



Doing Business with The Department of Energy

2019 NHOA Business Summit Conference
Honolulu, HI
May 21-23, 2019



Overview

- DOE Mission
- Unique Structure
- Challenges
- Best Practices
- Albuquerque





DOE Mission

The mission of the U.S. Department of Energy (DOE) is to ensure America's security and prosperity by addressing its energy, environmental, and nuclear challenges through transformative science and technology solutions.



DOE Mission

Enhance Efforts in Scientific Discovery and Innovation

- Fund cutting-edge research and deploy innovative energy technologies in collaboration with industry and academia

Nuclear Security

- Ensure the safety of the Nation's nuclear stockpile, advancing nuclear nonproliferation and promoting global nuclear safety

Environmental Responsibility

- Stop or reverse environmental impacts caused by the Nation's legacy of nuclear warhead production



DOE's Unique Structure

- 2 Senior Procurement Executives
- 12 Heads of Contracting Authority
- 15 SBA Procurement Center Representatives
- 18 Different Forecasts
- 22 Contracting Activities
- 36 Different Sites
- 80+ Small Business Program Managers



Challenges

- DOE's decentralized business model
- Multiple contracting sources
- Access to sites' program managers and buyers
- Safety, physical security, and cybersecurity requirements
- Complexity/technical requirements
- Total contract value often too high for small business engagement



Best Practices

Target your Engagement

- Focus on primary NAICS codes and consider teaming, or DOE MPPs
- Identify low-dollar solicitations to pursue

Develop Allies

- Engage with SBA SBDCs, PTACs, and other small business advocates
- Participate in DOE outreach events and work with DOE SBPMs for follow-up actions

Own Your Future

- Learn the DOE market and review acquisition forecasts and expiring contracts
- Ensure socioeconomic representations and certifications are current

A photograph of a large, jagged red rock formation, likely Shiprock in New Mexico, illuminated by the warm light of a sunset. The sky is a mix of blue and orange, with wispy clouds. The foreground is a flat, arid landscape with sparse vegetation.

U.S. Department of Energy (DOE) Summer '19 New Mexico Small Business Expo

<https://www.smallbusiness.energy.gov>

Where the Department of Energy Puts Small Businesses to Work
Albuquerque Marriott – 2101 Louisiana Blvd NE, Albuquerque, NM 87110



Questions