

Reducing Barriers: A Bridge to DOE Opportunities

February 23rd, 2022





Rodney Walters

Senior Business Opportunities Specialist
Energy Workforce Division
Office of Minority Programs
Office of Economic Impact and diversity



U.S. DEPARTMENT OF
ENERGY

Office of Economic
Impact and Diversity

Technical Assistance Training

March 23	Developing Your Value Proposition
March 30	Gov Con 101
April 6	Financing Business Growth
April 13	Cost Estimation
April 20	Proposal Writing 1
April 27	Proposal Writing 2
May 4	DOE Proposal Information <i>(Facilitated by DOE COs) (1-3 pm ET)</i>
May 11	Marketing to the Government - Matchmaker Prep
May 18	Teaming and Joint Venturing



U.S. DEPARTMENT OF
ENERGY

Office of Economic
Impact and Diversity



Paul E. Ross

Principal Deputy Director

Office of Small and Disadvantaged Business
Utilization (OSDBU)



U.S. DEPARTMENT OF
ENERGY

Office of Small &
Disadvantaged
Business Utilization



Reducing Barriers: A Bridge to DOE Opportunities

Office of Small and Disadvantaged Business Utilization

Nicola Ohaegbu, Procurement Analyst

**Office of Economic Impact and Diversity:
Technical Assistance & Training Webinar
February 23, 2022**





Overview

- History and Mission
- DOE/NNSA Sites
- FY 2021 Budget
- DOE's Small Business Accomplishments
- What DOE Buys
- Locating DOE Opportunities
- Supply Chain Management Center
- Responding to SSN/RFI Opportunities
- How to Increase Your Success
- FAR References
- Important Links
- CY 2022 Outreach Events
- OSDBU Support



History and Mission

Ensure America's security and prosperity by addressing its energy, environmental, and nuclear challenges through transformative science and technology solutions.

Energy

Catalyze the timely, material, and efficient transformation of the nation's energy system and secure U.S. leadership in energy technologies.

Science and Innovation

Maintain a vibrant U.S. effort in science and engineering as a cornerstone of our economic prosperity with clear leadership in strategic areas.

Nuclear Safety and Security

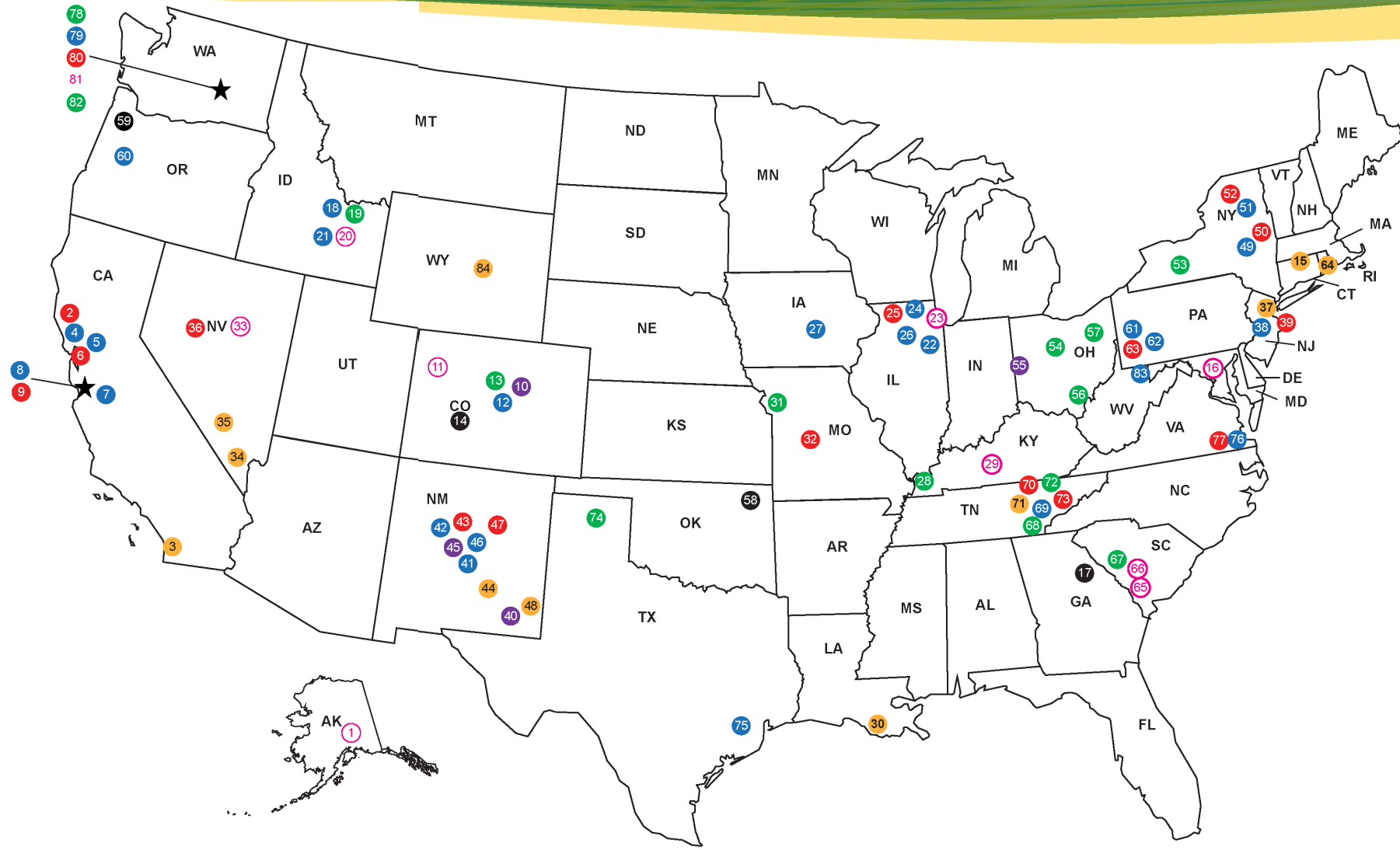
Enhance nuclear security through defense, nonproliferation, and environmental efforts.

Management and Operational Excellence

Establish an operational and adaptable framework that combines the best wisdom of all Department stakeholders to maximize mission success.



DOE/NNSA Sites



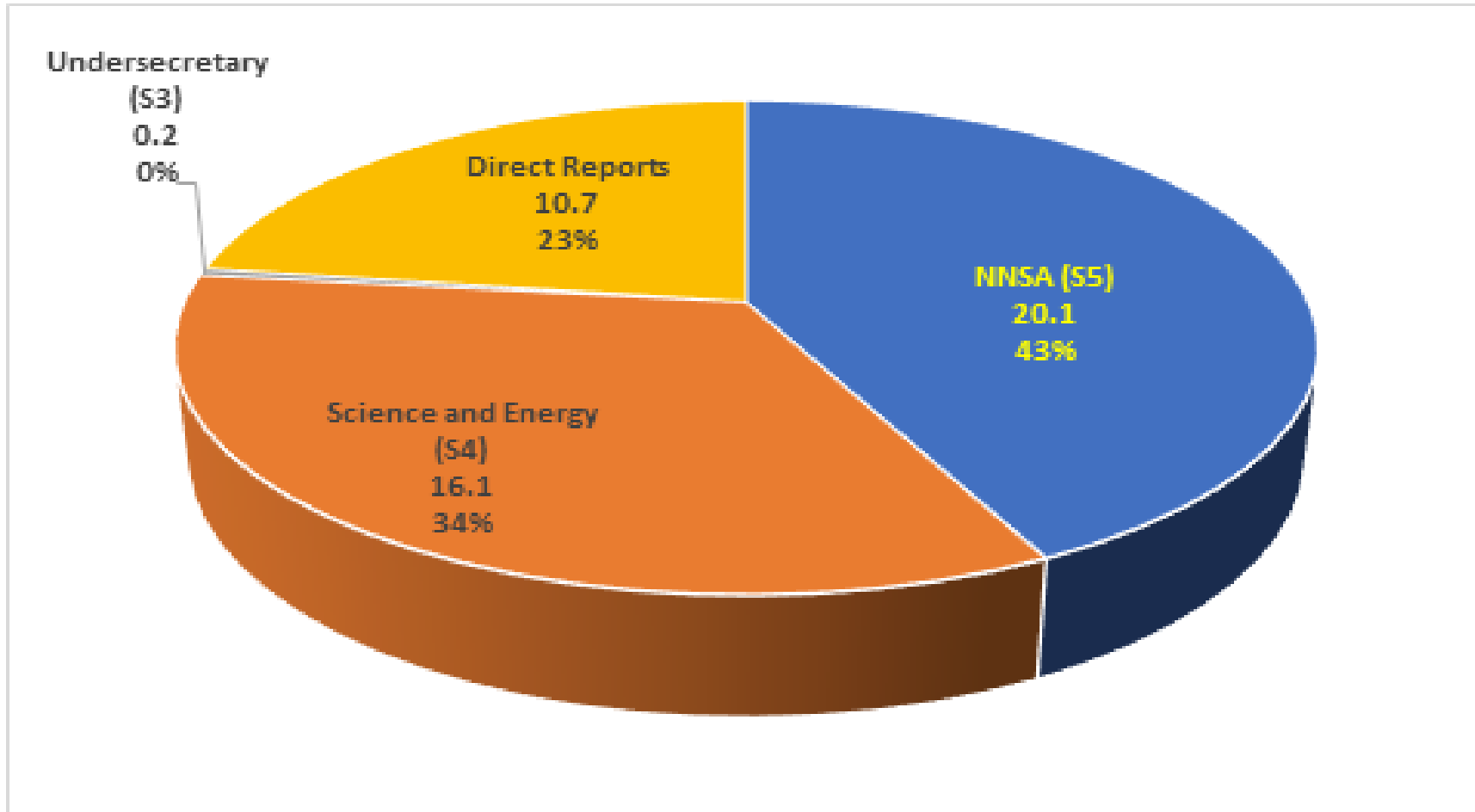
Legend

Operations Offices	Production/Cleanup	Site or Project Offices	Power Administrations	Laboratories	Field Offices	Special Purpose Sites or Offices	Service Business Center
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as of Nov 2017



FY 2021 Budget





DOE's Small Business Accomplishments

DOE exceeded its FY 2020 statutory prime and subcontracting small business goals and achieved its highest small business obligations to date

- \$8.7B obligated to small businesses in FY 2020 (of \$35.5B total)
 - \$5.1B in direct prime and first-tier M&O subcontract small business awards
 - \$3.6B in direct subcontract small business awards
- 1 in 4 contract dollars awarded to small businesses

Total Small Business Obligations (Prime + MOSRC* + Subcontracts)	
FY 2015	\$5.7B
FY 2016	\$6.5B
FY 2017	\$6.85B
FY 2018	\$6.16B
FY 2019	\$7.68B
FY 2020	\$8.7B

* Management & Operating Subcontract Reporting Capability



What DOE Buys

Top 5 NAICS* Codes – Prime

- 562910 – Remediation Services
- 541611 – Administrative Management and General Management Consulting Services
- 541330 – Engineering Services
- 561210 – Facilities Support Services
- 541513 – Computer Facilities Management Services

Top 5 NAICS Codes – Subcontracting

- 541330 – Engineering Services
- 541990 – Professional Services
- 541715 – Research and Development in the Physical, Engineering, and Life Sciences
- 562910 – Remediation Services
- 611710 – Educational Services

* North American Industry Classification System Codes

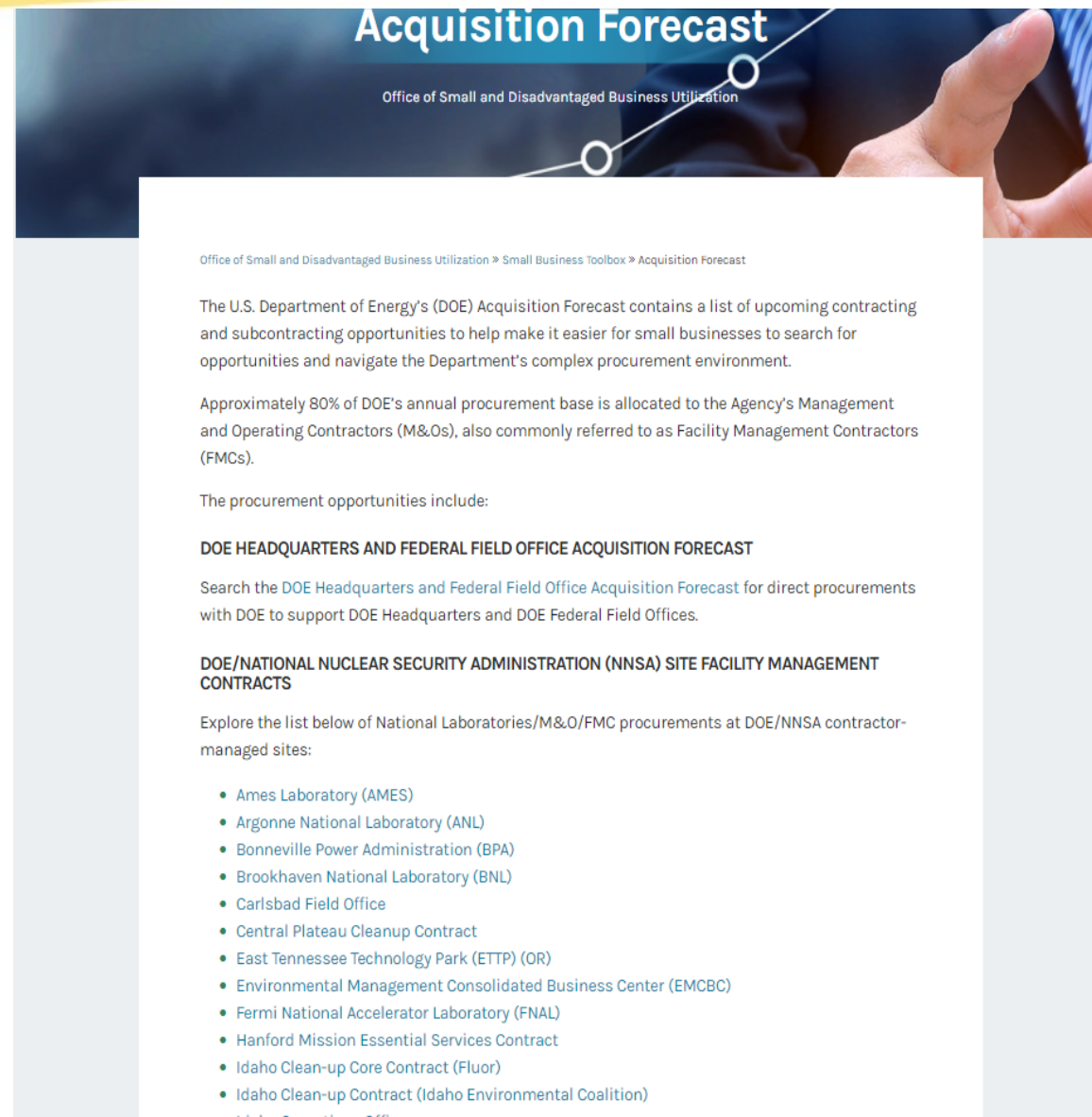


Acquisition Forecast Opportunities

DOE Headquarters and Federal Field Office
Acquisition Forecast

<https://www.energy.gov/osdbu/acquisition-forecast>

- ❖ Provides list of headquarter **prime** forecast opportunities
- ❖ Provide hyperlinks to the various DOE laboratories for **subcontracting** opportunities. (*You must search each lab individually for its opportunities*).
- ❖ Supply Chain Management Center (SCMC):
<https://thescmcgroup.com/>



The screenshot shows the 'Acquisition Forecast' page from the Office of Small and Disadvantaged Business Utilization. The page title is 'Acquisition Forecast' and the subtitle is 'Office of Small and Disadvantaged Business Utilization'. The main content area includes a breadcrumb trail: 'Office of Small and Disadvantaged Business Utilization > Small Business Toolbox > Acquisition Forecast'. The text describes the DOE Acquisition Forecast as a list of upcoming contracting and subcontracting opportunities to help small businesses search for opportunities and navigate the Department's complex procurement environment. It states that approximately 80% of DOE's annual procurement base is allocated to Agency's Management and Operating Contractors (M&Os), also referred to as Facility Management Contractors (FMCs). The page lists procurement opportunities and includes a section for 'DOE HEADQUARTERS AND FEDERAL FIELD OFFICE ACQUISITION FORECAST' which encourages searching for direct procurements with DOE. Another section, 'DOE/NATIONAL NUCLEAR SECURITY ADMINISTRATION (NNSA) SITE FACILITY MANAGEMENT CONTRACTS', provides a list of sites for exploration. The list of sites includes: Ames Laboratory (AMES), Argonne National Laboratory (ANL), Bonneville Power Administration (BPA), Brookhaven National Laboratory (BNL), Carlsbad Field Office, Central Plateau Cleanup Contract, East Tennessee Technology Park (ETTP) (OR), Environmental Management Consolidated Business Center (EMCBC), Fermi National Accelerator Laboratory (FNAL), Hanford Mission Essential Services Contract, Idaho Clean-up Core Contract (Fluor), Idaho Clean-up Contract (Idaho Environmental Coalition), and Idaho Operations Office.



DOE Headquarters Acquisition Forecast

	A	B	C	D	E	F	G	H	I	J	K	L	M
	Performance End Date	NAICS Code	Program Office	Current Incumbent	Current Contract Number	Acquisition Description	Estimated Dollar Value	Contracting Officers Business Size Selection	Type of Set Aside	Current Contract Set Aside Percent	Contract Type	Principal Place of Performance State	Small Business Program Manager
3	Feb-2022	237130	Western Area Power Administration	SAGE ELECTRIC SOLUTIONS, LLC	89503221CWA000057	SEMINOE SWITCHYARD STAGE 03	\$720,075	Small Business	Small Business Set Aside - Total	0%	Contract	WYOMING	mccollum@wapa.gov
4	Feb-2022	333924	Western Area Power Administration	FEDERAL CONTRACTS CORP	GS-07F-202CA / 89503120FWA400257	FY20 2021 6X6, 100' ARTICULATED MAN LIFT, CATEGORY A BARE HAND , EXTENDED REACH, TRUCK (OR EQUAL) (APPROVED FY20 RRADS)	\$646,889	Small Business	Small Business Set Aside - Total	0%	Delivery / Task Order	FLORIDA	mccollum@wapa.gov
5	Feb-2022	541519	Assistant Secretary for Fossil Energy	GARTNER, INC.	47QTC18D008L / 89243322FFE400356	Gartner for IT Executives CIO Service Renewal 2/1/2022 to 01/31/2023. Through Gartner's service, NETL will obtain access into the independent IT research and advisory services, including strategic information focused on the Chief Information Officer role. NETL will have access to independent objective research that provides analysis of IT strategy, technologies business	\$174,028	Other Than Small Business	Unavailable	0%	Delivery / Task Order	WEST VIRGINIA	miranda.johnson@hq.doe.gov
6	Feb-2022	237990	Southwestern Power	AMT DIVERSIFIED CONSTRUCTION	89503621CSW000041	PIGGOTT SUBSTATION GROUNDING & DRAINAGE IMPROVEMENTS	\$339,949	Unavailable	Unavailable	0%	Contract	Unavailable	tammy.moreno@swpa.gov
7	Feb-2022	332999	Western Area Power Administration	WRIGGLESWORTH ENTERPRISES, INC.	GS-21F-0015X / 89503422FWA401250	FY 22 MATERIAL RESTOCK FOR AR LINES - Pole markers for Sioux City Linemen	\$5,380	Unavailable	Unavailable	0%	Delivery / Task Order	Unavailable	mccollum@wapa.gov
8	Feb-2022	335999	Western Area Power Administration	RURAL ELECTRIC SUPPLY COOPERATIVE	89503422PWA001265	FY 22 MATERIAL RESTOCK FOR AR LINES - GUY WIRE ADJUSTMENT	\$6,200	Unavailable	Unavailable	100%	Purchase Order	Unavailable	mccollum@wapa.gov
9	Feb-2022	334512	Western Area Power Administration	SIGNET TECHNOLOGIES, INC.	GS-07F-0322T / 89503121FWA400328	PHYSICAL ACCESS CONTROL SYSTEM (PACS) TRIDIUM TO LENEL HARDWARE/SOFTWARE UPGRADES, WESTERN AREA POWER ADMINISTRATION, DESERT SOUTHWEST REGION	\$479,900	Small Business	Small Business Set Aside - Total	100%	Delivery / Task Order	ARIZONA	mccollum@wapa.gov
10	Feb-2022	334516	Assistant Secretary for Fossil Energy	APPLIED TEST SYSTEMS, LLC	89243321PFE000479	Applied Test Systems (ATS) Creep Test Frame with Retort Tube: 1. Series 2330-CCM Lever Arm Tester (2330-CCM-115) - 1 Qty. 2. Increase Height Frame Option (CSRPART) - 1 Qty. 3. Over Temperature Controller (2300-WIN-OT) - 1 Qty. 4. Option Board A Load (WCOBA) - 1 Qty. 5. Option Board B Displacement (LVDT) (WCOBB) - 1 Qty. 6. Auto Hot Step Load Package (500 lb.) (CHSLP-050) - 1 Qty. 7. Series 3210 Split Tube Furnace (Retort) (3210-CSR-115-RETORT) - 1 Qty. 8. Series 3910 Inconel Retort Assembly (3910-CSR-STD) - 1 Qty. 9. Thermocouple Connector Assembly (3910-TCA) - 4 Qty. 10. Retort Water Coolline Kit (3910-WCK) - 1 Qty. 11. Flow Switch for Retort	\$85,767	Small Business	No set aside used.	0%	Purchase Order	OREGON	miranda.johnson@hq.doe.gov

Acquisition Forecast 2-22





Where DOE Buys

Common websites for SS/RFI/RFQ/Solicitation

- **Sam.gov** www.sam.gov (search as Energy, or 089 or 8900)
- **Fedconnet** www.fedconnect.net (search as DOE not Department of Energy)
- **GSA eBuy** www.ebuy.gsa.gov/ebuy/
 - GSA's Vendor Support Page
 - There are numerous small business schedules on GSA



Fedconnect Opportunity Postings

FedConnect®

Help

[public opportunities](#)

This is a list of publicly posted opportunities. To view a particular opportunity, click the hyperlink under the title. For more details on using this page, click Help.

Search Criteria | **Advanced Options**

Title:

Title/Description:

Agency:

Issuing office:

Issue date: To:

Response due date: To:

PSC / FSC:

NAICS:

Reference number:

Search

Title	Type	Agency	Issuing Office	Issue Date	Response Due Date	PSC / FSC	NAICS	Reference Number
FY2022 Research Opportunities in Accelerator Stewardship and Accelerator Development	Funding Opportunity	DOE - DOE	SC Consolidated Service Center – CH	2/15/2022	04/26/2022 11:59 PM US/Eastern			DE-FOA-0002675
BEAVER CREEK SUBSTATION AND CHEYENNE SUBSTATION BR	Solicitation	DOE - DOE	WAPA (RMR)	2/15/2022	02/21/2022 03:00 PM US/Eastern	Y1PZ	237130	89503222BWA000048
Pre-Solicitation Notice - NNSA TEPS III BPA	Pre-solicitation Notice	DOE - DOE	Office of Acquisition Management	2/15/2022 4:23:00 PM		R499	541611	89233122QNA000221
Power and Control Cable and Wire, Loveland, CO	Solicitation	DOE - DOE	Western Rocky Mountain Region	2/15/2022	02/24/2022 02:00 PM US/Eastern	6145	331420	89503222QWA000398
Facilities and Operational Maintenance Services(FO	Solicitation	DOE - DOE	SC Oak Ridge Support Center	2/7/2022	02/25/2022 04:00 PM US/Eastern	Z1AZ	561210	89243122RSC000070





Fedconnect Total SB Solicitation Illustration

Opportunity: Power and Control Cable and Wire, Loveland, CO

Description

Power and Control Cable and Wire, Loveland, Colorado

Overview

Reference number: 89503222QWA000398
Issue date: 02/15/2022
Response due: 02/24/2022 02:00 PM US/Eastern

Set Aside: Total Small Business Set-Aside (FAR 19.5)
NAICS: 331420-COPPER ROLLING, DRAWING, EXTRUDING, AND ALLOYING
PSC / FSC: 6145-WIRE AND CABLE, ELECTRICAL

Agency: DOE

Contracting office:
Western Rocky Mountain Region
WAPA (RMR)
US DOE/Western Area Power
5555 E. Crossroads Blvd
Loveland, CO 80539-8986

Place of Performance:

What do I do now?

This is the opportunity summary page. To the left you will see a description and an overview of this opportunity. To the right you will see a list of the attached documentation. To view any of the attachments, simply click the attachment name.

Registered Users

To register interest in this opportunity or to electronically respond, you must first sign in. Click the Sign In button below.

[Sign In](#)

Non Registered Users

You can view this or any other public opportunity. However, registered users have numerous added benefits including the ability to submit questions to the agency, receive emails concerning updates and amendments, create and manage a response team and submit responses directly through this site.

Becoming a registered user is fast, free and takes only a few minutes. To get started, click the Register Now button below.

[Register Now](#)

[Return to Public Opportunity List](#)

Documentation

- 89503222QWA000398
 - Solicitation
 - Overview
 - 89503222QWA000398
 - 18. Attachment A - Specifications for Line Item 00001
 - 18. Attachment B - Specifications for Line items 0002 and 0003
 - 18. Attachment C - Electronic Invoicing and Payment Requirements
 - Special Notice
 - Overview





Sam.gov Opportunity Postings



Sign In

Home Search Data Bank Data Services Help

Search All Words e.g. 1606N020Q02

Select Domain Contract Opportunities

Filter By

Keyword Search

For more information on how to use our keyword search, visit our help guide

Any Words All Words Exact Phrase

e.g. W91QVN-17-R-008

Federal Organizations

8900 - ENERGY, DEPARTMENT OF

Dates

Notice Type

Product or Service Information

Set Aside

Total Small Business Set-Aside (FAR 19.5)

Place of Performance

Showing 1 - 25 of 52 results

Sort by Updated Date

Emergency Generator Maintenance- Multiple Locations Notice ID: 89503322QWA000134 <u>Please note: On 2/18/22 the following updates were made to this solicitation: Extended deadline to submit quotes, amended CL</u> Department/Ind.Agency: ENERGY, DEPARTMENT OF Subtier: ENERGY, DEPARTMENT OF Office: WESTERN-SIERRA NEVADA REGION			Contract Opportunities Current Date Offers Due: February 25, 2022, 05:00 PM EST Notice Type: Updated Combined Synopsis/Solicitation Updated Date: Feb 18, 2022 (4) Published Date: Feb 18, 2022
61--Purchase of Batteries - 125 Volt and 48 Volt Notice ID: 89503222QWA000393 PURCHASE OF one each 125 Volt and one each 48 Volt BATTIERS FOR THE ROCKY MOUNTAIN REGION (RMR) LOCATED IN GERING, NEBRASKA AND CASPER, WYOMING... Department/Ind.Agency: ENERGY, DEPARTMENT OF Subtier: ENERGY, DEPARTMENT OF Office: WESTERN-ROCKY MOUNTAIN REGION			Contract Opportunities Current Date Offers Due: February 22, 2022, 03:00 PM EST Notice Type: Updated Solicitation Updated Date: Feb 17, 2022 (1) Published Date: Feb 17, 2022
Crane Rental for Setting Transmission Structures Notice ID: 89503422QWA000535 CRANE RENTAL AND OPERATOR FOR HOLT CO APPROACH SPANS STRUCTURE INSTALLATION & REMOVAL... Department/Ind.Agency: ENERGY, DEPARTMENT OF Subtier: ENERGY, DEPARTMENT OF Office: WESTERN-UPPER GREAT PLAINS REGION			Contract Opportunities Current Date Offers Due: February 28, 2022, 05:00 PM EST Notice Type: Original Solicitation Updated Date: Feb 17, 2022 Published Date: Feb 17, 2022
Science and Technology Facility (S&TF) Spill Recovery			Contract Opportunities



Sam.gov Total SB Solicitation Illustration



Home Search Data Bank Data Services Help



Contract Opportunity

- General Information
- Classification
- Description
- Attachments/Links
- Contact Information
- History
- Award Notices

61--Purchase of Batteries - 125 Volt and 48 Volt

Follow

ACTIVE

Contract Opportunity

Notice ID
89503222QWA000393

Related Notice
89503222QWA000393

Department/Ind. Agency
ENERGY, DEPARTMENT OF
Sub-tier
ENERGY, DEPARTMENT OF
Office
WESTERN-ROCKY MOUNTAIN REGION

General Information

View Changes

Contract Opportunity Type: Solicitation (Updated)
 All Dates/Times are: (UTC-07:00) MOUNTAIN STANDARD TIME, DENVER, USA
 ■ Updated Published Date: Feb 17, 2022 02:18 pm MST
 ■ Original Published Date: Feb 11, 2022 09:03 am MST
 ■ Updated Date Offers Due: Feb 22, 2022 01:00 pm MST
 ■ Original Date Offers Due: Feb 21, 2022 01:00 pm MST
 Inactive Policy: 15 days after date offers due

Classification

Original Set Aside: Total Small Business Set-Aside (FAR 19.5)
 Product Service Code: 6140 - BATTERIES, RECHARGEABLE
 NAICS Code: 335911 - Storage Battery Manufacturing
 Place of Performance:

Description

PURCHASE OF one each 125 Volt and one each 48 Volt BATTIERS FOR THE ROCKY MOUNTAIN REGION (RMR) LOCATED IN GERING, NEBRASKA AND CASPER, WYOMING

Attachments/Links

Download All Attachments/Links

Links

Display Name	Updated Date
Click here to see more information about this opportunity on FedConnect	Feb 11, 2022

Contact Information

Contracting Office Address

5555 E. CROSSROADS BLVD
LOVELAND , CO 80538
USA

Primary Point of Contact

Mullen, Kevin P.
 ✉ mullen@wapa.gov
 ☎ 970-461-7301

Secondary Point of Contact



Supply Chain Management Center

The Supply Chain Management Center (SCMC) is a service organization that works closely with Department of Energy (DOE) contractors to leverage \$5.4B of annual spend. An Enterprise-wide sourcing system leveraging EM and National Nuclear Security Administration spend. A structured, dedicated, funded approach to acquisition cost savings

- The SCMC seeks competitive and qualified suppliers
- Small business opportunities at 24 DOE locations across 12 states
- 64% of all agreement value has been awarded to Small Businesses
- Supply Chain Management Center (SCMC): <https://thescmcgroup.com/>

Responding to SSN/RFI Opportunities



Why Respond:

- Identify potential sources
- Determine small business set-aside
- Small business subcontracting goals
- Solicitation

After Responding:

- Follow-up
- Engage with the local Small Business Program Managers or Procurement Center Representatives (include them on the SSN/RFI/RFP response)
- Sole source
- Request a meeting with the Program Managers and end users



How to Increase Your Success

LEVERAGE

- Engage SBA, Small Business Development Centers, Procurement Technical Assistance Centers, Minority Business Development Centers and other small business advocates
- Understand and pursue Key DOE Programs like MPP
- Join Trade Organizations
- Review DOE OSDBU Small Business Toolbox
- Engage OSDBU and sites' Small Business Program Managers

PREPARE

- Learn what products and services DOE buys at its different sites
- Review DOE and Major Contractor acquisition forecasts and SAM.gov
- Ensure socio-economic certifications and security classifications are current
- Know your business/industry
- Stay current with regulations, laws, policy, etc.
- Establish teaming arrangements, joint ventures, etc.
- Create strong capability statement

TARGET

- Market/match up your capabilities against DOE/Prime requirements
- Pursue low dollar requirements to build past performance
- Pursue all levels of opportunities
- Participate in outreach events
- Adequately respond to Sources Sought/Request for Information/Request for Proposals
- Register in DOE Supplier databases



FAR References – Know the Rules

KNOW THE RULES SO YOU CAN COMPETE BY THE RULES

- Federal Supply Schedules (aka GSA): [FAR Subpart 8.404](#)
 - Small Business [FAR Subpart 8.405-5](#)
- Acquisition of commercial products or commercial services: [FAR Part 12](#)
- Contracting Methods
 - Simplified Acquisition: [FAR Part 13](#)
 - Sealed Bidding: [FAR Part 14](#)
 - Contracting by Negotiations: [FAR Part 15](#)
- Small Business Programs: [FAR Part 19](#)



Important Links

- **DOE Acquisition Forecasts:** <https://www.energy.gov/osdbu/acquisition-forecast>
- **System for Award Management:** <http://sam.gov/>
- **Fedconnect:** <https://www.fedconnect.net/FedConnect/Default.htm>
- **DOE Small Business Program Managers Directory:** <https://www.energy.gov/osdbu/articles/small-business-program-managers-directory>
- **DOE OSDBU Small Business Toolbox:** [Small Business Toolbox | Department of Energy](#)
- **DOE Small Business Innovation Research and Small Business Technology Transfer:** <https://science.energy.gov/sbir/>
- **DOE Unsolicited Proposal Program:** <https://www.netl.doe.gov/business/unsolicited-proposals>
- **DOE MPP:** [Mentor-Protégé Program | Department of Energy](#)
- **Alleged Undue Restriction:** <https://www.energy.gov/osdbu/small-business-services/submit-notice-alleged-undue-restriction>
- **U.S. Small Business Administration:** <https://www.sba.gov/>
- **Procurement Technical Assistance Centers:** <https://www.aptac-us.org/>
- **Minority Business Development Centers:** [MBDA Programs | Minority Business Development Agency](#)
- **North American Industry Classification System (NAICS):** <https://www.census.gov/eos/www/naics>
- **General Services Administration:** <https://www.ebuy.gsa.gov/ebuy/>
- **Federal Grants:** www.grants.gov



CY 2022 Outreach Events

March 24, 2022: OSDBU and Savannah River Nuclear Solutions (SRNS) Virtual Forum

April 13, 2022: Bridging Partnerships Small Business Symposium

April 27, 2022: OSDBU and the Power Marketing Administrations (Bonneville Power Administration, Southwestern Power Administration, and the Western Area Power Administration) Virtual Forum

May 11, 2022: OSDBU, Office of Fossil Energy and Carbon Management, and the National Energy Technology Laboratory Virtual Forum

→ For details, please visit OSDBU's Calendar of Events Website: <https://www.energy.gov/osdbu/upcoming-events-calendar>.



DOE OSDBU Support

For assistance with doing business with the DOE and individually-tailored business development customer care, feel free to contact our office:

- Phone: (202) 586-7377
- Email: smallbusiness@hq.doe.gov
- Or fill out the [Doing Business with DOE Form](#) on OSDBU website

Additional POCs:

- SBIR/STTR Program – Kent Hibben: Kent.Hibben@hq.doe.gov
- Mentor-Protégé Program – Mark Lochbaum: Mark.Lochbaum@hq.doe.gov
- DOE Headquarters Acquisition Forecast – Tanya Crawford:
Tanya.Crawford@hq.doe.gov



U.S. Department of Energy OSDBU Customer Service Resources

Office of Small and Disadvantaged Business Utilization

**Kent L. Hibben
Acquisition Specialist**

**February 23, 2022
Office of Small and Disadvantaged Business Utilization**





Overview

The DOE Office of Small and Disadvantaged Business (OSDBU) Customer Care Team fields small business inquiries from internal and external stakeholders.

- Stakeholders can record company data through OSDBU AI Chatbot;

Recommendations when contacting Customer Care:

- Have their capability statement and contract identification information available;
- Identify whom in the agency the stakeholder had already contacted

Initial OSDBU guidance can include:

- connecting them with the requirement's POC and the relevant SBPM;
- identifying all the agency's acquisition forecasts and sites' vendor registration resources;
- discussing new noncontractual agency initiatives relevant to the stakeholder, such as grants, USPs, and concerns about unduly restrictive requirements; and
- recommending stakeholders also connect with their local SBDC and PTAC



Contact information for the DOE OSDU customer care team, includes:

- SmallBusiness@hq.doe.gov,
- 202 586 7377, and
- The OSDBU AI chatbot [Please click here to get started.](#)



Prime Opportunities

Gary Lyttek

Senior Business Source Manager, Office of Acquisition and Project Management, National Nuclear Security Administration

Byron McCollum

Procurement Analyst & Small Business Program Manager, Western Area Power Administration

Jennifer Scharrer

Small Business Program Manager/Procurement Analyst, Finance & Acquisition Center, National Energy Technology Laboratory

Aaron Deckard

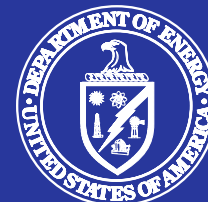
Procurement Director, Office of Environmental Management, Environment Management Consolidated Business Center

Opportunities with the National Nuclear Security Administration

Gary G. Lyttek

NNSA Senior Business Source Manager

Office of Acquisition & Project Management



NNSA
National Nuclear Security Administration

Doing Business with NNSA

INNOVATE. COLLABORATE. DELIVER.

Our Mission

- **Established by Congress in 2000, NNSA is a semi-autonomous agency within the U.S. Department of Energy responsible for enhancing national security through the military application of nuclear science. NNSA maintains and enhances the safety, security, and effectiveness of the U.S. nuclear weapons stockpile; works to reduce the global danger from weapons of mass destruction; provides the U.S. Navy with safe and militarily effective nuclear propulsion; and responds to nuclear and radiological emergencies in the United States and abroad.**

Our Small Business Vision

Provide NNSA's programs with only the highest quality, technically superior, and competitively-priced small business suppliers.

NNSA SAFETY, INFRASTRUCTURE & OPERATIONS

MAKING THE RIGHT THINGS HAPPEN



A VAST AND COMPLEX ENTERPRISE



VISION

We contribute to national security now and in the future by managing the complex NNSA risks of safety, infrastructure, materials, and the environment.



50,000+ LABORATORY, PLANT & SITE EMPLOYEES



2,000 miles of roads



NEARLY THE DRIVING DISTANCE FROM DC TO LOS ALAMOS



TRACK **400,000** METRIC TONS OF NUCLEAR MATERIAL TRANSACTIONS



safety for **400** nuclear and hazardous facilities



2,000 square miles of land area



ABOUT THE LAND AREA OF DELAWARE

37 MILLION SQUARE FEET OF ACTIVE FACILITY SPACE



(~ six Pentagons worth)

NNSA packages ship over **500,000** miles per year



Enough to travel to the moon and back

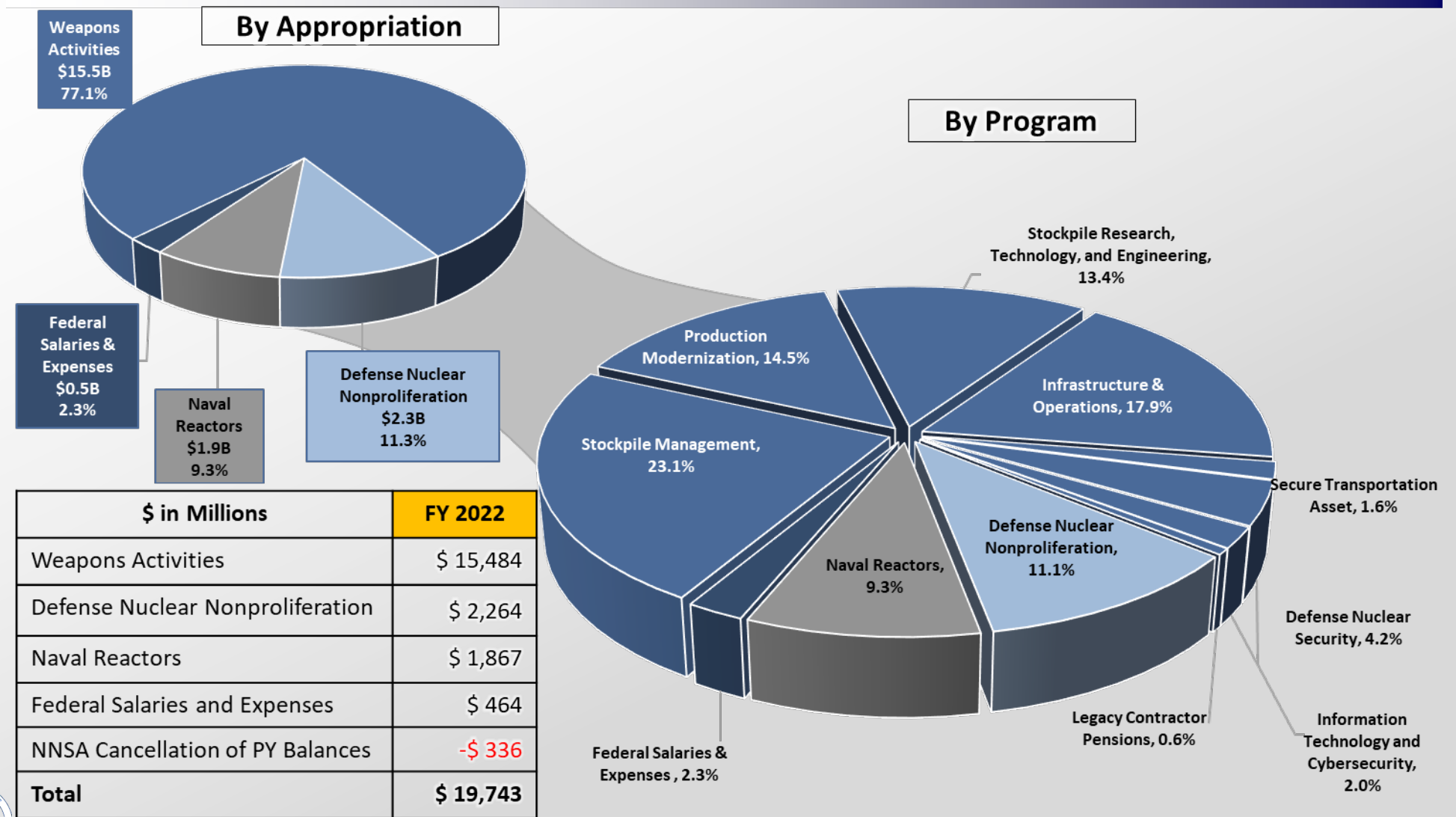
8.6 Trillion BTUs ANNUAL ENERGY CONSUMPTION



enough to power ~ 238,000 homes for one year

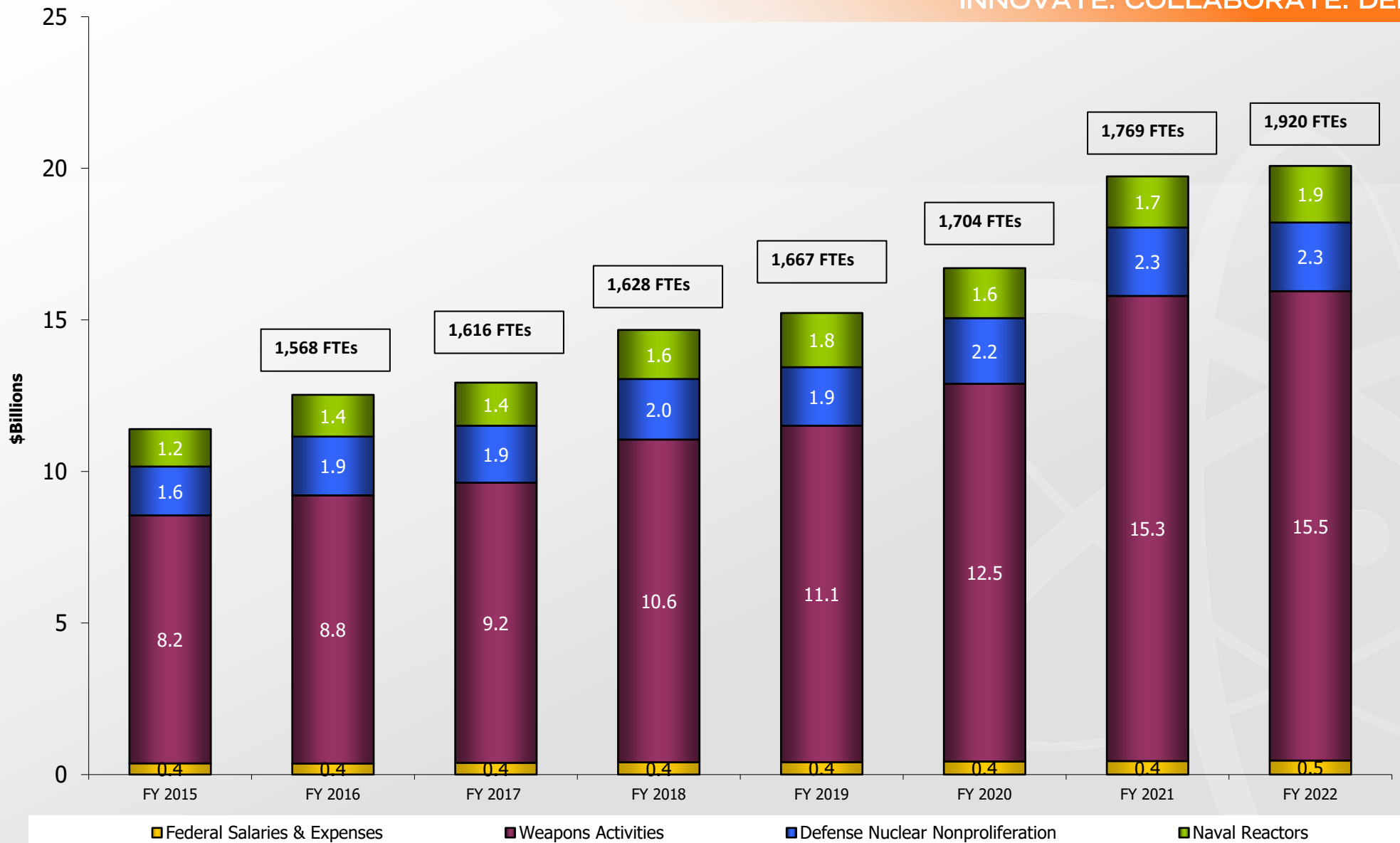
FY 2022 Budget Request = \$19.7 Billion

INNOVATE. COLLABORATE. DELIVER.



NNSA Funding FY 2015-FY2022

INNOVATE. COLLABORATE. DELIVER.



Featured Prime Opportunities

INNOVATE. COLLABORATE. DELIVER.

NNSA Technical, Engineering, & Professional Services (TEPS III BPA)

(ALL SUBJECT TO CHANGE)

- **Approximate Value:** ~ \$400M
- **Most likely GSA MAS or other Schedule (Multiple Teams/SB Friendly)**
- **NAICS Codes:** 541330/Engineering Services, 541611/Administrative Management and General Management Consulting Services, 541620/Environmental Consulting Services, and 562910/Remediation Services (Environmental Services Schedule. Considering other codes such as Research & Development.
- **Task Areas:** Program Management Support, Nuclear Engineering Subject Matter Expertise and Analytical Support, Training Support, Security Management Support, Emergency Operations (Domestic/International) Support Nuclear Nonproliferation Support, Environmental Management and Sustainability
- **Timeline:**
 - **Revise Performance Work Statement & Conduct Market Research – Ongoing**
 - **Release RFQ/RFP – 2nd Quarter FY 2022**
 - **BPA Awards - Mid-Summer 2022**

Featured Prime Opportunities

INNOVATE. COLLABORATE. DELIVER.

National Nuclear Security Administration, Office of Information Management (NA-IM), IT Managed Services (NIMS) BPA

(See Inactive Listing in SAM.GOV: 89233120NNA000061, Subject to Change)

- **Approximate Value: \$365M**
- **GSA MAS or FAR 15 (Single Award BPA/Full & Open Competition)**
- **NAICS Codes: Potentially 541515 - Information Technology Professional Services; 541513 - Computer Facilities Management Services**
- **Task Areas: Manage the associated people, processes, and systems required to deliver enterprise Information Technology (IT) and cybersecurity managed services**
- **Timeline:**
 - **Release RFQ/RFP – FY 2022 imminent**
 - **BPA Award – FY 2022**

Other Avenues for Opportunities

INNOVATE. COLLABORATE. DELIVER.

- **NNSA Laboratories and Production Facilities (FY'21 ~ SB Spend)**
 - Sandia National Laboratories (\$979M)
 - Los Alamos National Laboratory (\$819M)
 - Y-12 Nuclear Security Complex (\$684M)
 - Kansas City National Security Campus (\$427M)
 - Nevada National Security Site (\$170M)
 - Lawrence Livermore National Laboratory (\$347M)
 - Naval Nuclear Laboratory (\$257M)
- **Supply Chain Management Center (www.thescmcgroup.com)**
 - 64% ordering agreements with small businesses
 - 24 locations in 12 States
 - \$5.4 billion in annual spend

Contact Information:

Gary G. Lyttek

NNSA Senior Business Source Manager

gary.lyttek@nnsa.doe.gov

202-586-8304



**Western
Area Power
Administration**

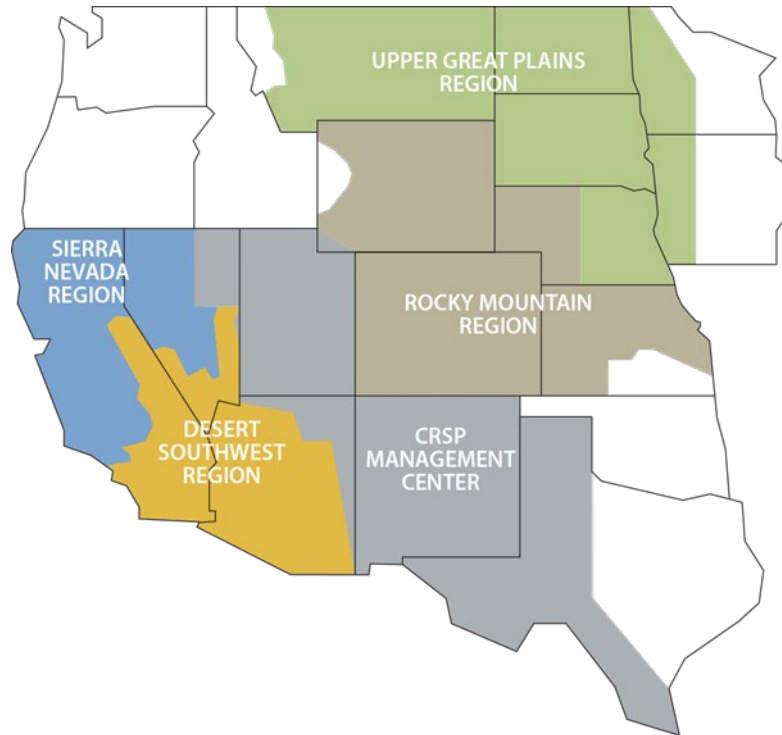
Doing Business with WAPA



February 23, 2022,

Byron D. McCollum
**WAPA Small Business
Manager**

WAPA's Mission and Vision



- To market and deliver reliable, renewable, cost-based hydroelectric power and related services within a 15-state region of the central and western U.S.
- WAPA will continue to provide premier power marketing and transmission services to our customers, as well as contribute to enhancing America's energy security and sustaining our nation's economic vitality.

How to access our opportunities?

- Majority of our actions are contained on the following sources
 - SAM.gov = Look for Western Area Power Administration
 - GSA ebuy
 - NASA SEWP
 - OASIS

What Does WAPA Buy?

- Construction work
 - High-voltage substations (NAICS 237130)
 - Concrete foundations (NAICS 238110)
 - Transmission lines (NAICS 237130)
 - Repair of access roads (NAICS 237990)
 - Microwave communication systems (NAICS 334220)

What Does WAPA Buy? (Continued)

- Construction-related supplies
 - Wood Poles (NAICS 32113)
 - Steel poles (NAICS 423510)
 - Transformers (NAICS 335311)
 - Circuit breakers (NAICS 335313)
 - Surge arrestors (NAICS 335931)
 - Capacitor banks (NAICS 423610)
 - Control switchboards and panels (NAICS 335313)

What Does WAPA Buy? (Continued)

- Miscellaneous supplies and services
 - Large bucket trucks and cranes (NAICS 336212 and 333924)
 - Administrative and warehouse support (NAICS 561110)
 - Janitorial support (NAICS 561720)
 - Construction inspection services (NAICS 541990)
 - Technical support (NAICS 541990)
 - Tree clearing, vegetation management and weed control (NAICS 113310, 561730)

WAPA Small Business Goals FY2021

• Small Business	Goal = 70%	Achieved = 89%
• 8(a)	Goal = 15%	Achieved = 16%
• SDB	Goal = 15%	Achieved = 54%
• WOSB	Goal = 10%	Achieved = 24%
• HUBZone	Goal = 3%	Achieved = 16%
• SDVOSB	Goal = 7%	Achieved = 27%

WAPA Small Business Goals (Through Jan 22)

• Small Business	Goal = 70%	Achieved = 90%
• 8(a)	Goal = 15%	Achieved = 12%
• SDB	Goal = 15%	Achieved = 74%
• WOSB	Goal = 10%	Achieved = 31%
• HUBZone	Goal = 3%	Achieved = 2%
• SDVOSB	Goal = 7%	Achieved = 44%

Upcoming FY2022 Actions

- DSW Storm Water Renovation (\$500k to \$1M)
- DSW Fire Suppression (\$250k to \$500k)
- DSW Crossarm Peak Microwave Site (\$1M to \$5M)
- DSW Bouse Kofa Dome Tap Transmission Line Rebuild (Over \$10M)
- DSW Liberty Station Service (\$500k to \$1M)
- DSW Breakers 69kV, 115kV and 230kV (\$5M to \$10M)
- DSW Pinnacle Peak Series Cap By-Pass Breaker Replacement (\$500k to \$1M)
- DSW Line and Bucket Truck (\$500k to \$1M)

Upcoming FY2022 Actions

- HQ WAPA-Wide Guard Services (Over \$10M)
- HQ WAPA-Wide Physical Security Technical Services (Over \$10M)
- HQ Power Repayment Study (\$1M to \$5M)
- HQ Beale Transformer (2) 230/60-kV, 50 MVA (\$1M to \$5M)
- HQ Gila Transformer (2) 34.5/24.9-kV, 20MVA (\$500k to \$1M)
- HQ Power Transformer IDIQ (Over \$10M)
- HQ Instrument Transformer IDIQ (\$5M to \$10M)
- HQ Maixmo Annual License and Support Renewal (\$250k to \$500k)

Upcoming FY2022 Actions

- UGP Gregory Substation, Stage 06 SD (\$5M to \$10M)
- UGP North Bend Switching Station, Stage 01 SD (\$5M to \$10M)
- UGP North Bend Switching Station, (4) 245kV Power Circuit Breakers (\$500k to \$1M)
- UGP North Bend Switching Station, (13) 245kV Disconnect Switches (\$250k to \$500k)
- UGP North Bend Switching Station, Control Panels (\$250k to \$500k)
- UGP Watford City Substation, KV1A Replacement (\$500k to \$1M)
- UGP Fort Thompson, Substation KVIA Replacement (\$250k to \$500k)
- UGP Rose Hill, Stage 01 Construction Contract (\$1M to \$5M)

Upcoming FY2022 Actions

- SNR Professional Technical Support Services (Over \$10M)
- SNR COTP Disconnect Switches (\$1M to \$5M)
- SNR Cottonwood MPAC Control Building (\$1M to \$5M)
- SNR Olinda Station Services Construction (\$1M to \$5M)
- SNR Facility and ROW Mowing and Herbicide (\$250k to \$500k)
- SNR Hazard Tree Removals (\$250k to \$500k)
- SNR Whiskeytown Road Work (\$250k to \$500k)
- SNR Rose Avenue Pole Relocation/GFE Wood Poles and Hardware (\$250k to \$500k)
- SNR Beale Interconnection/Construction Contract (Over \$10M)

Upcoming FY2022 Actions

- RMR Ault 09 Breakers (\$500k to \$1M)
- RMR Ault 09 GFE Control Boards (\$250k to \$500k)
- RMR 230kV Breaker Replacements (\$1M to \$5M)
- RMR GFE Breakers (\$1M to \$5M)
- RMR Ault Stage 09 (\$1M to \$5M)
- RMR Craig Crane Digger Replacement (\$500k to \$1M)
- RMR Wauneta 115kV Breakers (\$500k to \$1M)
- RMR Cheyenne Dump Truck (\$250k to \$500K)
- RMR Estes-Flatiron 115kV Transmission Line Rebuild (Over \$10M)

Byron D. McCollum
Small Business Program Manager
Western Area Power Administration

mccollum@wapa.gov

720-962-7154

**U.S. Department of Energy (DOE)
Office of Small & Disadvantaged Business Utilization (OSDBU)**

**Office of Economic Impact and Diversity
“Reducing Barriers – a Bridge to DOE Opportunities”**

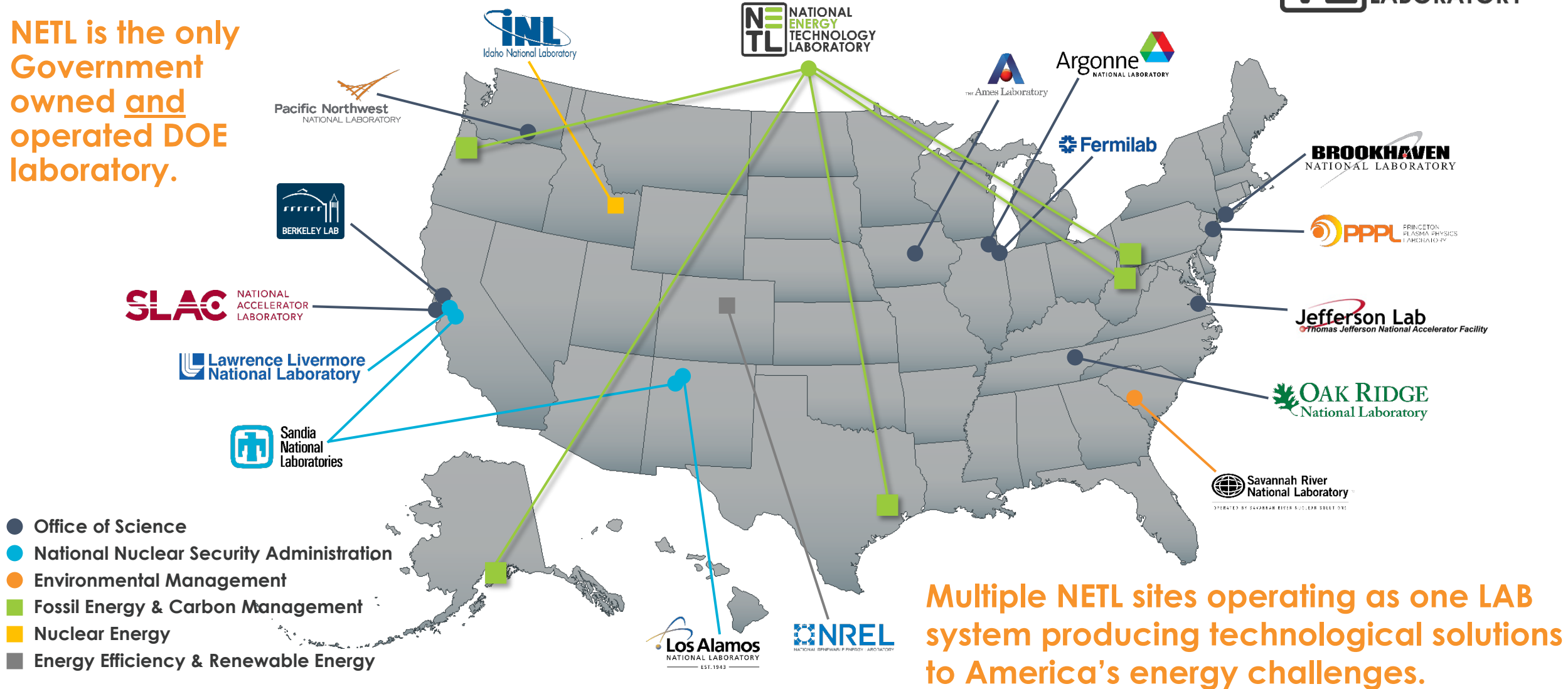
February 23, 2022

**Presented by:
Jennifer L. Scharrer
Procurement Analyst/Small Business Program Manager
National Energy Technology Laboratory (NETL)**

The DOE National Laboratory System



NETL is the only Government owned and operated DOE laboratory.



Multiple NETL sites operating as one LAB system producing technological solutions to America's energy challenges.

NETL's Top 10 NAICS Codes by Total Dollars in FY2021:

- 1) 541715 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY) - \$148,332,100.00
- 2) 541330 - ENGINEERING SERVICES - \$48,822,769.78
- 3) 561210 - FACILITIES SUPPORT SERVICES - \$41,392,793.54
- 4) 213112 - SUPPORT ACTIVITIES FOR OIL AND GAS OPERATIONS - \$40,152,484.63
- 5) 236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION - \$31,458,514.14
- 6) 541512 - COMPUTER SYSTEMS DESIGN SERVICES - \$14,040,036.00
- 7) 541519 - OTHER COMPUTER RELATED SERVICES - \$8,441,261.06
- 8) 561110 - OFFICE ADMINISTRATIVE SERVICES - \$3,497,935.00
- 9) 541620 - ENVIRONMENTAL CONSULTING SERVICES - \$3,176,842.12
- 10) 561612 - SECURITY GUARDS AND PATROL SERVICES - \$2,918,870.00

NETL's Small Business Program



Snapshot NETL Small Business Goals vs. Achievements

	FY2020 Goals	FY2020 Achievements	FY2021 Goals	FY2021 Achievements
OVERALL SMALL BUSINESS	40.00%	51.44%	41.00%	50.21%
8(a) Small Disadvantaged Business	21.00%	15.51%	15.00%	21.85%
Small Disadvantaged Business (SDB) excluding 8(a)	21.00%	31.95%	22.00%	34.56%
Women-Owned Small Business (WOSB)	2.30%	1.90%	2.50%	1.31%
HUBZone Small Business	2.20%	5.43%	3.00%	8.76%
Service-Disabled-Veteran-Owned Small Business (SDVOSB)	14.00%	4.45%	5.00%	0.82%

*Goals based on NETL projected spend. Data in green identifies actuals exceeding targeted goals; red identifies actuals lower than targeted goals.

NETL's Site Support Prime Contracts



TITLE	CONTRACTOR NAME	AWARD NUMBER	PERFORMANCE PERIOD
Mission Execution and Strategic Analysis (MESA) Support Services	KeyLogic Systems, Inc.	DE-FE0025912	7/1/2016 to 6/30/2022 (36-month base plus one, 24-month option)
Information Technology Support Services (ITSS)	Attain, LLC	DE-DT0013924	2/01/2018 to 1/31/2023 (36-month base plus two, 12-month options)
Site Security Services	Diversified Protection Corporation	89243319FFE400140	2/1/2020 to 1/31/2025 (24-month base, plus three, 12-month option periods)
Site Operations Services (SOS)	WE2 Support Service 8A JV, LLC	89243320CFE000041	4/1/2020 to 3/31/2025 (24-month base, plus three, 12-month option periods)
Research Support Services (RSS)	Leidos Innovations Corporation	89243318CFE000003	12/31/2018 to 12/30/2028 (36-month base, plus two 24-month option periods, and one 36-month option)

For more information visit NETL's "Electronic Reading Room" at: www.netl.doe.gov/business/site-support

- ❑ NETL FY22 Construction budget approx. \$19 million; average number of construction projects range from 15 to 25 a fiscal year.
- ❑ To fulfill construction requirements at all NETL site locations, small business socio-economic sub-category contractors (HUBZone, 8(a), SDVOB, WOSB, etc.) are utilized via both competitive and non-competitive awards.
- ❑ Interested entities should coordinate with their respective SBA office and/or NETL SBPM to submit a Capabilities Statement to include their experience and expertise in laboratory, research-type environments.

Supporting DOE's Small Business First Policy!



- ❑ Government Purchase Card Program: Micro-purchase threshold value <\$10K
- ❑ NETL procurements \$10K-\$250K set-aside for small business opportunities and socio-economic sub-categories
- ❑ Small business subcontracting opportunities encouraged with NETL Site Support Contractors
- ❑ Construction requirements available for small business, socio-economic set-side opportunities
- ❑ Category Management / Best-in-Class (BIC) contract vehicles: Designated by the Office of Management and Budget (OMB) as preferred government-wide solutions
 - Increased use of existing Government-Wide Acquisition Contracts (GWACs), for example: GSA, NASA SEWP, NITAAC, DOE BPAs
- ❑ NETL supports DOE/OSDBU, SBA, and local PTACs/GACO offices with community outreach efforts and small business event participation

NETL plays a vital role supporting the small business community!

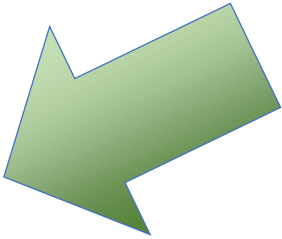
Additional Acquisition Resources



- **NETL Business Opportunities: Site Support Electronic Reading Room** – www.netl.doe.gov/business/site-support
- **NETL Business Opportunities: Solicitations and Funding Opportunities** – www.netl.doe.gov/business/solicitations
- **DOE Office of Small and Disadvantaged Business Utilization (OSDBU): Acquisition Forecast** – www.energy.gov/osdbu/acquisition-forecast
- **System for Award Management** – <https://www.SAM.gov>
- **FedConnect** – www.fedconnect.net
- **U.S. Small Business Association** – www.sba.gov

QUESTIONS?

Contact me at: 412-386-7416
Jennifer.Scharrer@netl.doe.gov



VISIT US AT: www.NETL.DOE.gov



@NETL_DOE



@NETL_DOE



@NationalEnergyTechnologyLaboratory



Reducing Barriers: Bridge to DOE Opportunities Technical Assistance Webinar

Aaron Deckard

Procurement Director

*Environmental Management Consolidated Business Center
Department of Energy, Office of Environmental Management*

February 2022

A Vital and Important Mission

EM Mission: To complete the safe cleanup of the environmental legacy brought about from decades of nuclear weapons development and government-sponsored nuclear energy research. EM's first priority is to ensure the safety and health of the public and EM's workforce while continuing to protect the environment.



Over **700,000 tons** of depleted uranium produced as a by-product of enriching uranium to weapons grade

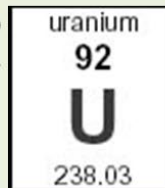


Over **5,000 facilities** contaminated as a result of activities such as reactor operations and uranium enrichment (which produce fissile material for nuclear weapons)

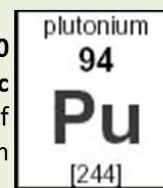


Millions of cubic meters of soil and **billions of gallons of groundwater** contaminated by environmental releases of radioactive and hazardous materials

Over **1,000 metric tons** of weapons-grade uranium



Over **100 metric tons** of plutonium

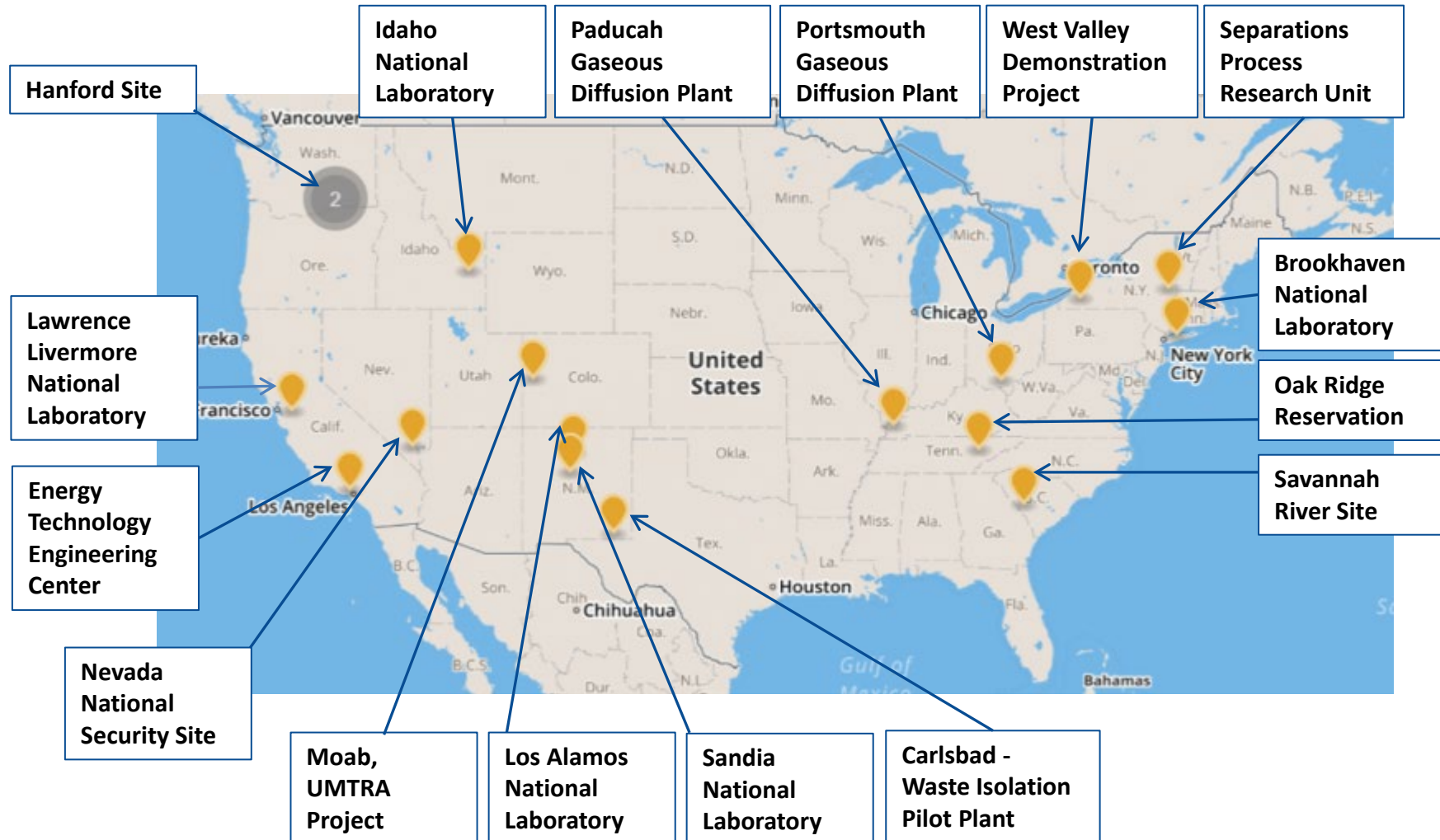


Tens of thousands of nuclear warheads



Over **90 million gallons** of liquid waste produced as a by-product of the separation of plutonium and uranium from used nuclear fuel rods

As the largest environmental cleanup program in the world, EM has been charged with the responsibility of cleaning up 107 sites across the country. The map below shows the remaining 16 EM sites where cleanup work is currently ongoing.



Increasing Small Business Participation

- Direct contracts to small businesses
 - Use of the SBA socio-economic programs
 - Contracts to Indian country and ANCs
- Subcontracting
 - Mandated goals in our large business contracts
 - Hold contractors accountable for performance
 - Meaningful work
- Mentor-Protégé program
 - SBA program, but DOE has its own program
 - ESCM RFPs require two agreements
 - Focus on various socio-economic categories
 - Mentors provide technical assistance, business development, planning, strategy, and guidance
- Supply Chain Management Center
 - 60% with small business
 - Self-identify as a potential supplier
 - Partner with prime contractors
 - Metrics contribute toward category management achievement



- *EM is interested in input from industry regarding ideas for further gains in small business inclusion at the prime and subcontract level*

EM and Site Procurement Opportunities

Where can SBs find out about SB procurement opportunities with EM?

EMCBC Major Procurements Website:

<https://www.emcbc.doe.gov/About/CurrentAcquisitionWebsites>

Sample of Prime Contractor Website (FRNP):

<https://fourriversnuclearpartnership.com/about/doing-business#subcont-ops>



Recent Major Small Business Contract Awards

Acquisition Description	Awarded	Contract Type	Contract Value
Moab RAC	2022	IDIQ	\$614M
Portsmouth Infrastructure Support Services	2021	FFP	\$135M
Carlsbad Technical Assistance Contract	2021	IDIQ	\$100M
Environmental Remediation Services – Knolls	2021	IDIQ	\$22M
SRS Advanced Manufacturing Collaborative Facility	2021	IDIQ	\$50M
Environmental Remediation Services – Kesselring	2021	IDIQ	\$22M
Paducah Infrastructure Support Services	2020	FFP	\$160M
Hanford 222-S Laboratory	2020	CPAF	\$400M
Nevada Environmental Program Services	2020	IDIQ	\$350M
Oak Ridge Technical, Management, and Administrative Services	2020	T&M	\$30M
PPPO Technical Support Services	2019	T&M	\$120M
EM Consolidated Technical Support Services	2019	IDIQ	\$49M

Subcontracting Points of Contact

SUBCONTRACTING OPPORTUNITIES CONTACTS

CARLSBAD FIELD OFFICE

Nuclear Waste Partnership, LLC (WIPP) (M&O)
 Ryan Williamson (575) 234-7123
 Ryan.williamson@wipp.ws

IDAHO OPERATIONS OFFICE

Fluor Idaho, LLC
 Idaho Cleanup Project (ICP) Core
 Jennifer Lloyd (208) 533-0017
 Jennifer.lloyd@icp.doe.gov

OAK RIDGE OFFICE

URS/CH2MHill (UCOR)
 Freda Hopper Boyd (865) 574-3449
 Freda.boyd@etp.doe.gov

RICHLAND OPERATIONS OFFICE

Central Plateau Cleanup Company, LLC
 Scott Mason (509) 376-4697
 CHPRCSB@rl.gov

Johnson Controls, Inc.
 Shelly Ohman (509) 373-3277
 Michelle.l.ohman@jci.com

Hanford Mission Integration Solutions, LLC
 Haley Taylor (509) 376-4697
 small_business_advocate@rl.gov

HPMC Occupational Medical Services
 Cheryl Daily (509) 376-8027
 Cheryl_D_Daily@rl.gov

OFFICE OF RIVER PROTECTION

Bechtel National, Inc. (Waste Treatment Plant)
 Bill Cover
 wtpsba@bechtel.com

Washington River Protection Solutions, LLC
 (Hanford Tank Operation)
 Talia Ochoa (509) 376-8964
 WRPSSmallBusiness@rl.gov

LOS ALAMOS

Newspoint News Nuclear BWXT-Los Alamos, LLC
 Meghan Ryan (505) 551-2908
 Meghan.ryan@em-la.doe.gov

Julie Baer (Small Business Coordinator)
 (505) 551-2363, Julie.baer@em-la.doe.gov

SUBCONTRACTING OPPORTUNITIES CONTACTS

SAVANNAH RIVER OPERATIONS OFFICE

Savannah River Nuclear Solutions, LLC (M&O)
 J. Alex Agyemang (803) 952-6874
 J.alex.agyemang@srs.gov

Battelle Savannah River Alliance, LLC
 (Savannah River Nuclear Lab M&O)
 J. Alex Agyemang (803) 952-6874
 J.alex.agyemang@srs.gov

Savannah River Remediation, LLC
 Ashley Hannah (803) 952-7305
 Ashley.hannah@srs.gov

Centerra-SRS
 Liz Harris (803) 952-7630
 Elizabeth.harris@srs.gov

PORTSMOUTH/PADUCAH PROJECT OFFICE

Fluor-BWXT Portsmouth, LLC
 (Portsmouth D&D)
 Karen Davis (740) 897-3187
 Karen.davis@ports.pppo.gov

Mid-America Conversion Services, LLC
 (DUF6 Conversion Services)
 Carol Ajirogi (Supply Chain Manager)
 (859) 685-9287, Carol.ajirogi@duf6.pppo.gov

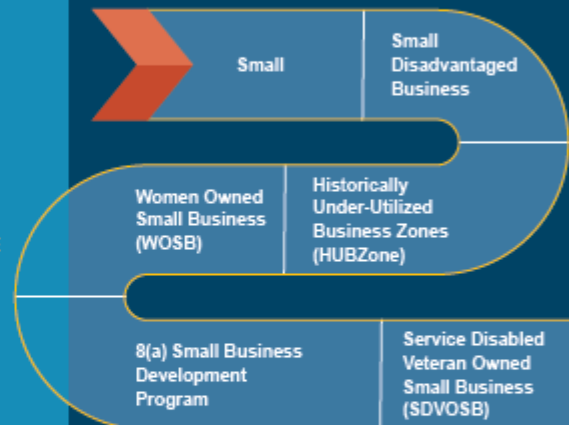
Kimberly Peace (Sr. Subcontract Administrator)
 (859) 685-9273, Kimberly.peace@duf6.pppo.gov

Four Rivers Nuclear Partnership, LLC
 (Paducah Deactivation and Remediation) Melissa Kickasola (270) 441-5486
 Melissa.kickasola@pad.pppo.gov

WEST VALLEY

CH2M Hill B&W West Valley, LLC
 Michelle Schweickert (716) 942-2910
 michelle.schweickert@chbvw.com

EM Small Business Program



RECOGNIZING THE BENEFITS OF MAXIMIZING SMALL BUSINESS CONTRACT AWARDS

The mission of the DOE Office of Environmental Management (EM) is to complete the safe cleanup of the environmental legacy brought about from five decades of nuclear weapons development and government-sponsored nuclear energy research.

EMCBC and Site Procurement Opportunities

Who are the SB POC's for to contact for more info and/or to discuss capability briefings (EMCBC and Field Offices)?

- EM Small Business Program Manager (and HQ/EMCBC/PPPO/CBFO/LANL/Field Sites): Anne Marie Bird, (513) 256-2141; annemarie.bird@emcbc.doe.gov
- EM Oak Ridge Office: Natasha White, (865) 576-2397; natasha.white@orem.doe.gov
- Idaho Operations Office: Trevor Bluth, (208) 526-3277; bluthm@id.doe.gov
- Office of River Protection: Kelly Brazil, (509) 376-0174; ORPSB@rl.gov
- Richland Operations Office: Robin Whitney, (509) 376-1416; robin.whitney@rl.doe.gov
- Savannah River Operations Office: Parodio Maith, (803) 952-9487; parodio.maith@srs.gov

- DOE Small Business First Policy: <https://www.directives.doe.gov/directives-documents/500-series/0547.1-APolicy-a>
- DOE OSDBU: <https://www.energy.gov/osdbu/office-small-and-disadvantaged-business-utilization>
- DOE-EM Acquisition: <https://www.energy.gov/em/services/program-management/acquisition>
- Listing of EM Major Contracts:
<https://www.energy.gov/em/downloads/major-contracts-summary>
- EMCBC Major Procurements Website:
<https://www.emcbc.doe.gov/About/CurrentAcquisitionWebsites>
- EM Public Website: <https://www.energy.gov/em/office-environmental-management>



Subcontracting Opportunities

Alex Agyemang

Small Business Liaison Officer, Supply Chain Management, Savannah River Nuclear Solutions

Eric Lochausen

Supplier Diversity Advocate, Supply Chain Risk Management & Supplier Diversity Dept, Sandia National Laboratories

Alexis Alcantar

Small Business Liaison Officer, Argonne National Laboratory

SRNS and You: Partnering for Success



J. Alex Agyemang
Small Business Liaison Officer

5,944 Employees *“Making the world safer.”*

FLUOR[®]

HI Huntington
Ingalls
Industries
Hard Stuff Done Right[™]

Honeywell



Savannah River Site Aiken, S.C.

310 *square-mile site*
11,500 *employees*
\$2.3 *billion annual budget*
\$2.6 *billion annual regional economic impact*
\$400 *million annual local procurements*

\$1.7
billion

SRNS Annual Budget

MISSION AREAS



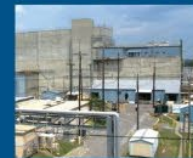
Environmental Stewardship
for soil, water and facilities



Supplying Tritium
for nuclear weapons deterrent



Securing Nuclear Materials
to prevent unwanted proliferation



Transforming Nuclear Materials
into assets and stable wasteforms



M&O Support Services

Engagement Process

Optimize

- Increase access
- Improve education of SCM processes
- Broader communication of opportunities
- Strengthen Advocacy

Partner

- Greater leadership in supplier diversity organizations
- Support SRS outreach efforts and engagement
- Greater collaboration with DOE-OSDBU
- Increased supplier conferences

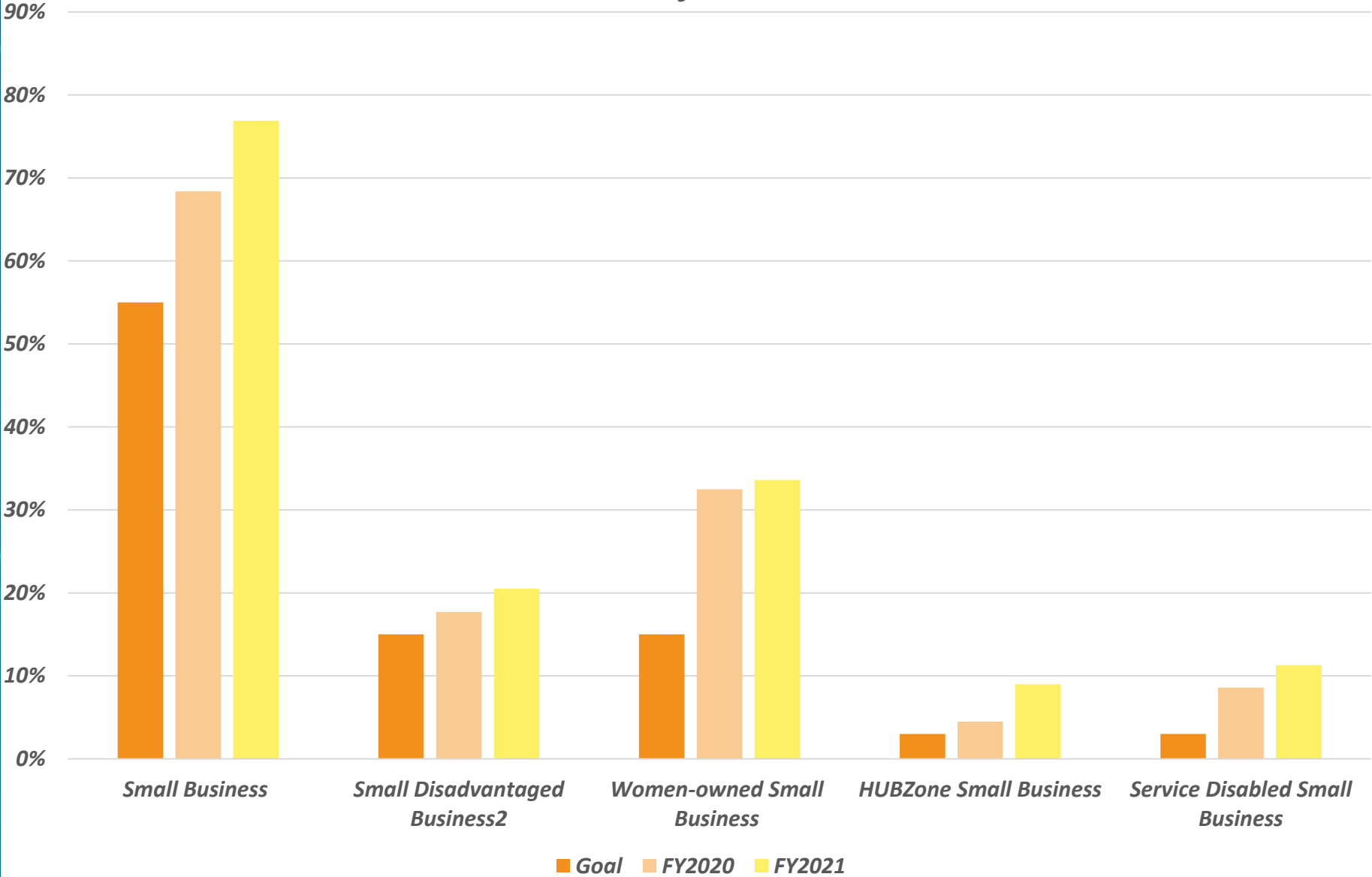
Develop

- Position proteges to continue to enable Site missions
- Mature Protégé Center of Excellence
- Identify additional scopes for protégé engagement
- Select additional protégés

Perform

- Report the wins and maintain the gains
- Forecast and manage opportunity
- Targeted sourcing
- Communicate well and communicate often

Small Business Performance FY20-FY21



How To Do Business with SRNS (4 Easy Steps)

1 Register

Register in SAM: <https://www.sam.gov/SAM/>

2 Reach

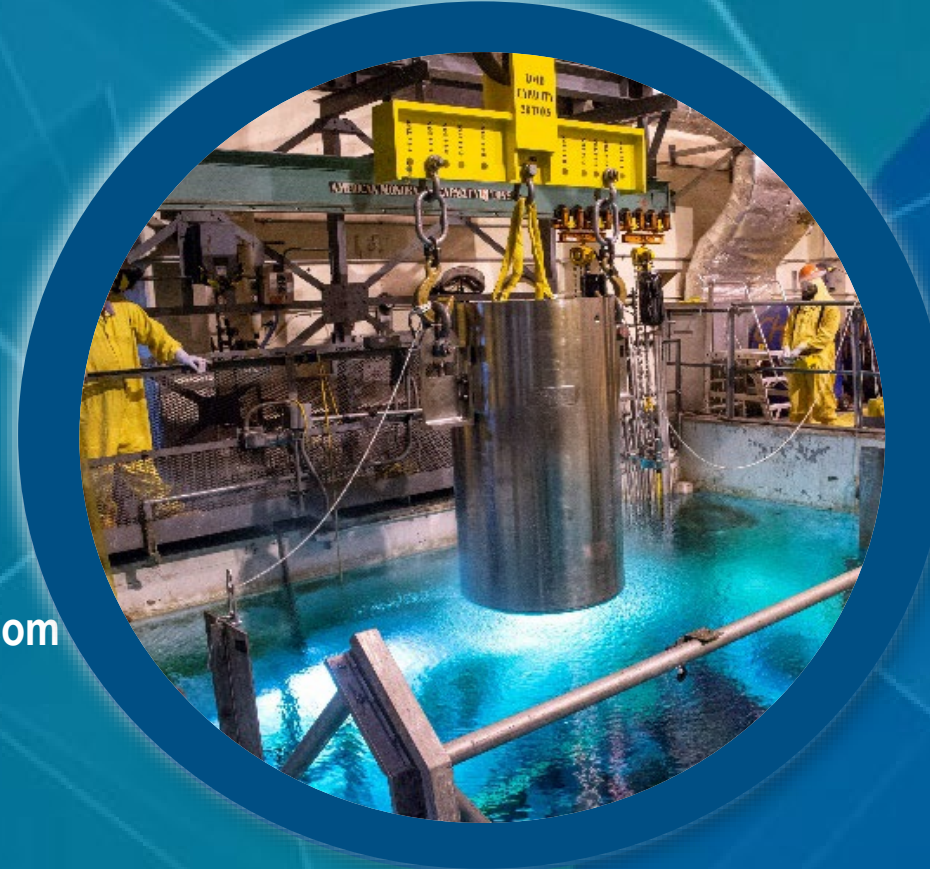
Reach out to the SRNS Small Business Programs Office at supplierdevelopment@srs.gov and provide your capability statement with this communication

3 Refer

Refer to our website for opportunities and short-term subcontracting needs. www.savannahrivernuclearsolutions.com

4 Respond

Respond promptly and thoroughly to all solicitations



Small Businesses Key to Success

Significant Opportunity

- Labor Subcontracts/Staffing
- Dismantlement & Removal
- Construction Materials
- Equipment Fabrication
- Communication Systems
- Electrical General Services
- Structural General Services





Savannah River
NUCLEAR SOLUTIONSSM

FLUOR • NEWPORT NEWS NUCLEAR • HONEYWELL

J. Alex Agyemang
Small Business Liaison Officer

Lori Gee-Nipple
Small Business Specialist

Supplier Development
SupplierDevelopment@srs.gov
1-800-888-7986



SRNS: We make the world safer.

Sandia National Laboratories

DOE OSDBU

Reducing Barriers

A Bridge to DOE Opportunities

Presented by:

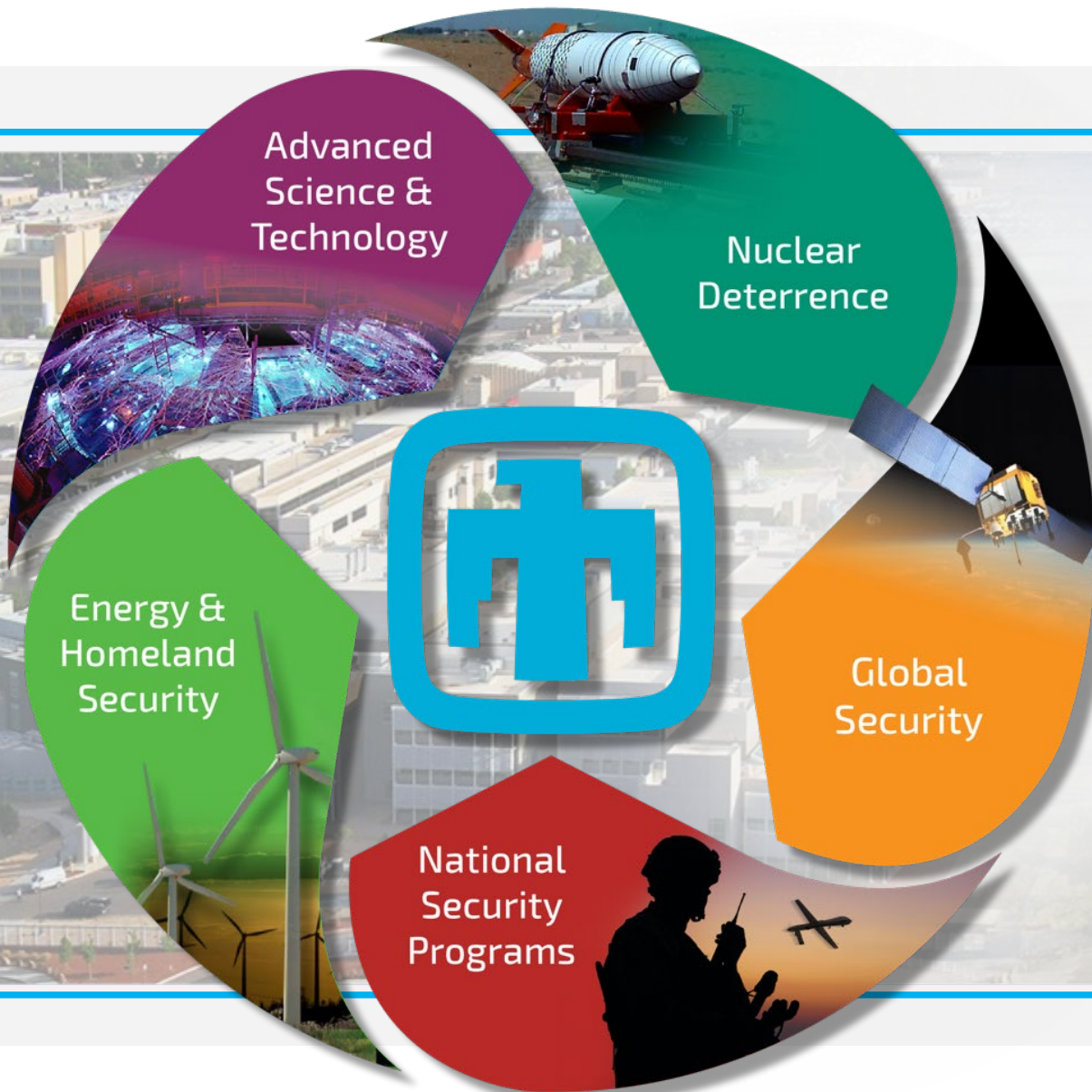
Eric Lochausen

Supplier Diversity Advocate



Sandia has Five Major Program Portfolios

Sandia has Facilities Across the Nation



Main sites

- Albuquerque, New Mexico
- Livermore, California

Activity locations

- Kauai, Hawaii
- Waste Isolation Pilot Plant, Carlsbad, New Mexico
- Pantex Plant, Amarillo, Texas
- Tonopah, Nevada

Sandia's Small Business Commitment

SUBCONTRACT-RELATED PAYMENTS

OVERALL		NEW MEXICO
\$1,369,484,000	Total Subcontract Payments	\$475,456,000
\$838,459,000	Total Small Business	\$360,118,000
\$384,063,000	Small Business*	\$131,873,000
\$222,242,000	Disadvantaged	\$128,011,000
\$173,092,000	Woman-Owned	\$81,680,000
\$132,438,000	Veteran-Owned	\$44,399,000
\$93,189,000	Service-Disabled Veteran-Owned	\$16,835,000
\$68,800,000	HUBZone	\$34,952,000

Sandia's top subcontracting industries (based on NAICS) in FY2021:

- Computer Related Services
- Research and Development (R&D)
- Commercial and Institutional Building Construction
- Engineering Services
- Electronic Computer Manufacturing
- Machine Shops



NEW MEXICO

New Mexico Total Procurement Impact	\$485,091,000
Subcontract Payments	\$475,456,000
Small Business	\$360,118,000
Other than Small Business	\$115,338,000
As Percent of Total Subcontract Payments	35%
Procurement Card Payments	\$9,635,000



CALIFORNIA

California Total Procurement Impact	\$220,930,000
Subcontract Payments	\$206,592,000
Small Business	\$132,405,000
Other than Small Business	\$74,187,000
As Percent of Total Subcontract Payments	15%
Procurement Card Payments	\$14,338,000

*Small Businesses not categorized as Small Disadvantaged Business, Women-Owned Small Business, HUBZone Small Business, Veteran-Owned Small Business or Service-Disabled Veteran-Owned Small Business.

Sandia's Small Business Goals

Overall SB

Goal Actual

- FY17 – 50% 58.84%
- FY18 – 52% 60.28%
- FY19 – 54% 60.72%
- FY20 – 56% 60.14%
- FY21 – 58% 64.96%
- FY22 – 60%

Small Business Subcategory (FY22)

- SDB – 15%
- WOSB – 10.5%
- HUBZone – 4%
- VOSB – 7%
- SDVOSB – 5.5%



www.sandia.gov

Visit Sandia's Website

Register in iSupplier Portal

The screenshot shows the Sandia National Laboratories website with a dark blue header. The navigation menu includes 'About Sandia', 'News', 'Research', 'Partnerships', and 'Careers'. A secondary menu below it lists 'Technology Partnerships', 'Licensing/Technology Transfer', and 'Academic Partnerships'. A third menu includes 'Local Opportunities & Economic Impact', 'Prospective Suppliers', and 'Current Suppliers'. The main content area is titled 'Supplier Registration' and is divided into two sections: 'Step 1: Access iSupplier Portal Registration Page' and 'Step 2: Enter Company Name & Contact Information'. A left sidebar contains a navigation menu with items like 'What Sandia Looks for in Our Suppliers', 'What Does Sandia Buy?', 'Business Opportunities Website', 'Small Business', 'Supplier Registration', 'Sandia's Mentor-Protege Program', and 'Economic Impact'. A right sidebar titled 'CONTACTS' provides email addresses for various inquiries: 'supreg@sandia.gov' for registration questions, 'isupplier@sandia.gov' for account concerns, 'supplier@sandia.gov' for assistance from the Supplier Diversity & Small Business Team, 'invoice@sandia.gov' for electronic invoicing, and 'aphelp@sandia.gov' for payment or general account questions.

Sandia National Laboratories

About Sandia News Research Partnerships Careers

Technology Partnerships ▾ Licensing/Technology Transfer Academic Partnerships ▾

Local Opportunities & Economic Impact Prospective Suppliers ▾ Current Suppliers ▾

✕

What Sandia Looks for in Our Suppliers

> What Does Sandia Buy?

Business Opportunities Website

> Small Business

Supplier Registration

Sandia's Mentor-Protege Program

Economic Impact

Supplier Registration

Step 1: Access iSupplier Portal Registration Page

iSupplier Registration page: [Register here](#)

To register in Sandia's iSupplier Portal go to the Registration Page and fill out both of the required pages before clicking the register button.

IMPORTANT: Upon completion of the iSupplier registration you will receive an email containing a username and a temporary password. You will need to change your password within 3 days upon receipt of the email.

Step 2: Enter Company Name & Contact Information

To begin your company's registration, you must enter the required information:

CONTACTS

For questions regarding iSupplier Registration email: supreg@sandia.gov ✉

For questions regarding existing iSupplier account concerns email: isupplier@sandia.gov ✉

For assistance from our Supplier Diversity & Small Business Team email: supplier@sandia.gov ✉

Questions for Electronic Invoicing email: invoice@sandia.gov ✉

Questions regarding Payments or General Accounts payable email: aphelp@sandia.gov ✉

Subscribe to Sandia's Business Opportunity Website



Sandia National Laboratories

iSupplier Portal

Close



Sandia Business Opportunities Website (BOW)

Information about Subscribing and Responding to BOW Postings

You must register as a Sandia supplier to respond to an opportunity or to subscribe to BOW postings. Use the "Register" link to register, which can take a few days. Once registered, use the "Login" link to log in. [Register](#) [Login](#)

BOW List

Click the Id link in the first column to view details.

Id	NAICS	Posting Type	Posting Title	Posted	Posting Close	Competition Type
2218	333242: Semiconductor Machinery Manufacturing	Sources Sought	High Current Ion Implanter	01-Feb-2022	09-Feb-2022 10:37	Set-Aside - Small Business
2214	334413: Semiconductor and Related Device Manufacturing	RFQ	640nm Single Frequency DPSS Laser	28-Jan-2022	02-Feb-2022 15:11	Small Business First
2213	238990-1: All Other Specialty Trade Contractors	Sources Sought	50-300 Ton Multi-Crane Lift Services	28-Jan-2022	05-Feb-2022 10:36	Set-Aside - Small Business
2210	511210: Software Publishers	RFI	TimeSheet Solution	01-Feb-2022	16-Feb-2022 06:22	N/A for RFI
2208	335311: Power, Distribution, and Specialty Transformer Manufacturing	Sources Sought	Sub-35 Power Transformer	26-Jan-2022	03-Feb-2022 14:16	Set-Aside - Small Business
2206	326130: Laminated Plastics Plate, Sheet (except Packaging), and Shape Manufacturing	Sources Sought	Polychlorotrifluoroethylene PCTFE Rings	31-Jan-2022	08-Feb-2022 13:49	Set-Aside - Small Business



Additional Recommendations

- Stay in contact with your local PTAC
- Update your SBA – Dynamic Small Business Search profile (NAICS, Keywords, Capability Narrative)
- Keep your SAM.gov account up-to-date (NAICS, Keywords, Capability Narrative)

The Supplier Diversity Team



Business Point of Contact:

www.sandia.gov | Email: supplier@sandia.gov

Phone: 1-800-765-1678



Scan this code to find resources online to help your small business get ready to do business with Sandia National Laboratories



Sandia National Laboratories



REDUCING BARRIERS

A BRIDGE TO DOE OPPORTUNITIES



ALEX ALCANTAR
Argonne National Laboratory
Small Business Liaison Officer
Financial Management &
Procurement Services



We apply our research to improve the planet, our lives, and national prosperity.



Basic Energy Sciences



Hard X-ray Sciences



Advanced Scientific Computing Research



Biological and Environmental Research



High-Energy Physics



Nuclear Physics





ARGONNE BY THE NUMBERS

EMPLOYEES

3,400

SCIENTISTS AND
ENGINEERS ON STAFF

1,410

VISITING
RESEARCHERS

820

FACILITY
USERS

6,700

OUR SPENDING GOALS

38%
of Argonne's
spending must
go to small
businesses

5%

to women
owned

3%

to HUBZone
businesses

5%

to disadvantaged
owned

3%

to veteran
owned

WHAT DOES ARGONNE BUY?



PROFESSIONAL SERVICES



LAB SUPPLIES & EQUIPMENT



IT PRODUCTS



CONSTRUCTION MATERIALS & SERVICES



CUSTOM FABRICATION

INDUSTRY SPEND AT ARGONNE

FY20

\$50M
Fabrication

\$36M
Lab Supplies

\$153M
Professional Services



\$44M
IT Products

\$57M
Construction



ALEX ALCANTAR

Small Business Liaison Officer

HOW TO BECOME AN ARGONNE PROSPECTIVE SUPPLIER

ATTEND

Small Business Friday Session

- Capability Statement
- Small Business Database

For more information,
email the Small Business
Liaison office at
sblo@anl.gov

Sam Le

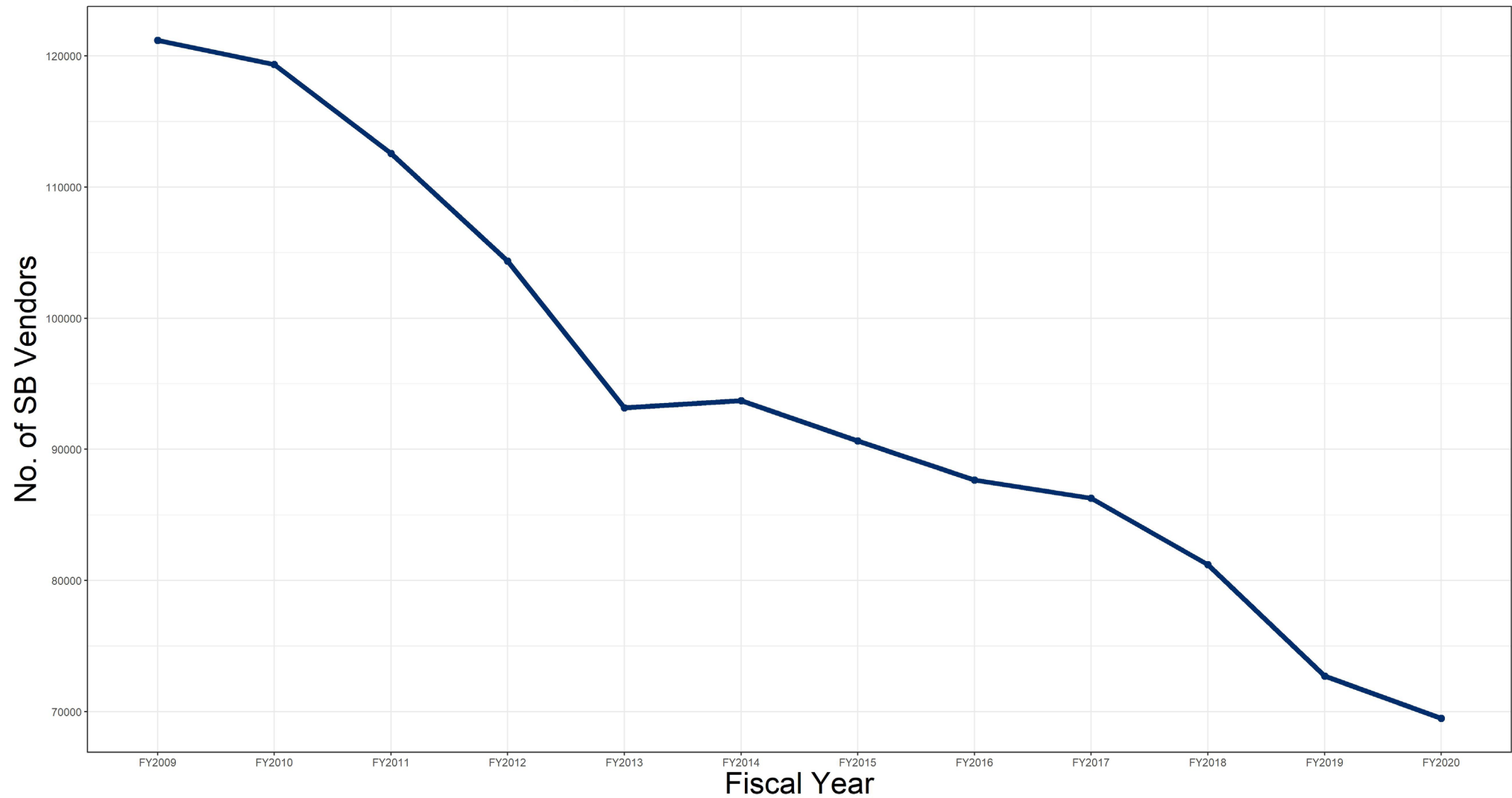
Director

Office of Policy Planning and Liaison

Office of Government Contracting and Business Development

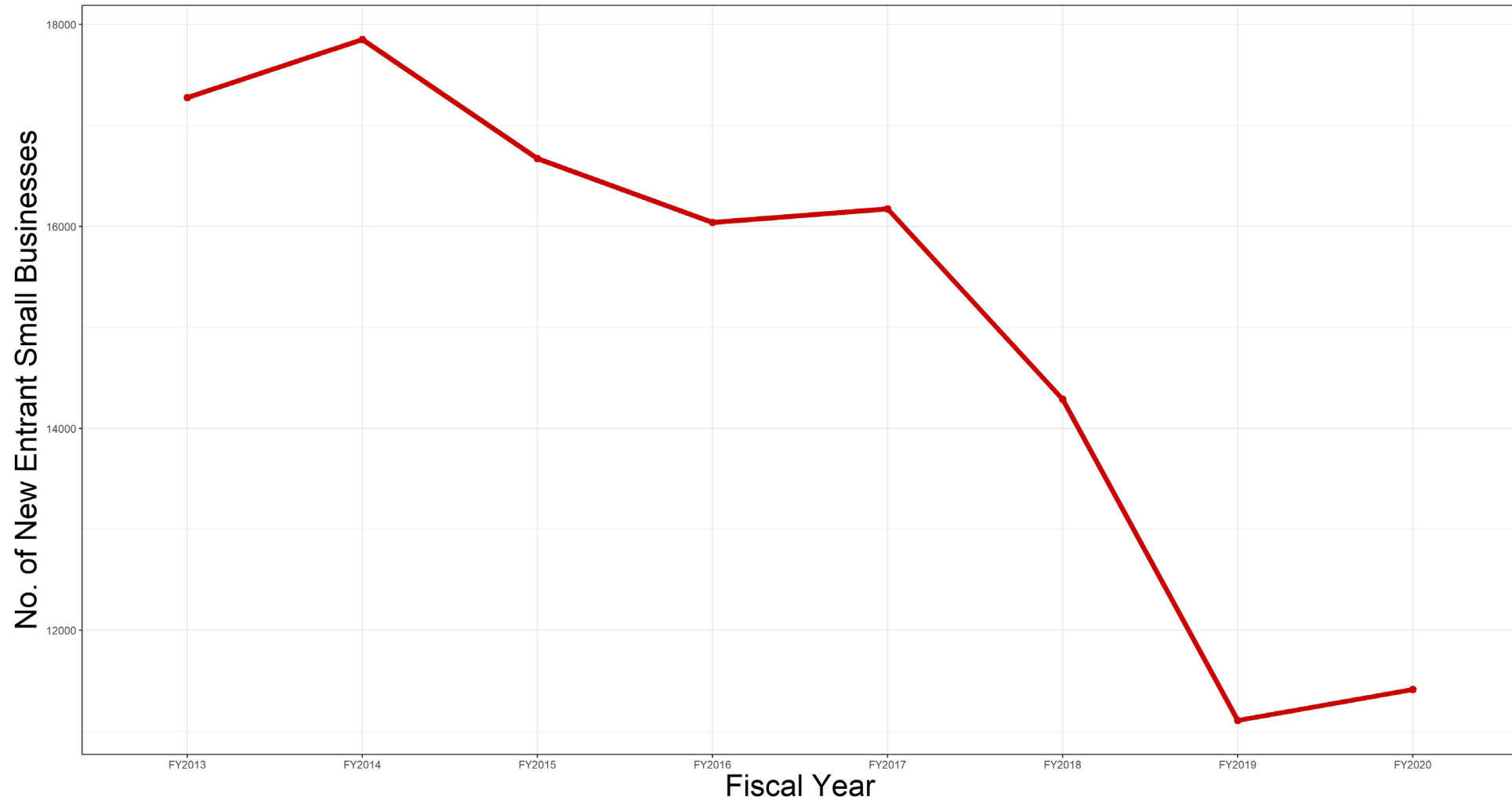


Small Business Vendor Count ↓



*Count of vendors with at least one positive small-business obligation during fiscal year

New Entrant Small Businesses ↓



Vendors with at least one positive small-business obligation during fiscal year that did not receive a positive small-business obligation in prior five years

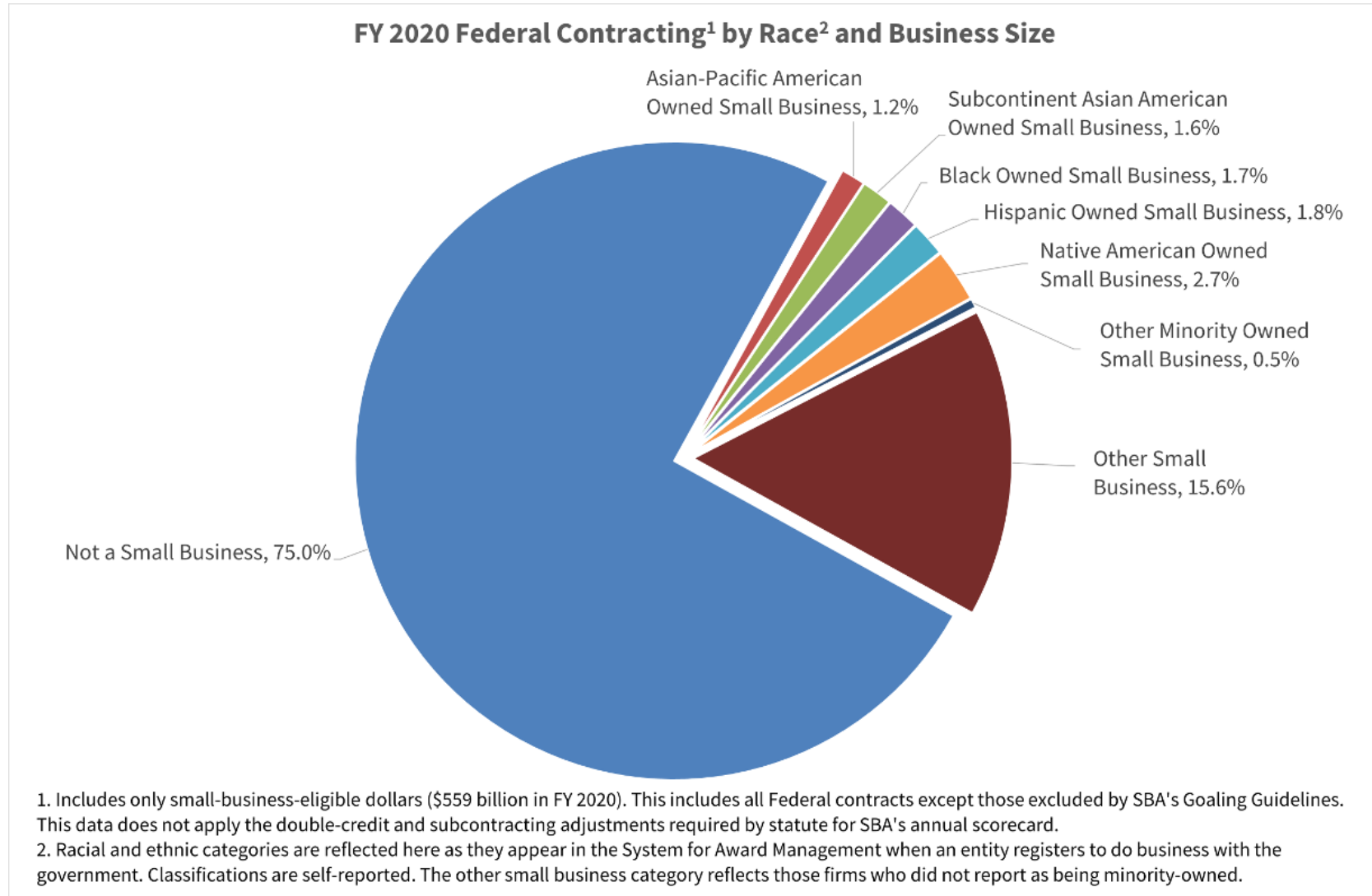
OMB Memorandum: Advancing Equity in Procurement

[M-22-03](#), Dec. 2, 2021 – implementing [Executive Order 13985](#)

1. Raises governmentwide SDB contracting goal to 11% for FY22, on the way to 15% by 2025.
2. Implements major changes to Category Management.
 - A. An automatic Tier 2 credit for socioeconomic small businesses (SDB, WOSB, HUBZone, SDVOSB)
 - B. Reinforced the importance of goal achievements
 - C. making SBA and Dept. of Commerce voting members on the Category Management Leadership Council.
3. Seeks to increase new entrants and reverse the decline in the small business supplier base.
4. Makes Federal senior managers accountable for small business contracting goals.
5. Ensures OSDBUGs have access to senior leadership (report due Jan 10, 2022)

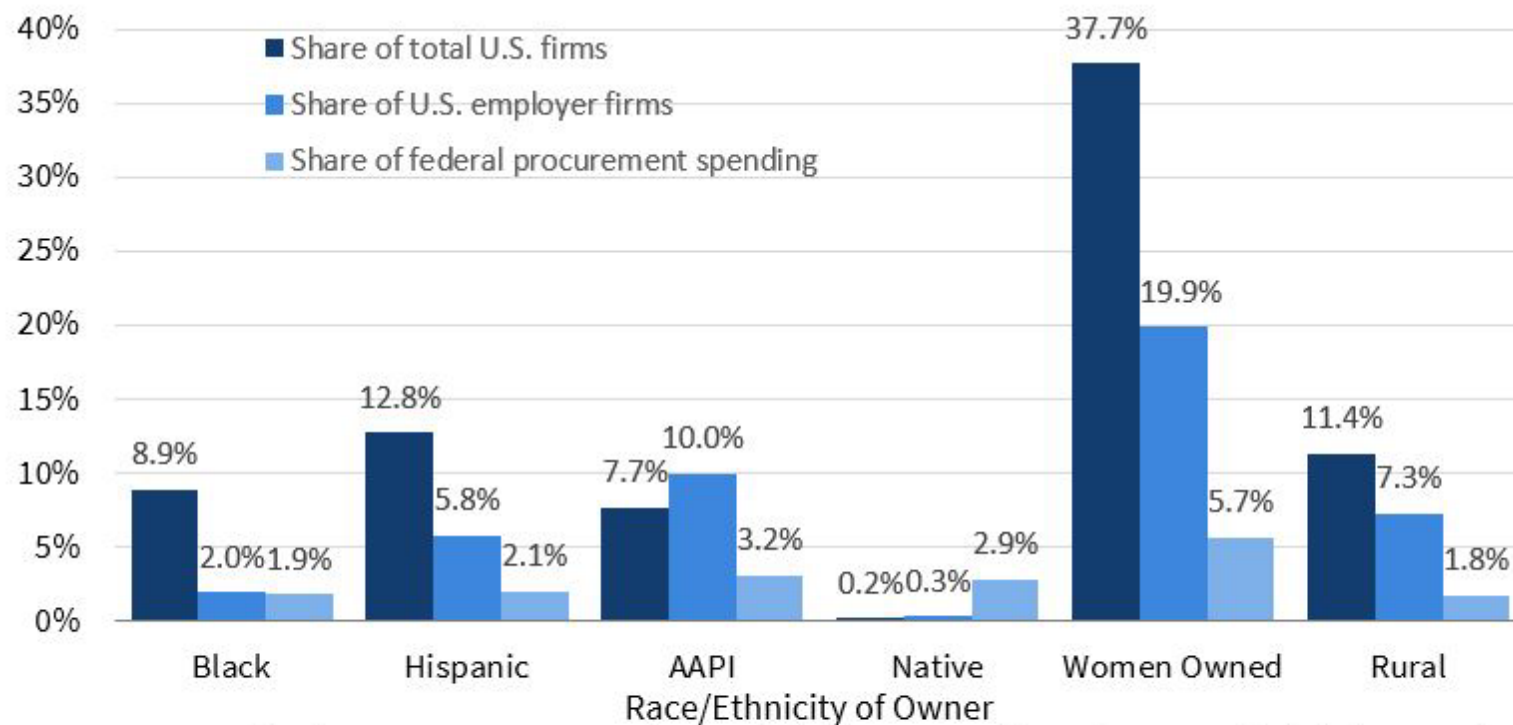
SBA Disaggregated Data Release

[SBA.gov](https://www.sba.gov) – as discussed on [whitehouse.gov](https://www.whitehouse.gov) and [analyzed by CEA](#)



Demographic makeup for Federal procurement

Council of Economic Advisers: [The Benefits of Increased Equity in Federal Contracting](#)



Source: 2019 Annual Business Survey, 2017 Nonemployer Statistics by Demographics series, CEA Staff Calculations, Small Business Goaling Report via the Federal Procurement Data System - FY 2020.

Note: Procurement data reflect firms self-reporting with the designated categories. Native procurement spending includes firms owned directly by Alaska Native Corporations and Indian Tribes. Black, AAPI, and Native employer firms are restricted to people who identify as non-Hispanic. Total U.S. firms includes employer and nonemployer firms.

**Thank
you**

**Contacts for the
Office of Economic Impact and Diversity at
the DOE**

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U.S. DEPARTMENT OF
ENERGY

Office of Economic
Impact and Diversity