

**Panel Session 61 Waste Management Symposia 07  
“US Department of Energy Procurement and  
Contracting Opportunities”**

**RFP for George Johnson**

- **Does the industry see positive changes in DOE procurements?**
- **Is there a consistency on recent draft RFPs for the large DOE and NNSA contracts?**
- **Is there any more/less incentives/risks for the contractors?**
- **Will the DOE and NNSA get the very best performance from the contractors?**
- **Any feedback from previous awards?**

# **MAJOR INDUSTRY CONCERNS** **ABOUT DOE PROCUREMENTS**

## **THE THREE Ds of DOE**

- 1. DELAYS**
- 2. DETAILS**
- 3. DEBRIEFINGS**

**Root cause is fear of protest?**

## **DELAYS**

- **SOLICITATION TO DRAFT RFP**  
Increased from 5 months up to a year
- **DRAFT RFP TO FINAL RFP**  
Increased from 4 months to 18 months+
- **EVALUATION TO AWARD**  
Increased from 6 months up to 2 years  
with discussions and questions

## DETAILS

- **INCREASE IN PAGE LIMITATIONS**

**From 150 to up to 400 pages**

**Detailed sub-factors tied to the SOW**

- **LONGER STATEMENTS OF WORK**

**From 18 pages to 193 pages**

**No priorities on the key work elements**

- **DETAILED COST REQUIREMENTS**  
**Shift from M&O key costs to detailed cost estimates tied to WBS for next 5 years on cost-plus contracts with uncertain funding budgets or sound base lines**

## **DEBRIEFINGS**

- **SOME IMPROVEMENT**

  - Better attitude and openness**

- **HIGHLY VARIABLE**

  - Still resistant to answer questions and lack of consistency in what is allowable**

- **PERCEPTIONS OF THE SEB**

  - Understanding and responsiveness reflects on the caliber of the evaluators**

- **LACK OF DETAILS**

  - Difficult to gain lesson learned on both sides. Encourage bidder views**

## GOOD NEWS

- NO PROTESTS THIS PAST YEAR
- NNSA CHANGED THE PROCESS
- SC HAS HIGH CONSISTANCY
- EM HAS RAISED THE PRIORITY
- DOE IS ACTIVELY WORKING TO IMPROVE THE ACQUISITION SYSTEM