Welcome to the
Department of Energy and Department of Commerce Programs Briefing

**Moderator:** The Honorable James A. Rispoli, P.E., BCEE, F.SAME, F.ASCE, Senior Executive Advisor, Project Time & Cost LLC

**Speaker:**
- John Surash, P.E., SES, Deputy Assistant Secretary for Acquisition & Project Management, Office of Environmental Management, U.S. Department of Energy
- Rochelle Lipsitz, Senior Director, Industry & Analysis, U.S. Department of Commerce
Small Business Opportunities

J. E. Surash, P.E.
Deputy Assistant Secretary
Acquisition and Project Management

Society of American Military Engineers
Small Business Conference
December 10, 2014
• The Department of Energy (DOE) is a cabinet-level agency that has both important energy- and national security-related missions. DOE's roots go all the way back to World War II and the Manhattan Project, the top-secret program that launched America's effort to develop and stockpile nuclear weapons.

• Program offices
  o Advanced Research Projects Agency – Energy
  o Loan Programs Office
  o Office of Electrical Delivery and Energy Reliability
  o Office of Energy Efficiency and Renewable Energy
  o Office of Environmental Management
  o Office of Fossil Energy
  o Office of Indian Energy Policy and Programs
  o Office of Legacy Management
  o Office of Nuclear Energy
  o Office of Science

• Labs & Technology Centers
• Power Marketing Administration
• Energy Information Administration
• National Nuclear Security Administration
Department of Energy Locations

[Map of the United States showing locations of various laboratories and facilities, labeled with their names such as Idaho National Laboratory, Pacific Northwest National Laboratory, Lawrence Berkeley National Laboratory, etc.]

Key:
- Office of Science
- NNSA
- Energy
- Environmental Management
The Nuclear Weapons Complex Produced Both Nuclear Weapons and Contamination on a Large Scale

- **Over 700,000 tons of depleted uranium** produced as a by-product of enriching uranium to weapons grade
- **Over 1,000 metric tons of weapons-grade uranium**
- **Over 100 metric tons of plutonium**
- **Over 5,000 facilities contaminated** as a result of activities such as reactor operations and uranium enrichment (which produce fissile material for nuclear weapons)
- **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
- **Over 90 million gallons of liquid waste**
- **Millions of cubic meters of soil and billions of gallons of groundwater** contaminated by environmental releases of radioactive and hazardous materials
The mission of the DOE Office of Environmental Management (EM):
Complete the safe cleanup of the environmental legacy brought about from five decades of nuclear weapons development and government-sponsored nuclear energy research.
EM is an operational federal program, performing a wide variety of tasks to clean up the environmental legacy of the U.S. nuclear weapons complex:

- **PACKAGE**
- **EXCAVATE**
- **BUILD & TREAT**
- **TRANSPORT**
- **DEMOLISH**
- **SAFEGUARD**
EM Contracting Locations

- Environmental Management Consolidated Business Center
- Portsmouth/Paducah Project Office
- Carlsbad Field Office
- Oak Ridge Office of Environmental Management
- Idaho Cleanup Project
- Office of River Protection
- Richland Operations Office
- Savannah River Operations Office
Radioactive Tank Waste
$2,042M / 36%

Special Nuclear Materials and Used Nuclear Fuel**
$971M / 17%

Soil and Groundwater
$466M / 8%

Facility D&D
$992M / 18%

Transuranic & Solid Waste
$758M / 13%

Site Services*
$392M / 7%

*Includes Program Direction, Program Support, Technology Development & Deployment, Post Closure Administration and Community and Regulatory Support

**Includes Safeguards and Security

EM’s FY 2015 Budget Request - $5.622 Billion Total
Evolution of EM Contracts

• EM moved away from mostly M&Os in the past to more cost and schedule focused vehicles, which serve the taxpayer better:
  o EM now has 2 M&Os vs. 12 in 1995
  o EM has over 35 Federal Acquisition Regulation (FAR) Part 15 Cost Based Contracts
    ▪ Require more thorough early planning so the work is more clearly defined
    ▪ Allows allocating risk to contractor and Fee Incentives
    ▪ Using Partnering

• All new procurements, and where possible existing contracts when modified, adhere to the two primary principles and the key tenets of choosing the proper contract type noted in Deputy Secretary’s December 13, 2012, memorandum

• Utilization of Small Businesses improving by reducing the size of overly large requirements to carve out meaningful and sustainable small business work
Procurement Policy Implementation

• Ensure contracts align with taxpayer interests and structure contracts so contractors bear responsibility
  o Hold contractors accountable for overruns due to negligence
  o Share savings due to better-than-promised performance

• Improve upfront planning and requirements definitions
  o Ensure sufficient design and technical readiness before beginning construction activities

• Consider Firm-Fixed-Price (FFP) contracts first
  o Identify work that can be awarded FFP in new procurements and when exercising options on current contracts
  o Negotiate cost caps or ceilings on existing contracts

• Use objective performance based incentives for non-FFP contracts
• Use provisional fee, hard cost caps, or cost share approaches to ensure parties bear responsibility for their actions
• Document performance to hold contractors accountable; hire contractors who provide good performance
EM is committed to creating sustainable contract opportunities for small businesses by increasing the amount of meaningful work for small business prime contracting.

**Key Strategies**

- Increase the amount of meaningful work for small business prime contracting by working closely with the EM sites
- Continue to expand outreach to Socio-Economic small business
- Expand ordering capability of small business contracts to other DOE Program offices, such as EM’s small business IDIQ contact(s) for D&D services
- Work with DOE’s Office of Small and Disadvantaged Business Utilization and EM Sites to develop small business contracting strategies
Small Business Prime Contract Funding Trends

* Includes M&O First Tier Small Business subcontract commitments
Oak Ridge Building K-33 Demolition

Scope of Work

- Demolition and disposition activities to include siding removal and building demolition to the slab
- Packaging and transportation of all associated wastes to onsite waste disposal facilities operated by DOE.

Value at Award

$51 million

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<thead>
<tr>
<th>Request for Proposals</th>
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<tr>
<td>February 5, 2010</td>
<td>April 6, 2010</td>
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Moab

Scope of Work

• Cleanup of radioactive mill tailings.
• Safe and secure transportation of mill tailings to disposal site.
• Disposal of radioactive mill tailings at engineered disposal site.
• 5 Year Term

Value at Award

$124.5 million

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<th>Request for Proposals</th>
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<tr>
<td>December 17, 2010</td>
<td>November 4, 2011</td>
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Waste Isolation Pilot Plant Transportation

Scope of Work

- Two contracts
- Safely transport Transuranic waste across United States
- Transport will be from various DOE sites to the Waste Isolation Pilot Plant
- 5 Year Term + One 5 Year Option

Value at Award

(1) $21.5 million  (2) $21.2 million

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<th>Request for Proposals</th>
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<tr>
<td>March 30, 2011</td>
<td>January 9, 2012</td>
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Hanford Occupational Medical Services

**Scope of Work**

- Integral component of the site safety management system
- Fitness-for-duty evaluations, first aid services, drug screening, medical qualifications and monitoring
- Emergency preparedness planning
- Support epidemiological studies and programs such as the Chronic Beryllium Disease Prevention and Energy Employees Occupational Illness Compensation Program
- 2 Year Term + Four 1 Year Options

**Value at Award**

$ 98.6 million

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<td>November 14, 2011</td>
<td>June 8, 2012</td>
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Scope of Work

- Environmental Monitoring, Surveillance and Maintenance Activities, and Project Support activities
- Option for D&D work plans, process work plan approval
- Firm-Fixed-Price Task Order with Fixed Unit Pricing under existing Nationwide Small Business IDIQ– Set-Aside Contracts
- 3 Year Term + One 2 Year Option

Value at Award

$25.7 million

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<td>January 3, 2014</td>
<td>June 26, 2014</td>
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Transuranic Waste Processing Center (TWPC)  
Oak Ridge

**Scope of Work**

- Manage and operate the TWPC Category II nuclear facility in support of processing Remote-Handled and Contact-Handled Transuranic waste
- Provide support to Central Characterization Project for final certification and disposition to the Waste Isolation Pilot Plant
- Perform facility surveillance and maintenance activities
- Fixed price with one CPAF CLIN
- 3 Year Term + One 2 Year Option

**Estimated Value**

$150 - $200 million

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<tr>
<th>Request for Proposals</th>
<th>Receipt of Industry Proposals</th>
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<tr>
<td>October 14, 2014</td>
<td>December 2014</td>
<td>Apr-Jun 2015</td>
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Scope of Work

- Provide analytical services and testing of various samples
- Majority of samples come from the Tank Farms
- Samples may be liquid or sludge, salt cake or a mixture
- Support also includes industrial hygiene and ground water monitoring
- This will be a fixed priced, small business set-aside procurement with limited cost-reimbursable portion
- 2 Year Term + Three 1-Year Options

Estimated Value

$40-$60 million

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<td>June 4, 2014</td>
<td>August 7, 2014</td>
<td>Feb-Apr 2015</td>
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Scope of Work

• Infrastructure support services in support of the Paducah Site.

• Services will include, but will not be limited to, Computer and Telecommunication Services, Security, Maintenance of Grounds, Roads, and Parking Lots including snow removal, Training Services, Environmental, Safety, Health, and Quality Program, Facility Maintenance, Property Management, Janitorial Services, Records Management, and Mail Services.

• Small Business set-aside, fixed price with IDIQ

• 3 Year Term + One 22 Month Option

Estimated Value

$45-$60 million

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<td>October 6, 2014</td>
<td>December 2014</td>
<td>Apr-Jun 2015</td>
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Scope of Work

- Infrastructure support services in support of the Portsmouth Site.
- Services will include, but will not be limited to, Computer and Telecommunication Services, Security, Maintenance of Grounds, Roads, and Parking Lots including snow removal, Training Services, Environmental, Safety, Health, and Quality Program, Facility Maintenance, Property Management, Janitorial Services, Records Management, and Mail Services.
- Small Business set-aside, fixed price procurement
- 1 Year Term + Four 1 Year Options

Estimated Value

$130-$150 million

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Idaho NRC Licensed Facilities Management Cleanup

Scope of Work

- Management and operation of the Fort Saint Vrain (FSV) Independent Spent Fuel Storage Installation (ISFSI) facility in Colorado (including security)
- Management, operation and oversight of the Three Mile Island-2 (TMI-2) ISFSI facility at the Idaho Nuclear Technology and Engineering Center (INTEC) in Idaho
- Small business set-aside

Estimated Value

$26-$33 million

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• EM Public Website:
  http://www.em.doe.gov/Pages/EMHome.aspx

• Fees Earned by EM Major Contractors:
  http://www.em.doe.gov/Pages/EMContractorPayments.aspx

• Listing of EM Major Contracts:

• DOE Acquisition Forecast:
  http://hqlnc.doe.gov/Forecast

• EMCBC Major Procurements Website:
  https://www.emcbc.doe.gov/About/CurrentSolicitationWebsites
International Trade Administration – Connecting You to Global Opportunities

December 10, 2014
Rochelle J. Lipsitz
Senior Director
Trade Agencies – Commerce Department

- International Trade Administration (ITA) is part of the U.S. Department of Commerce.

- The Commerce Department works to help maximize U.S. competitiveness and promote economic growth for American business.

- ITA leads Federal international trade efforts:
  - Promotes exports of U.S. goods & services and assisting U.S. business overseas.
  - Enhances the global competitiveness of U.S. industry.
  - Helps negotiate and ensure compliance with trade agreements.
  - Administers U.S. antidumping and countervailing duty laws.
International Trade Administration

Nearly 2,000 International Trade Professionals

- HQ Team: Herbert C. Hoover and Ronald Reagan Buildings, Washington, DC
- 108 Domestic Offices, in virtually every state
- Over 108 Overseas Offices in U.S. Embassies and Consulates in more than 75 markets.
- “Brand Name” units: U.S. & Foreign Commercial Service (U.S. Commercial Service); Advocacy Center
The U.S. Commercial Service provides U.S. companies unparalleled access to business opportunities around the world.

This includes relationships with foreign government and business leaders in every key global market.

Our trade professionals provide expertise across most major industry sectors.

Every year, these trade professionals help thousands of U.S. companies export goods and services worth billions of dollars.
We Work to Connect Companies with the Right Opportunities Abroad

Our experienced trade professionals help companies enter international markets in the most efficient, targeted way. These trade professionals assess their company client’s export potential, understand their needs, and provide the right mix of U.S. Commercial Service capabilities to achieve companies’ exporting goals.

U.S. Commercial Service Business Approach

1. Access Export Readiness
2. Identify Key Markets
3. Determine Sales Potential
4. Implement Export Plan

[Diagram showing the steps with an option to overcome challenges]
Our Proven Expertise Makes Doing Business Internationally Easier

Whether companies are looking to make their first export sale or expand to additional international markets, our trade professionals have the expertise to help businesses tap into lucrative opportunities and increase their bottom line.

- **Trade Counseling.** Provides companies with the information and advice they need to succeed.
- **Market Intelligence.** Helps businesses target the best trade opportunities.
- **Business Matchmaking.** Connects firms with the right partners and prospects.
- **Commercial Diplomacy.** Assistance such as U.S. Government advocacy helps level the playing field for U.S. companies selling internationally.
Proven Expertise: Trade Counseling

Information and advice to help companies succeed.

Planning and Strategy.

- Create a comprehensive international business plan for entry or expansion into targeted markets.

Legal and Regulatory Issues.

- Determine export licensing needs for shipping products.
- Understand and comply with global product standards, certification requirements, electricity regulations, and packaging laws.
- Avoid intellectual property issues and legal disputes.
Proven Expertise: Trade Counseling

Information and advice to help companies succeed.

Documentation and Product Requirements.

- Learn about export documents, including Electronic Export Information filing, invoices, packing lists, and certificates of origin.
- Verify tariff rates and import fees; determine your product’s Schedule B and HS numbers.

Trade Problems.

- Assistance with customs-related issues.
- Provide support if a company’s exports or foreign bids are adversely affected by a trade barrier.
- Limit the risk of non-payment and receive assistance if problems arise.
Proven Expertise: Market Intelligence
Target the best trade opportunities.

- Country Commercial Guides.
  - Leverage reports, prepared annually by U.S. Embassy staff, containing information on the business and economic situation of foreign countries and the political climate as it affects U.S. business and investments.

- Customized Market Research.
  - Provide specific answers to company specific international business questions.
Proven Expertise: Market Intelligence
Targets the best trade opportunities.

Background Reports.

- Learn about potential partners from our trade professionals working in key target markets.
- Provide detailed credit reports covering sales, profit figures, potential, liabilities, and other financial information.

Trade Data and Analysis.

- Obtain the latest annual and quarterly trade data by country, state, commodity, and year.
- Find industry-specific trade data and analysis.
- Provide country-specific tariff and trade agreement information.
Real Results: Dartware, LLC

New Hampshire-based software company Dartware, LLC has leveraged U.S. Commercial Service market research, personalized matchmaking, and extensive trade counseling to connect with resellers in South Africa, Turkey, the United Kingdom, Hong Kong, and Singapore.

“We had a reseller in India tell us there is a 15 percent sales withholding tax. Right away I was on the phone with the U.S. Commercial Service asking, ‘Is this right?’ Within a week, we had the information we needed to eliminate that tax. That was a phenomenal service.”

— John Sutton
Director of Sales and Partner Development
Dartware, LLC
Proven Expertise: Business Matchmaking
Connect with the right partners and prospects.

Partner Search.

- Find pre-screened potential partners and get detailed company reports; determine the marketability of a company’s product or service.

Personalized Business Matchmaking.

- Meet with potential buyers, sales representatives, and business partners.
- Leverage customized market briefings.

Support for Trade Missions.

- Participate in business development missions led by senior U.S. government officials.
- Meet with distributors, government and industry officials, prospective customers, and U.S. Embassy officials.
Proven Expertise: Business Matchmaking
Connect with the right partners and prospects.

- **Trade Shows.**
  - Exhibit in the U.S. Pavilion at Certified Trade Fairs which are supported by U.S. Commercial Service trade professionals.
  - Distribute companies’ marketing literature at global trade shows.

- **In-Country Promotions.**
  - Leverage customized venues to reach potential partners and buyers.
  - Advertise in our official catalog of U.S. suppliers sent to nearly 400,000 international companies.
  - Feature companies on our local-language Web sites.
Proven Expertise: Commercial Diplomacy
Level the international playing field for your company.

- Overcome trade obstacles to successfully enter international markets.
- Access U.S. government trade advocacy for your foreign government procurement bids.
  - Visits to key foreign officials by high-ranking U.S. officials
  - Direct support from U.S. officials stationed overseas
  - Letters to foreign decision-makers
Illinois-based Caterpillar, Inc. leveraged U.S. Commercial Service advocacy to ensure that it would be competing on an equal footing with their international competitors when bidding on $58 million project in China.

“Without the resources of the U.S. government, the likelihood of success would have been greatly diminished. This is a great example of how having U.S. government backing for a project can bring additional credibility to the process when convincing potential buyers such as the Chinese to award a bid.”

— Jack Gehring
Director of International Service Division
Caterpillar, Inc.
Other ITA Offices to help U.S. Businesses Export

ITA’s Industry and Analysis

- Industry specific specialists who work to enhance the global competitiveness of U.S. industry.
- International Buyer Program which brings pre-screened buyers to major U.S. trade shows; coordinates trade missions.

“ITA’s Trade and Enforcement

- Monitors tariffs and duties from unfair foreign competition requests from U.S. companies.
- Monitors trade agreements to ensure that foreign governments are living up to their free trade agreement criteria.
- Helps U.S. companies navigate and resolve trade barrier issues with other countries.
Commerce works with other U.S. Government Agencies to Promote Exports

- The Trade Promotion Coordinating Committee (TPCC) is an interagency task force that ensures the coordination and development of a government-wide export promotion plan. It is made up of 20 agencies.

- The Secretary of Commerce chairs the TPCC. The Department of Commerce is the USG’s leading advocate for the needs and concerns of American industry.

- Commerce cooperates with a wide range of TPCC agencies such as State, Agriculture, Ex-Im Bank, and the Small Business Administration, to name a few.
Trade Agencies – U.S. Trade Representative

USTR develops and coordinates U.S. international trade and investment policy, and oversees FTA negotiations.

ITA provides support to USTR by:

- Participating in interagency trade policy development groups chaired by USTR.
- Hosting industry trade advisory committees (ITACs) to gain insight into commercial and economic interests for use in trade policy development and FTA negotiations.
- Participating (alongside USTR) in negotiations with foreign trading partners and multilateral organizations to ensure that ITA’s expertise on issues and countries is used to gain new market access for US industry.
Trade Agencies – State Department

The State Department plays a key role in trade policy and promotion working through its overseas Embassies and Consulates:

- Trade promotion work in countries where U.S. Commercial Service is not represented. State Economics Officers often play a double role as Commercial Officers.

- Commercial advocacy to ensure transparency and fair play and to assist with investment problems. This often involves Ambassadors and other top Embassy officials.

- Analysis of foreign political and economic developments important to U.S. business; and key participation with USTR in FTA negotiations.
Trade Agencies – Department of Agriculture

USDA provides trade promotion and financing services and policy development for agricultural products. The Foreign Agriculture Service (FAS) has Foreign Service Officers in over 75 countries.

Key FAS functions:

- Improve market access and build new markets.
- Conduct market research and distribute trade leads.
- Provide aid that can open markets.
- Provide a wide range of export financing.
Ex-Im Bank is the lead USG agency for trade finance; the official U.S. “export credit agency.” It assists in financing exports of U.S. goods and services with a focus on developing countries:

- Loans to foreign purchasers of U.S. goods and services
- Export credit insurance against non-payment by foreign buyers for political or commercial risk.

ITA works closely with Ex-Im Bank by promoting its services through its global network and Advocacy Center.
OPIC helps U.S. businesses invest overseas and fosters economic development in new & emerging markets.

- Complements the private sector in managing risks associated with foreign direct investment, and supports U.S. foreign policy.

- Provides political risk insurance to help U.S. companies manage risk.

- Provides financing for project investment through direct loans and loan guarantees.
The SBA Office of International Trade helps small businesses export and improve access to financing:

- Business development and working capital loan guarantees to help companies exporter.
- Assists firms in becoming “export ready.”
- Guidance and training on practical aspects of exporting such as trade finance and legal issues.

SBA is co-located with 16 of ITA’s domestic U.S. Commercial Service offices; and participates in joint marketing and client counseling with our trade professionals.
Trade Agencies - Trade and Development Agency

The U.S.TDA helps host countries develop optimal strategies for infrastructure projects by providing grants for:

- Feasibility studies.
- Technical training and assistance.
- Orientation visits to the United States.
- Business conferences.

Previous examples of projects:

- $410,000 grant to determine feasibility of national Smart Card system in Jordan for electronic transactions.
- $371,000 grant to determine feasibility of constructing 25 megawatt waste-to-energy power plant in Mali.
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