

**PANEL SESSION 56 - US DOE Procurements and Contracting Opportunities**

**Co-Chairs:** Cathy Hickey, *URS Corporation*;  
John Longenecker, *Longenecker & Associates*

**Reporter:** Cathy Hickey, *URS Corporation*

Panelists Included:

- John “Jack” Surash, *US DOE*
- Ralph Holland, *US DOE*
- Greg Gonzales, *US NNSA*
- Marty Schneider, *Weapons Complex Monitor*
- George Johnson, *Consultant*

Some 100 to 130 people were present to hear this session on the US DOE Contracting and Procurement Panel. Co-Chair, **John Longenecker** opened the panel. He gave the reason for the panel. Focus was made on the Department of Energy’s progress and lessons learned associated procurements and contracting action gained during calendar year 2010. The panel is to discuss all aspects of this topic providing insight from both the US DOE and private sector perspectives.

**Jack Surash** presentation focused on DOE progress in standardization of their procurement processes. He highlighted the Portsmouth D&D procurement as being a success in achieving this procurement on schedule and without protest. He discussed the awards for the nationwide IDIQ, full and open and small business set-a-side procurements. Additionally, he provided an overview and anticipated schedule of active procurements including AMWTP and the Oak Ridge ETTP and forecast procurements including the upcoming WIPP and Idaho re-competes and the recent award of the DUF6 contract. His overview included examples of significant progress, yet indicating that the procurement process was still in the process of continuing implementation of additional enhancements. Additionally he expressed the success that the Department has seen in the award and administration of DOE’s ARRA procurements. Emphasis was also placed on the importance of DOE and contractor partnership relationships, beginning during contractor transitions and continuing into contract execution

**Ralph Holland** gave a talk on the procurements past, current and future to be managed from DOE’s Cincinnati Business Center. He indicated that there has been a shift recently on increasing RFP evaluation emphasis being placed on past performance and experience and that contractor should expect this trend to continue. He too indicated the success of the Portsmouth procurement and discussed improvements established and underway based on lessons learned. His presentation included improvements in DOE RFP and earlier establishment and involvement in SEB’s. His presentation also touched on the success of the ARRA initiative and the procurement strategies deployed could be indicative of what contractors could anticipate in future procurements.

**Greg Gonzales** gave a talk on NNSA’s procurement and contracting status with emphasis on NNSA small business procurements. He placed emphasis on the success that DOE-EM and NNSA’s has had on partnering on the procurement and execution of ARRA projects. He indicated that over the past few years NNSA has began the process of placing more contracts

## WM2011 Conference Panel Report

with small businesses and that the expectation of the NNSA M&O's of increasing their percentages of small business set-a-sides is paramount and expected. Greg provided a schedule of numerous small business contracting opportunities that are anticipated during 2011 and provided his direct contact information.

**Marty Schneider** gave a presentation that provided an industry perspective on DOE's progress to date in improvements to their procurement improvement initiative. He indicated that from his perspective, while DOE's procurement process has shown some improvement, much more needs to be accomplished before the initiative can be viewed as a success. While he made positive reference to the Portsmouth procurement, he speculated that the reason for no protest to the Portsmouth D&D contract award may have been the other bidders not wanting to taint DOE's view of their teams in pursuit of the Oak Ridge. He placed emphasis on DOE's inability, to date, to award the AMWTP contract making reference to the process has now exceeded a two year timeframe.

**George Johnson** completed the panel presentation providing both a present and historical perspective of DOE's procurements. He provided statistics on how DOE's procurement evaluation criteria has evolved, indicating the recent significant increase in the percentage of score placed on past performance and experience, increasing from 7-10% historically to 25 to 30% in recent procurements. His assessment is that the project key personnel leadership is paramount to success and discussed the pros and cons of DOE's current orals evaluation process. He complimented DOE's initiative to improve the procurement process and challenged them to place greater emphasis on gaining this information during the procurement debriefs. Currently the debrief venues do not allow a forum that allow the contractors to provide significant input. His perspective indicates that by changing these venues could provide DOE with significant data required for significant transformation.

### **Public Comment and/or Questions – Opened by Co-Chair Cathy Hickey**

No formal questions were asked of the panelists; however, many one-on-one questions were asked immediately following the panel.

###