

Doing Business with U.S. Department of Energy

**Paul Ross,
Acting Deputy Director**

Waste Management Symposium
Phoenix, AZ

March 2017

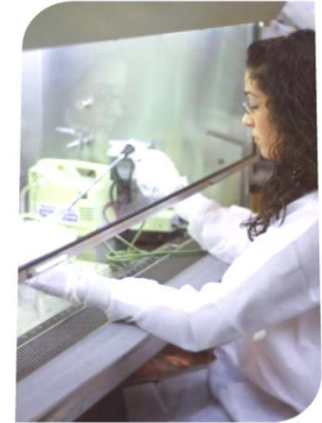


**U.S. DEPARTMENT OF
ENERGY**



DOE's Mission

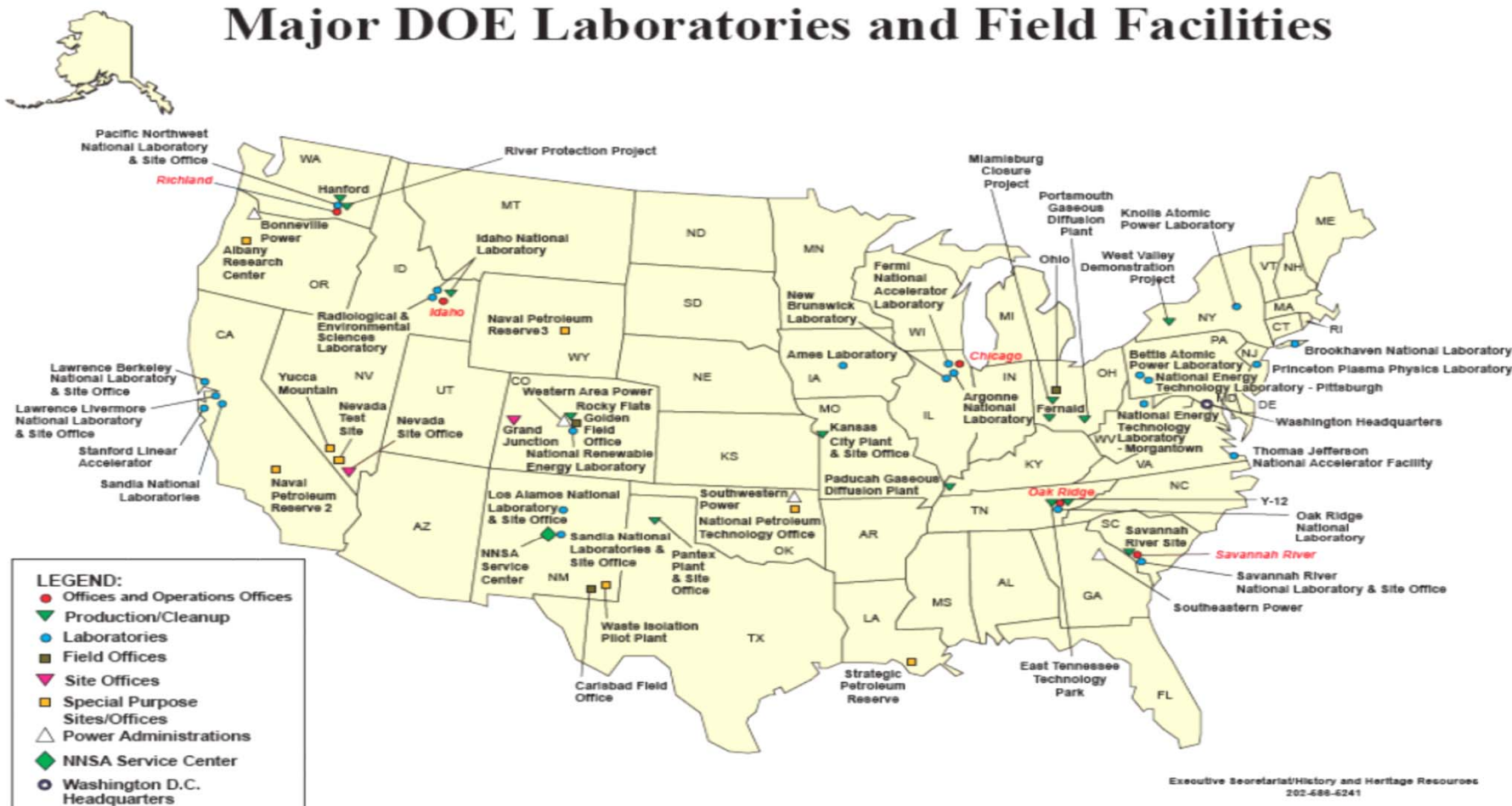
- **Energy Security** – Protection of high risk, high payoff RD&D of cleaner more affordable and reliable alternate energy sources, e.g. Advanced Research Projects Agency-Energy
- **Nuclear Security** – National Nuclear Security Administration guards:
 - ▣ **Military applications of nuclear energy**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





DOE Major Award Focus

1. The Energy Department Maintains 17 Federally Funded Research & Development Centers (FFRDCs)
2. The Department manages a total of 24 Management & Operating Contractors (inclusive of FFRDCs), which spend approximately \$23B or 75-85% in the FFRDC/M&Os
3. Therefore DOE's profile is that of a subcontracting agency.



Power Administrations

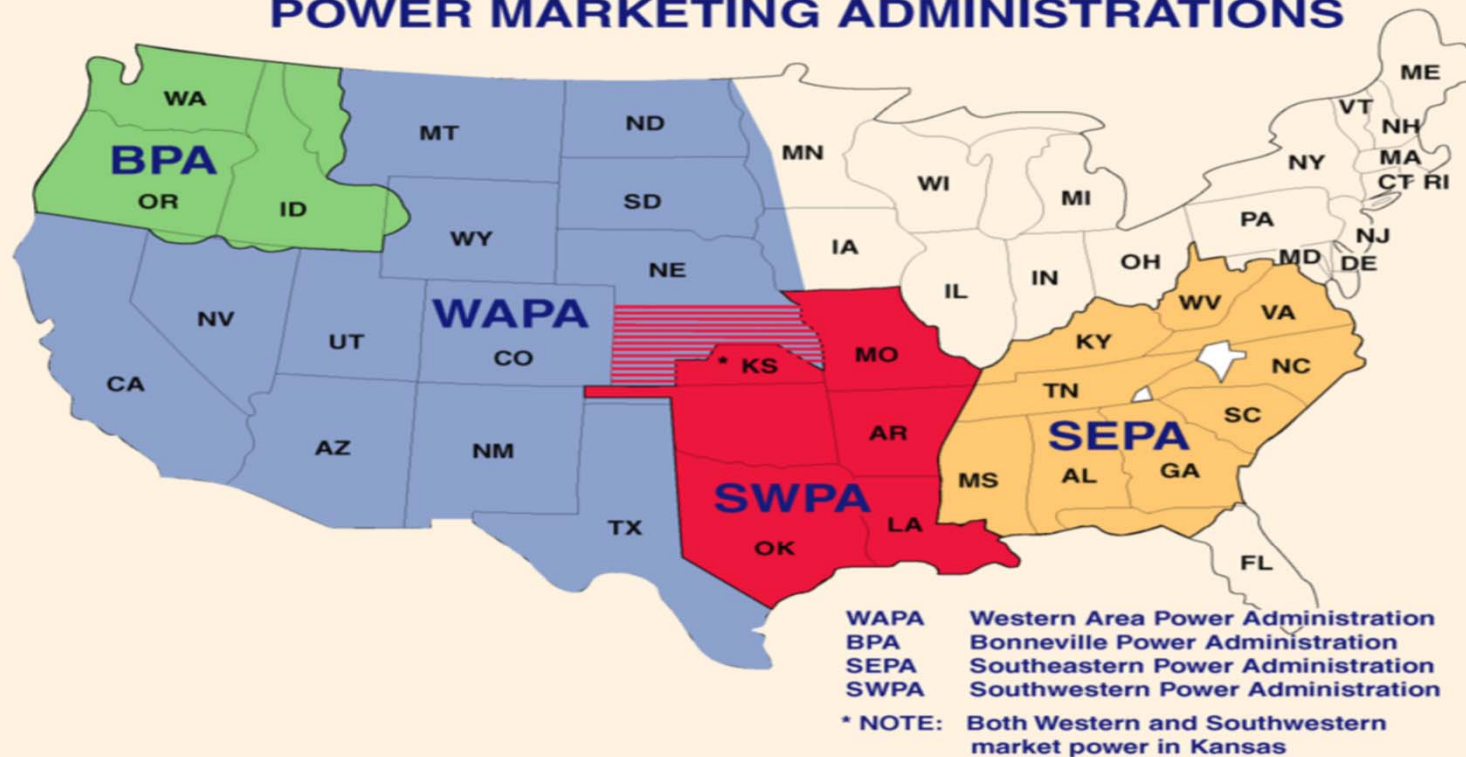
Established in the early 1900s, sell excess electrical power produced at Federal water projects in order to repay the Government's investment in the projects.

- 1. Bonneville Power Administration (BPA) – Headquartered in Portland, Oregon**
- 2. Southeastern Power Administration (SEPA) – Headquartered in Elberton, Georgia**
- 3. Southwestern Power Administration (SWPA) – Headquartered in Oklahoma**
- 4. Western Area Power Administration (WAPA) – Headquartered in Colorado – services a 15 state region of central and western U.S.**



Power Administrations

POWER MARKETING ADMINISTRATIONS





DOE/NNSA Site Facility Management Contracts

Contract Title	Program	Contractor	Composition of Contractor	Contract Number	Contract Type	Business Model	FY Completed	Award Date	Current Contract End date	Options/Award Term Remaining	Ultimate Potential Contract End Date (includes all potential award term and option years)	DOE Site Procurement Director	DOE Contracting Officer
National Renewable Energy Laboratory (NREL)	EERE	Alliance for Sustainable Energy (ASE)	Battelle Memorial Institute, MRIGlobal	DEAC3608GO28308	CPAF	FFRDC M&O	2008	7/29/2008	9/30/2018		9/30/2018	John Meeker 720-356-1399	Steve Scott 720-356-1776
Savannah River Site (SRS) Savannah River National Laboratory (SRNL)	EM/NNSA	Savannah River Nuclear Solutions (SRNS), LLC	Fluor Corporation, Newport News Nuclear, Honeywell International Inc.	DEAC0908SR22470	CPAF	FFRDC M&O	2008	1/10/2008	9/30/2016	22 month Option Period available	7/31/2018	Craig Armstrong 803-952-9345 Barbara Stearrett 202-586-7439	Angela Morton (EM) 803-952-9236 Carol Elliott (NNSA) 803-208-3684
Idaho National Laboratory (INL)	NE	Battelle Energy Alliance LLC	Battelle Memorial Institute	DEAC0705ID14517	CPAF	FFRDC M&O	2005	11/9/2004	9/30/2019		9/30/2019	Mike Adams 208-526-5277	Jeff Fogg 208-526-4958
Lawrence Livermore National Laboratory (LLNL)	NNSA	Lawrence Livermore National Security, LLC	Bechtel National, Univ of California, Babcock & Wilcox, URS Corp.	DEAC5207NA27344	CPAF	FFRDC M&O	2007	10/1/2007	9/30/2019	7 years Award Term available	9/30/2026	Barbara Stearrett 202-586-7439	Homer Williamson 925-424-2986
Los Alamos National Lab M&O (LANL)	NNSA	Los Alamos National Security, LLC	University of California, Bechtel National, Babcock & Wilcox Technical Services, URS Corporation	DEACS206NA25396	CPFF	FFRDC M&O	2006	6/1/2006	9/30/2017	6 years Award Term available	9/30/2023	Barbara Stearrett 202-586-7439	Robert Poole 505-665-1244
Sandia National Laboratories (Sandia/SNL)	NNSA	Sandia Corporation	Lockheed Martin Corporation	DEAC0494AL85000	CPAF	FFRDC M&O	1994	10/15/1993	4/30/2017		4/30/2017	Barbara Stearrett 202-586-7439	JoAnn Wright 505-845-4096
Ames Laboratory (Ames)	SC	Iowa State University	Iowa State University	DEAC0207CH11358	CPAF	FFRDC M&O	2007	12/4/2006	12/31/2016	6 years Award Term available	12/31/2026	Patricia Schuneman 630-252-2956	Jennifer Stricker 630-252-2408
Argonne National Laboratory (ANL)	SC	UChicago Argonne LLC	University of Chicago	DEAC0206CH11357	CPIF	FFRDC M&O	2006	7/31/2006	9/30/2016	6 years Award Term available	9/30/2026	Patricia Schuneman 630-252-2956	Sergio Martinez 630-252-2075 Kristin Palmer 630-252-2127
Brookhaven National Laboratory (BNL)	SC	Brookhaven Science Associates (BSA), LLC	Battelle Memorial Institute, The Research Foundation for The State University of New York (RF) Stony Brook University	DESC0012704	CPAF	FFRDC M&O	2015	12/22/2014	1/4/2020	14 years Award Term available	1/4/2035	Patricia Schuneman 630-252-2956	Robert Gordon 631-344-3346 Evelyn Landini 631-344-7812
Fermi National Accelerator Center (FNAL)	SC	Fermi Research Alliance, LLC	University of Chicago, Universities Research Association, Inc	DEAC0207CH11359	CPAF	FFRDC M&O	2007	11/1/2006	12/31/2016	6 years Award Term available	12/31/2025	Patricia Schuneman 630-252-2956	Whitney Begner 630-840-5740 Karen Ade 630-840-4288

<http://energy.gov/management/downloads/doe-nnsa-site-facility-management-contracts-june-2016>



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Lawrence Berkeley National Laboratory (LBNL)	SC	The Regents of the University of California	University of California	DEAC0205CH11231	CPIF	FFRDC M&O	2005	4/19/2005	5/31/2020	4 years Award Term available	5/31/2025	Patricia Schuneman 630-252-2956	Maria Robles 510-495-2552
Oak Ridge National Laboratory (ORNL)	SC	UT-Battelle, LLC	University of Tennessee, Battelle Memorial Institute	DEAC0500OR22725	CPAF	FFRDC M&O	1999	10/18/1999	3/31/2020		3/31/2020	Jeff Burgan 865-241-5213	Mark Million 865-576-4523
Pacific Northwest National Laboratory (PNNL)	SC	Battelle Memorial Institute	Battelle Memorial Institute	DEAC0576RL01830	CPAF	FFRDC M&O	1965	12/30/2002	9/30/2017		9/30/2017	Jeff Burgan 865-241-5213	Ryan Kilbury 509-372-4030
Princeton Plasma Physics Laboratory (PPPL)	SC	The Trustees of Princeton University	Princeton University	DEAC0209CH11466	CPAF	FFRDC M&O	2009	4/1/2009	3/31/2019		3/31/2019	Patricia Schuneman 630-252-2956	Kim Tafe 609-243-3708
SLAC National Accelerator Laboratory (SLAC)	SC	Stanford University	Stanford University	DEAC0276SF00515	CPAF	FFRDC M&O	N/A	11/1/1962	9/30/2017		9/30/2017	Jeff Burgan 865-241-5213	Kyong H. Watson 650-926-5203
Thomas Jefferson National Accelerator Facility (TJNAF)	SC	Jefferson Science Associates, LLC	Southeastern Universities Research Association (SURA), Inc., Pacific Architects and Engineers (PAE) Applied Technologies, LLC	DEAC0506OR23177	CPAF	FFRDC M&O	2006	4/14/2006	5/31/2019	5 years Award Term available	5/31/2025	Jeff Burgan 865-241-5213	Wayne Skinner 757-269-7143
Waste Isolation Pilot Plant (WIPP)	EM	Nuclear Waste Partnership LLC	AECOM, BWXT Technical Services Group	DEEM0001971	CPAF	M&O non-FFRDC	2012	4/20/2012	9/30/2017	5 year Option Period available	9/30/2022	Tamara Miles 513-246-1367	Vicki Diane Snow 575-234-7452
Strategic Petroleum Reserve Office (SPRO)	FE	Fluor Federal Petroleum Operations	Fluor Federal Petroleum Operations	DEFE0011020	CPAF	M&O non-FFRDC	2014	4/1/2014	3/31/2019	5 year Option Period available	3/31/2024	Kelly Gele 504-734-4343	Sally Leingang 504-734-4362
Bettis/Knolls Atomic Power Laboratory (Bettis KAPL)	NNSA	Bechtel Marine Propulsion	Bechtel National Inc.	DENR0000031	CPFF	M&O non-FFRDC	2009	9/18/2008	9/30/2018		9/30/2018	Joseph Maletta 412-476-7270	Julie Heynes 412-476-7241
National Security Complex (formerly Kansas City Plant (KCP))	NNSA	Honeywell Federal Manufacturing & Technologies LLC	Honeywell International Inc	DENA0002839	CPAF	M&O non-FFRDC	2015	7/9/2015	9/30/2020	5 Option Periods available	9/30/2025	Barbara Stearrett 202-586-7439	Ralph Tennant 816-488-3249
Nevada National Security Site (NNSS)	NNSA	National Security Technologies (NSTec) LLC	Northrop Grumman, CH2M Hill, AECOM, Babcock & Wilcox Company	DEACS206NA25946	CPAF	M&O non-FFRDC	2006	3/28/2006	9/30/2016		9/30/2016	Barbara Stearrett 202-586-7439	Darby Dieterich 702-295-1560
NNSA Production Office (NPO) Pantex Plant and Y-12 National Security Complex	NNSA	Consolidated Nuclear Security LLC	Bechtel National Inc., Lockheed Martin Services, Inc., ATK Launch Systems, Inc., SOC LLC	DENA0001942	CPAF	M&O non-FFRDC	2012	3/3/2014	6/30/2019	3 Option Periods available (5 years in total)	6/30/2024	Barbara Stearrett 202-586-7439	Jill Albaugh 865-576-0760

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East Tennessee Technology Park (ETTP) (OR)	EM	URS/CH2M Hill Oak Ridge (UCOR), LLC	AECOM, CH2M Hill Oak Ridge LLC	DESC0004645	CPAF	Site Cleanup	2011	4/29/2011	7/31/2020		7/31/2020	Tamara Miles 513-246-1367	Heather Cloar 865-576-1894
Moab Site Remedial Action Contract (RAC)	EM	Portage, Inc.	Portage, Inc.	DEEM0000842 DEDT0002936	CPAF	Site Cleanup	2012	11/4/2011	9/30/2016		9/30/2016	Tamara Miles 513-246-1367	Angela Cooney 513-246-0562
Plateau Remediation Contract (PRC) (Hanford)	EM	CH2M Hill Plateau Remediation Company	CH2M Hill Constructors Inc	DEAC0608RL14788	CPAF	Site Cleanup	2008	6/19/2008	9/30/2018		9/30/2018	Sally Sieracki 509-376-8948	Jeff Short 509-376-2882
Portsmouth Decontamination & Decommissioning (Ports D&D)	EM	Fluor- Babcock & Wilcox (B&W) Portsmouth LLC	Fluor Federal Services, Inc., Babcock & Wilcox Technical Services Group, Inc.	DEAC3010CC40017	CPAF	Site Cleanup	2010	8/16/2010	9/28/2018	30 Month Option Period available	3/28/2021	Tamara Miles 513-246-1367	RJ Bell 859-219-4055
River Corridor Closure (RCC)	EM	Washington Closure Hanford LLC	URS Energy & Construction Inc, CH2M Hill, Bechtel Corporation	DEAC0605RL14655	CPIF	Site Cleanup	2005	3/23/2005	9/30/2016		9/30/2016	Sally Sieracki 509-376-8948	Jenise Connerly 509-376-8362
Savannah River Liquid Waste Disposition (Liquid Waste)	EM	Savannah River Remediation LLC	URS Corporation, Bechtel Corporation, Babcock & Wilcox (B&W) Technical Services Group	DEAC0909SR22505	CPAF	Site Cleanup	2008	7/1/2009	6/30/2017		6/30/2017	Craig Armstrong 803-952-9345	Charlene Smith 803-952-7162
Tank Operations Contract (TOC) (ORP)	EM	Washington River Protection Solutions (WRPS), LLC	AECOM, ATKINS	DEAC2708RV14800	CPAF	Site Cleanup	2008	5/29/2008	9/30/2016	2 year Option Period available	9/30/2018	Marc McCusker 509-376-2760	Wade Hader 509-376-3388
West Valley Demonstration Project	EM	CH2M Hill Babcock & Wilcox (B&W) West Valley, LLC	CH2M Hill Companies LTD Babcock & Wilcox Tech Svs Group Inc Environmental Chemical Corp	DEEM0001529	CPAF	Site Cleanup	2011	7/1/2011	3/9/2020		4/8/2019	Tamara Miles 513-246-1367	Richard Reffner 716-942-4824
Idaho Clean-up Core Contract	EM	Fluor Idaho, LLC	Fluor Idaho, LLC	DE-EM0004083	CPIF	Site Cleanup	2016	6/1/2016	5/31/2021		5/31/2021	Mike Adams 208-526-5277	Jennifer Cate 208-526-0631
Separations Process Research Unit (SPRU)	EM	URS Energy & Construction Inc.	URS Energy and Construction Inc.	DEAM0905SR22414 DEAT3008CC60014	CPIF	Site Cleanup	2008	12/13/2007	12/21/2016		6/1/2018	Tamara Miles 513-246-1367	Wendy Bauer 208-351-4638
Los Alamos Legacy Cleanup	EM	Los Alamos National Security, LLC	Los Alamos National Security, LLC	DE-EM0003528	CPAF	Site Cleanup	N/A	9/23/2015	9/30/2016	2 Option Periods available (12 months in total)	9/30/2017	Tamara Miles 513-246-1367	Chris Lockhart 513-744-0996

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Mission Support (Hanford)	EM	Mission Support Alliance LLC	Lockheed Martin Integrated Technology LLC, Jacobs Engineering Group, LLC, Wackenhut Services Inc.	DEAC0609RL14728	CPAF	Site Management	2008	4/28/2009	5/25/2017	2 year Option Period available	5/25/2019	Sally Sieracki 509-376-8948	Tim Corbett 509-373-9562
Paducah Infrastructure	EM	Swift & Staley, Inc. (SSI)	Swift & Staley, Inc. (SSI)	DE-EM0003733	FFP Hybrid	Site Management	2015	6/17/2015	11/30/2018	22 month Option Period available	9/30/2020	Tamara Miles 513-246-1367	Tyler Hicks 859-219-4076
Portsmouth Infrastructure Support	EM	Portsmouth Mission Alliance, LLC	Northwind Solutions, Swift & Staley, Inc.	DE-EM0004062	FFP Hybrid	Site Management	2015	1/15/2016	2/24/2018	22-month option available	4/24/2019	Tamara Miles 513-246-1367	Bryan Davis 740-897-53588
Oak Ridge Institute for Science and Education (ORISE)	SC	Oak Ridge Associated Universities, Inc.	Oak Ridge Associated Universities	DE-SC0014664	CPAF	Site Management	2016	3/10/2016	9/30/2020		9/30/2020	Jeff Burgan 865-241-2513	Kenneth L. Kimbrough 865-576-9262

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FY 2016 - Top 10 Prime NAICS Codes - All Small Businesses by Obligations

NAICS Code	NAICS Code Description	Action Obligation
	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT	
541611	CONSULTING SERVICES	\$176,321,698
562910	REMEDIATION SERVICES	\$169,765,288
541330	ENGINEERING SERVICES	\$126,930,389
561210	FACILITIES SUPPORT SERVICES	\$108,886,724
541519	OTHER COMPUTER RELATED SERVICES	\$96,433,999
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$73,927,543
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES	\$61,611,520
562211	HAZARDOUS WASTE TREATMENT AND DISPOSAL	\$57,205,000
541513	COMPUTER FACILITIES MANAGEMENT SERVICES	\$51,051,136
541620	ENVIRONMENTAL CONSULTING SERVICES	\$45,514,927
Total - FY 2016 Action Obligations to Top 10 Prime NAICS Codes		\$967,648,224

FY 2016 data extracted from FPDS-NG



FY 2015 - Top 10 Subcontracting NAICS Codes - All Small Businesses by Award Value

NAICS Code	NAICS Code Description	Award Value
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$109,900,216
541330	ENGINEERING SERVICES	\$52,735,084
423430	COMPUTER AND COMPUTER PERIPHERAL EQUIPMENT AND SOFTWARE MERCHANT WHOLESALERS	\$48,022,395
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$41,853,405
561210	FACILITIES SUPPORT SERVICES	\$37,161,408
236210	INDUSTRIAL BUILDING CONSTRUCTION	\$35,244,076
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$30,273,880
334111	ELECTRONIC COMPUTER MANUFACTURING	\$29,895,865
334516	ANALYTICAL LABORATORY INSTRUMENT MANUFACTURING	\$17,633,257
522310	OTHER COMPUTER RELATED SERVICES	\$17,283,666
Total - FY 2015 Awards to Top 10 Subcontracting NAICS Codes		\$420,003,251

Data obtained from: <https://catalog.data.gov/dataset/department-of-energy-mo-small-business-subcontract-public-data-extract-fy-2015>



Discriminating Factors

How to help distinguish yourself from the competition

1. Federal Procurement Data System-Next Generation (FPDS-NG). Which good and services does DOE purchase?
2. What are Federally Funded Research and Development Centers (FFRDCs), Management & Operating Contracts (M&Os), and Facility Management Contracts (FMCs)? Why are they important for DOE?
3. Data.gov
 - Management & Operating Subcontract Reporting Capability (MOSRC)
4. DOE leadership YouTube videos, blogs, etc.
5. Outreach events, etc.



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.

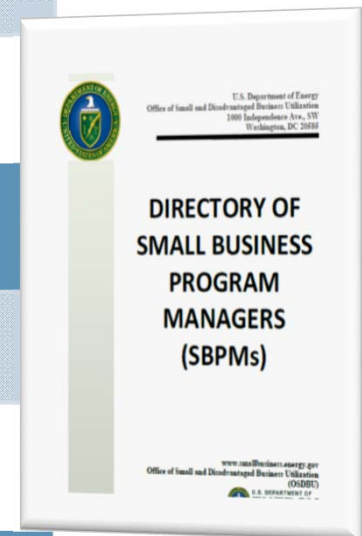
Consider teaming arrangements if requirements are steep.



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

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

Be persistent.





Finding Opportunities

- ❑ Review forecasts for upcoming awards
DOE forecast : <http://hqInc.doe.gov/Forecast>
- ❑ Subscribe to receive outreach and procurement information
www.smallbusiness.energy.gov
- ❑ Locate Small Business Program Managers
<http://energy.gov/osdbu/downloads/small-business-program-managerdirectory>
- ❑ Use multiple Government Websites
 - ❑ https://www.fpds.gov/fpdsng_cms/index.php/en/reports.html
 - ❑ https://www.fedconnect.net/FedConnect/PublicPages/PublicSearch/Public_Opportunities.aspx
 - ❑ <https://www.fbo.gov/>



16th Annual DOE Small Business Forum and Expo **May 16-18, 2017**

Sheraton at Kansas City Hotel at Crown Center
2345 McGee Street
Kansas City, MO 64108



Any Questions?

Paul Ross, Acquisition Specialist
Office of Small & Disadvantaged Business Utilization

OSDBU Website:
www.smallbusiness.energy.gov

Email Us:
smallbusiness@hq.doe.gov

Call Us:
(202) 586-7377