

Doing Business with the Office of Science - Consolidated Service Center

Office of Science
Consolidated Service Center
DeWillican W. Middleton
November 10, 2020

Overview

- ▶ Mission
- ▶ • FY 2019 Achievement and Awards
- ▶ • Unique Procurement Environment
- ▶ • Challenges
- ▶ • Best Practices • Upcoming Small Business Opportunities



Office of Science Mission

To deliver the scientific discoveries and major scientific tools that transform our understanding of nature and advance the energy, economic, and national security of the United States.



U.S. DEPARTMENT OF
ENERGY

Office of
Science

FY 2019 Small Business Achievement

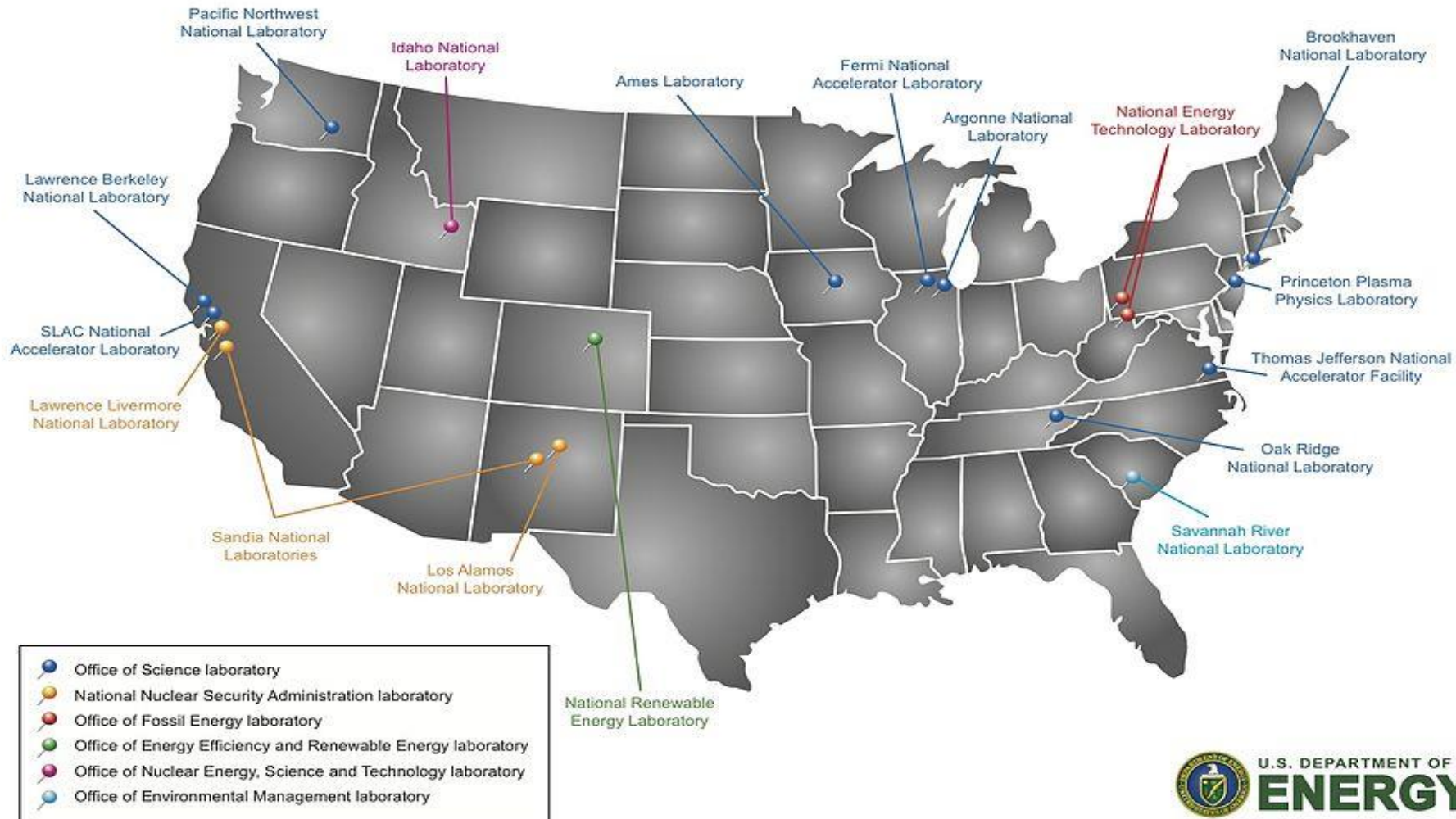
- ▶ Fifth straight “A” grade from the Small Business Administration
- ▶ 17.84% in prime small business procurement, exceeding the goal of 11.65%
- ▶ 55.26% in subcontracting, exceeding the goal of 45.0%
- ▶ Total DOE FY 2019 Prime and Subcontracts exceeded \$7.68 Billion
- ▶ SDBs, WOSBs, SDVOSBs, and HUBZones utilization increasing

NAICS Codes

*Used by Department of Energy | Office of Science***

- ▶ 561210 Facilities Support Services
- ▶ 541712 Research and Development in Physical, Engineering and Life Sciences (ex: Biotechnology)
- ▶ 562910 Remediation Services
- ▶ 541330 Engineering Services
- ▶ 541990 All other Professional, Scientific, and Technical Services
- ▶ 611310 Colleges, Universities, and Professional Schools
- ▶ 541690 Other Scientific and Technical Consulting Services
- ▶ 423430 Computer and computer Peripheral Equipment**
- ▶ 541611 Administrative Management and General Management Consulting Services**
- ▶ 541519 Other Computer Related Services**

Department of Energy National Laboratories



Best Practices

Target your Engagement

- ▶ Focus on primary NAICS codes, consider teaming, or Department of Energy (DOE) Mentor-Protégé Program
- ▶ Identify low dollar solicitations to pursue, look at the ten Office of Science Laboratories

Develop Allies

- ▶ Engage with SBA SBDCs, PTACs, and other small business advocates
- ▶ Participate in DOE and CSC outreach events and work with DOE Small Business Program Managers (SBPMs) and CSC contracting officers for follow up actions

Own Your Future

- ▶ Learn the CSC procurement history and review acquisition forecasts and expiring contracts
- ▶ Ensure socioeconomic representations and certifications are current

Responding to SSN/RFI Opportunities

▶ Why Respond:

- ▶ Identify potential sources
- ▶ Determine small business set-aside
- ▶ Small business subcontracting goals
- ▶ Solicitation
- ▶ The CSC has dedicated Contracting Officers that are available to answer questions about the CSC procurements:
- ▶ CSC Contracting Officers:
 - ▶ Mary Halterman
mary.halterman@science.doe.gov
 - ▶ Bryce Robinson
bryce.robinson@science.doe.gov

▶ After Responding:

- ▶ Follow-up
- ▶ Engage with the local SBPMs or Procurement Center Representatives (include them on the SSN/FRI/RFP response)
- ▶ Sole source
- ▶ Request a meeting with the Program Manager and end user

Upcoming DOE Opportunities

- ▶ DOE Acquisition Forecast
- ▶ Forecast Links to DOE Laboratories and Sites
- ▶ FedConnect
- ▶ GSA E-buy
- ▶ Direct Contact CSC Contracting Officers

Small Business Links

- ▶ DOE Acquisition Forecast:
<https://www.energy.gov/osdbu/acquisition-forecast>
- ▶ DOE OSDBU Website:
www.smallbusiness.energy.gov
- ▶ DOE SBIR/STTR Program:
<https://science.energy.gov/sbir/>
- ▶ DOE Unsolicited Proposal Program:
<https://www.netl.doe.gov/business/unsolicited-proposals>
- ▶ FedBizOpps
- ▶ FedConnect:
<https://www.fedconnect.net>
- ▶ Federal Grants: www.grants.gov
- ▶ PTACs: <http://www.aptac-us.org>
- ▶ SBA: www.sba.gov
- ▶ GSA Advantage!/GSA eBuy:
gsa.advantage@gsa.gov

DeWillican W. Middleton
dewillican.middleton@science.doe.gov
(630) 252-1629

