

# Waste Management Symposia 2014

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U.S. Department of Energy Small  
Business Program



U.S. DEPARTMENT OF  
**ENERGY**



# DOE's Mission

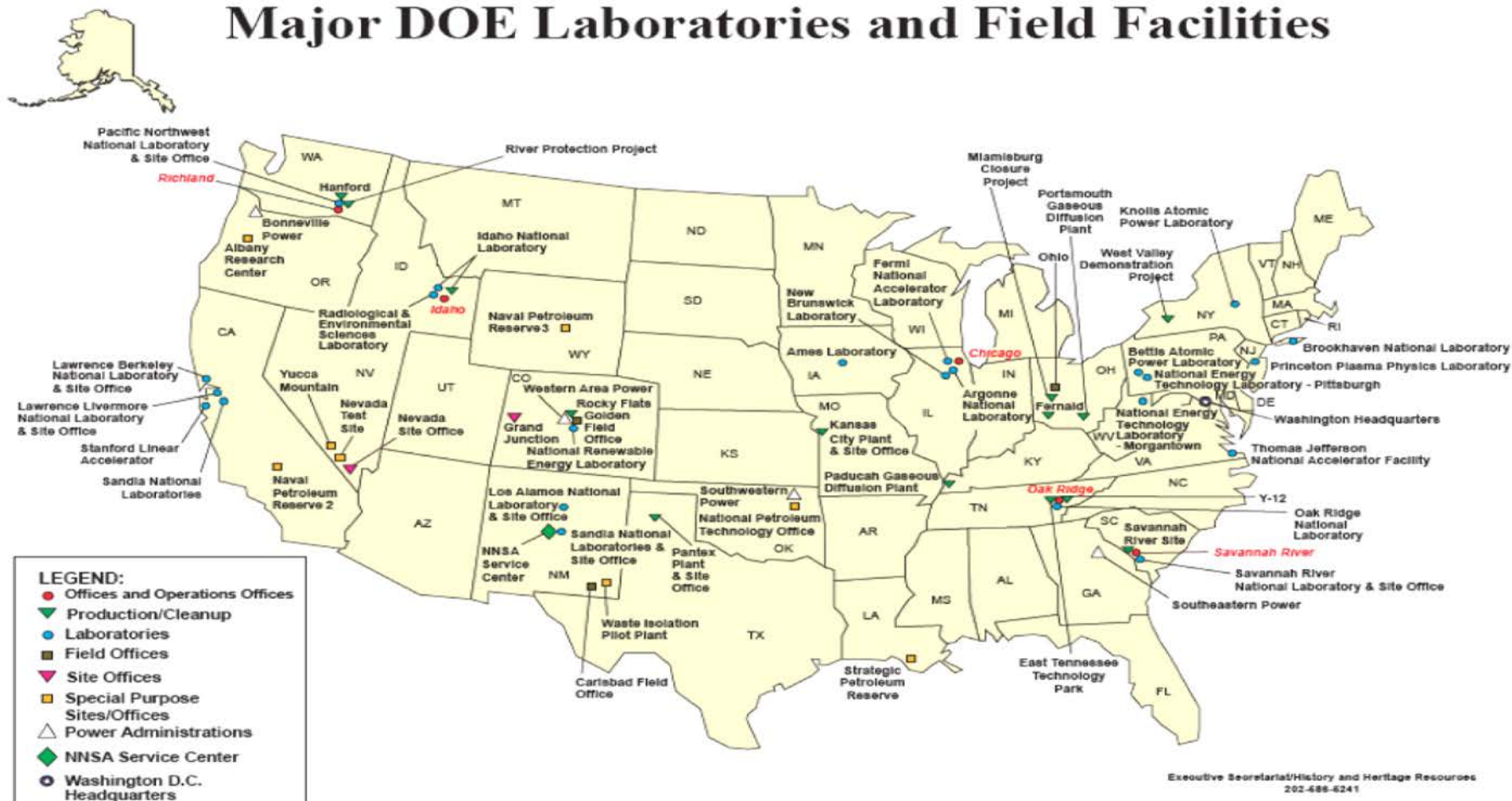
- **Energy Security** – Protection of high risk, high payoff RD&D of cleaner more affordable and reliable alternate energy sources, e.g. Advanced Research Projects Agency-Energy
- **Nuclear Security** – National Nuclear Security Administration guards:
  - **Military applications of nuclear energy**
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





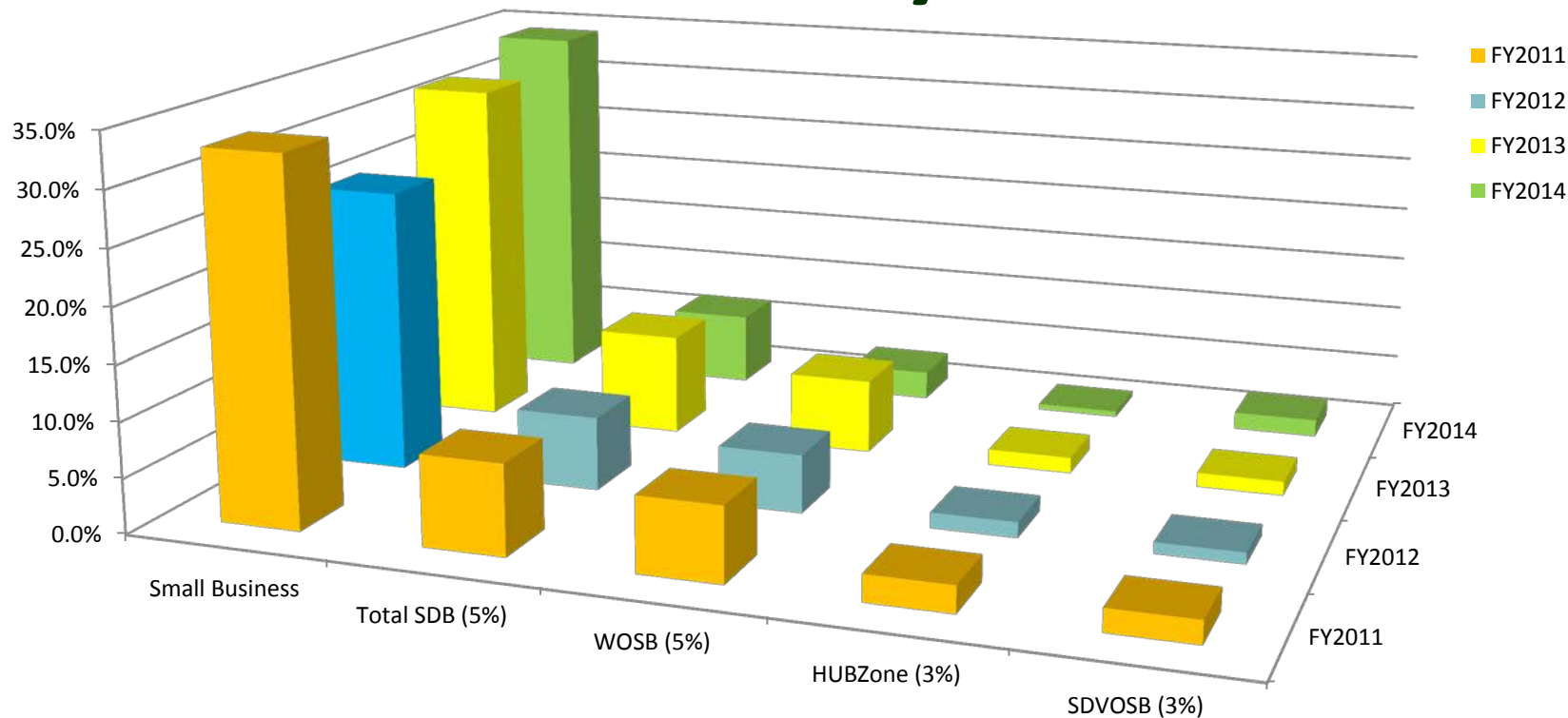
# Site and Facility Management Contractors (FMCs)

## Major DOE Laboratories and Field Facilities





# The Color of Money is Green\*



	Small Business	Total SDB (5%)	WOSB (5%)	HUBZone (3%)	SDVOSB (3%)
FY2011	32.9%	8.2%	6.8%	2.4%	2.1%
FY2012	25.7%	6.7%	5.3%	1.4%	1.0%
FY2013	31.8%	9.3%	6.8%	1.5%	1.3%
FY2014	34.2%	6.6%	2.6%	0.5%	1.6%

\*Aggregate (subcontracting and prime) small business achievement of the Department. FY 2014 results are preliminary.



# OSDBU's Mission

***“Building Sustainable Small Businesses to enable the Department to achieve its mission through innovation and creativity”***

## Defining Characteristics of Small Businesses

- Creativity
- Innovation
- Agility
- Niche Capabilities



# OSDBU Responsibility, Contribution & Tools

## **Enable Program Offices to Perform their Mission & Unexpected Challenges**

- Build corporate pipeline & efficient supply chain
- Target effective & innovative small businesses

## **Plug-In Small Businesses to DOE Opportunities**

- External Stakeholder engagement
- Transparency of opportunities

## **Small Business Made Easy for DOE Programs**

- DOE small business set-aside IDVs
- Small Business First Policy

## **Core Principle - Small Business First**

- Commitment to prime small business
- Best Value > Commodity Contracting



# Significant Developments

- ❑ **Large Business to Small Business-** OSDBU in collaboration with program offices identified ten opportunities to convert to small business with a total award value of over \$450M. Anticipate over \$480M of additional small business conversions in FY2015 and FY2016.
- ❑ Federal Government Annual Procurement Fair Washington, DC April 15<sup>th</sup>
- ❑ DOE Small Business Forum & Expo, Phoenix, AZ June 16<sup>th</sup> – 18<sup>th</sup>
- ❑ [www.smallbusiness.energy.gov](http://www.smallbusiness.energy.gov)
  - ❑ Review forecasts for upcoming awards
  - ❑ Subscribe to receive outreach and procurement information
  - ❑ Locate Small Business Program Managers
- ❑ 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 allowing the Department to include first tier subcontracts awarded by Management and Operating (M&O) contractors in its small business achievement.



# What Does DOE Buy?

## Top Ten – FY 2014 Action Obligations for All Small Businesses by NAICS Codes (Oct. 1, 2013 – Sept. 30, 2014)

NAICS Code	NAICS Code Description	Action Obligation
1 562910	REMEDIATION SERVICES	212,547,187
2 561210	FACILITIES SUPPORT SERVICES	153,363,729
3 541330	ENGINEERING SERVICES	129,811,412
4 541519	OTHER COMPUTER RELATED SERVICES	84,866,384
5 541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	82,943,218
6 237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	78,126,288
7 541512	COMPUTER SYSTEMS DESIGN SERVICES	63,463,118
8 562211	HAZARDOUS WASTE TREATMENT AND DISPOSAL	59,795,504
9 541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES	56,090,312
10 561110	OFFICE ADMINISTRATIVE SERVICES	39,197,431

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.**

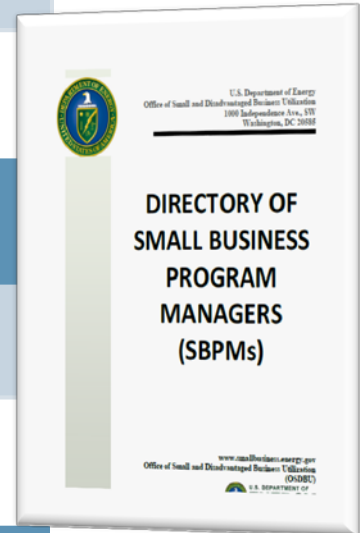
**Consider teaming arrangements if requirements are steep.**



**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](http://www.smallbusiness.energy.gov)**

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