Department of Energy and Department of Commerce Briefings

Moderator: The Honorable James A. Rispoli, P.E., BCEE, F.SAME, Project Time & Cost LLC

Speakers:
- John Hale, Director of the Office of Small and Disadvantaged Business Utilization, DOE
- Jack Surash, P.E., SES, Deputy Assistant Secretary for Acquisition and Project Management, Office of Environmental Management, DOE
- Rochelle Lipsitz, Senior Director, Industry & Analysis, DOC
SAME Small Business Conference: Department of Energy Briefing

John Hale III
Director
Office of Small & Disadvantaged Business Utilization
November 5, 2015
How to Work with the U.S. Department of Energy Small Business Program
DOE’s Mission

- **Energy Security** – Protection of high risk, high payoff RD&D of cleaner more affordable and reliable alternate energy sources, e.g. Advanced Research Projects Agency-Energy Energy Efficiency & Renewable Energy; Fossil Energy; Nuclear Energy; Electricity Delivery & Energy Reliability

- **Nuclear Security** – National Nuclear Security Administration guards: *Military applications of nuclear energy*
  - Military nuclear propulsion plants (i.e. nuclear submarines)
  - Nuclear Nonproliferation – Detect, secure, and dispose of vulnerable nuclear weapons
  - Conversion of high grade to low grade Uranium
  - Computational analysis of nuclear warheads

- **Environmental Responsibility** – Stop or reverse environmental damage caused by our legacy of nuclear warhead production

- **Enhance Efforts in Scientific Discovery and Innovation** – The Office of Science is the largest single supporter of research in the physical sciences
Major DOE Laboratories and Field Facilities

LEGEND:
- Offices and Operations Offices
- Production/Cleanup
- Laboratories
- Field Offices
- Site Offices
- Special Purpose Sites/Offices
- Power Administrations
- NNSA Service Center
- Washington D.C. Headquarters

Executive Secretary/History and Heritage Resources
202-586-0241
September 2009
Management & Operating (M&O) Contractor Business Model

- Consist of 85% of our procurement base, we retain only 15%
- DOE has approximately 15,000 FTEs and 100,000 contractor workforce
- Not bundled (ref. FAR 2.1). They are sanctioned by FAR 17.6
- Limited Liability Corporations (LLC) – Only responsibility is to manage and operate specific facility
- Performance-based, Award Fee, and Award Term
- Approximately 40 FMCs, 17 of which are National Laboratories (NL)
- NLs are Federally Funded Research & Development Centers (FFRDCs) (ref. FAR 2.1)
M&O Business Model

- Required to have a small business subcontracting plan
- Subcontracting plan goals are challenging
- We flow down small business prime contract solicitation methods to FMCs to help them achieve subcontracting goals – Best Practice
  - FMCs do not follow FAR when they subcontract
  - Best commercial practices – Faster awards, cannot be protested
Power Administrations

- Power Administrations – Established in the early 1900s, sell excess electrical power produced at Federal water projects in order to repay the Government’s investment in the projects.
  1. Bonneville Power Administration (BPA) – Headquartered in Portland, Oregon
  2. Southeastern Power Administration (SEPA) – Headquartered in Elberton, Georgia
  3. Southwestern Power Administration (SWPA) – Headquartered in Oklahoma
  4. Western Area Power Administration (WAPA) – Headquartered in Colorado – services a 15 state region of central and western U.S.
POWER MARKETING ADMINISTRATIONS

- **BPA** - Bonneville Power Administration
- **WAPA** - Western Area Power Administration
- **SEPA** - Southeastern Power Administration
- **SWPA** - Southwestern Power Administration

*NOTE:* Both Western and Southwestern market power in Kansas
OSDBU – Small Business Execution

Enable Program Offices to Perform their Mission & Unexpected Challenges
- Build corporate pipeline & efficient supply chain
- Target effective & innovative small businesses

Plug-In Small Businesses to DOE Opportunities
- External Stakeholder engagement
- Transparency of opportunities

Small Business Made Easy for DOE Programs
- DOE small business set-aside IDVs
- Small Business First Policy

Core Principle - Small Business First
- Commitment to prime small business
- Best Value > Commodity Contracting

Defining Characteristics of Small Businesses
- Creativity
- Innovation
- Agility
- Niche Capabilities
# The Color of Money is Green

The chart below illustrates the growth in funding for small businesses and disadvantaged business categories from FY2011 to FY2014.

<table>
<thead>
<tr>
<th></th>
<th>Small Business</th>
<th>SDB</th>
<th>WOSB</th>
<th>HUBZone</th>
<th>SDVOSB</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2011</td>
<td>32.9%</td>
<td>8.2%</td>
<td>6.8%</td>
<td>2.4%</td>
<td>2.1%</td>
</tr>
<tr>
<td>FY2012</td>
<td>25.7%</td>
<td>6.7%</td>
<td>5.3%</td>
<td>1.4%</td>
<td>1.0%</td>
</tr>
<tr>
<td>FY2013</td>
<td>31.8%</td>
<td>9.3%</td>
<td>6.8%</td>
<td>1.5%</td>
<td>1.3%</td>
</tr>
<tr>
<td>FY2014</td>
<td>36.5%</td>
<td>12.9%</td>
<td>7.4%</td>
<td>2.3%</td>
<td>2.6%</td>
</tr>
</tbody>
</table>

*Source: FPDS-n/prime, eSRS/1st tier*
% of DOE FY14 Prime Small Business Actions and Obligations by Dollar Threshold

Data source: FPDS-ng
# DOE Forecast Opportunities

<table>
<thead>
<tr>
<th>Program/Site Office</th>
<th>No. of Opportunities*</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>National Nuclear Security Administration (NNSA)</td>
<td>2</td>
<td>~$500M</td>
</tr>
<tr>
<td>Office of Fossil Energy (FE)</td>
<td>2</td>
<td>~$60M</td>
</tr>
<tr>
<td>Office of Energy Efficiency &amp; Renewable Energy (EE)</td>
<td>1</td>
<td>~$92.1M</td>
</tr>
<tr>
<td>Office of Science (SC)</td>
<td>41</td>
<td>~$2B</td>
</tr>
<tr>
<td>Office of Environmental Management (EM)</td>
<td>8</td>
<td>~$3B</td>
</tr>
<tr>
<td>Office of Nuclear Energy (NE)</td>
<td>2</td>
<td>~$50M</td>
</tr>
</tbody>
</table>

Source: DOE Forecast Website  
http://hqinc.doe.gov/Forecast

* Opportunity forecasts are subject to change at the discretion of the Contracting Officer
National Nuclear Security Administration (NNSA) – Construction / Architect / Engineering

- **Estimated Value:** $50M-$1B
- **Incumbent:** SES-Tech Global Solutions
- **Acquisition Approach:** Sources Sought
- **NAICS Code:** 237990
- **Description:** effort to install detectors/monitors of radioactive materials at international border crossings.
- **Sites:** Washington DC Metro
- **Contracting Opportunity:** Prime

RFP release: FY16

*Contact Information:*
Greg Gonzales – (505) 845-5420  
ggonzales@doeal.gov

Gary Lyttek – (202) 586-8304  
gary.lyttek@nnsa.doe.gov

*Opportunity forecasts are subject to change at the discretion of the Contracting Officer*
Office of Fossil Energy (FE) –
Construction / Architect / Engineering

• **Estimated Value:** $5M-$10M
• **Incumbent:** Multiple
• **Acquisition Approach:** Set-aside for Small Business
• **NAICS Code:** 541310 & 541330
• **Description:** Architect/Engineering services in support of NETL related to construction projects and renovation or modifications of existing facilities
• **Sites:** PA- Pennsylvania
• **Contracting Opportunity:** Prime

**Contact Information:**
Lawrence Sullivan– 412-386-6115
sullivan@netl.doe.gov

**RFP release:** FY16

* Opportunity forecasts are subject to change at the discretion of the Contracting Officer
Nuclear Energy (NE) – Management Support Services

- **Estimated Value:** $5M-$10M
- **Acquisition Approach:** Set-aside for Small Business
- **NAICS Code:** 541611
- **Description:** Management consulting, program / project management, logistics, transcription and translation, records management, FOIA implementation, processing support, personnel planning and training
- **Sites:** MD - Maryland
- **Contracting Opportunity:** Prime

**Contact Information:**
Karen Tappert – 301-903-5905
karen.tappert@hq.doe.gov

* Opportunity forecasts are subject to change at the discretion of the Contracting Officer

**RFP release:** FY17
Office of Fossil Energy (FE) – Information Technology

- **Estimated Value:** $25M-$50M
- **Incumbent:** Alliant Enterprise JV
- **Acquisition Approach:** GSA
- **NAICS Code:** 541513
- **Description:** Cyber security, ITD governance, internet and intranet, information housing and hosting, networks, telecommunications meeting room support, helpdesk and other crosscutting IT maintenance
- **Sites:** PA - Pennsylvania
- **Contracting Opportunity:** Prime

- **RFP Release:** FY17

*Contact Information:*
*Lawrence Sullivan— 412-386-6115*
*sullivan@netl.doe.gov*

* Opportunity forecasts are subject to change at the discretion of the Contracting Officer*
Office of Science (SC) – Construction / Architect / Engineering

- **Estimated Value:** $500K-$1M
- **Acquisition Approach:** Set-aside for Small Business
- **NAICS Code:** 238220
- **Description:** Rehab CEBAF Center HVAC - Phase II
- **Sites:** VA - Virginia
- **Contracting Opportunity:** Sub
  - **RFP Release:** FY16

*Contact Information:*

*Danny Lloyd – 757-269-7121*

*lloyd@jlab.org*

*Opportunity forecasts are subject to change at the discretion of the Contracting Officer*
Office of Science (SC) –
Services

- **Estimated Value:** $1M-$5M
- **Acquisition Approach:** Set-aside for Small Business
- **NAICS Code:** 722310
- **Description:** Food Services-Cafeteria and Catering
- **Sites:** VA - Virginia
- **Contracting Opportunity:** Sub
  - **RFP Release:** FY16

**Contact Information:**
Danny Lloyd– 757-269-7121
lloyd@jlab.org

* Opportunity forecasts are subject to change at the discretion of the Contracting Officer*
Office of Science (SC) –
Construction / Architect / Engineering

• Estimated Value: $1M-$5M
• Acquisition Approach: Set-aside for Small Business
• NAICS Code: 236210
• Description: Storage/Shipping and Receiving Building
• Sites: VA - Virginia
• Contracting Opportunity: Sub

• RFP Release: FY16

Contact Information:
Danny Lloyd– 757-269-7121
lloyd@jlab.org

* Opportunity forecasts are subject to change at the discretion of the Contracting Officer
Office of Science (SC) – Services

- Estimated Value: TBD
- Acquisition Approach: TBD
- NAICS Code: 517210
- Description: Wireless Telecommunication Service
- Sites: VA - Virginia
- Contracting Opportunity: Sub
  - RFP Release: FY16

Contact Information:
Danny Lloyd– 757-269-7121
lloyd@jlab.org

* Opportunity forecasts are subject to change at the discretion of the Contracting Officer
Office of Science (SC) – Services

- **Estimated Value:** $5M-$10M
- **Acquisition Approach:** Full & Open Competition
- **NAICS Code:** 236220
- **Description:** Construct office building
- **Sites:** WA - Washington
- **Contracting Opportunity:** Sub

- **RFP Release:** FY16

*Contact Information:*
Kerry Bass – 509-372-4060
small.business@pnnl.gov

*Opportunity forecasts are subject to change at the discretion of the Contracting Officer*
15th Annual
DOE Small Business Forum and Expo
May 23 – 25, 2016
Atlanta Marriott Marquis
265 Peachtree Center Avenue
Atlanta, GA 30303

Register Now for USDOE16! smallbusinessconference.energy.gov
Small Business Opportunities

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

Society of American Military Engineers
Small Business Conference
November 5, 2015
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
  - Advanced Research Projects Agency – Energy
  - Loan Programs Office
  - Office of Electrical Delivery and Energy Reliability
  - Office of Energy Efficiency and Renewable Energy
  - Office of Environmental Management
  - Office of Fossil Energy
  - Office of Indian Energy Policy and Programs
  - Office of Legacy Management
  - Office of Nuclear Energy
  - Office of Science

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

A map of the United States showing the locations of various national laboratories and facilities associated with the Department of Energy. The map indicates the locations of:

- Idaho National Laboratory
- Pacific Northwest National Laboratory
- National Renewable Energy Laboratory
- Kansas City Plant
- Argonne National Laboratory
- Fermi National Accelerator Laboratory
- Lawrence Berkeley National Laboratory
- Lawrence Livermore National Laboratory
- SLAC National Accelerator Laboratory
- National Energy Technology Laboratory
- Brookhaven National Laboratory
- Princeton Plasma Physics Laboratory
- Thomas Jefferson National Accelerator Facility
- Oak Ridge National Laboratory
- Savannah River National Laboratory
- Y-12 National Security Complex

The map also highlights various other locations such as:

- Pantex Plant
- National Laboratories

Legend:
- **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 1,000 facilities contaminated as a result of activities such as reactor operations and uranium enrichment (which produce fissile material for nuclear weapons)

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 produced as a by-product of the separation of plutonium and uranium from used nuclear fuel rods

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

Tens of thousands of nuclear warheads

Uranium 92
238.03

Plutonium 94
[244]
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:
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
- Environmental Management Los Alamos National Lab
Where Does Each Dollar of Funding Go? Funding by EM Mission Area in FY 2016

Radioactive Liquid Tank Waste
$2,297M / 39%

Facility D&D
$835M / 14%

Soil and Groundwater
$527M / 9%

EM’s FY 2016 Budget Request - $5.818 Billion Total

Special Nuclear Materials and Used Nuclear Fuel*
$967M / 17%

Transuranic & Solid Waste
$779M / 13%

Site Services**
$413M / 7%

*Includes Safeguards and Security

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

2008: $316.9M, 5.9%
2009: $798.2M, 7.4%
2010: $712.2M, 12.4%
2011: $391.3M, 6.2%
2012: $353.6M, 6.9%
2013: $385.2M, 7.9%
2014: $560M*, 10.6%
2015: $530M* (projected)*
2016: $400-600M

* Includes M&O First Tier Small Business subcontract commitments
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

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

<table>
<thead>
<tr>
<th>Request for Proposals</th>
<th>Award</th>
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</thead>
<tbody>
<tr>
<td>December 17, 2010</td>
<td>November 4, 2011</td>
</tr>
</tbody>
</table>
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

<table>
<thead>
<tr>
<th>Request for Proposals</th>
<th>Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 30, 2011</td>
<td>January 9, 2012</td>
</tr>
</tbody>
</table>
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

<table>
<thead>
<tr>
<th>Request for Proposals</th>
<th>Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>November 14, 2011</td>
<td>June 8, 2012</td>
</tr>
</tbody>
</table>
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

<table>
<thead>
<tr>
<th>Request for Proposals</th>
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<tbody>
<tr>
<td>January 3, 2014</td>
<td>June 26, 2014</td>
</tr>
</tbody>
</table>
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

Value at Award

$44.6 million

<table>
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<tr>
<th>Request for Proposals</th>
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</thead>
<tbody>
<tr>
<td>June 4, 2014</td>
<td>May 28, 2015</td>
</tr>
</tbody>
</table>
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

Value at Award

$177.2 million

<table>
<thead>
<tr>
<th>Request for Proposals</th>
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<tbody>
<tr>
<td>October 6, 2014</td>
<td>June 17, 2015</td>
</tr>
</tbody>
</table>
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

Value at Award

$123.9 million

<table>
<thead>
<tr>
<th>Request for Proposals</th>
<th>Award</th>
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</thead>
<tbody>
<tr>
<td>October 14, 2014</td>
<td>June 18, 2015</td>
</tr>
</tbody>
</table>
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

Value at Award

$31.6 million

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>March 31, 2015</td>
<td>October 21, 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

<table>
<thead>
<tr>
<th>Request for Proposals</th>
<th>Receipt of Industry Proposals</th>
<th>Award</th>
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</thead>
</table>
Carlsbad Technical Assistance Contract

Scope of Work

- Provide quality assurance (QA) audit and surveillance
- Support services for technical oversight, business operations, and executive management
- Areas of Support: WIPP site operations; safety and security; environmental and regulatory compliance; Transuranic (TRU) waste characterization, certification; transportation and packaging; business operations; and information technology
- Small Business Set-aside

Estimated Value

$30-$50 million

<table>
<thead>
<tr>
<th>Request for Proposals</th>
<th>Receipt of Industry Proposals</th>
<th>Award</th>
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</thead>
</table>
Headquarters Information Technology

Scope of Work

• Provide assistance to IT management issues.
• Support audits and management reviews.
• Provide technical and administrative support for IT Capital Planning, IT Strategic Planning and Architecture, IT Missions Systems Support, IT Cyber Security, the EMCBC, Records Management, Program Strategic Initiatives, the EMCC, and the EM Cloud.

Estimated Value

$50 million- $60 million

<table>
<thead>
<tr>
<th>Request for Proposals</th>
<th>Receipt of Industry Proposals</th>
<th>Award</th>
</tr>
</thead>
</table>
EM-Specific Small Business Program Managers Listing

Headquarters: Steve Sylvester (202) 586-7804; steven.sylvester@em.doe.gov

EM Consolidated Business Center: Anne Marie Bird (513) 246-0569; annemarie.bird@emcbc.doe.gov

EM Oak Ridge Office: Anne Marie Bird (513) 246-0569; annemarie.bird@emcbc.doe.gov

Idaho Operations Office: Jennifer Cate (208) 526-0631; catejk@id.doe.gov

Office of River Protection: Kelly Brazil, (509) 376-0174; kelly_brazil@orp.doe.gov

Richland Operations Office: Sally Sieracki, (509) 376-8948; sally_a_sieracki@rl.gov

Savannah River Operations Office: Parodio Maith, (803) 952-9487; parodio.maith@srs.gov
• 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

November 2015
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.
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.
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.
Wheeling Truck Center of Wheeling, West Virginia,

- The U.S. Commercial Service (CS) in West Virginia worked with the State of West Virginia to organize a Trade Mission to Romania and Poland in June 2015.

- During the mission, the company participated in Gold Key business matchmaking meetings with pre-screened prospective foreign partners arranged in collaboration with CS Poland and Romania.

- Wheeling Truck Center quoted several orders from new clients and was able to complete the first shipment to Romania making it the 102nd country on their list of export markets.

- The company also confirmed the shipment of a large order to a new customer it met with during the visit to Poland. The company has increased the number of employees due to the success of selling internationally.
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 a $58 million project in China.
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.
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.
Trade Agencies - Export-Import Bank

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.
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.