

Office of Small and Disadvantaged Business Utilization (OSDBU)



U.S. DEPARTMENT OF
ENERGY

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Impact and Diversity



How to Do Business with DOE 101

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Deputy Director

energy.gov/diversity

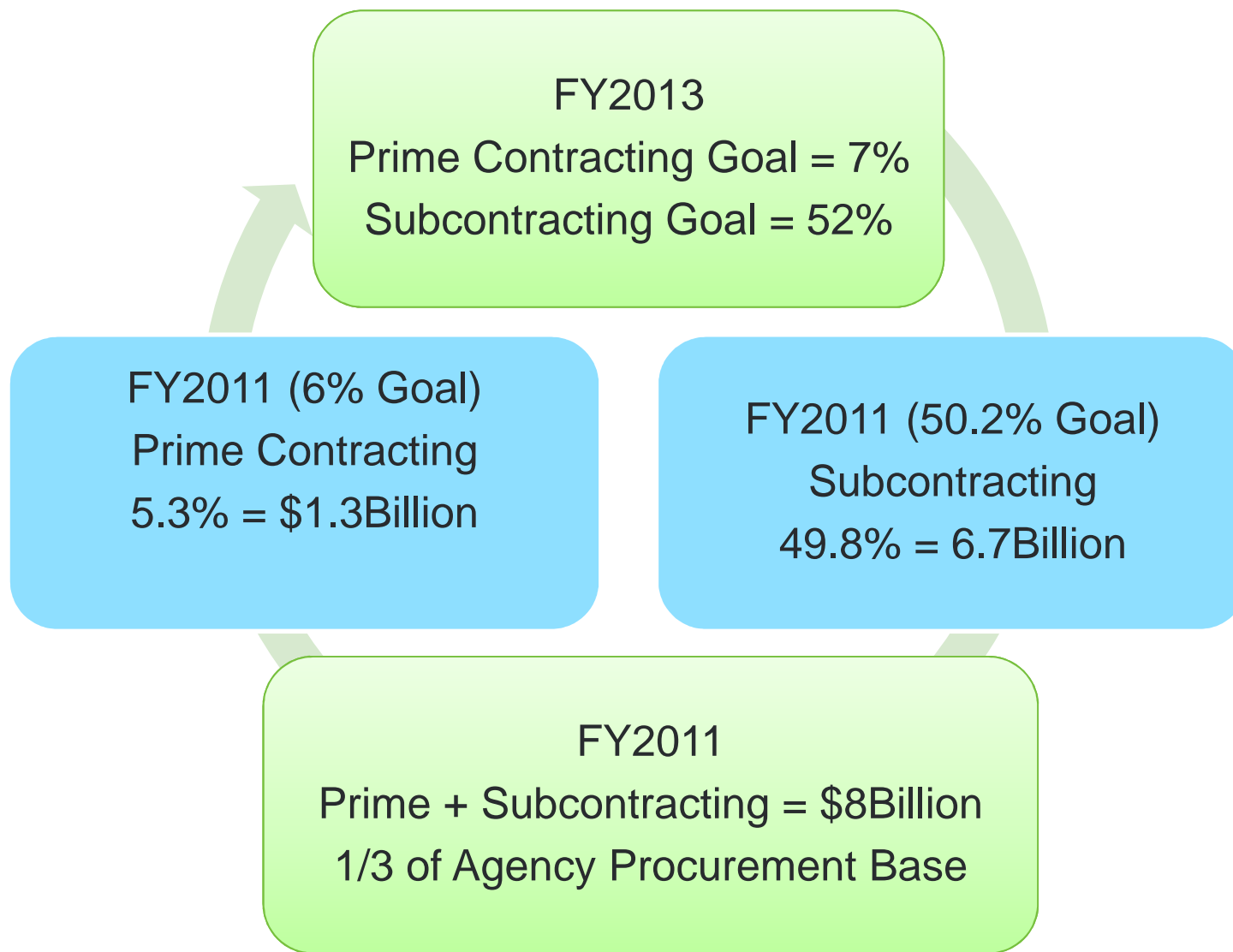


Major DOE Laboratories and Field Facilities





- **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

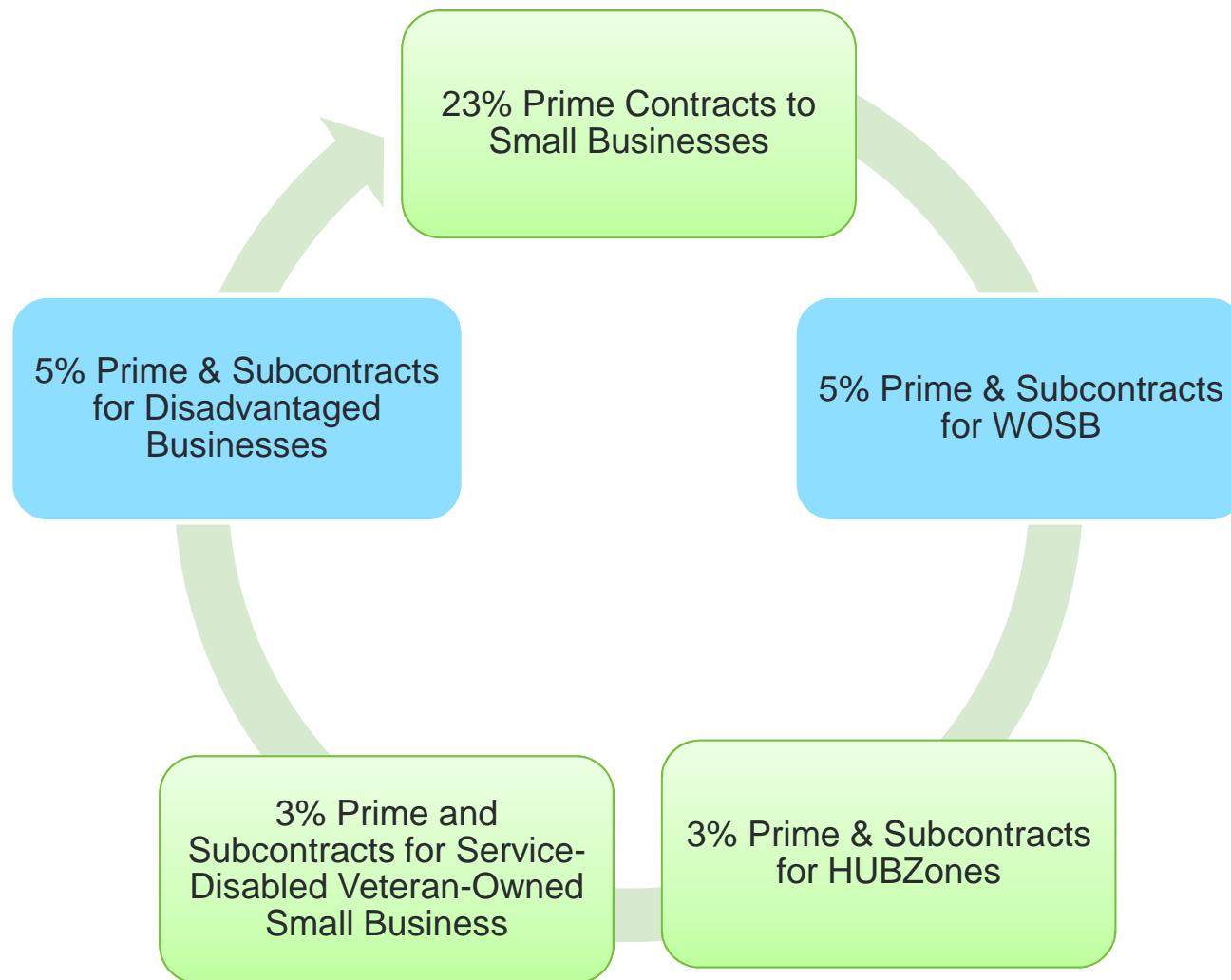


Socio-economic Small Business Goals



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Initiatives to Sustain & Grow Small Business Achievement



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1. Small Business First Policy – emphasis on market research;
2. Key SES personnel with small business utilization goals in their performance plans;
3. Signed MOU with the MBDA, which is resulting in small businesses more equipped to successfully engage the Department;
4. Secured a resident Procurement Center Representative (PCR) from the SBA to provide procurement best practices for small businesses;
5. Strategic Sourcing – maintain and market 28 multiple award contracts and 14 Enterprise-Wide Agreements; and
6. Seeking to engage teaming and collaboration between small and mid-tier businesses, whereby mid-tier firms subcontract to small businesses (goal achievement) and serve an risk mitigation and assurance function to ensure our mission is successfully completed.
 - NNSA’s Enterprise Wide Technical, Engineering and Programmatic Support service contract. 8 Contract Teaming Arrangements with small business led teams which include 45 firms and 53 BPA holders. Unique features: 1) 50% of obligation dollars and 50% of direct labor hours must be performed by small businesses; annual review to confirm this standard is met and if not, all team members with a contract action will be penalized on their performance history; and contract officers have the authority to use any socio-economic methodology they choose.



If you're a Mentor...

Your business can get introduced to potential subcontractors with critical skills, choose to award non-competitive sole source subcontracts to your Protégé or other DOE Protégés and you may be eligible for reimbursement of allowable costs incurred while providing assistance to the Protégé. Any DOE prime contractors may apply to be a Mentor.



If you're a Protégé...

You will have an established prime contractor to guide you through government contracting, creating potential teaming relationships and joint ventures to leverage your bid to DOE and other Federal agencies. You will also become eligible for receipt of DOE and other Federal agency subcontracts on a noncompetitive basis. All small business entities are eligible to apply for the program in accordance with program eligibility requirements.

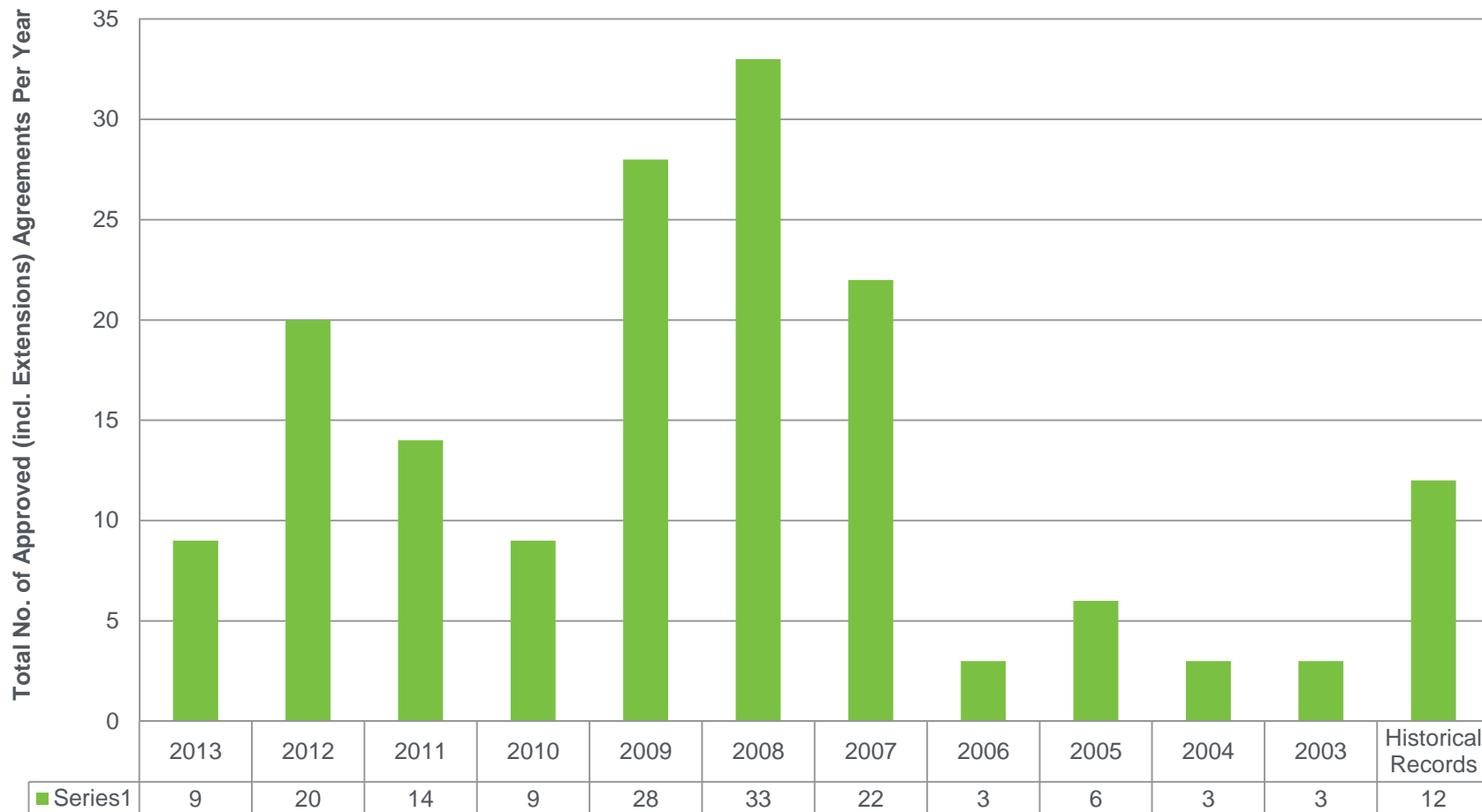
Mentor Protégé Program Growth



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MPP Agreements Approved (incl. extensions) Annually



Active Mentor Protégé Agreements



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31

Active Mentors
to Date

53

Active Protégés
to Date

What Does DOE Buy



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NAICS Code	NAICS Description	Action Obligation		
562910	REMEDATION SERVICES	199,894,800		
541512	COMPUTER SYSTEMS DESIGN SERVICES	141,568,067		
541330	ENGINEERING SERVICES	128,181,617		
561210	FACILITIES SUPPORT SERVICES	127,932,471		
541519	OTHER COMPUTER RELATED SERVICES	106,479,189		
237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	90,980,296		
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	84,096,901		
562211	HAZARDOUS WASTE TREATMENT AND DISPOSAL	53,397,410		
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES	49,848,054		
541620	ENVIRONMENTAL CONSULTING SERVICES	36,706,586	Total	\$1,019,085,391

Rules of Engagement: Road Bumps



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- **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.**
- **Learn how to prepare an effective proposal.**
- **Become easily accessible.**
- **Incumbents do not always win recompetitions.**
- **Contact PTACs if you need help.**
- **Keep on trying.**



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Thank You

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Office of Small and Disadvantaged Business Utilization

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