

Panel Session 51B –



**Addressing the Small Business
Barriers in Contracting with the
US DOE**

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Discussion Topics

- **Small Business Advocacy**
- **DOE Small Business Contracting**
- **The DOE Marketplace**
- **Small Business Challenges**
- **Measuring Small Business Success**

Asking Questions -- Small Business Advocacy

- **Why is small business participation promoted?**
- **What are the advantages of contracting with small businesses?**
- **Does small business prosperity equal sustainability?**
- **Should DOE small business advocacy address sustainability?**

➤ **Should advocacy address sustainability?**

All sustainable businesses, regardless of size, benefit DOE over the long run as they:

- **Contribute to improved mission, project and workforce stability**
- **Maintain workforce capabilities & safety culture**
- **Transfer experience among DOE jobs**
- **Decrease project risk & increase project efficiency**
- **Improve long-term cost effectiveness for DOE**

Asking Questions -- DOE Small Business Contracting

- **How are small businesses used typically by DOE?**
- **Does DOE contracting with small businesses create jobs?**
- **Why are small businesses expected to have lower costs?**
- **When should DOE consider contracting directly with a small business?**

➤ **When should DOE consider contracting directly with a small business?**

Only when the scope fits the strengths of the small business model. It demands:

- **Providing technical strength and depth**
- **Avoiding risk to mission success**
- **Accomplishing seamless workforce transition**
- **Implementing adequate ISMS and QAPP**
- **Demonstrating adequate financial stability and business systems infrastructure**

Asking Questions -- The DOE Marketplace

- **What limits small business prosperity?**
- **How does DOE small business prime contracting compare to DOE contractor subcontracting?**
- **Does either contracting method affect operational or economic stability of a small business?**
- **Does either contracting method indicate sustainability is favored?**

➤ **Does either contracting method indicate sustainability is favored?**

“Yes” when priming or managed tasks and “No” according to recent trends. Sustainability requires:

- **Focus on value added & not strictly cost**
- **Internal technical strength & depth**
- **Standalone, comprehensive infrastructure**
- **External communication & integration**
- **Transferable capabilities**
- **Managed-task experience**
- **Resource control & staffing flexibility**
- **Contract stability**

Asking Questions -- Small Business Challenges

- How do small businesses stay relevant given changing priorities and market conditions?
- What are the contracting risks?
- What are the financial risks?
- What would improve small business contracting?

➤ What would improve small business contracting?

- **Emphasize best overall value**
- **Assess value that is beyond the project**
- **Reward commitment & promote sustainability**
 - **Focus on long-term best interests of DOE**
 - **Operate safely with predictable quality**
 - **Provide sufficient employee benefits**
 - **Demonstrate adequate infrastructure**
 - **Contribute to their local community**

Asking Questions -- Measuring Small Business Success

- **What are common attributes among successful small businesses?**
- **How can you measure the attributes among successful small businesses?**
- **How can small businesses improve success for DOE and DOE contractors?**

➤ **How can small businesses improve success for DOE & DOE contractors?**

- **Continually develop core competence**
- **Provide value-added services**
- **Understand role & expectations**
- **Support communications & be accountable**
- **Exhibit good business practices**
- **Invest in adequate infrastructure**
- **Retain key employees & a stable workforce**
- **Leverage market experience to diversify**

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