snow 575-234-7452
Portsmouth Facility Support Services	EM	Wastren Energy Mission Support LLC DECI0000004	12/22/2008	7/25/2015		7/25/2015	Site Management	2009	http://www.emcfc.doe.gov/doing/contracting/primecontracts.php	Pam Thompson 859-219-4056	David Senderling 859-219-4054
Paducah Infrastructure	EM	Swift & Staley Mechanical Contractors DE-AC30-10C40021	11/5/2009	3/15/2015	Base Period with 1 Additional Service Option	3/15/2015	Site Management	2009	http://www.emcfc.doe.gov/doing/contracting/primecontracts.php	Pam Thompson 859-219-4056	Bill Creech 859-219-4044
Idaho Clean Up Project	EM	CH2M W&S Idaho, LLC DE-AC07-05ID14518	3/23/2005	9/30/2015		9/30/2015	Site Clean up	2005	http://www.idenergy.gov/doing/contracting/primecontracts.html	Mike Adams 208-528-5277	Maria Mitchell 208-526-8600
Paducah Remediation	EM	LATA Environmental Services of Kentucky DE-AC30-10C40020	4/22/2010	7/25/2015	Base Period with 2 Additional Service Option	7/25/2015	Site Clean up	2009	http://www.emcfc.doe.gov/doing/contracting/primecontracts.php	Pam Thompson 859-219-4056	Bill Creech 859-219-4044
River Corridor Closure (Hanford)	EM	Washington Closure Hanford LLC DE-AC06-05RL14655	3/23/2005	9/30/2015	No Options	9/30/2015	Site Clean up	2005	http://www.hanford.gov/2page/1046	Andrew Wirkkala 509-376-7271	Jeff Short 509-376-2892
West Valley Demonstration Project	EM	CH2M Hill B&W West Valley, LLC DEEM0001529	7/1/2011	6/30/2017	No Options	6/30/2017	Site Clean up	2011	http://www.emcfc.doe.gov/doing/contracting/primecontracts.php	Dave Hess 513-246-0593	Richard Reffner 716-942-8824
Tank Operations Contract (ORP)	EM	Washington River Protection Solutions LLC DE-AC27-08RV14800	5/29/2008	9/30/2013	3 year Option and 2 year Option Available	9/30/2013	Site Clean up	2008	http://www.hanford.gov/page.cfm/DOEORP-Contracts	Marc McCusker 509-376-2760	Susan E. Bechtol 509-376-3388
Plateau Remediation Contract (Hanford)	EM	CH2M Hill Plateau Remediation LLC DE-AC06-05RL14788	8/19/2008	9/30/2013	one 5 year option out to 9/30/2018	9/30/2018	Site Clean up	2008	http://www.hanford.gov/2page/1046	Andrew Wirkkala 509-376-7271	Jenise Connerly 509-376-8362

National Veterans SMALL BUSINESS CONFERENCE

★☆☆ AUGUST 6 – 8, 2013 | ST. LOUIS, MO

Building Partnerships - Veterans, Business, and Government

DOE Facility Management Contracts

Facility	Owner	Contractor	Award Date	End Date	Options/Award Term	Ultimate Potential Expiration Date	Contract	FY Competed	Contract Document Internet Link/ Location	DOE Site Procurement Director	DOE Contracting Officer
Mission Support (Hanford)	EM	Mission Support Alliance LLC DE-AC06-09RL-14728	4/28/2009	5/25/2014	3 year option 5/25/17 and 2 year option available to 5/25/2019	5/25/2019	Site Clean up	2009	http://www.hanford.gov/?page=1046	Andrew Wirkkala 509-376-7271	Gigi Branch 509-376-7942
East Tennessee Technology Park (OR)	EM	URS/CH2M Oak Ridge LLC DE-SC0004645	4/28/2011	7/31/2016	4 year Option CLINS 8/1/2016-7/31/2020	7/31/2020	Site Clean up	2011	http://www.oakridge.doe.gov/external/Forms/Procurement/MajorContracts/Tabid/901/Default.aspx	Barbara Jackson 865-576-0976	Heather Houk 865-576-1894
Portsmouth Decontamination & Decommissioning	EM	Fluor-B&W-Portsmouth LLC DE-AC-30-10CC40017	8/16/2010	3/28/2016	5 yr Option Period 3/29/2016-7/30/2020	11/14/2020	Site Clean up	2010	http://www.emcbc.doe.gov/dep/contracting/primecontracts.php	Pam Thompson 859-219-4056	FJ Bell 859-219-4055
222-S Laboratory Analytical Services	EM	Advance Tech. & Laboratory Svcs Intnl DE-AC27-10RV15051	11/20/2009	1/3/2015	3 - 1 year option periods	1/3/2015	Facility Mgmt	2009	http://www.hanford.gov/kaas/cfm/DOERORPCContracts	Marc McCusker 509-376-2760	Susan E. Bechtol 509-376-3388
Advanced Mixed Waste Treatment Plant (INEEL)	EM	Idaho Treatment Group, LLC DE-AC07-091D-14813	5/27/2011	9/30/2015	No options	9/30/2015	Site Clean up/facility ops	2011	http://www.idenergy.gov/doi9/AMW/TPContract/AMW_TPcontract.htm	Mike Adams 208-526-5277	Jennifer Cate 208-526-0631
Waste Treatment Plant (WTP)	EM	Bechtel National Inc DE-AC27-01RV14136	12/11/2000	8/15/2019		8/15/2019	Facility Construction/Ops	2001	http://www.hanford.gov/page.cfm/DOERORPCContracts	Marc McCusker 509-376-2760	Ronnie L. Dawson 509-372-0098
Savannah River Liquid Waste Disposition (Liquid Waste)	EM	Savannah River Remediation LLC (SRR) DE-AC09-09SR22505	7/1/2009	6/30/2015	one 2 yr option period out to 6/30/2017	6/30/2017	Environmental Mgmt	2008	http://srrcontracts.srs.gov	Craig Armstrong 803-952-9345	Charlene Smith 803-952-7162
Lawrence Livermore National Laboratory (LLNL)	NNSA	Lawrence Livermore National Security, LLC DE-AC52-07NA27344	5/9/2007	9/30/2017	3 years Award Term earned/ additional 10 yrs Award Term available	9/30/2027	M&O	2007	http://nnsa.energy.gov/aboutus/ouroperations/apm/mosupport_dept	Dan Saiz 505-845-4024	Ronna Promani 925-423-8030
Los Alamos National Laboratory (LANL)	NNSA	Los Alamos National Security LLC DE-AC52-06NA25396	12/21/2005	9/30/2017	4 years Award Term Earned/ 9 yrs Award Term Available	9/30/2026	M&O	2006	http://nnsa.energy.gov/aboutus/ouroperations/apm/mosupport_dept	Dan Saiz 505-845-4024	Robert Poole 505-865-1244
Sandia National Laboratories (Sandia/SNL)	NNSA	Sandia Corporation. DE-AC04-94AL85000	9/30/2003	9/30/2013	Extended one year to 9/30/2013; two 3-month options available	3/31/2014	M&O	1993	http://nnsa.energy.gov/aboutus/ouroperations/apm/mosupport_dept	Dan Saiz 505-845-4024	Joanne Wright 505-845-4096
Pantex Plant	NNSA	B&W Pantex LLC DE-AC5-00AL86620	7/28/2000	3/31/2013	Extended to 10/31/2012; 5 additional 1 month options available	3/31/2013	M&O	2000	http://nnsa.energy.gov/aboutus/ouroperations/apm/mosupport_dept	Dan Saiz 505-845-4024	Seb Klein 806-447-4601
Oak Ridge Y-12 Site	NNSA	B&W Y-12 LLC DE-AC05-00OR22800	8/31/2000	3/31/2013	Extended to 10/31/2012; 5 additional 1 month options available	3/31/2013	M&O	2000	http://nnsa.energy.gov/aboutus/ouroperations/apm/mosupport_dept	Dan Saiz 505-845-4024	Jill Albaugh 865-576-0760
Bettis/Knolls Atomic Power Laboratory	NNSA	Bechtel Marine Propulsion DE-NR0000031	9/18/2008	9/30/2013	5 year option out to 9/30/2018	9/30/2018	M&O	2009	http://nnsa.energy.gov/aboutus/ouroperations/apm/mosupport_dept	Dan Saiz 505-845-4024	Mark Dickinson 202-781-6237
Nevada Test Site	NNSA	National Security Technologies, LLC DE-AC52-06NA25946	3/28/2006	9/30/2013	4 years award term earned with an additional 1 year available	9/30/2016	M&O	2006	http://nnsa.energy.gov/aboutus/ouroperations/apm/mosupport_dept	Dan Saiz 505-845-4024	Darby Dieterich 702-295-1560
Kansas City Plant	NNSA	Honeywell International Inc DE-NA00000622	10/1/2010	9/30/2013	Base period for 3 yrs with two 1 year options	9/30/2015	M&O	2000	http://nnsa.energy.gov/aboutus/ouroperations/apm/mosupport_dept	Dan Saiz 505-845-4024	Jerry Weinberg 816-997-3912
	KEY	Bold Italic = FFRDC	Blue = FFRDC M&O	Orange = M&O non-FFRDC	Aqua = Site Management Contracts	Green = Site Clean up					

Power Administrations

Power Administrations – Established in the early 1900s, sell excess electrical power produced at Federal water projects in order to repay the Government's investment in the projects.

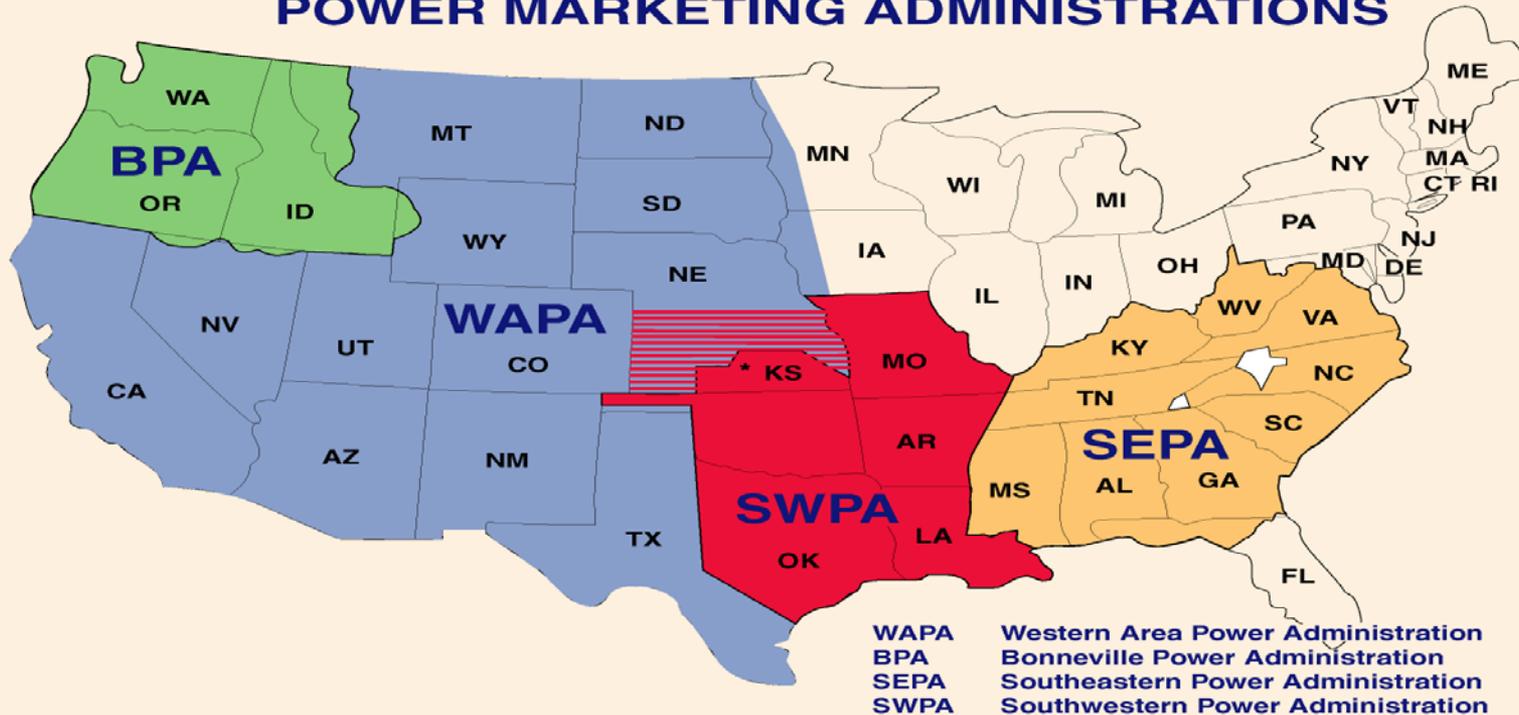
1. **Bonneville Power Administration (BPA)** – Headquartered in Portland, Oregon
2. **Southeastern Power Administration (SEPA)** – Headquartered in Elberton, Georgia
3. **Southwestern Power Administration (SWPA)** – Headquartered in Oklahoma
4. **Western Area Power Administration (WAPA)** – Headquartered in Colorado – services a 15 state region of central and western U.S.

National Veterans SMALL BUSINESS CONFERENCE

★☆☆ AUGUST 6 - 8, 2013 | ST. LOUIS, MO

Building Partnerships - Veterans, Business, and Government

POWER MARKETING ADMINISTRATIONS



WAPA Western Area Power Administration
 BPA Bonneville Power Administration
 SEPA Southeastern Power Administration
 SWPA Southwestern Power Administration

* NOTE: Both Western and Southwestern market power in Kansas

What Does DOE Buy?

**Top FY 2013 Action Obligations for Service-Disabled Veteran Owned Small Businesses by NAICS Codes
(Oct. 1, 2012 – July 31, 2013)**

	NAICS Code	NAICS Description	Action Obligation
1	236220	Commercial and Institutional Building Construction	\$333,000
2	541330	Engineering Services	\$2,868,763
3	541512	Computer Systems Design Services	\$1,212,676
4	541519	Other Computer Related Services	\$1,492,805
5	541611	Administrative Management and General Management Consulting Services	\$1,469,244
6	541690	Other Scientific and Technical Consulting Services	\$3,620,088
7	561110	Office Administrative Services	\$3,925,096
8	561612	Security Guards and Patrol Services	\$13,014,719

What Does DOE Buy?

**Top FY 2012 Action Obligations for Service-Disabled Veteran Owned Small Businesses by NAICS Codes
(Oct. 1, 2011 – Sept. 30, 2012)**

	NAICS Code	NAICS Description	Action Obligation
1	541512	Computer System Design Services	\$962,818
2	541513	Computer Facilities Management Services	\$1,347,207
3	541519	Other Computer Related Services	\$1,863,247
4	541611	Administrative Management and General Management Consulting Services	\$3,394,049
5	541690	Other Scientific and Technical Consulting Services	\$19,823,330
6	561110	Office Administrative Services	\$4,008,768
7	561612	Security Guards and Patrol Services	\$32,713,981
8	562910	Remediation Services	\$10,000,000

Management & Operating (M&O) Contractor Business Model

- **Consist of 85% of our procurement base, we retain only 15%**
- **DOE has approximately 15,000 FTEs and 100,000 contractor workforce**
- **Not bundled (ref. FAR 2.1). They are sanctioned by FAR 17.6**
- **Limited Liability Corporations (LLC) – Only responsibility is to manage and operate specific facility**
- **Performance-based, Award Fee, and Award Term**
- **Approximately 40 FMCs, 17 of which are National Laboratories (NL)**
- **NLs are Federally Funded Research & Development Centers (FFRDCs) (ref. FAR 2.1)**

M&O Business Model

- ❑ Required to have a small business subcontracting plan
- ❑ Subcontracting plan goals are challenging
- ❑ We flow down small business prime contract solicitation methods to FMCs to help them achieve subk goals – **Best Practice**
 - FMCs do not follow FAR when they subcontract
 - Best commercial practices – Faster awards, cannot be protested

M&O Business Model

- **Conduct a Mentor-Protégé Program – Best Practice**
 - Objective is to graduate protégés to large businesses that can compete for Federal prime contracts
 - One of 13 government agencies that have an Mentor-Protégé Program
 - Voluntary, no appropriated funds, paid through subk costs
 - Mentors are large or small DOE contracts
 - Protégés must be small socio-economic – goaled groups
 - Prospective protégés petition mentors
 - Protégés may subcontract with other FMCs
 - Sole-source contracts at 8(a) thresholds (\$4.5M / \$6.5M)

Rules of Engagement

- ❑ Register with the “System for Award Management **www.sam.gov**
- ❑ Check out **FedBizOpps**: **<https://www.fbo.gov>** for synopsis acquisitions
- ❑ Register with FedConnect – to view current business opportunities receive solicitations, and submit proposals –
<https://www.fedconnect.net/FedConnect/>
- ❑ To obtain information about what the Government buys -
<http://www.usaspending.gov/>
- ❑ Go to “**ezSearch**” in FPDS-NG (Federal Procurement Data System-Next Generation) to check listing of all contractors that DOE has been doing business with – **www.fpds.gov**
- ❑ Check out SBA’s “**Sub-Net**”: **<http://web.sba.gov/subnet>**. SubNet is equivalent of FedBizOpps for subcontracting opportunities posted by primes

Rules of Engagement

- Go to DOE's website – **www.energy.gov** and use the DOE search engine (white search box) in the upper right hand corner of page.
- Also, consider using Google or other search engines.
- Scroll to bottom of **www.energy.gov** and link to **Small Business**. This is the Office of Small and Disadvantaged Business Utilization. Our direct link is **www.smallbusiness.energy.gov**.

Rules of Engagement

- ❑ Engage with program elements. Know their mission and requirements.
- ❑ Create a demand by becoming a solution to DOE requirements, instead of just fishing for work.
- ❑ Attend outreach sessions and network with other contractors.
- ❑ Plan ahead – allow about 1.5 to 2 years to prepare a proposal for a major requirement.
- ❑ Examine former solicitations requirements.
- ❑ Respond to sources sought synopses.
- ❑ Consider teaming arrangements if requirements are steep.
- ❑ Small Business Program Managers' (SBPMs) Directory.
- ❑ Contact Procurement Technical Assistance Centers (PTACs) if you need help.
- ❑ DOE Procurement Forecast.
- ❑ Be persistent.
- ❑ Link to the OSDBU Page – www.smallbusiness.energy.gov

Summary

- ❑ **Become familiar with the rules of engagement.**
- ❑ **Learn how to prepare an effective proposal.**
- ❑ **Become easily accessible.**
- ❑ **Incumbents do not always win recompetitions.**
- ❑ **Contact PTACs if you need help.**
- ❑ **Do not shake a fist at the customer.**
- ❑ **Keep on trying.**

Thank You

Nickolas A. Demer, Acquisition Team Leader
Office of Small and Disadvantaged Business Utilization

Forecast Website: <http://hqInc.doe.gov/forecast>

Visit Us: www.smallbusiness.doe.gov

Call Us: (202) 586-7377

Write Us: smallbusiness@hq.doe.gov



U.S. DEPARTMENT OF
ENERGY