

# U.S. Department of Energy



## How to Do Business With DOE

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# How to Do Business With DOE



- ⌚ Central Contractor Registration (CCR)
- ⌚ FedBizOpps
- ⌚ DOE E-Center
- ⌚ FedConnect
- ⌚ PADS-Online
- ⌚ MAS/FSS
- ⌚ Marketing

# Central Contractor Registration

<http://www.ccr.gov>



⌚ All Federal Contractors must be registered in the Central Contractor Registration (CCR) to receive a Government contract, except:

- Purchase Card buys
- Classified contracts
- Support to military/emergency ops
- Unusual/compelling need
- Foreign contracts outside U.S.
- Micro-purchases that don't use EFT.

# FedBizOpps

## [www.FedBizOpps.gov](http://www.FedBizOpps.gov)



- ⌚ Governmentwide Point of Entry for electronic public access to procurement opportunities over \$25,000
- ⌚ Government buyers post synopses of proposed contract actions, solicitations, other information
- ⌚ Public can register/subscribe directly and can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

# E-Center

<http://e-center.doe.gov>



- ⌚ The E-Center is the KEY to doing business with DOE
- ⌚ Provides detailed information on doing business with DOE, including:
  - viewing current business opportunities
  - registering to submit proposals
  - obtaining information and guidance on the acquisition/financial assistance award processes.
- ⌚ Access tools to identify opportunities and where to market your capabilities

# <https://www.fedconnect.net>



- ⌚ DOE transitioning to a new paperless procurement system – STRIPES (Prism).
- ⌚ FedConnect has the same capabilities as IIPS and is being used by DOE Headquarters, Strategic Petroleum Reserve, Naval Reactors and Yucca Mountain procurement offices.
- ⌚ FedConnect is being used by multiple Federal agencies.
- ⌚ Current and potential contractors and financial assistance recipients are requested to register with FedConnect at their earliest convenience.

# FedConnect



<https://www.fedconnect.net/FedConnect>

 Register at:

- FedConnect

<https://www.fedconnect.net/FedConnect>

 At FedConnect you can:

- search for business opportunities
- receive automated notifications of business opportunities in areas of interest
- electronically access and download solicitations
- submit bids or proposals
- receive awards

# Federal Grant Opportunities

<http://www.grants.gov>



- ⌚ Access financial assistance opportunities at DOE and throughout the Federal Government
- ⌚ Search for grant opportunities
- ⌚ Receive notifications of opportunities



# Tools



⌚ DVD describing how to do business with DOE at:  
<http://professionals.pr.doe.gov>

⌚ DOE's Forecast of prime and subcontract opportunities at:  
<http://smallbusiness.doe.gov/contract.html>

⌚ PADS Online

# Tools



## PADS Online

- DOE-wide search engine for all open contracts over \$25,000  
<http://padsonline.energy.gov/>
- Search by simple terms, NAICS codes, geographical areas, etc
- Find which products and services DOE buys
- Find program offices or buying offices that have awarded contracts in your areas of interest

# Get on the GSA Schedules



- ⌚ DOE, like most agencies, are gravitating more to using Multiple Award Schedules
- ⌚ DOE pioneered policy of targeting small businesses for schedule buys
- ⌚ DOE conducts formal/disciplined market research to identify/select qualified firms
- ⌚ Make sure the information is out there for us to get to



# Market to DOE

- ⌚ Use the Information from PADS Online and the E-Center to market to DOE
- ⌚ Contact DOE Small Business Managers at <http://smallbusiness.doe.gov/people.html>
- ⌚ Find DOE phone numbers and e-mail addresses at: <http://phonebook.doe.gov>
- ⌚ Market yourself on the basis of your capabilities
- ⌚ Do your research - tell us what you do and why we need you



# Other Valuable Web Sites

 <http://management.energy.gov/1364.htm>

 <http://web.sba.gov/subnet/>

 <http://www.vetbiz.gov/>

 <http://www.onlinewbc.gov>

 <http://www.business.gov/>



Questions?



Thank you!