



Parodio D. Maith

*Director, Acquisition Operations Division
Savannah River Operations Office
U.S. Department of Energy*

Mr. Maith serves in the capacity as the Director/Community Assistance and Small Business Manager in the Office of Acquisition Management, Acquisition Operations Division. In this capacity, he oversees and interfaces with the various community economic development organizations, which use the Savannah River Sites (SRS) excess materials to stimulate job development and industry growth. As the Small Business Manager, Mr. Maith works to optimize the utilization within the small businesses community to perform the myriad of functions, that are required to successfully accomplish the many tasks associated with the operation of the Savannah River Site (SRS). In addition, he has oversight responsibilities for the Historic Preservation Program which ensures that the Site's historical significance is captured.

Mr. Maith has thirty years of experience in Logistics and Contracting disciplines. He has participated on numerous Integrated Processing Teams delineating the requirements for multi-million-dollar procurements. He holds a Master's Degree in Business Administration from Brenau University and a Bachelor of Science in Business Management from Fayetteville State University. He also holds a Contracting Officer's Warrant from the Department of Energy and a Hazmat certification from the Department of Defense.



Cody Sims

Deputy Legislative Assistant

The Office of U.S. Senator Tim Scott

Cody Sims is a Deputy Legislative Assistant in Senator Tim Scott’s Washington, D.C. office. As a member of Senator Scott’s policy team that focuses on the Senator’s role as a member of the Senate’s Committee on Banking, Housing, and Urban Affairs, Cody works on a diverse range of policy areas for the Senator including those related to infrastructure, energy, manufacturing, and the environment.

Cody is a 2019 graduate of The Citadel and has served in a number of roles of responsibility for Senator Scott since starting in 2018 as an intern.

During his time at The Citadel, Cody studied abroad in Spain, Ecuador, and Cyprus. He also worked for a semester in London as an intern for a member of the Parliament of the United Kingdom.

He is a native of Columbia, South Carolina, and most of his family still lives in the area.

Cody feels honored to serve in his role as a member of Senator Scott’s staff. Every single day is rewarding as he assists Senator Scott in his mission to represent the great state of South Carolina and to provide greater opportunity to all Americans.





Dr. Sean Alford

*Executive Vice President and Chief Administrative Officer
Savannah River Nuclear Solutions, LLC*

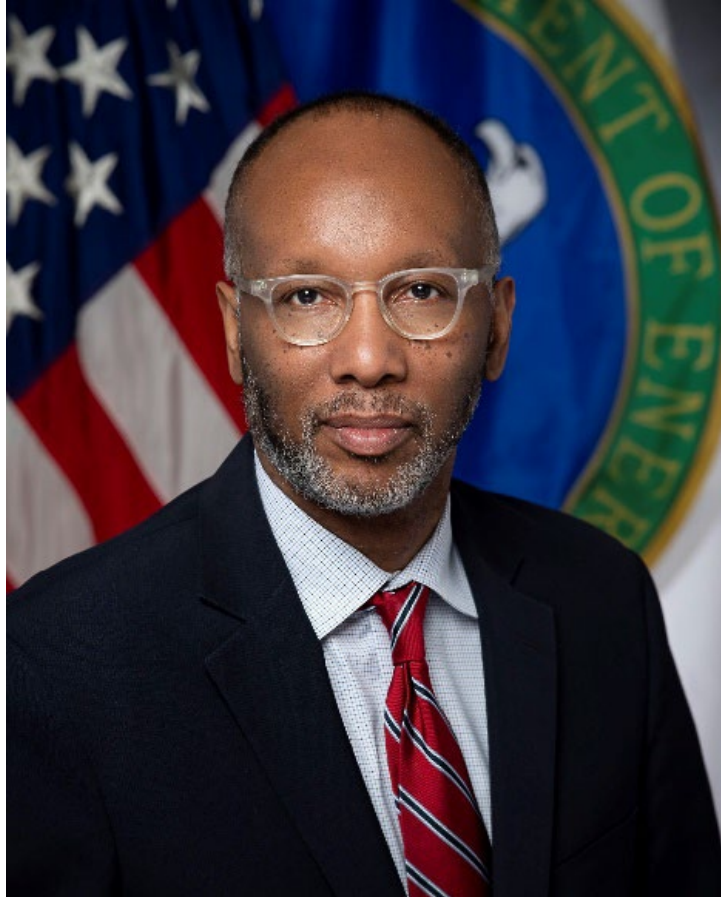
Dr. Sean Alford is Executive Vice President and Chief Administrative Officer (CAO) for Savannah River Nuclear Solutions (SRNS) at the Savannah River Site (SRS) in Aiken, S.C.

In this role, he provides leadership for SRNS human capital and business management services, including mission excellence, workforce services, procurement, prime contract administration, work planning and integration, information technology, records management and finance. His focus is developing and maintaining pipelines to guarantee future resource needs at SRS and coordinating support functions for new and emerging missions. SRNS Business Services and Workforce Services report directly to Dr. Alford.

Dr. Alford has 28 years of experience in leadership, strategic thinking and management in a highly regulated and measured environment. He has served as a change leader for a number of organizations with large stakeholder visibility. Prior to joining SRNS, Dr. Alford was Superintendent of Aiken County, S.C., schools, engaging the community and leading the School District on a path forward to being the premier district in the state. During his tenure, the District refocused its efforts on literacy, led an InnoVision award-nominated community workforce development collaborative, garnered community support for a number of accelerated programs (including a partnership with the National Math + Science Initiative), and cultivated a collaborative culture among staff members and teachers in 42 schools.

Prior to working with Aiken County Public School District, Dr. Alford served as an Assistant Superintendent in Dorchester School District Two, where he directed instruction and technology for 22 schools. He previously served as Chief Instructional Services Officer in Beaufort County, S.C.

Dr. Alford is a Society of Human Resource Management Certified Professional.




Ron Pierce

Director

**Office of Small and Disadvantaged Business Utilization
(OSDBU)**

U.S. Department of Energy



Ron Pierce is the Director of the Office of Small and Disadvantaged Business Utilization (OSDBU). In his prior role, he served as an independent management consultant, where he led efforts to address issues on environmental and climate change for several small businesses and military veteran lawmakers.

He spent five years as Senior Director of PBS Veterans and Small Business Initiatives on the Station Services Team. Ron led the national planning, coordination, and implementation efforts for member stations and other public media partners across the country. Over the course of two high-profile presidential campaigns, he was the National Director of small business, veterans, and military family outreach programs at the DNC.

A combat veteran, Ron spent 11 years as a U.S. Army Officer. He earned his B.S. in Behavioral Human Services from U. S. Military Academy at West Point, NY, and holds a Master of International Affairs from The Naval Postgraduate School at Monterey, CA.

Doing Business with the U.S. Department of Energy (DOE)



Office of Small and Disadvantaged Business Utilization
Nicola Ohaegbu, Procurement Analyst

DOE Office of Small and Disadvantaged Business Utilization,
Savannah River Nuclear Solutions, and U.S. General Services Administration
Virtual Forum
March 24, 2022





Overview

- What DOE Buys
- Locating DOE Opportunities
- Supply Chain Management Center
- Responding to SSN/RFI Opportunities
- FedConnect Opportunities
- How to Increase Your Success
- FAR References
- Important Links
- CY 2022 Outreach Events
- DOE OSDBU Support



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

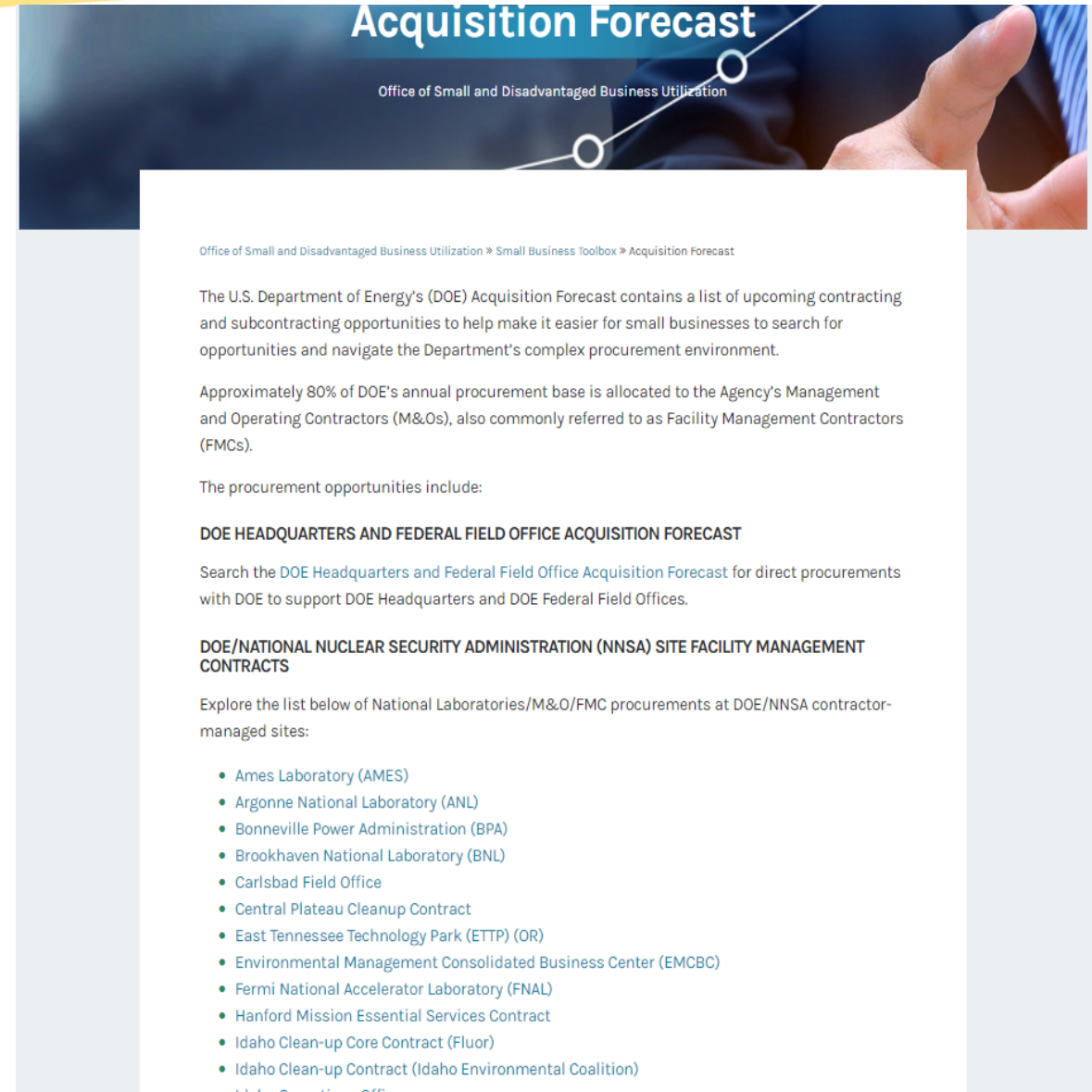


Acquisition Forecast Opportunities

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 Management and Operating Contractors (M&Os), also referred to as Facility Management Contractors (FMCs). The page lists procurement opportunities and provides a search function for DOE Headquarters and Federal Field Office Acquisition Forecast. It also lists National Laboratories/M&O/FMC procurements at DOE/NNSA contractor-managed sites, including 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), and Idaho Clean-up Contract (Idaho Environmental Coalition).



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 Manage
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 Cooling 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)
- **FedConnect** 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

nect.

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: **Type "DOE" and not "Department of Energy"**

Issuing office:

Issue date: To:

Response due date: To:

PSC / FSC:

NAICS:

Reference number:

Title	Type	Agency	Issuing Office	Issue Date	Response Due Date	PSC / FSC	NAICS	Reference Number
SHUNT REACTOR BANKS, (2)-35 MVAR FOR BISMARCK SUBS	Solicitation	DOE - DOE	Western Upper Great Plains Region	3/4/2022	03/22/2022 06:00 PM US/Eastern	6150	335311	89503422QWA000525
Shielded Tray Cable	Solicitation	DOE - DOE	Western Rocky Mountain Region	3/8/2022	03/15/2022 04:00 PM US/Eastern	6145	331420	89503222QWA000408
Construct North Bend Switching Station, Stage 01.i	Solicitation	DOE - DOE	WAPA (UGP)	2/17/2022	03/22/2022 04:00 PM US/Eastern	Y1PZ	237130	89503422BWA000030
FY 2022 SBIR/STTR Phase II Release 2	Funding Opportunity	DOE - DOE	SC Chicago Service Center	2/28/2022	04/19/2022 11:59 PM US/Eastern			DE-FOA-0002572
		DOE	National Energy Technology		03/17/2022 04:00 PM			



FedConnect Total SB Solicitation Illustration

connect

Help

Opportunity: Shielded Tray Cable

Description

Shielded Tray Cable

Overview

Reference number: 89503222QWA000408
 Issue date: 03/08/2022
 Response due: 03/15/2022 04:00 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

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](#)

By registering, you will have better access to the document and future updates

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

- 89503222QWA000408
 - Pre-solicitation Notice
 - Overview
 - Solicitation
 - Overview
 - 89503222QWA000408
 - 18. Attachment A - Specifications
 - 18. Attachment B - IPP Payment Requirements





Sam.gov Opportunity Postings



Sign In

Home **Search** Data Bank Data Services Help

Search All Words e.g. 1606N020Q02

Select Domain
Contract Opportunities

- All Domains
- Contract Opportunities**
- Assistance Listings
- Entity Information
- Federal Hierarchy
- Wage Determinations

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

Enter Code or Name

8900 - ENERGY, DEPARTMENT OF

Type "Energy" or "8900"

- Dates
- Notice Type
- Product or Service Information
- Set Aside

Total Small Business Set-Aside (FAR 19.5)

Type "Total Small Business"

Showing 1 - 65 of 65 results Sort by Updated Date

61--SHUNT REACTOR BANKS, (2)-35 MVAR FOR BISMARCK SUBS

Notice ID: 89503422QWA000525

SHUNT REACTOR BANKS, (2)-35 MVAR FOR BISMARCK SUBSTATION...

Department/Ind.Agency	Subtier	Office
ENERGY, DEPARTMENT OF	ENERGY, DEPARTMENT OF	WESTERN-UPPER GREAT PLAINS REGION

Contract Opportunities

Current Date Offers Due: March 22, 2022, 06:00 PM EDT

Notice Type: Updated Solicitation

Updated Date: Mar 8, 2022 (1)

Published Date: Mar 8, 2022

AMENDMENT 1-PEST AND WEED CONTROL SERVICES

Notice ID: 89503122RWA000039

Amendment to incorporate Question and Answer - See Attachment .

Include signed Amendment with original Solicitation requirements.&nbs

Department/Ind.Agency	Subtier	Office
ENERGY, DEPARTMENT OF	ENERGY, DEPARTMENT OF	WESTERN-DESERT SOUTHWEST REGION

Contract Opportunities

Current Date Offers Due: March 10, 2022, 04:00 PM EST

Notice Type: Original Solicitation

Updated Date: Mar 8, 2022

Published Date: Mar 8, 2022

Shielded Tray Cable

Notice ID: 89503222QWA000408

Shielded Tray Cable ...

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

Contract Opportunities

Current Date Offers Due: March 15, 2022, 04:00 PM EDT

Notice Type: Original Solicitation

Updated Date: Mar 8, 2022

Published Date: Mar 8, 2022



Sam.gov Total SB Solicitation Illustration

SAM.GOV

Home Search Data Bank Data Services Help



Shielded Tray Cable

Contract Opportunity

General Information

Classification

Description

Attachments/Links

Contact Information

History

Award Notices

ACTIVE

Contract Opportunity

Notice ID
89503222QWA000408

Related Notice
89503222QWA000408

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

General Information

Contract Opportunity Type: Solicitation (Original)
All Dates/Times are: (UTC-07:00) MOUNTAIN STANDARD TIME, DENVER, USA
Original Published Date: Mar 08, 2022 10:02 am MST
Original Date Offers Due: Mar 15, 2022 02:00 pm MDT
Inactive Policy: 15 days after date offers due
Original Inactive Date: Mar 30, 2022
Initiative:
o None

Classification

Original Set Aside: Total Small Business Set-Aside (FAR 19.5)
Product Service Code: 6145 - WIRE AND CABLE, ELECTRICAL
NAICS Code:
o 331420 - Copper Rolling, Drawing, Extruding, and Alloying
Place of Performance:

Description

Shielded Tray Cable

Attachments/Links

Links

Display Name	Updated Date
Click here to see more information about this opportunity on FedConnect	Mar 08, 2022

Contact Information

Contracting Office Address

5555 E. CROSSROADS BLVD
LOVELAND, CO 80538
USA

Primary Point of Contact

Gomez Jr, Richard Andrew
✉ rgomez@wapa.gov
☎ 970-461-7396

Secondary Point of Contact

History

- Mar 08, 2022 10:02 am MST
Solicitation (Original)
- Mar 07, 2022 09:06 am MST
[Presolicitation \(Original\)](#)

Continued



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 30, 2022:** North Dakota Procurement Technical Assistance Center - North Dakota Government Procurement Fair
- **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



J. Alex Agyemang

Senior Manager

Supply Chain Strategy Small Business Liaison Officer

Savannah River Nuclear Solutions, LLC

Alex Agyemang is the Senior Manager, Supply Chain Strategy. He also holds the position of Small Business Liaison Officer (SBLO) for Savannah River Nuclear Solutions, LLC (SRNS), the M&O prime contractor at the Savannah River Site, Aiken SC. He manages the corporate supply chain strategy to drive supply chain efficiency and leverage capabilities of over 1300 suppliers to accelerate Environment Management and National Nuclear Security Administration (NNSA) missions balancing a myriad of state and federal regulations/laws to include FAR, DEAR, NQA-1, and prime contract requirements. Leads the execution of an organizational health assessment, directs the completion of supply chain benchmarks and gap analysis with industry leaders, and initiates the development of a supply chain organization maturity path. As SBLO, he is responsible for managing supplier relationships and all supplier development activities to ensure the successful completion of the SRS mission.

Alex has served in increasing roles of responsibility. He was the Manager, Strategic Sourcing, responsible for the creation and administration of the Site's critical material agreements.

Prior to joining SRNS, Alex was a senior supply chain planning analyst with the Northrop Grumman Corporation. Some of his major projects were implementing lean-six sigma improvements in the pipe supply chain, leading the Category Management strategy for commodity procurements, and establishing the Capstone Program, a talent management program for high potential employees. He is an APICS Certified Supply Chain Professional.

Alex is a graduate of the United States Air Force Academy and a former Air Force officer. He was the Department of Energy (DOE) FY 2017 and FY 2018 Facility Management Contractor Small Business Program Manager of the Year, the DOE FY 2018 Mentor of the Year, the recipient of the DOE FY 2018 Director's Award for Excellence, was recognized as the 2019 CVMSDC Coordinator of the Year, and the 2020 recipient of the GMSDC George Lottier Rising Star Award. Alex received the Northrop Grumman Corporate Contracts, Pricing, and Supply Chain Award and was also recognized as one of the Top 40 Under 40 business leaders in Hampton Roads, Virginia. He is married to Kimberly Agyemang and has twin sons, Adam and Kai.

SRNS and You: Partnering for Success



J. Alex Agyemang
Small Business Liaison Officer

Presented to the OSDBU SRNS Virtual Forum, March 24, 2022

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



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



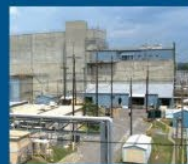
Environmental Stewardship
for soil, water and facilities



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

Small Businesses are Key to Site Missions

- SRNS strategy to execute largely depends on small business performance
- Forecasting an increase in Site missions



Small Businesses Opportunities

- **Our Small Business Program is Vital to Our Success**
 - SRNS employs a “Small Business First” policy
 - Small Business Team is an active participant in defining our sourcing strategy
 - Small Business Liaison Officer is your advocate
 - Manages key supplier relationships
- **Supply Chain Operations is Committed to Your Success**
 - Fully invested in finding and developing the right small business partners
 - Commitment to partnering with process owners



Small Businesses Engagement



- Make it easier to do business with SRNS
- Develop stronger relationships
- Drive collaboration with partners
- Continue to perform

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

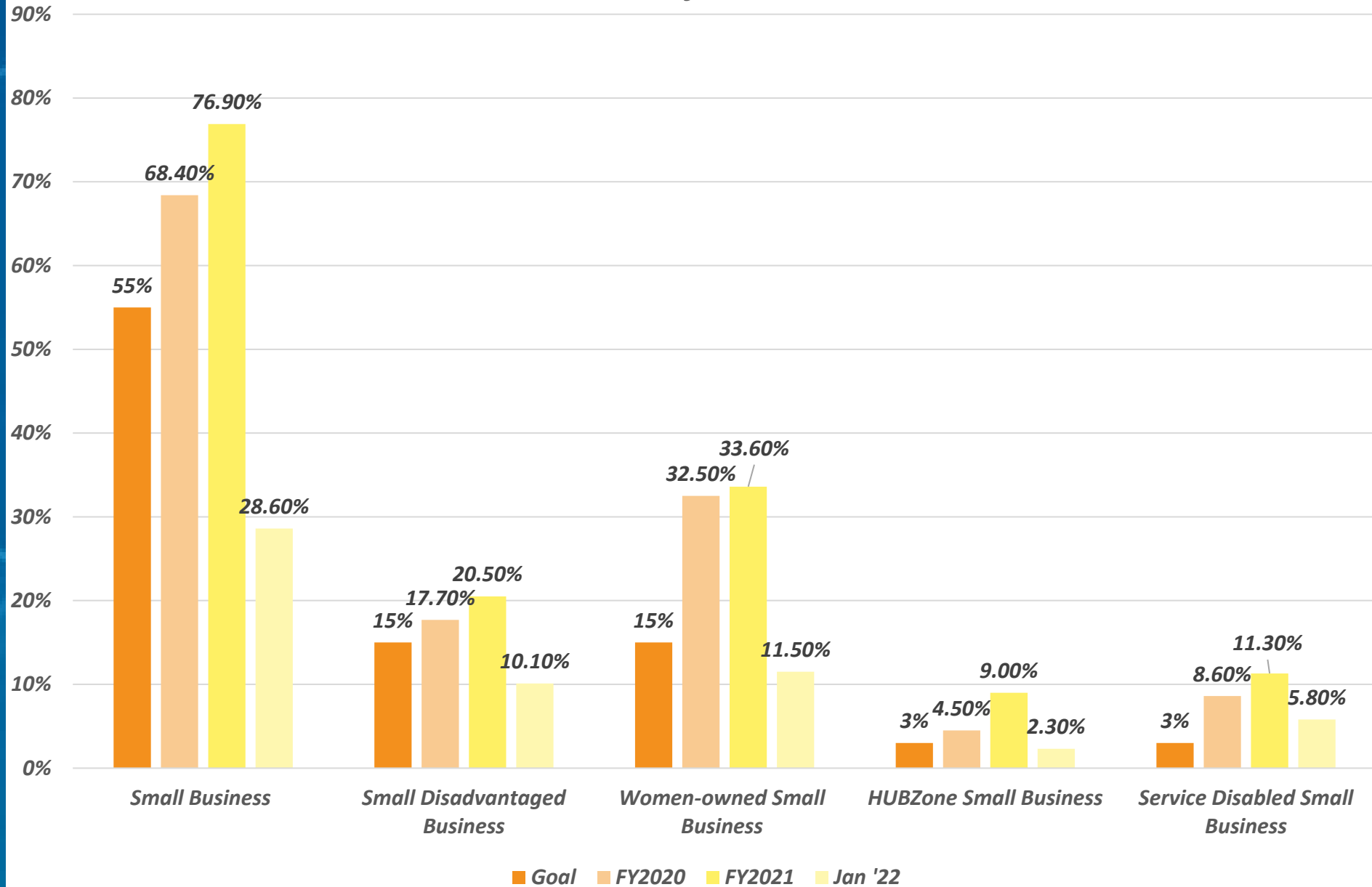
Develop

- 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-FY22



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



How to Win at SRNS

- **Learn**

- Learn the “ins and outs” of government contracting
- Prepare for the paperwork requirements
- Keep certifications current
- Comply with regulations and institute quality control procedures
- Thoroughly review the solicitation and know the expectations

- **Educate yourself**

- Safety and security are critical to our mission
- Learn our business

- **Identify how your company would fit into that business**

- Similar core competencies
- Unique business discriminator
- Pinpoint your niche and don't try to be all things to all people



How to Win at SRNS

- **Communicate your value**

- Be realistic regarding your capabilities and capacity
- Long-term strategic relationships are built on performance
- Deliver on your PO/Subcontract commitments (i.e. on-time delivery, quality, cost, documentation, etc.)

- **Keep us informed**

- Always respond to RFPs/RFQs, even if you are not able to propose
- Discuss your value and not your size status

- **Network**

- Use opportunities such as this conference to meet decision-makers
- Continue to build on the relationships that are established
- Clearly articulate your value proposition



Small Businesses Key to Success

National & Regional Recognition

Exceeding SB Goals

- Exceeded all socio-economic categories for 5 consecutive years
- Exceeded goals in challenging categories; HUBZone and SDVOSB
- Developing five protégé companies
- Received national & regional awards at every Management level!!
 - 2020 GMSDC George Lottier “Rising Star” Award
 - FY17, FY18, and FY19 DOE HQ Procurement Director of the Year
 - 2018 and 2019 GMSDC Supply Chain Advocate of the Year
 - DOE HQ/CVMSDC – Nominated Two Small Business of the Year Winners and the FY18 DOE Protégé of the Year

76.9%
Best performance
prime contract
to date!



Manage Your Business

- **Quality**

- Compliance monitoring
- Supplier scorecard (quality assurance and on-time delivery)
- Internal Assessments

- **Speed**

- Delivery
- Responsiveness

- **Efficiency**

- Continuously improving

- **Competitive Cost**

- Quality, speed and efficiency improvements are realized in competitive-cost structure



Manage Your Value

- **Increasing value to SRNS**
 - Transparent communication
 - Competitive pricing strategies (cost savings)
 - Product and process innovations
 - Customer satisfaction
- **Managing your reputation**
 - Culture-respectful workplace
 - Ethical Conduct
 - *Open disclosure of Conflicts of Interest*
 - Reliability
 - Credibility
 - Safety
 - Environmental compliance





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.



Jan Zeigler

Industry Liaison

Region 4 Customer Accounts and Stakeholder
Engagement (CASE)

Southeast Sunbelt Region
Federal Acquisition Service

Jan serves in the State of South Carolina as a GSA Customer Service Director and primarily as the Region 4 CASE Industry Liaison. She has worked over 25 years with Federal, State and Local government agencies and business leaders in different organizations to facilitate as a “Solution Provider” and “Trusted Advisor” in solving all acquisitions and requisitions. She continues to work strategically with many Federal Agencies – Departments of the Army, Army Corp of Engineers, and Air Force, Civilian Agencies – Department of Energy, and the Veterans Administration.

Jan earned an Associate Degree from Central Carolina College in Business Management, a Master certificate in Government Contracting from George Washington University, and a Master Certificate in Project Management from George Washington University.

Jan currently resides in Sumter, SC supporting the growth of her local community.



GSA

DOING BUSINESS WITH GSA

Doing Business with GSA

Janice Zeigler- Industry Liaison
GSA FAS Customer and Stakeholder
Engagement Division

S

U.S. General Services Administration



Expanding Opportunities for Small Businesses

- Shares ideas and best practices for small businesses throughout the country
- Works with the small business community to strengthen partnerships and support the success of our vendors
- Works with businesses to make sustainable products and services readily available and affordable to our buyers
- Drives down prices, deliver better value, and reduce costs to our customer agencies
- Creates new ways that the government can purchase resources smarter and more efficiently
- Develops innovative cost-saving solutions that will be shared across the government



Office of Small Business Utilization at GSA

Each Federal agency has an Office of Small Business Utilization put in place by Congress “...to promote the maximum practicable use of all designated small business categories within the Federal Acquisition process...” These advocates report to the head of their agency on the success of this partnership.

- Finding creative new ways to educate
- Sponsoring and delivering business development training
- Integrating low-cost networking events into established venues
- Providing free counseling and more...

Purpose

This training is designed to assist the small business community with the process of pursuing a GSA Schedule Contract. We follow the following topics:




What is a GSA Schedule?

- Indefinite delivery, indefinite quantity (IDIQ), long-term contracts
- Provides fast, flexible, cost-effective procurement solutions
- Represents approximately 21% of overall Federal procurement spending
- Requires commitment and effort to be successful

What is a GSA Schedule?

GSA Schedule Contracts, also known as GSA Schedules or Federal Supply Schedules, are indefinite delivery, indefinite quantity (IDIQ), long-term contracts under the General Services Administration's Multiple Award Schedule (MAS) Program.



GSA establishes long-term government wide contracts with commercial companies to provide access to government agencies to millions of commercial products and services at volume discount pricing.

Items to Consider Before Applying to the Program :

- **Must Meet Minimum Qualifying Sales:** You must generate at least \$25,000 in sales within the first 2 years of your GSA Schedule contract and at least \$25,000 each year thereafter.
- **Takes Time to Secure a Contract:** The average time it takes to secure a contract is between 18-24 months (according to the SBA).
- **Your GSA Contract Can be Cancelled:** The government may cancel your schedule contract in accordance with clause 552.238-73, for failure to meet minimum sales criteria, specified above.

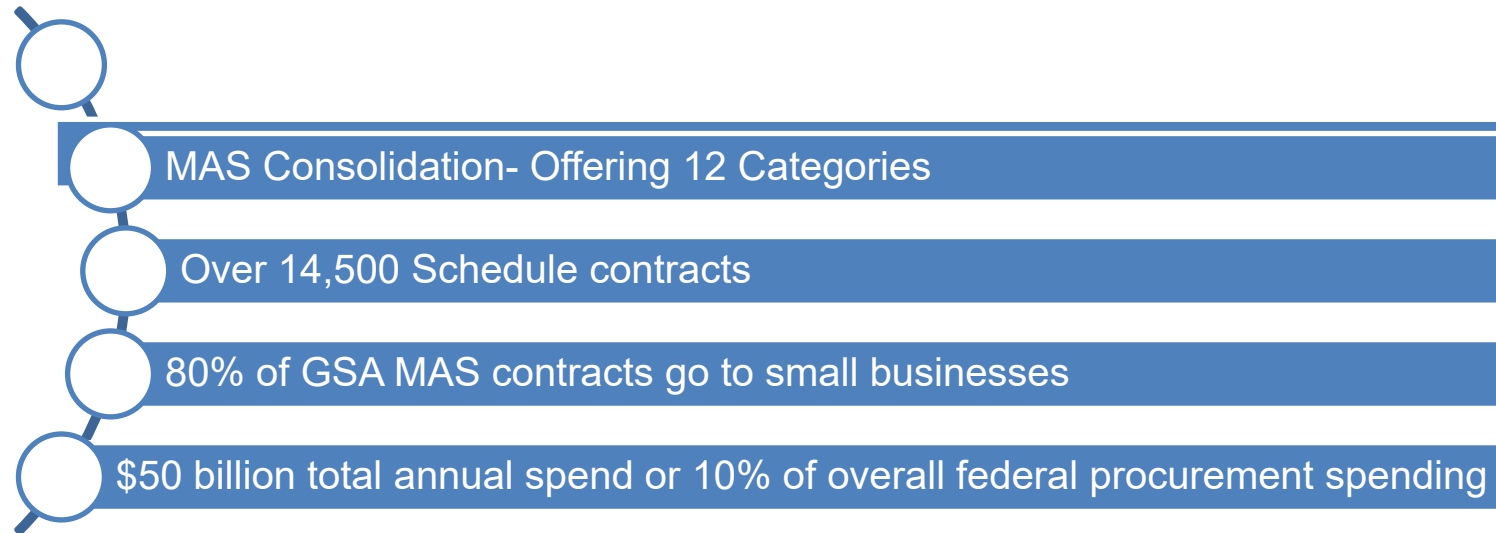


Readiness Assessment: Using the Vendor Toolbox

- The Vendor Toolbox contains the Readiness Assessment, a mandatory self-evaluation tool, aimed to help potential contractors decide whether their offerings meet the needs of the federal government.
- The Vendor Toolbox contains training materials that will help you learn more about the Federal market, tools that will help you uncover opportunities, and links to resources that can assist you in being a successful MAS contractor.
- You can access the Vendor Toolbox through our Vendor Support Center at <https://vsc.gsa.gov/>.



About GSA Schedules



The GSA Schedules program is the premier acquisition vehicle in government, with approximately \$50 billion a year in spending or 10 percent (10%) of overall federal procurement spending.

<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules/gsa-schedule-offerings/mas-categories>

Why Pursue a GSA Schedules Contract

- GSA Schedules are fast, easy, and effective vehicles for both customer agencies and vendors.
- Acquisitions through GSA Schedules are issued using full and open competition.
- Prices have already been deemed fair and reasonable, and schedule contracts are in compliance with all applicable laws and regulations, reducing evaluation cycles.
- Purchases can be made directly from a contractor via their GSA Schedule Contract which eliminates the time-consuming process of responses to complex RFP's and lengthy negotiations.

Examples of Products and Services Available on GSA Schedules

- Office Supplies and Equipment
- Information Technology
- Professional Services
- Vehicles and Support Equipment
- Furniture
- Tools and Hardware
- Scientific Equipment
- Law Enforcement, Fire, and Security Products
- Travel and Transportation
- Lodging



Determine Eligibility: Who qualifies?

- Financial stability
- Minimum two (2) years in business
- Demonstrate past performance
- Products commercially available
- Products compliant with the Trade Agreements Act (TAA)
- End Product must be manufactured or substantially altered within the U.S., or a ‘designated country’ as defined by the Trade Agreements Act



Small Business Certifications

8(a) SDB Development Certification Program Application–

<http://www.sba.gov/aboutsba/sbaprograms/8abd/application/index.html>

HUBZone Program Application –

<https://www.sba.gov/category/navigation-structure/how-apply>

Woman Owned Business – Certification Required for some NAICS –

<https://www.sba.gov/content/women-owned-small-business-wosb-program-certification>

Veteran Owned Business – Self Certify except for Veterans Administration (VA) Schedules which must be verified through www.VetBiz.gov. Through this link you can click on the Verification Application Guide.

<http://www.va.gov/osdbu/docs/vetsFirstApplicationGuideCMP071615.pdf>

Service Disabled Veteran Owned Business – Self Certify

<https://www.sba.gov/content/women-owned-small-business-wosb-program-certification>



Available Offerings/Finding the TEMPLATES

- The GSA Solicitation templates ARE NOT in SAM.gov
- <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedule/selling-through-schedule/roadmap-for-new-schedule-offerors/1-get-ready/available-offerings-and-requirements>

Selling through Schedule

[Overview](#)[Is the Schedule a Good Fit for Me?](#)

Roadmap for New Schedule Offerors

[1: Get Ready](#)**[Available Offerings and Requirements](#)**[2: Assemble Your Offer](#)[3: Finalize Your Offer](#)[Schedule Contractors](#)

Available Offerings and Requirements

The [Multiple Award Schedule \(MAS or the Schedule\)](#) solicitation is broken into Large Categories, Subcategories, and [Special Item Numbers \(SIN\)](#) that have corresponding [North American Industry Classification System \(NAICS\)](#).

To identify the large categories, subcategories, and SINs currently available under MAS, please view the latest [Available Offerings Attachment \[XLSX - 230 KB\]](#).

For reference, [this version of the available offerings attachment \[XLSX - 307 KB\]](#) contains a mapping of legacy Schedule and SIN to the new MAS SINs.

The MAS solicitation outlines requirements for all offerors, including the required information you must attach to your offer to be considered for a Schedule contract. In addition, some large categories, subcategories or SINs have unique requirements or additional templates and attachments that may be required as part of your offer. This additional information is used to better evaluate your offer and confirm you are ready to do business with the Federal government. Below is an outline of the attachments and templates that you may be required to submit with your offer.

For more information on the applicability of each template or attachment, please refer to SCP-FSS-001 under section I of the MAS solicitation and each applicable "Large Category Attachment" related to your offerings. In addition to specific attachments, there may be clauses or additional instructions specific to your offerings outlined in those documents.

Solicitation Attachments and Templates - Complete offering requirements and information are provided in the MAS solicitation and large Category attachments. Templates, attachments, and critical information referenced in the solicitation are provided below for use. Please reference solicitation documents for further instruction.

Templates to download, complete, and upload in eOffer (if applicable)

[+](#)

Templates provided for reference only. Information should be completed and submitted in eOffer.

[+](#)

Additional Resources: Small Business Training

www.gsa.gov/smallbizresources

It is not required for you to have a schedule contract with GSA in order to do business with the federal government. There are other ways to do business with government agencies.

Attend more training:

- ❖ Partnering for the Strategic Advantage
- ❖ How to Access Procurement Opportunities



Additional Resources

Small Business Administration (www.sba.gov , www.green.sba.gov)

SBA provides business counseling, training and business development specialists providing free and low-cost services in your area. 1-800-U-ASK-SBA (1-800-827-5722)

The Association of Procurement Technical Assistance Centers **(<http://www.aptac-us.org/new>)**

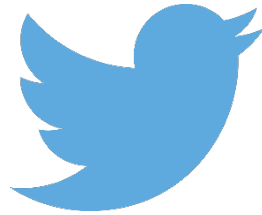
PTACs provide a wide range of assistance, most free of charge, to businesses through one-on-one counseling sessions, classes, seminars and matchmaking events. This organization is funded in part by Department of Defense. Contact your local PTAC for help.

Minority Business Development Agency (<http://www.mbda.gov>)

MBDA, a part of the U.S. Department of Commerce is an entrepreneurially focused organization committed to wealth creation in minority communities. The Agency's mission is to actively promote the growth and competitiveness of large, medium and small minority business enterprises (MBEs).

GSA OSBU on Social Media

www.gsa.gov/smallbizresources



@GSAOSBU
@USGSA
@USGSASchedules
@gsapbsIRD



[GSA YouTube Channel](#)

The GSA logo consists of the letters "GSA" in white, bold, sans-serif font, centered within a dark blue square.

Interact

<https://interact.gsa.gov/>

✦ Harness the Power of Data:

- Have a **solid** understanding of the federal market for your product or service
- Know the key players, critical policies, initiatives, and spending budgets for your target agencies.
- Use this information to be **proactive** in finding opportunities and generating leads.



Tools to Conduct Market Research

Utilize these tools for your market research:



- Latest GSA contract award information
- Assess your competition

<https://www.gsaelibrary.gsa.gov>

Schedule Sales Query Plus

- Offers published sales data of schedule contract sales
- SIN Sales
- Contractors already on schedule
- Ability to assess the size and potential of your target market

<https://d2d.gsa.gov/report/fas-schedule-sales-query-plus-ssq>



- A repository of all government transactions/receipts over \$3,500
- Information reported from 90 plus agencies.

https://www.fpds.gov/fpdsng_cms/index.php/en/

Consider the buying trends and forecasted sales for your product/service

Marketing Your Company to Federal Government



Marketing Your Company



Customer Service Directors (CSDs)



- Customer Service Directors (CSDs) provide assistance, resolve problems and answer questions from GSA's customers, our Federal, state & local clients.
- CSDs also host seminars on a variety of useful topics and are a valuable source of information on all of GSA's programs.
- CSDs also markets the use of GSA and our entire suite of Acquisition Tools provided by GSA to Federal, state, & local agencies.
- Visit [GSA.GOV/CSD](https://www.gsa.gov/CSD) to find your local CSD.



What is the Advantage?

Faster than going open market

Pre-Negotiated ceiling prices to achieve best value

Built in strong assurance of FAR Compliance

Access to small businesses in support of socioeconomic goals

Access to emerging technologies and innovative solutions

Tips for Success

Respond to RFI's & Sources Sought notices



Attend Industry "Days"



Strategically manage your time at Matchmaking Events



Network with other GSA contractors



Check GSA e-Buy for opportunities.



Quick Start Guide for Contract Registration

Information

What is an Entity?

In SAM, your company / business / organization is referred to as an "Entity." You register your entity to do business with the U.S. Federal government by completing the registration process in SAM.

SAM is the official **free, government-operated website** – there is NO charge to register or maintain your entity registration record in SAM.

What do I need to get started?

- DUNS Number:** You need a Data Universal Numbering System (DUNS) Number to register your entity in SAM. DUNS Numbers are unique for each physical location you are registering. If you do not have one, request a DUNS number for **free** to do business with the U.S. Federal government by visiting Dun & Bradstreet (D&B) at <http://fedgov.dnb.com/webform>. It takes no more than 1-2 business days to obtain a DUNS Number.
- Taxpayer Identification Number:** You need your entity's Taxpayer ID Number (TIN) and Taxpayer Name (as it appears on your most recent tax return). Foreign entities that do not pay employees within the U.S. do not need to provide a TIN. Your TIN is usually your Employer Identification Number (EIN) assigned by the Internal Revenue Service (IRS). Sole proprietors may use their Social Security Number (SSN) assigned by the Social Security Administration (SSA) as their TIN, but are strongly encouraged to obtain a free EIN from the IRS by visiting: <http://www.irs.gov/Businesses/SmallBusinesses-&-Self-Employed/How-to-Apply-for-an-EIN> Allow approximately two weeks before your new EIN is ready for use when registering in SAM.

Federal Service Desk within 30 days of activation.

Steps for Registering

- Type www.sam.gov in your Internet browser address bar.
- Select Log In to complete authentication and create an account.
- On the My SAM page select Entity Registrations and then select Register New Entity.
- Select your type of Entity.
- If you are registering in SAM.gov so you can conduct business with the government through contracts, select "I want to be able to bid on federal contracts or other procurement opportunities. I also want to be able to apply for grants, loans, and other financial assistance programs."
- Complete the Core Data section:
 - Validate your DUNS Number information.
 - Enter Business Information (TIN, etc.) This page is also where you create your Marketing Partner Identification Number (MPIN). Remember your MPIN as it will serve as your electronic signature for the IRS Consent to Disclosure of Tax Information on the following page.
 - Enter your CAGE Code if you have one. CAGE codes are tied to DUNS Numbers and cannot be reused. Don't worry if you don't have a CAGE Code for the DUNS Number you are registering; one will be assigned to you after your registration is submitted. Foreign registrants must enter their NCAGE Code before proceeding.
 - Enter General Information (business types, organization structure, etc.) about your entity.
 - Provide your entity's Financial Information, i.e. U.S. bank Electronic Funds Transfer (EFT) Information for Federal government payment purposes. Foreign entities do not need to provide EFT information.
 - Answer the Executive Compensation questions.
 - Answer the Proceedings Details questions.
 - Provide your public search authorization.
- Complete the "Assertions" section:
 - Enter your entity's goods and services using NAICS Codes and PSCs.
 - Enter your entity's size metrics.
 - Enter optional Electronic Data Interchange (EDI) information.
 - Enter optional Disaster Response Information.
- Complete the Representations & Certifications section, which is comprised of Federal Acquisition Regulation (FAR) and Defense Federal Acquisition Regulation Supplement (DFARS) provisions/clauses, and Architect-Engineer Responses (SF330 Part II).
- Complete the Points of Contact section: Your Electronic Business POC is integral to the procurement process. Your Government POC will be used by other government systems, such as the CAGE program, when they contact you. List someone with direct knowledge of this registration for both of those POCs.
- Make sure to select Submit after your final review. You will get a Registration Submitted - Confirmation message on the screen. If you do not see this message, you have not submitted your registration.

Your registration will be reviewed. You will receive an email from SAM.gov when your registration is active.

Allow up to 12-15 business days **after you submit** before your registration is active in SAM.

For FREE help registering in SAM, contact the supporting Federal Service Desk (FSD) at <https://www.fsd.gov/>



Where to find help for SAM.GOV:

Help Desk: (866) 606-8220
Website: www.fsd.gov



GSA

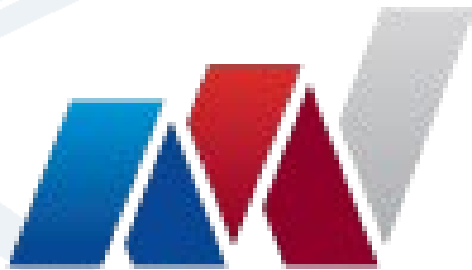
Additional Solutions:



U.S. Small Business
Administration



Association of
Procurement
Technical
Assistance
Centers



**MINORITY BUSINESS
DEVELOPMENT AGENCY**
U.S. DEPARTMENT OF COMMERCE



DOING BUSINESS
WITH GSA 

www.gsa.gov/events

www.gsa.gov/small-business

IT Category Startup Springboard:

In lieu of the 2-year corporate experience requirement, you can now:

- Use professional experience of executives and key personnel as a substitute
- Use project experience of key personnel, and
- Provide financial documentation that demonstrates the company's financial responsibility in lieu of submitting 2 years of financial statements.

For more information visit www.gsa.gov/springboard





DOING BUSINESS WITH GSA

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www.gsa.gov/small-business

Q & A

