

Doing Business with the Federal Government

Solutions for Today | Options for Tomorrow



*Anthony Zinn
Supervisor, Minerals Sustainability
Team in TDC*

Workshop – An Opportunity to Facilitate Resilient Domestic Critical Material Supply Chains – Discussions on the Infrastructure, Investments And Jobs Act, Sections 41003c And 41003d

July 14, 2022



Doing Business with the Federal Government

Financial Assistance vs. Acquisition

Financial Assistance

Public Benefit

- Funding Opportunity Announcement (FOA) under Financial Assistance
- Typically have cost share for projects that fall under Energy Policy Act (EPACT) 2005 (R&D projects 20% and Demonstration 50%)
- Issue as Cooperative Agreements or Grants
 - Cooperative Agreements include substantial involvement on the project by the Government
 - Grants include oversight of the project by the Government but not substantial involvement
- Profit and Fee **NOT** allowable
- [Financial Assistance Regulations 2 CFR 200](#)
 - Regulations that govern financial assistance awards



Acquisition

Meets Government Need

- Solicitations issued under Acquisition
- Federal Acquisition Regulation (FAR)-based contracting
- Cost Share not typically required
- Fixed-Price (preferred type) and Cost-Reimbursement type contracts are the most typical contract types
- Profit and Fee **ARE** allowable
- [Federal Acquisition Regulations \(FAR\)](#)
 - Regulations that govern acquisition activities (contracts) under the Federal Government.

Doing Business with the Federal Government



What's the Difference? Request for Information, Notice of Intent, & Funding Opportunity Announcement

A Request for Information (RFI) is...

a request for information from stakeholders and the public that may be used by DOE for information gathering purposes. The information included may or may not be used to help the Government further define or refine the objectives for a potential FOA in the future.

A Notice of Intent (NOI) is...

a formal announcement to the public of the Government's intent to prepare a FOA. The NOI is for informational purposes only and public comment in response to the NOI is neither required nor desired.

A Funding Opportunity Announcement (FOA) is...

an announcement that the Government is accepting applications for a particular research effort. The announcement includes all details needed to submit an application in which Financial Assistance awards will be issued.

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Where are RFIs, NOIs, and FOAs posted?

NETL will update the following sites when RFIs, NOIs, and FOAs are issued:



NETL Business Page

FedConnect

Grants.gov

Doing Business with the Federal Government

Pre-Award Cost (Financial Assistance)

Cost incurred by the Recipient at risk until selected award is negotiated and awarded. Allowable pre-award cost is based upon the date the selection statement is signed.

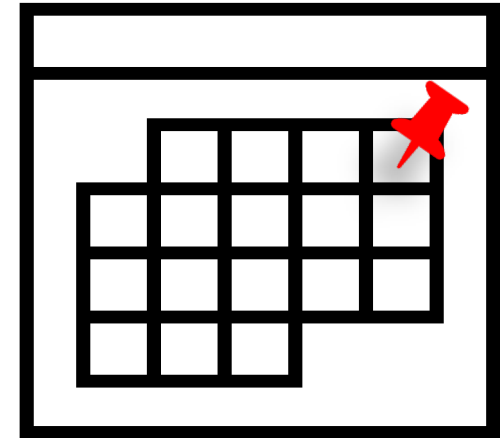
See [2 CFR 200.458 Pre-Award Cost](#)



Cost must be within scope, allowable, allocable, and reasonable associated with the selected project scope and in accordance with applicable cost principles.

Contracting Officer (CO) approval is not typically required if such costs are incurred within 90 days of selection of the award being approved. CO approval is required for cost for anything outside of the 90-day period of selection.

See [2 CFR 200.308\(e\)\(1\)](#)



Doing Business with the Federal Government



Roles & Responsibilities

Integrated technical teams will define, solicit, negotiate, manage, and deliver federally-sponsored energy research, development, and demonstration benefits to the nation.



Federal Project Manager (FPM)

- Oversees day-to-day technical aspects associated with awards
- Corresponds with Recipient technical point of contact to ensure completion of technical requirements and milestones



Contract Specialist (CS) or Grants Management Specialist (GMS)

- Oversees day-to-day business management and non-technical aspects of awards
- Works closely with the Recipient business point of contact to resolve issues associated with award terms, conditions, & other business-related activities



Contracting Officer (CO) or Grants Officer (GO)

- DOE official authorized to execute financial assistance awards
- **ONLY** individual authorized to award, obligate funds, and make official changes to financial assistance awards
- Oversees business management and non-program aspects of the financial assistance process

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Actions to be Completed Prior to Submitting a FOA Application

Please allow **at least 44 days** to complete the following processes:

01

System for Award Management (SAM)

Register with the [SAM](#). One **MUST** be registered with SAM to submit an application.¹

¹ For more information on SAM, visit this [site](#).

02

Obtain a Unique Entity Identifier (UEI)

Applicants **MUST** obtain a UEI from SAM to uniquely identify the entity. This has replaced the DUNS number as the primary of entity identification for Federal Awards. The UEI is already available in the SAM entity registration record.

NOTE: Subawardees and subrecipients must also obtain a UEI from SAM and provide the UEI to the Prime Recipient before the subaward can be issued.

² For more information about this process, visit this [site](#).

03

Register with Grants.gov

1. Authorized Organizational Representative must register [here](#).
2. An email is sent to the E-Business (E-Biz) POC listed in SAM. The E-Biz POC must approve the AOR registration using their MPIN from their SAM registration.
3. AOR verifies that registration was completed.

³ For more information about this process, visit this [site](#).

04

Register with FedConnect

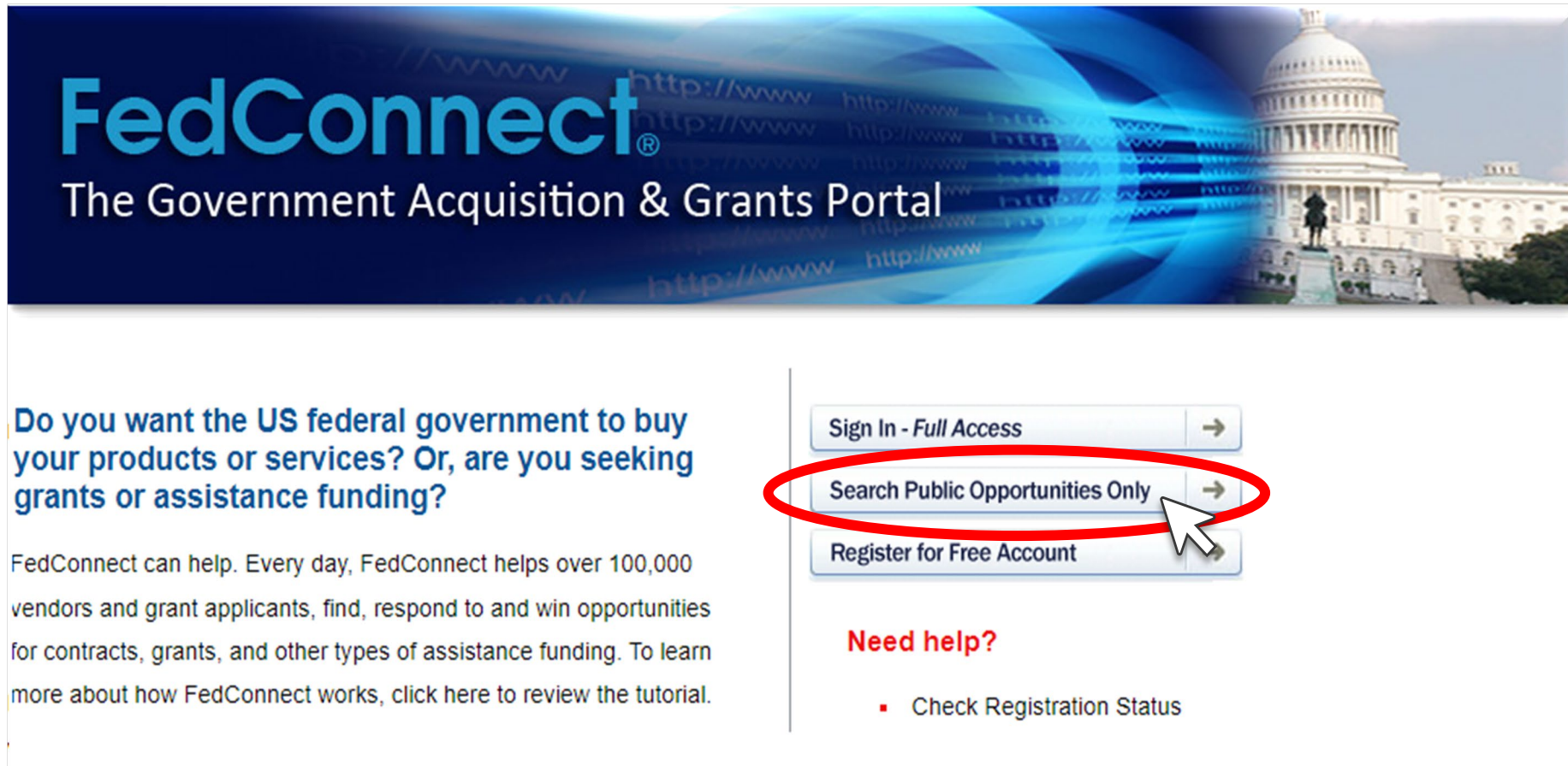
Register with [FedConnect](#)[®] to submit questions.

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Accessing NETL FOAs and Solicitations in FedConnect®

Enter the FedConnect® URL (www.fedconnect.net) in an internet browser. On the Main Page, click on the **Search Public Opportunities Only** button.

A screenshot of the FedConnect website homepage. The top banner features the 'FedConnect' logo in blue and white, with the tagline 'The Government Acquisition & Grants Portal' below it. The background of the banner shows a stylized blue globe with 'http://www' text and a photograph of the U.S. Capitol building. Below the banner, on the left, is a blue text block asking if the user wants the US federal government to buy their products or services, or if they are seeking grants or assistance funding. Below this is a paragraph explaining that FedConnect helps over 100,000 vendors and grant applicants. On the right, there is a vertical menu of three buttons: 'Sign In - Full Access', 'Search Public Opportunities Only', and 'Register for Free Account'. The 'Search Public Opportunities Only' button is circled in red, and a mouse cursor is pointing at it. Below the buttons is a 'Need help?' section with a bullet point for 'Check Registration Status'.

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Accessing NETL FOAs and Solicitations in FedConnect® cont.

Under **Search Criteria**, select **Issuing Office** and type “**NETL**”. Click on **Search**, then click the **Title** of the announcement to view.

FedConnect® Help

public opportunities

This is a list of publicly posted opportunities. To view a particular opportunity, click the hyperlink under the title. For more details on using this page, click Help.

Search Criteria | Advanced Options

Issuing Office | NETL | Search

Title	Type	Agency	Issuing Office	Issue Date	Response Due Date	PSC / FSC	NAICS	Reference Number
Bench-Scale and Slipstream Development and Testing	Solicitation	DOE - DOE	NETL Pittsburgh	10/23/2009	12/15/2009 08:00 PM US/Eastern	0000		DE-FOA-0000131

Note the Issuing Office.

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Accessing NETL FOAs and Solicitations in FedConnect® cont.

Click on **BODY** to view the FOA or Solicitation instructions.

The screenshot shows the FedConnect website interface. At the top left, the 'FedConnect' logo is displayed. On the right side of the top bar, there is a 'Help' link. The main content area is titled 'Opportunity: Bench-Scale and Slipstream Development and Testing'. It is divided into three main sections:

- Description:** A scrollable text area containing the following text: "Applications are sought for bench-scale development and testing; and slipstream development and testing of advanced post-combustion CO2 capture technologies. Carbon dioxide capture systems can be divided into three general..."
- Overview:** A table with the following information:

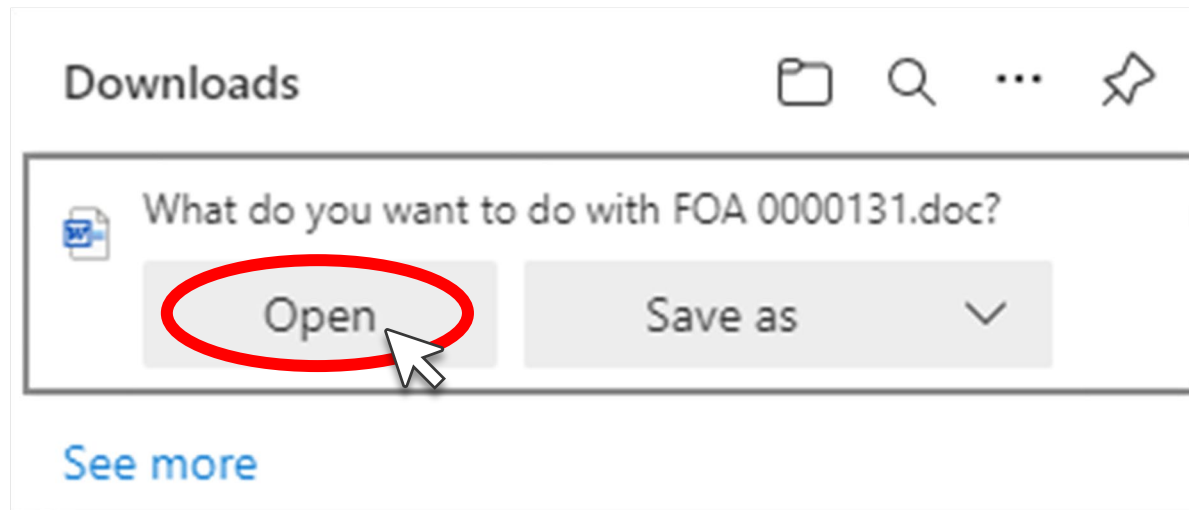
Reference number:	DE-FOA-0000131
Issue date:	10/23/2009
Response due:	12/15/2009 08:00 PM US/Eastern
- What do I do now?:** A central section with the heading "What do I do now?" and the text: "This is the opportunity summary page. To the left you will see a description and an overview of this opportunity. To the right you will see a list of the attached documentation. To view any of the attachments, simply click the attachment name." Below this text is a "Registered Users" section with the text: "To register interest in this opportunity or to electronically respond, you must first sign in. Click the Sign In button below." and a "Sign In" button.
- Documentation:** A tree view of attached files. The root folder is "DE-FOA-0000131", which contains a "Solicitation" folder. Inside "Solicitation", there are three items: "Overview", "BODY", and "Amendment 1". The "BODY" item is circled in red, and a mouse cursor is pointing at it. Below "Amendment 1", there are two more items: "Overview" and "FOA 0000131 Amendment 1".

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Accessing NETL FOAs and Solicitations in FedConnect® cont.

The file will automatically download and you will be prompted to either Open or Save As the file. Click **Open**. The file will open in your Word processor.



FINANCIAL ASSISTANCE FUNDING OPPORTUNITY ANNOUNCEMENT



U. S. Department of Energy

National Energy Technology Laboratory

Bench-Scale and Slipstream Development and Testing of Post-Combustion Carbon Dioxide Capture and Separation Technology for Application to Existing Coal-Fired Power Plants

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Accessing NETL FOAs and Solicitations in FedConnect® cont.

Click on **Register Now** to submit questions to the agency, receive emails concerning updates and amendments, create and manage a response team, and submit responses directly through this site.

FedConnect | Help

Opportunity: Bench-Scale and Slipstream Development and Testing

Description

Applications are sought for bench-scale development and testing; and slipstream development and testing of advanced post-combustion CO2 capture technologies. Carbon dioxide capture systems can be divided into three general

Overview

Reference number:	DE-FOA-0000131
Issue date:	10/23/2009
Response due:	12/15/2009 08:00 PM US/Eastern
Set Aside:	
NAICS:	
PSC / FSC:	0000
Agency:	DOE
Contracting office:	
NETL - Pittsburgh	

What do I do now?

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Registered Users
To register interest in this opportunity or to electronically respond, you must first sign in. Click the Sign In button below.

[Sign In](#)

Non Registered Users
You can view this or any other public opportunity. However, registered users have numerous added benefits including the ability to submit questions to the agency, receive emails concerning updates and amendments, create and manage a response team and submit responses directly through this site.

Becoming a registered user is fast, free and takes only a few minutes. To get started, click the Register Now button below.

[Register Now](#)

Documentation

- DE-FOA-0000131
 - Solicitation
 - Overview
 - BODY
 - Amendment 1
 - Overview
 - FOA 0000131 Amendment 1

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Accessing NETL FOAs and Solicitations in FedConnect® cont.

To submit questions about this FOA or Solicitation, sign in to FedConnect® by clicking **Sign In**.

FedConnect® | Help

Opportunity: Bench-Scale and Slipstream Development and Testing

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	NETL - Pittsburgh

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Documentation

- DE-FOA-0000131
 - Solicitation
 - Overview
 - BODY
 - Amendment 1
 - Overview
 - FOA 0000131 Amendment 1

Sign In (highlighted with a red circle and mouse cursor)

Register Now

Doing Business with the Federal Government



Accessing NETL FOAs and Solicitations in FedConnect® cont.

If someone at your company has already submitted questions, click **Join** to join the Response Team.

FedConnect NATIONAL ENERGY TECHNOLOGY LABORATORY — [Redacted]

Opportunity: Recovery Act-Transportation Electrification

Description
The Department of Energy (DOE) National Energy Technology Laboratory (NETL), on behalf of the Office of Energy Efficiency and Renewable Energys (EERE) Office of Vehicle Technologies (OVT) Program.

Overview
Reference number: DE-FOA-0000028
Issue date: 03/19/2009
Response due: 05/13/2009 08:00 PM ET
NAICS:
PSC / FSC: 0000
Agency: DOE - DOE
Issuing office:
NETL - Morgantown
U.S. Department of Energy
NETL
3610 Collins Ferry Road
P.O. Box 880

This is the opportunity summary page. To the left you will see a description and an overview of this opportunity. To the right you will see a list of the attached documentation. To view any of the attachments, simply click the attachment name. You will also see the current response team for your company.

To participate on this response team, click the Join button.

What do I do now?

Return to Opportunity List

Documentation
DE-FOA-0000028
BASE
BODY
000001
BODY

Response Team
Join
Team Member

Doing Business with the Federal Government



Accessing NETL FOAs and Solicitations in FedConnect® cont.

The Inbox will contain replies to questions already submitted by other vendors. To submit a question, click on **New** in the Inbox.

Inbox

Search Criteria | [Advanced Options](#)

From [] Search

New

	From	Representative	Subject	Received	Public		
✉	DOE - DOE	JANET M. SPAULDING	RE: Merit Review Criterion Discussion	04/08/2009 01:55 PM	YES	←	📧
✉	DOE - DOE	JANET M. SPAULDING	RE: Project Roles	04/07/2009 07:02 AM	YES	←	📧
✉	DOE - DOE	JANET M. SPAULDING	RE: Confirming new response deadline	04/03/2009 06:49 AM	YES	←	📧
✉	DOE - DOE	JANET M. SPAULDING	RE: Due date question	04/03/2009 06:47 AM	YES	←	📧
✉	DOE - DOE	JANET M. SPAULDING	RE: Question about FOA instructions	04/02/2009 03:44 PM	YES	←	📧
✉	DOE - DOE	JANET M. SPAULDING	RE: Merit Review	04/02/2009 03:43 PM	YES	←	📧

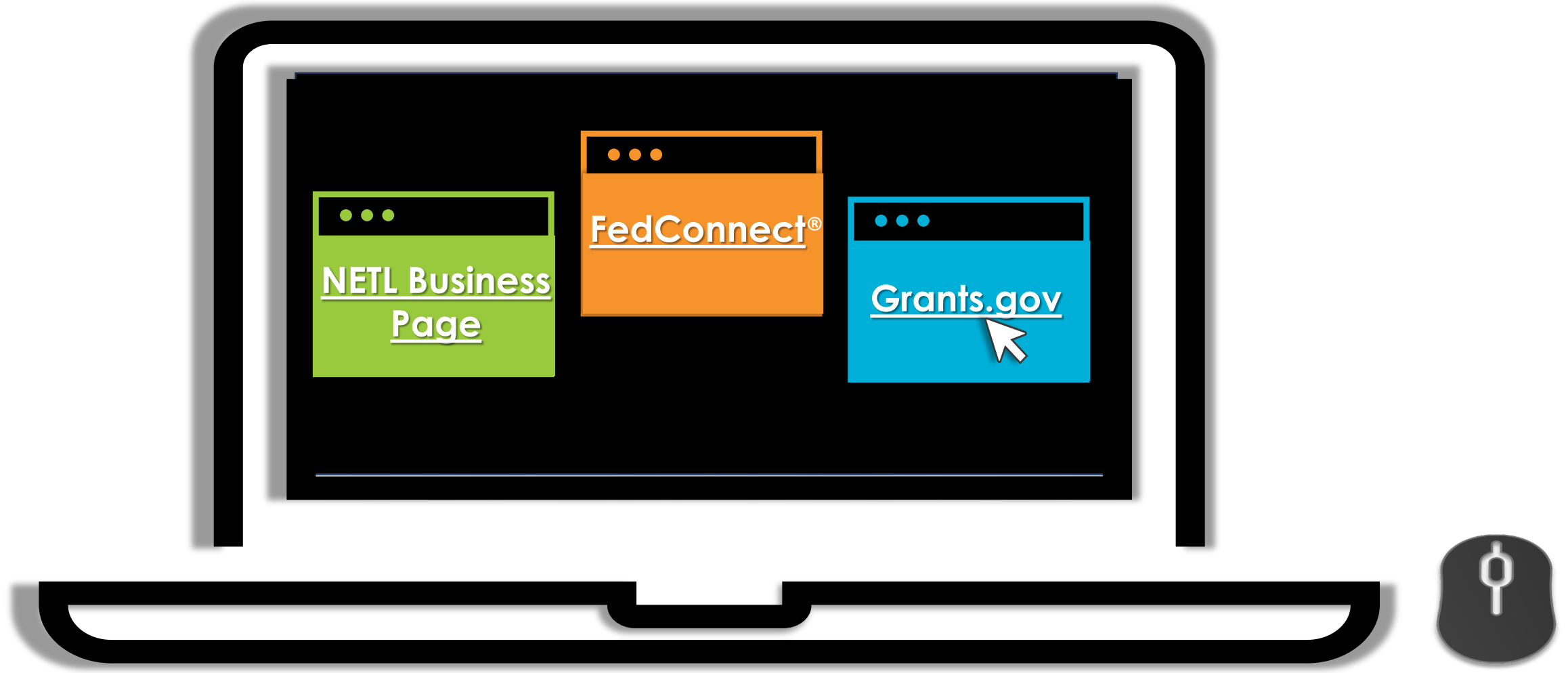
Responses

Create Submit No Response

No responses found.

Response Team

Team Member
Joellen Nieman



Project Management: A Core Competency

Solutions for Today | Options for Tomorrow



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Supervisor, Minerals Sustainability
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Workshop – An Opportunity to Facilitate Resilient Domestic Critical Material Supply Chains – Discussions on the Infrastructure, Investments And Jobs Act, Sections 41003c And 41003d

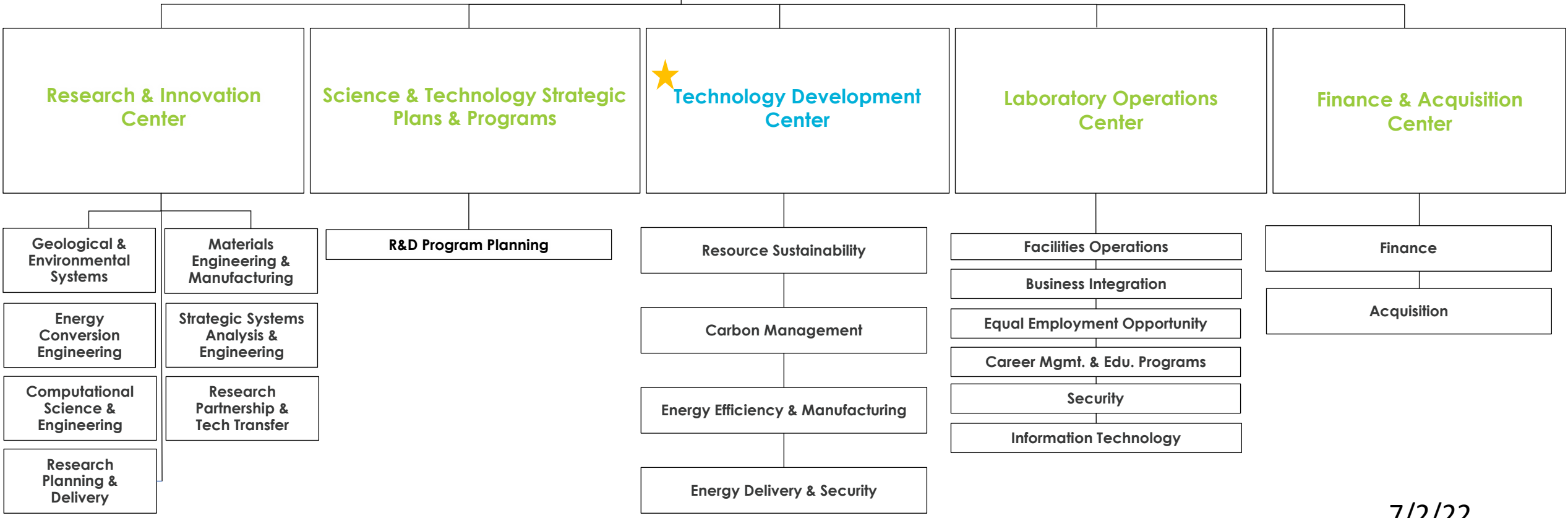
July 14, 2022



National Energy Technology Laboratory



Organizational Structure

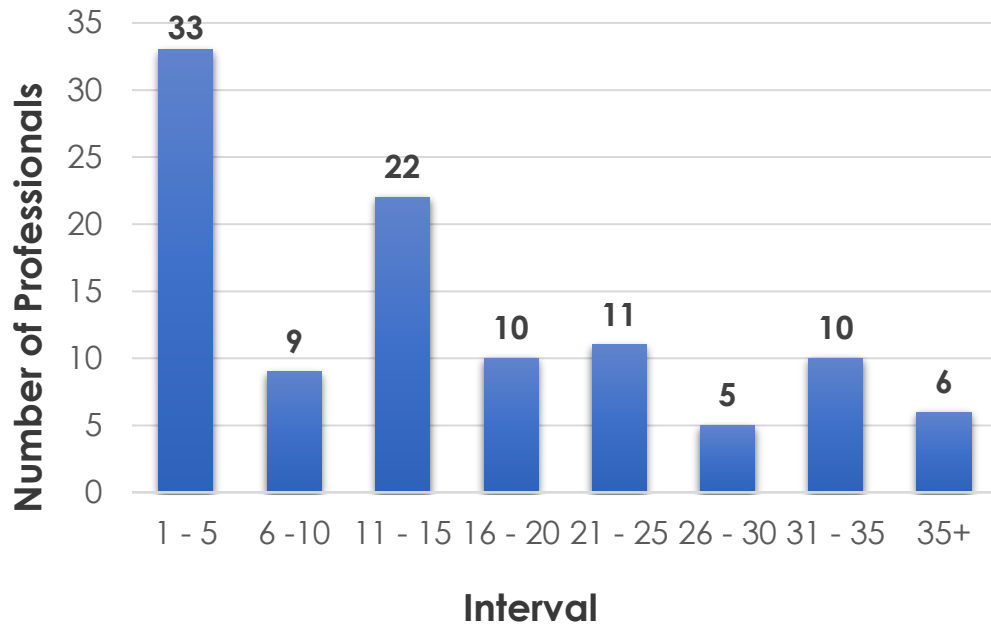


7/2/22

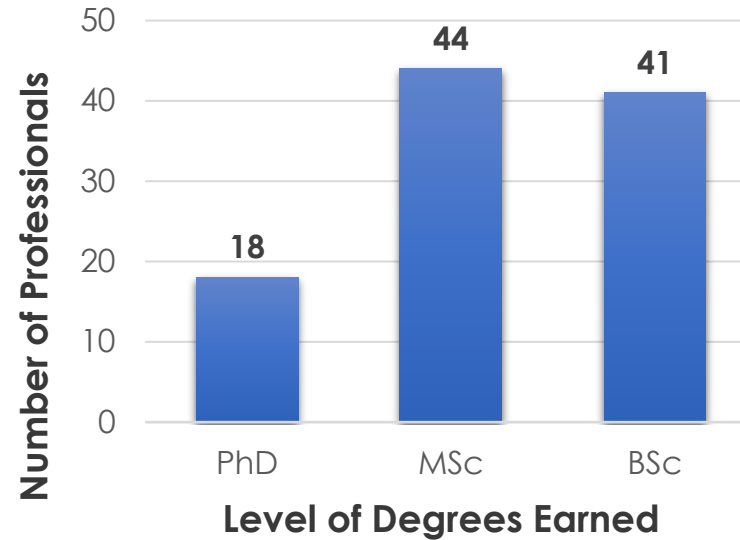
Experienced and Educated Staff

Years of Federal Service, Degrees Earned, and Disciplines

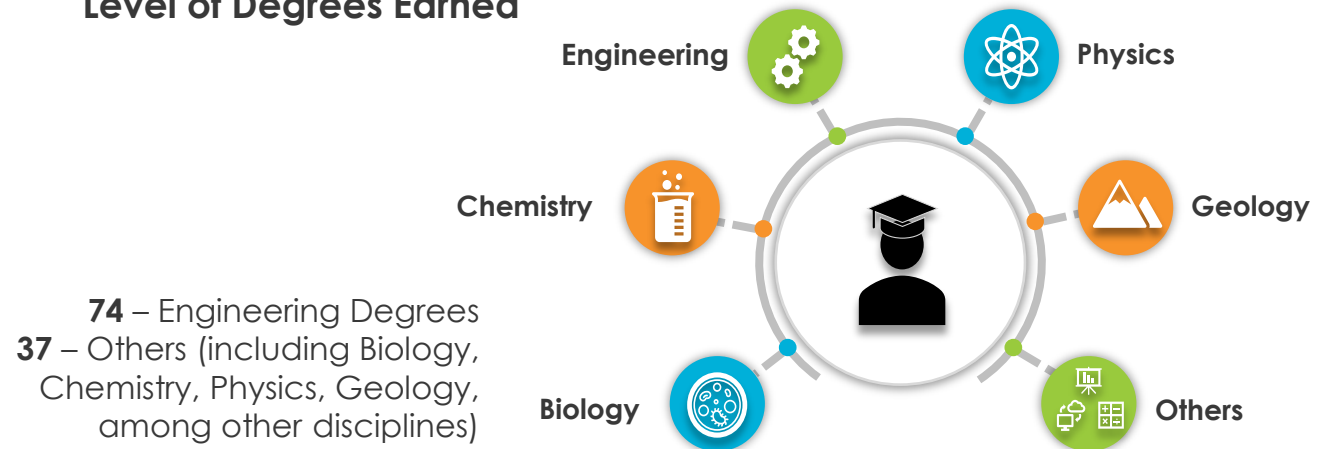
Years of Federal Service



Degrees Earned



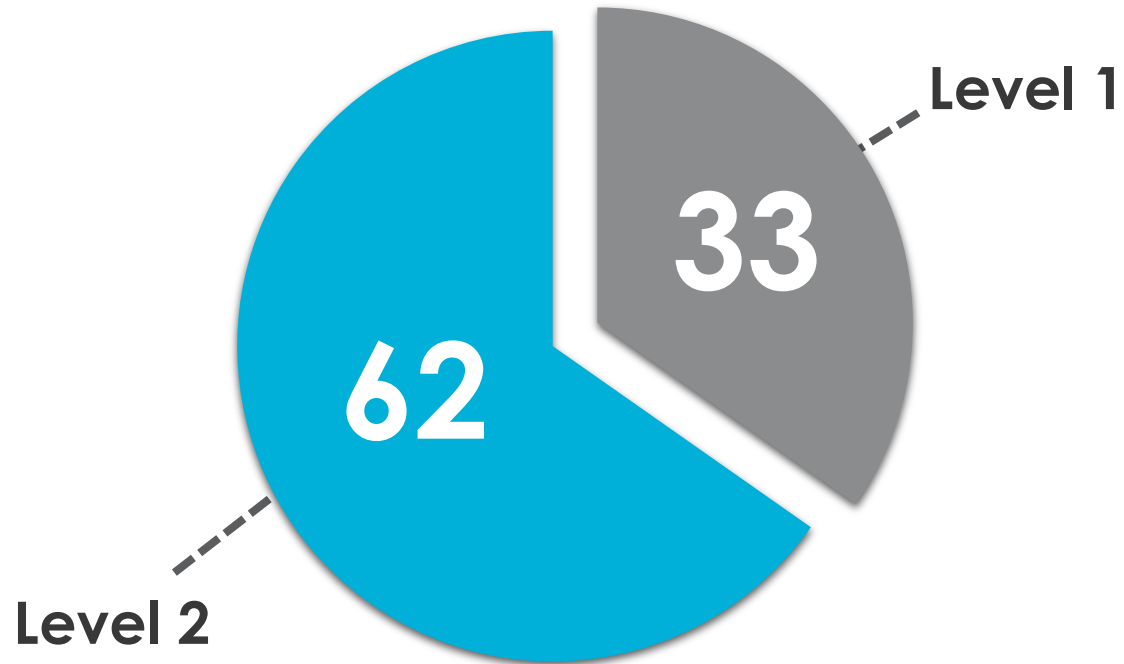
Disciplines



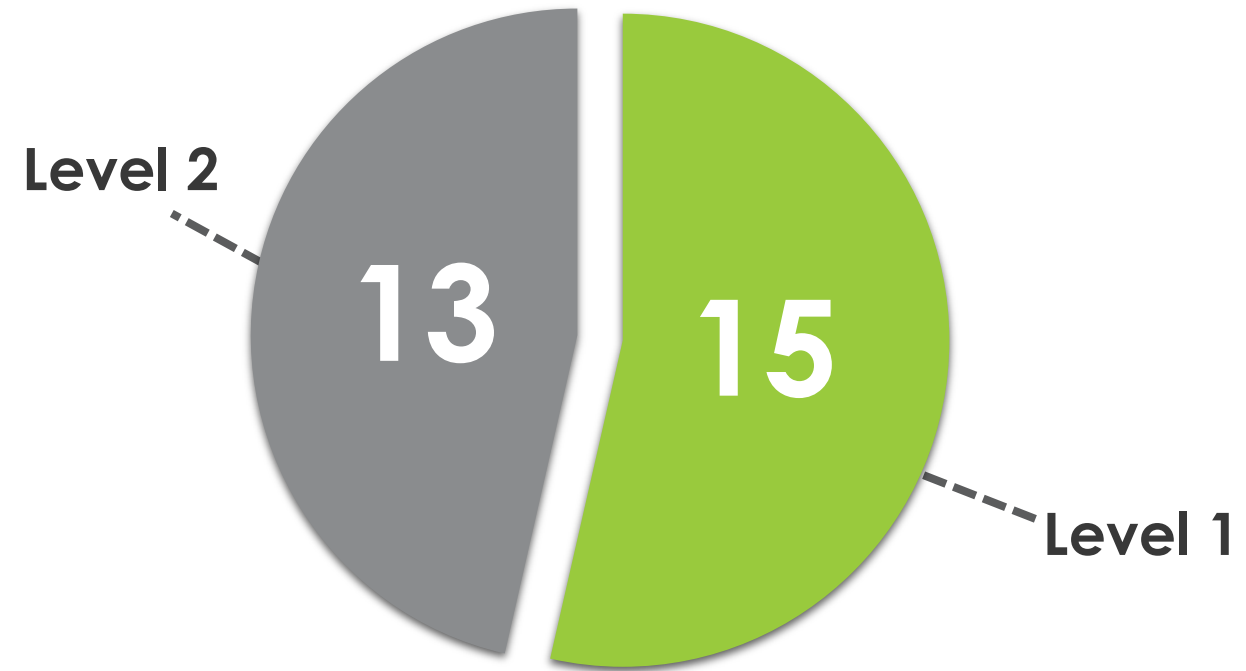
Project Management-centric KSA's

“Honing the Edge”

Technical Project Officer Certification



Contracting Officer Representative Certification



Diverse Engagement (Funding) Mechanisms

Award Type Tailored to RDD&D Goals

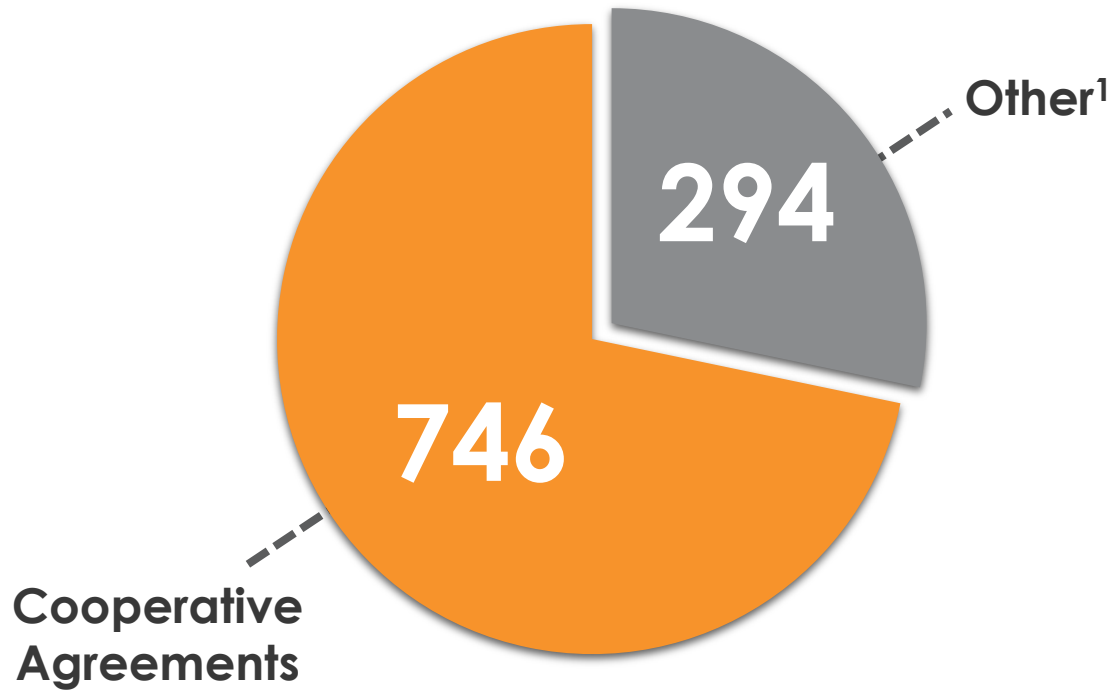
- **Financial Assistance**
 - Cooperative Agreements
 - Grants
 - *SBIR/STTR*
- **Field Work Proposals (FWP)**
- **Interagency Agreements (IA)**
- **Contracts**



Active Awards and Associated Funding

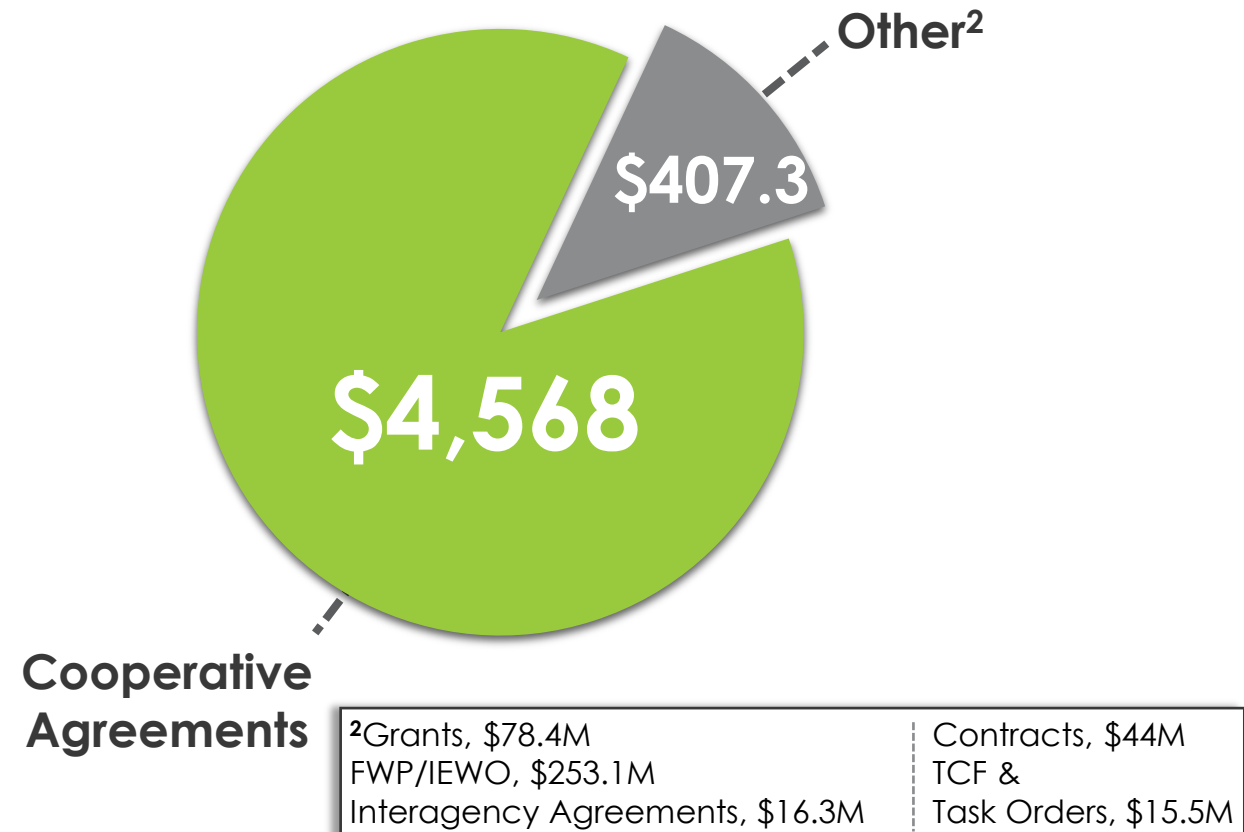
Significant Portfolio under Active Management As of [March 2022]

Number of Awards



¹ Grants, 101	Contracts, 4
FWP/IEWO, 147	TCF, 13
Interagency Agreements, 13	Task Orders, 16

Funding (\$ millions)



² Grants, \$78.4M	Contracts, \$44M
FWP/IEWO, \$253.1M	TCF &
Interagency Agreements, \$16.3M	Task Orders, \$15.5M

Pre-award PM Responsibilities

Early and Continuous Participation

Planning
(FOA Planning Document)
Goals, Objectives, Scope

Announcement(s)

**Engagement of
Selection Official**

**Communication of
Selections**



**Evaluation & Selection
Plan**

**Application Review,
Scoring & MRP
Consensus**

Selection Statement

Award Initiation Documentation

Establishing a Foundation



SOPO

AWARDEE BUDGET

TEB

NEPA

RISK PROFILE

IP & DMP

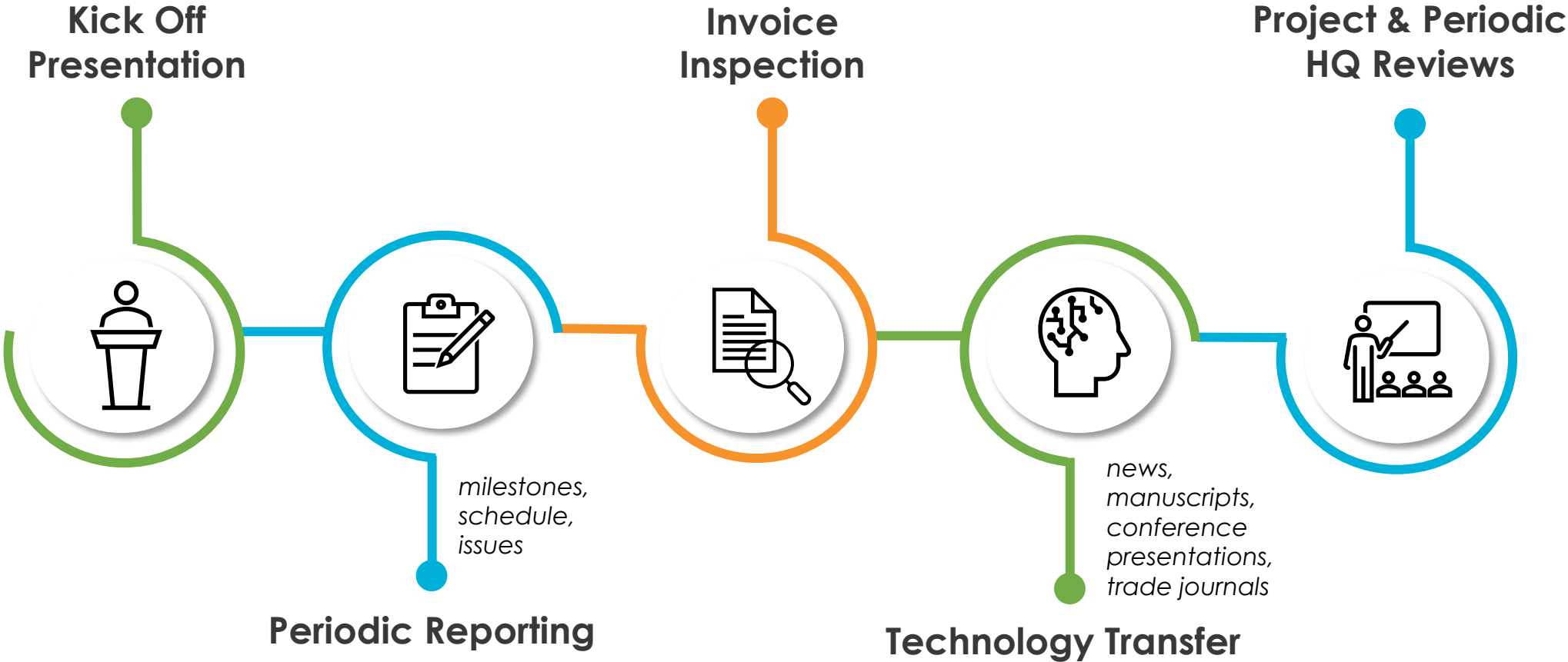
PMP & TMP



FUNDING ACTIONS

Continuous and Robust Engagement

Communication with PI (Team) is Paramount



In Summation

The Technology Development Center @ NETL...

will deliver competent & comprehensive project management to help ensure RD&D objectives are achieved.



NETL's Bipartisan Infrastructure Law (BIL) Hub



NETL BIL Hub

- For additional information and resources regarding the BIL, visit [NETL's BIL Hub](#).

The screenshot displays the NETL BIL Hub website interface. At the top left is the NETL logo and navigation menu (About, Research and Programs, Business, Education, Library, News and Events). A search bar and social media icons are on the top right. A red dashed box highlights the 'BIL HUB' link in the navigation bar. The main content area features a large image of power lines and the heading 'DRIVING INNOVATION AND D'. Below this are two images: a 'SEAS Newsletter' and a clock with lightbulbs. The central text describes the Bipartisan Infrastructure Law as a long-term investment in America's competitiveness, helping to rebuild roads and bridges, expand clean water access, tackle climate change, and advance environmental justice. It also notes that the investment will help deliver more clean energy, create jobs, and lower costs by 2050. The text further states that the investment is historic for the U.S. Department of Energy (DOE), representing the most dramatic changes since its founding in 1977. It will stand up 60 new DOE programs, including 16 demonstration and 32 deployment programs, and expands funding for 12 existing Research, Development, Demonstration, and Deployment (RDD&D) programs. DOE looks forward to being a partner for states, communities, and industry as they move the U.S. economy towards a clean energy, lower carbon emissions future by strengthening the nation's outdated energy infrastructure. A 'READ MORE' link is provided. Below the text are four green buttons: 'A Guidebook to the Bipartisan Infrastructure Law', 'Clean Energy Corps', 'DOE Applicant Portal', and 'BIL Grid Resilience Program'. The bottom section is titled 'Solicitations & Funding Opportunities' and contains three green buttons: 'View all Bipartisan Infrastructure Law Solicitations & Funding Opportunities', 'View Fossil Energy and Carbon Management (FECM)', and 'View Energy Efficiency and Renewable Energy (EERE)'.

Project Management-centric KSA's

“Honing the Edge” – Continued



Continuous Learning Opportunities...

- **Technical Knowledge Series**
- **Annual PM Offerings**
- **FPMC Training Courses:**
 - Creating Effective Statement of Project Objectives and Project Management
 - Evaluating Project Budgets for Financial Assistance
 - Introduction to Earned Value Management
 - Financial Assistance Laws and Regulations
 - Fundamentals of NETL Project Management for Financial Assistance
 - NETL Risk Assessment and Management Process
 - Award Implementation for Financial Assistance Projects

PM Actions & Responsibilities at Award Initiation

Establishing a Foundation

