

Waste Management Symposia 2014

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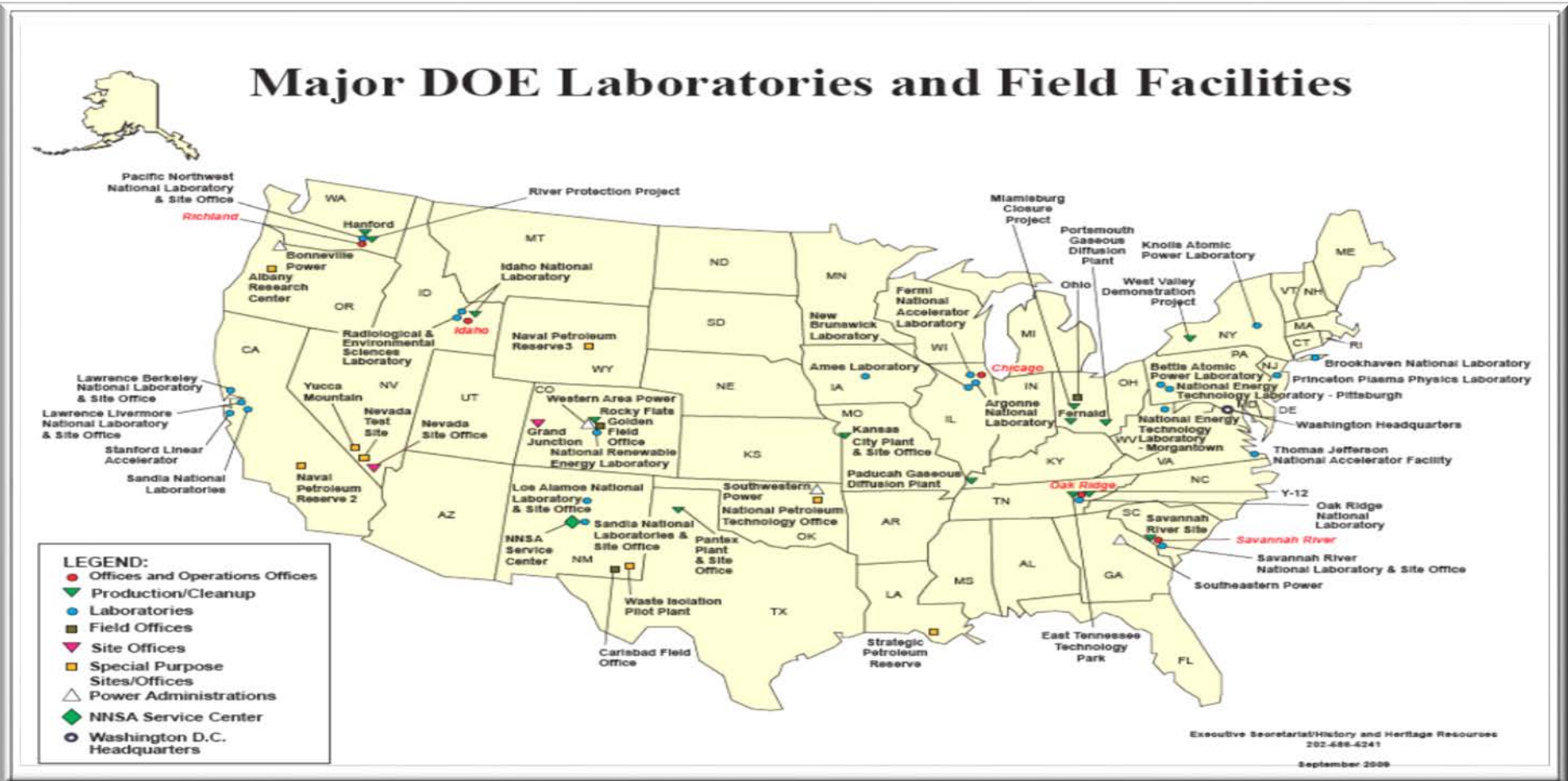
U.S. Department of Energy Small
Business Program



U.S. DEPARTMENT OF
ENERGY



Site and Facility Management Contractors (FMCs)





DOE's Mission

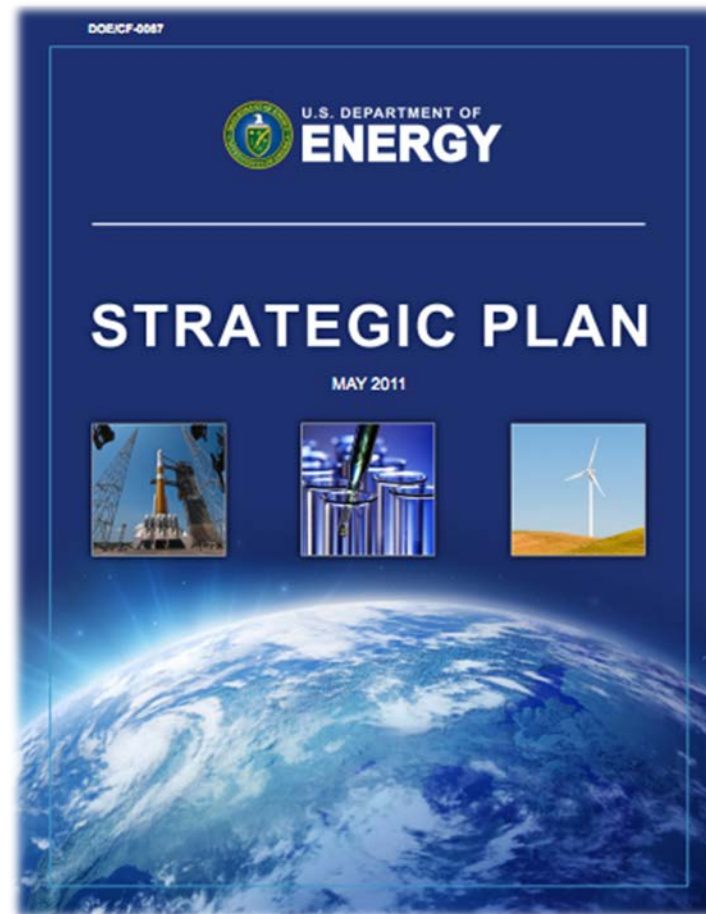
- **Energy Security** – Protection of high risk, high payoff RD&D of cleaner more affordable and reliable alternate energy sources, e.g. Advanced Research Projects Agency-Energy
- **Nuclear Security** – National Nuclear Security Administration guards:
 - **Military applications of nuclear energy**
 - **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





OSDBU's Mission

The OSDBU's mission is to maximize contract and financial opportunities for small businesses and entrepreneurs at the Department of Energy. This is accomplished through the promulgation of policy, establishment of goals, outreach to small businesses and entrepreneurs, as well as, coordination with the Office of Procurement and Financial Assistance. Specific areas of focus include socio-economic based businesses, subcontracting, and collaboration with program offices.





Significant Developments

- **Federal Government Annual Procurement Fair Washington, DC April 16th**
- **DOE ChallengeHER Women-owned Small Business Forum Washington, DC April 17th**
- **DOE Small Business Forum & Expo, Tampa, FL June 10th – 12th**
- **Section 318 of the Consolidated Appropriations Act of 2014 amends Section 15(g) of Public Law (PL) 85-536 (15 U.S.C 644, Small Business Act) by directing the Department to include first tier subcontracts awarded by Management and Operating (M&O) contractors in its small business achievement.**
 - **Coordinating detailed implementation with U.S. Small Business Administration (SBA)**
 - **First-tier M&O small business subcontracts will be considered federal prime small business contracts FOR ONLY SBA scorecard calculation purposes**
 - **First-tier M&O small business subcontracts will not be converted to FAR-based contracts.**



What Does DOE Buy?

Top Ten – FY 2013 Action Obligations for All Small Businesses by NAICS Codes (Oct. 1, 2012 – Sept. 30, 2013)

| | NAICS Code | NAICS Code Description | Action Obligation |
|----|------------|--|-------------------|
| 1 | 562910 | Remediation Services | \$202,415,439 |
| 2 | 541512 | Computer Systems Design Services | \$162,547,243 |
| 3 | 541330 | Engineering Services | \$118,195,176 |
| 4 | 561210 | Facilities Support Services | \$107,184,090 |
| 5 | 561611 | Administrative Management and General Management Consulting Services | \$84,468,096 |
| 6 | 541690 | Other Scientific and Technical Consulting Services | \$64,029,774 |
| 7 | 562211 | Hazardous Waste Treatment and Disposal | \$57,629,881 |
| 8 | 541519 | Other Computer Related Services | \$56,596,723 |
| 9 | 451620 | Environmental Consulting Services | \$48,081,476 |
| 10 | 236220 | Commercial and Institutional Building Construction | \$33,631,437 |

Report Extracted from FPDS-NG



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.

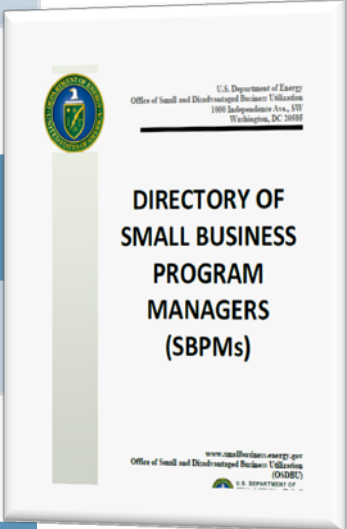
Consider teaming arrangements if requirements are steep.



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

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

Be persistent.





Thank You

John Hale III, Director

**Forecast Website:
<http://hqInc.doe.gov/Forecast>**

**DOE OSDBU Website:
www.smallbusiness.energy.gov**

**Call Us:
(202) 586-7377**