

You are in it to Win it – A View from the OSDBU Side of the Desk

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Conference



U.S. DEPARTMENT OF
ENERGY



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
- **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





Site and Facility Management Contractors (FMCs)

Major DOE Laboratories and Field Facilities





Power Administrations

POWER MARKETING 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.**



OSDBU's Mission

“Building sustainable small business to enable the Department to achieve its mission through innovation and creativity”

- **Build corporate pipeline and efficient supply-chain**
- **Plug-in small businesses to DOE opportunities**
- **Small business made easy for program offices**
- **OSDBU becoming program offices' strategic partner**



OSDBU – Small Business Execution

Enable program offices to perform their mission and unexpected challenges

- **Build corporate pipeline and efficient supply chain**
- **Target effective and 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**

Defining characteristics of small businesses

- ❑ **Creativity**
- ❑ **Innovation**
- ❑ **Agility**
- ❑ **Niche capabilities**



A

Prime Contracting Achievement:			84.55%
	2014 Achievement	2015 Goal	2015 Achievement
Small Business	5.25%	6.00%	8.97% (\$2.1 B)
Women Owned Small Business	1.27%	5.00%	1.97% (\$452.3 M)
Small Disadvantaged Business	2.28%	5.00%	3.41% (\$783.8 M)
Service Disabled Veteran Owned Small Business	0.43%	3.00%	0.93% (\$213.5 M)
HUBZone	0.58%	3.00%	0.64% (\$146.4 M)

Subcontracting Achievement:			10.20%
	2014 Achievement	2015 Goal	2015 Achievement
Small Business	49.40%	50.00%	47.15%
Women Owned Small Business	10.30%	5.00%	9.19%
Small Disadvantaged Business	10.00%	5.00%	8.69%
Service Disabled Veteran Owned Small Business	2.30%	3.00%	2.20%
HUBZone	2.90%	3.00%	2.43%



Success Factors		9.63%
Plan Progress Success Factor Grading Scale: Factor Subtotal Score / 7		Peer Review Score
1. Commitment to Small Business Utilization - The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.		1.00
2. Effective Engagement of Senior Level Management in Achieving Small Business Goals - The Agency's senior leadership (i.e. Deputy Secretary, Chief Acquisition Officer, Senior Procurement Executive, senior program managers, and OSDDBU Director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's Small Business contracting goals through the chain of command to the contracting officer level.		1.00
3. Data Quality of Small Business Contracting - The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.		0.97
4. Training of Acquisitions Staff - The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses.		0.97
5. Outreach to Small Business - The Agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses.		0.93
6. Bundling Avoidance, Justification and Mitigation - The Agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses. (For applicable dollar threshold for the agency, see FAR subpart 7.104)		0.97
7. OSDDBU Organization - The Agency demonstrated, through action and documented evidence, compliance with Section 1691 - Offices of Small and Disadvantaged Business Utilization - of the National Defense Authorization Act (NDAA) of 2013.		0.90
Prime and Subcontracting Grading Scale: A+ ≤ 150% but ≥ 120% A < 120% but ≥ 100% B < 100% but ≥ 90% C < 90% but ≥ 80% D < 80% but ≥ 70% F < 70%		Total 6.74



Discriminating Factors

How to help distinguish yourself from the competition

1. FPDS-NG. Does DOE buy your goods and services?
2. What are FFRDCs, M&Os and FMCs?
 - Why are they particularly important for DOE
3. What is the significance of the Consolidated Appropriation Act of 2014 Section 318?
4. What is the NDAA?
5. Inspector General & General Accounting Office reports
6. Data.gov
 - Management & Operating Subcontract Reporting Capability
7. President's budget request
8. DOE leadership budget hearing
9. DOE leadership YouTube videos, etc.
10. OSDBU Council – Personnel, outreach events, etc.



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 1.5 to 2 years to prepare a proposal for major requirement.

Response to sources sought synopses.

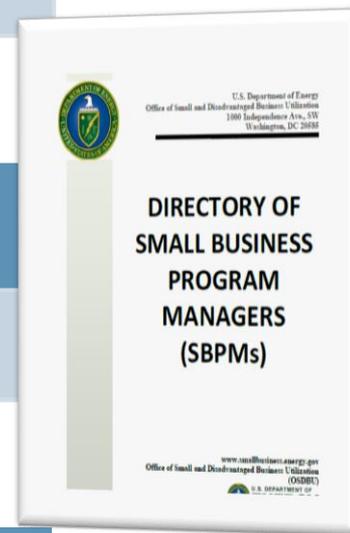
Consider teaming arrangements if requirements are steep.



**Learn how to prepare an effective proposal.
Incumbents do not always win recompetitions.**

Contact Procurement Technical Assistance Centers (PTACs) if you need help.

Be persistent.





Thank You

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Forecast Website:

<http://energy.gov/osdbu/acquisition-forecast>

DOE OSDBU Website:

www.smallbusiness.energy.gov

Call Us:

(202) 586-7377