

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 19, 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.

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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.

Doing Business with the Federal Government

Where are RFIs, NOIs, and FOAs posted?

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

...
NETL Business
Page

...
FedConnect

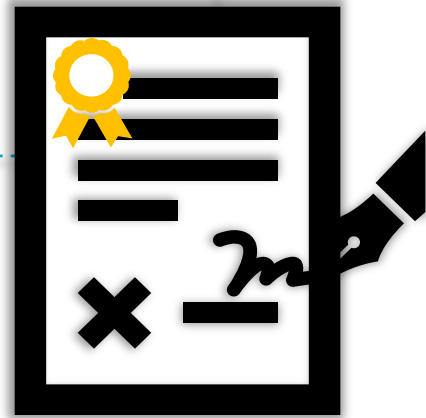
...
Grants.gov

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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.

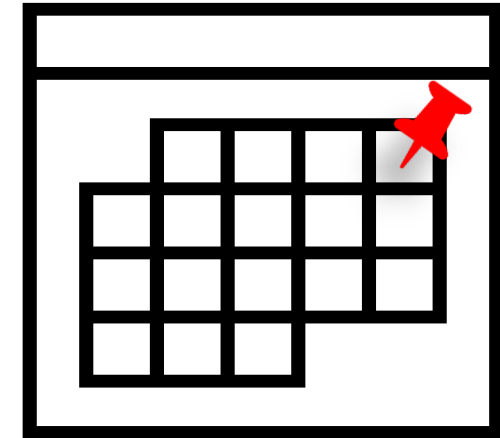
See [2 CFR 200.458 Pre-Award Cost](#)



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

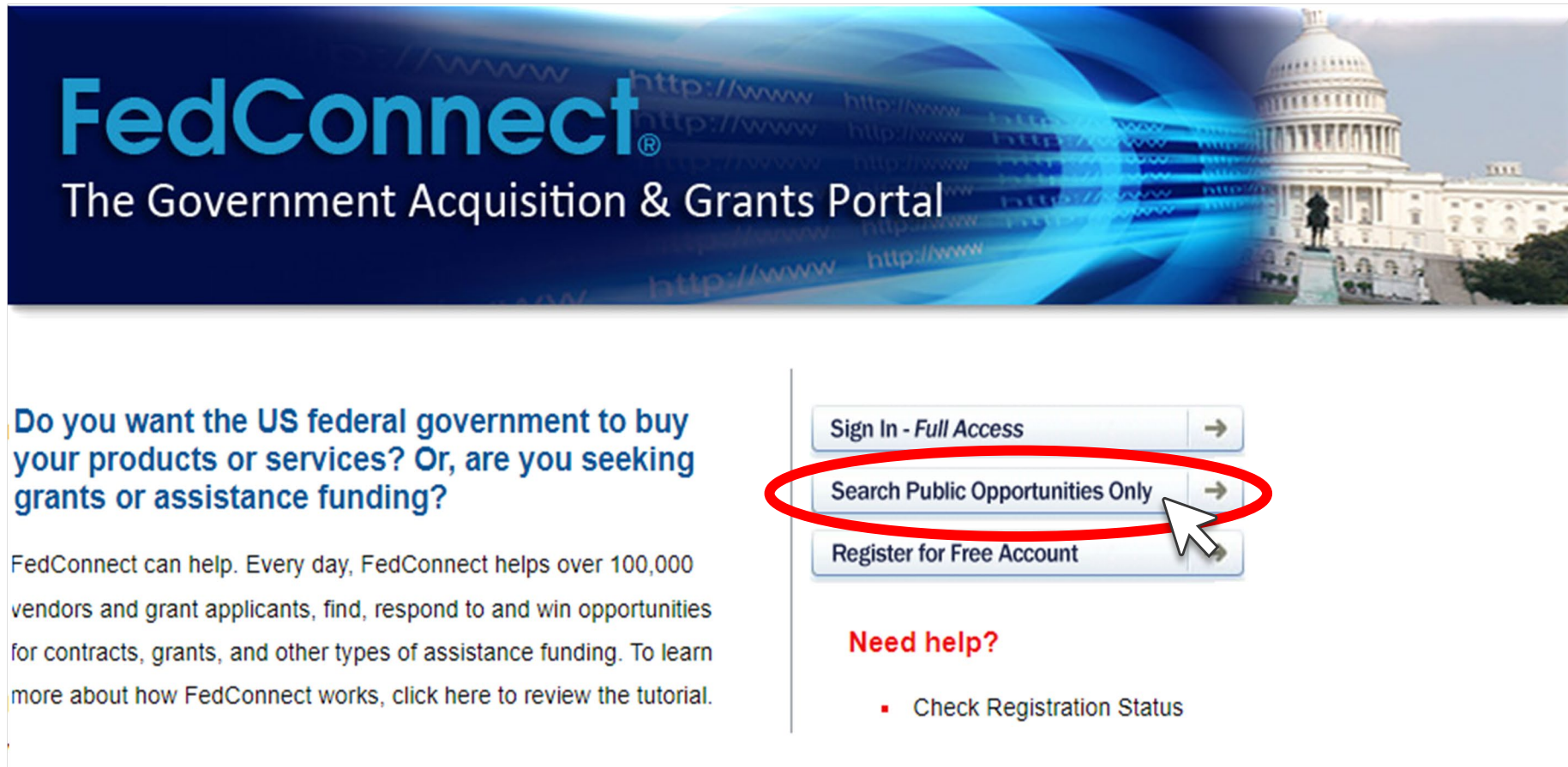
Register with FedConnect

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

Doing Business with the Federal Government

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.



Doing Business with the Federal Government

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.

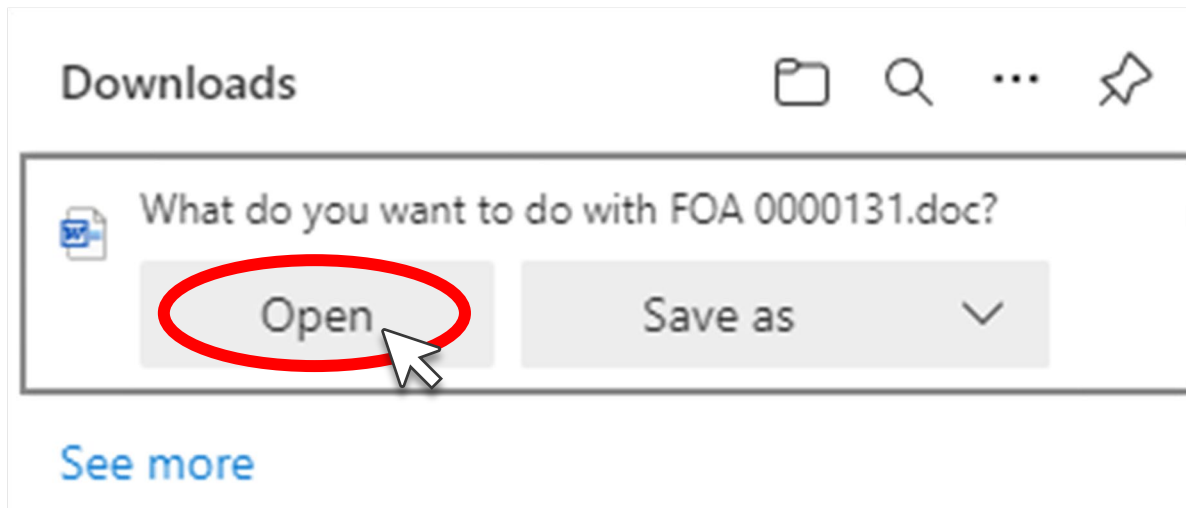
Click on **BODY** to view the FOA or Solicitation instructions.

A screenshot of the FedConnect website interface. The top navigation bar is black with "FedConnect®" on the left and "Help" on the right. The main content area has a title "Opportunity: Bench-Scale and Slipstream Development and Testing". Below this, there are three main sections. The left section, titled "Description", contains a scrollable text area with details about bench-scale development and testing for CO2 capture technologies. Below the description is an "Overview" section with a table of key dates: Reference number (DE-FOA-0000131), Issue date (10/23/2009), and Response due (12/15/2009 08:00 PM US/Eastern). The middle section, titled "What do I do now?", provides instructions on how to view attachments and includes a "Registered Users" section with a "Sign In" button. The right section, titled "Documentation", shows a tree view of attachments. The "BODY" attachment is highlighted with a red circle and a mouse cursor pointing at it. Other attachments include "Overview", "Amendment 1", and "FOA 0000131 Amendment 1".

Doing Business with the Federal Government

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?

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.

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

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.

Documentation

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

Register Now

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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

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Documentation

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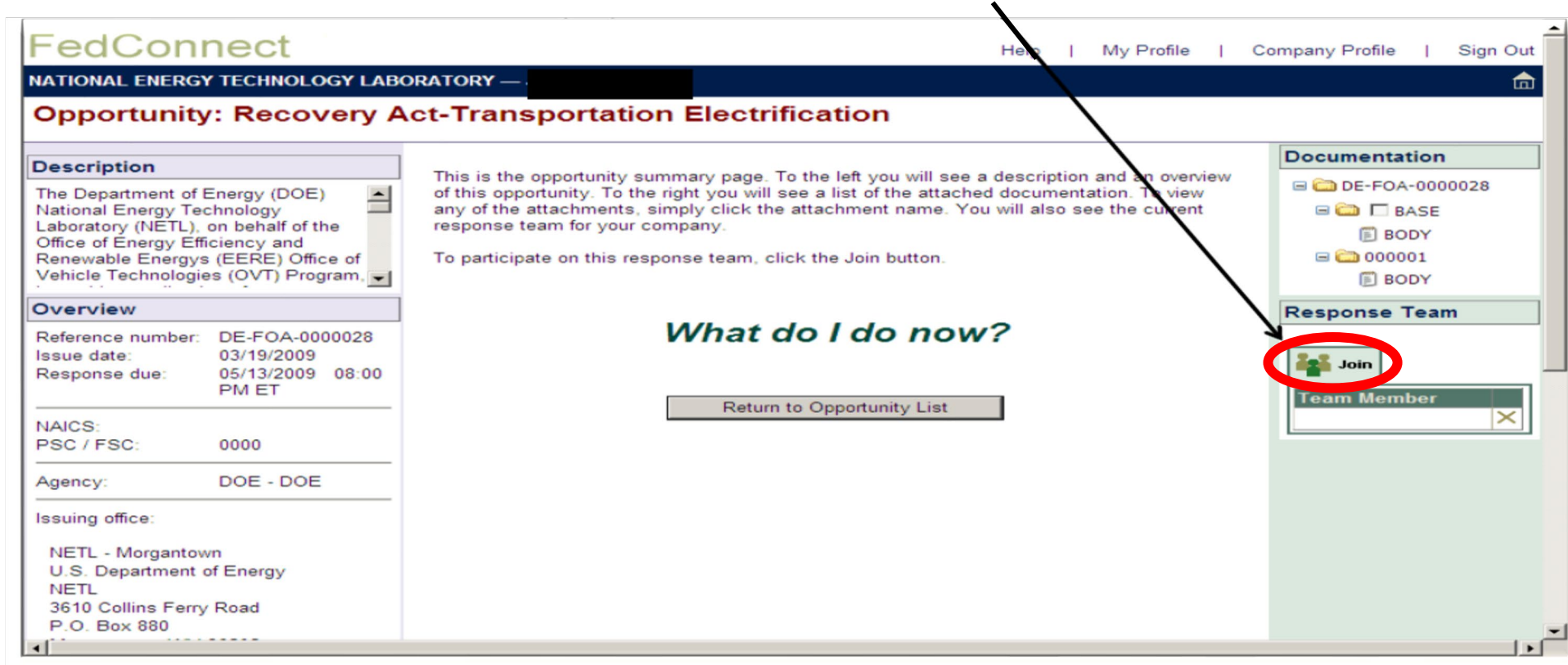
Sign In (button circled in red with a mouse cursor pointing to it)

Register Now (button)

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

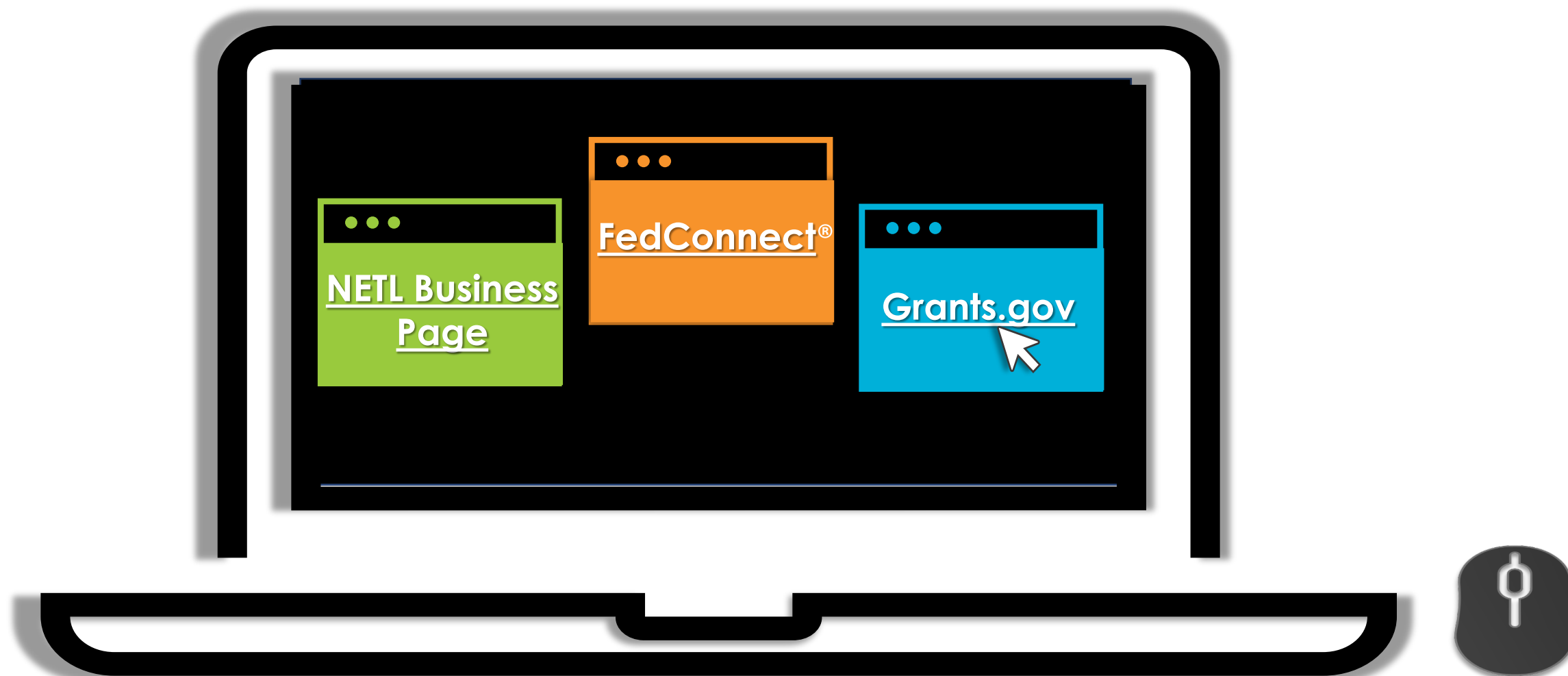
Responses

Create Submit No Response

No responses found.

Response Team

Team Member
Joellen Nieman



Project Management: A Core Competency

Solutions for Today | Options for Tomorrow



Anthony Zinn
Supervisor, Minerals Sustainability
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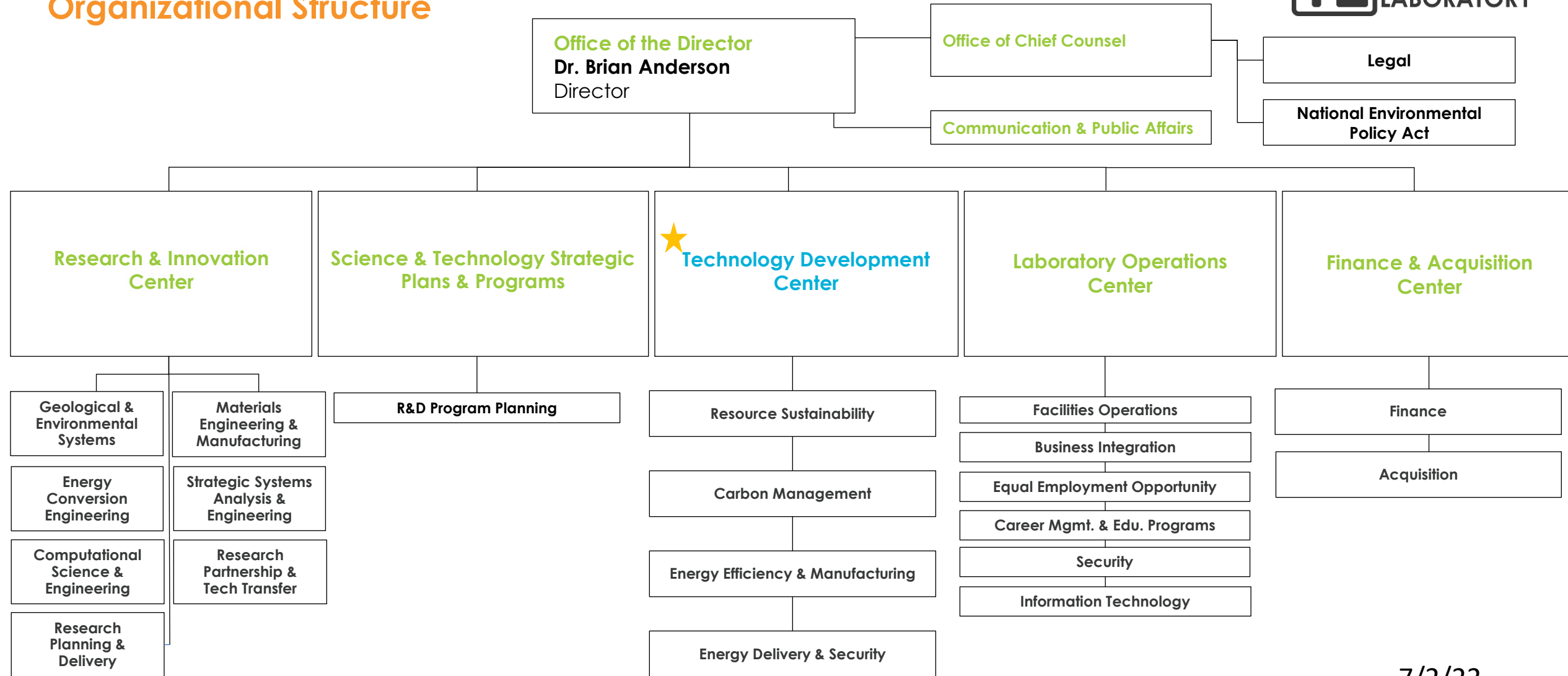
July 19, 2022



National Energy Technology Laboratory



Organizational Structure

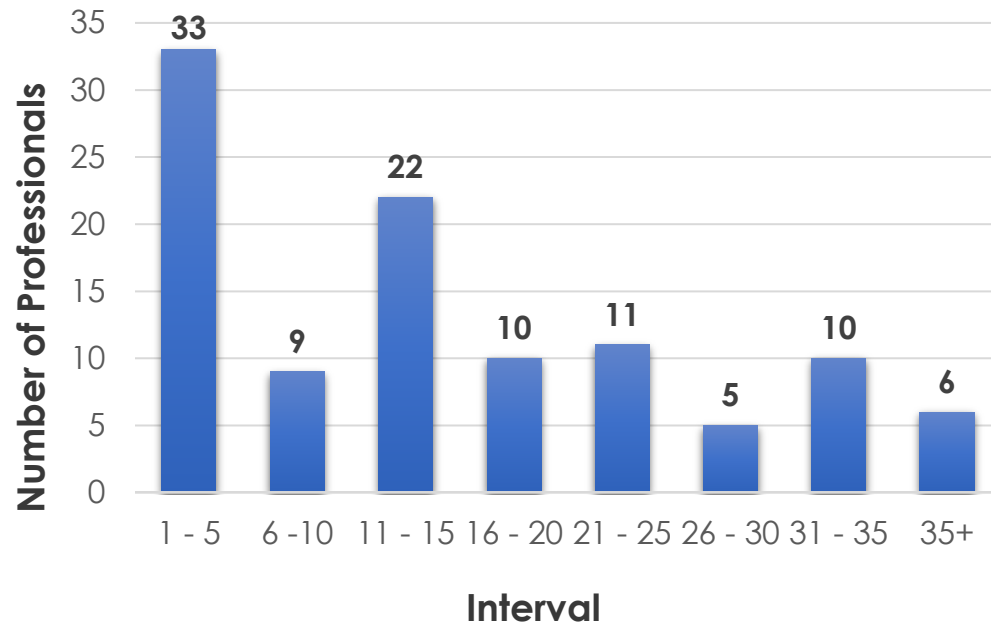


7/2/22

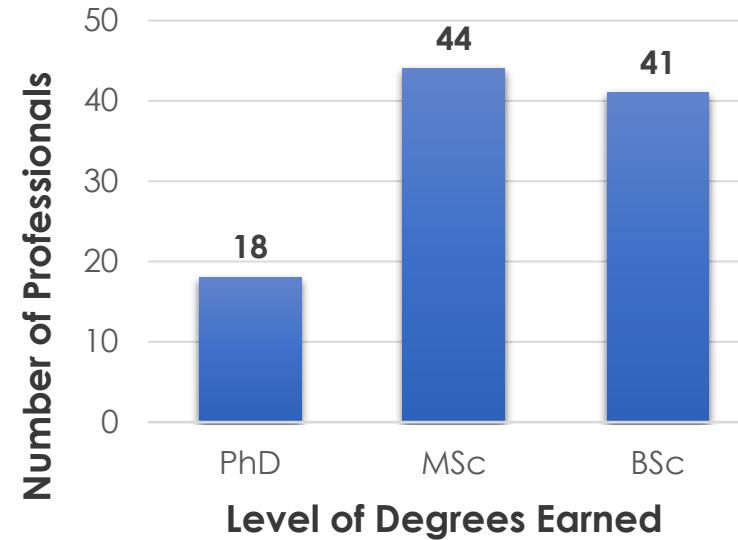
Experienced and Educated Staff

Years of Federal Service, Degrees Earned, and Disciplines

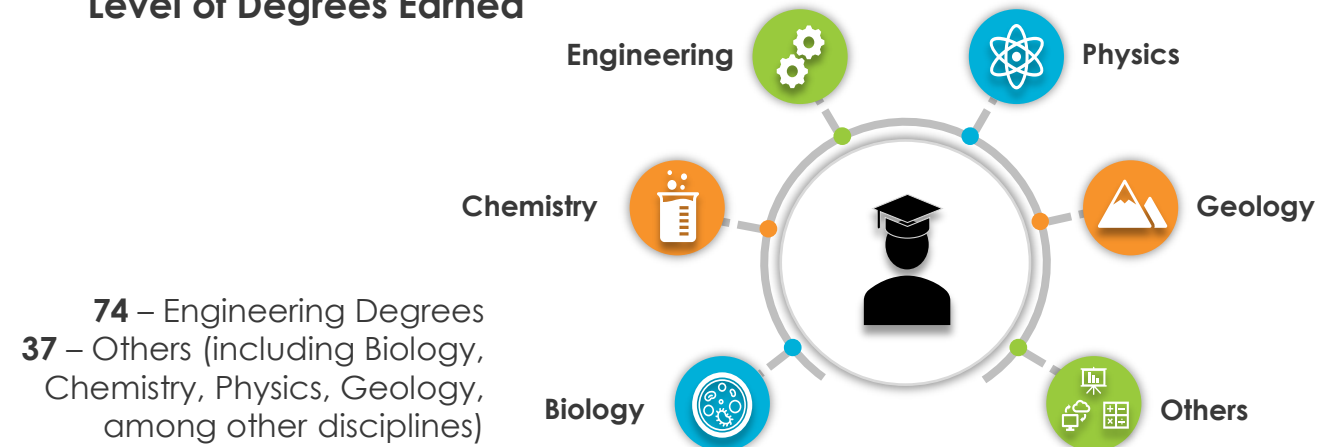
Years of Federal Service



Degrees Earned



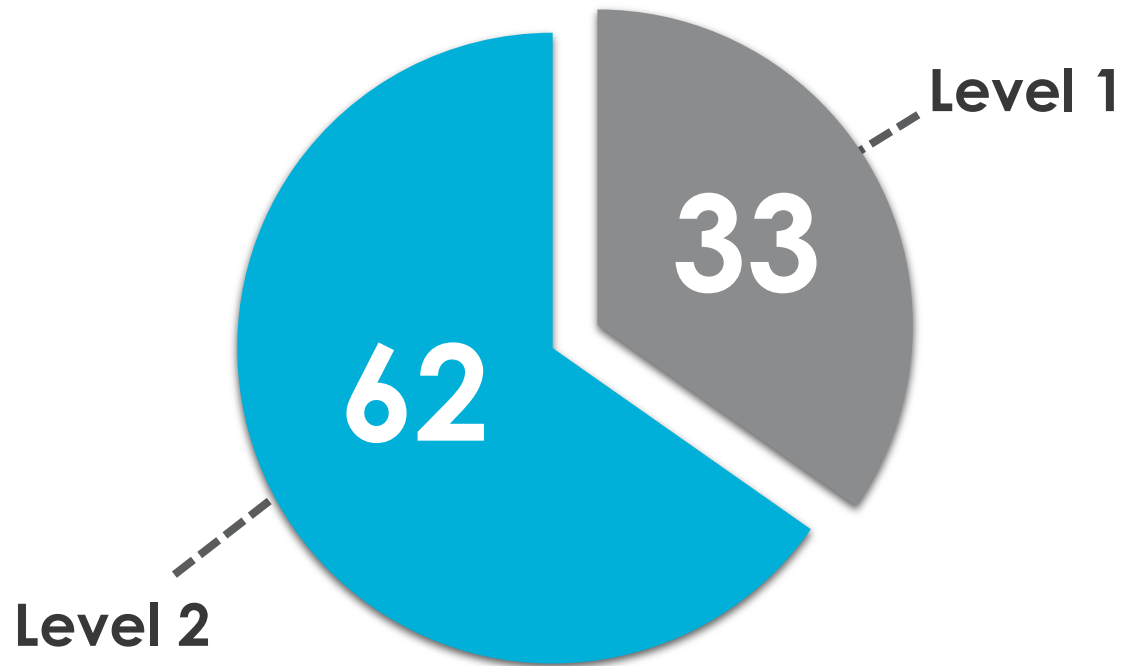
Disciplines



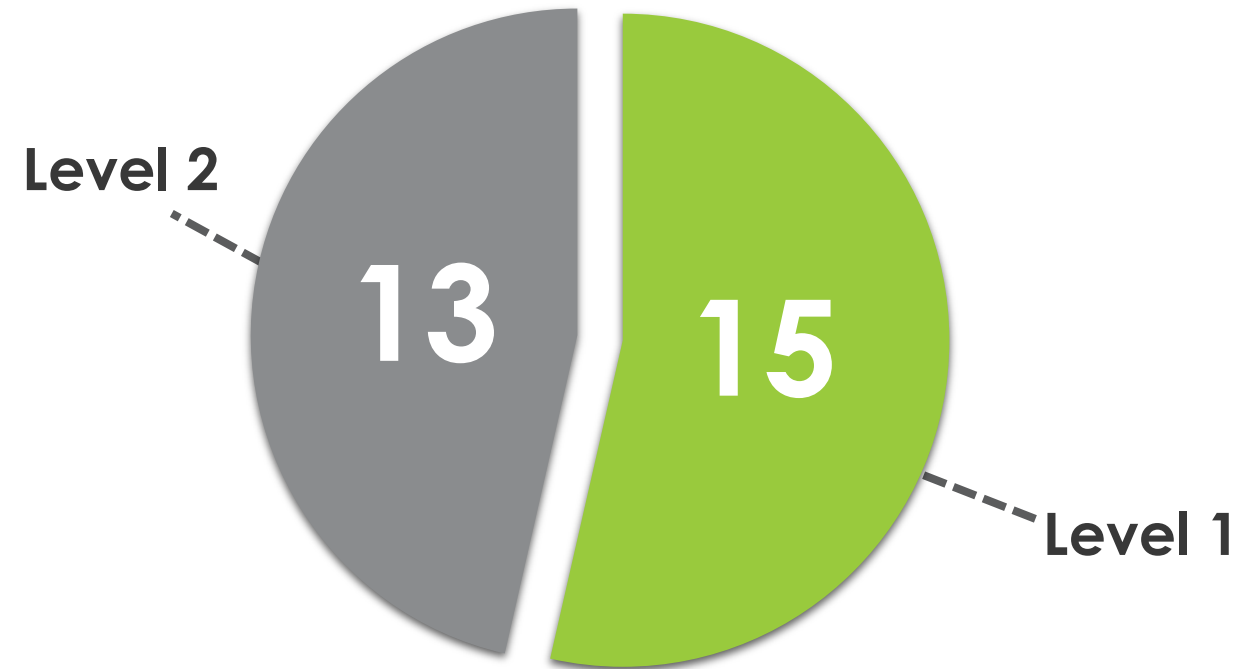
Project Management-centric KSA's

"Honing the Edge"

Technical Project Officer Certification



Contracting Officer Representative Certification



Diverse Engagement (Funding) Mechanisms

Award Type Tailored to RDD&D Goals

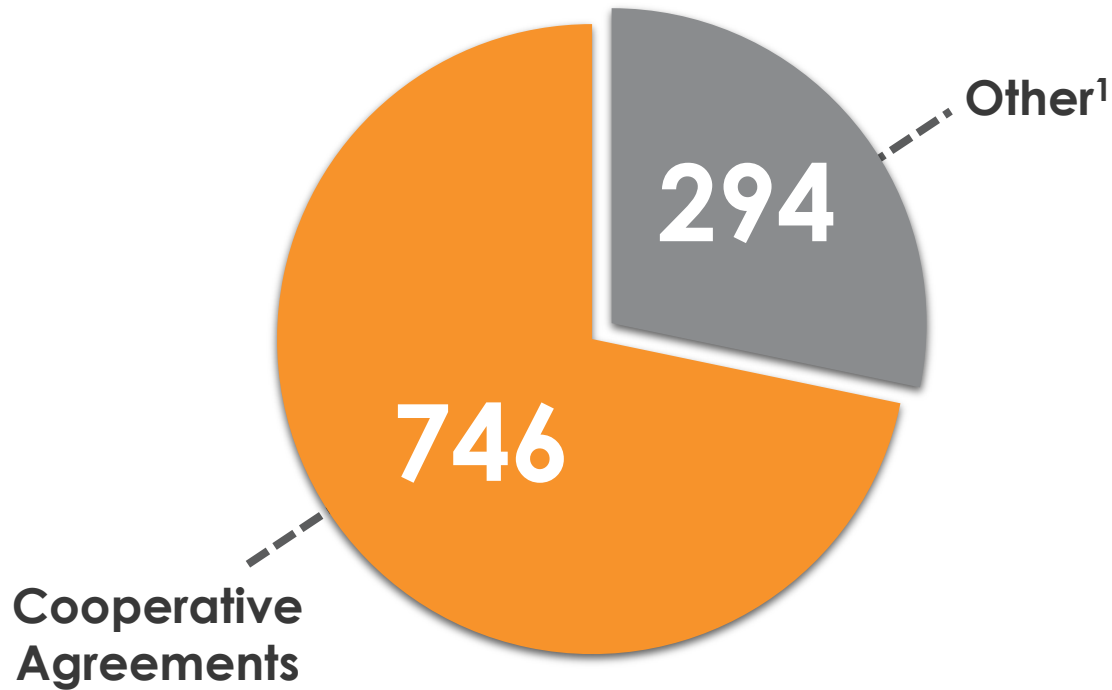
- **Financial Assistance**
 - Cooperative Agreements
 - Grants
 - *SBIR/STTR*
- **Field Work Proposals (FWP)**
- **Interagency Agreements (IA)**
- **Contracts**



Active Awards and Associated Funding

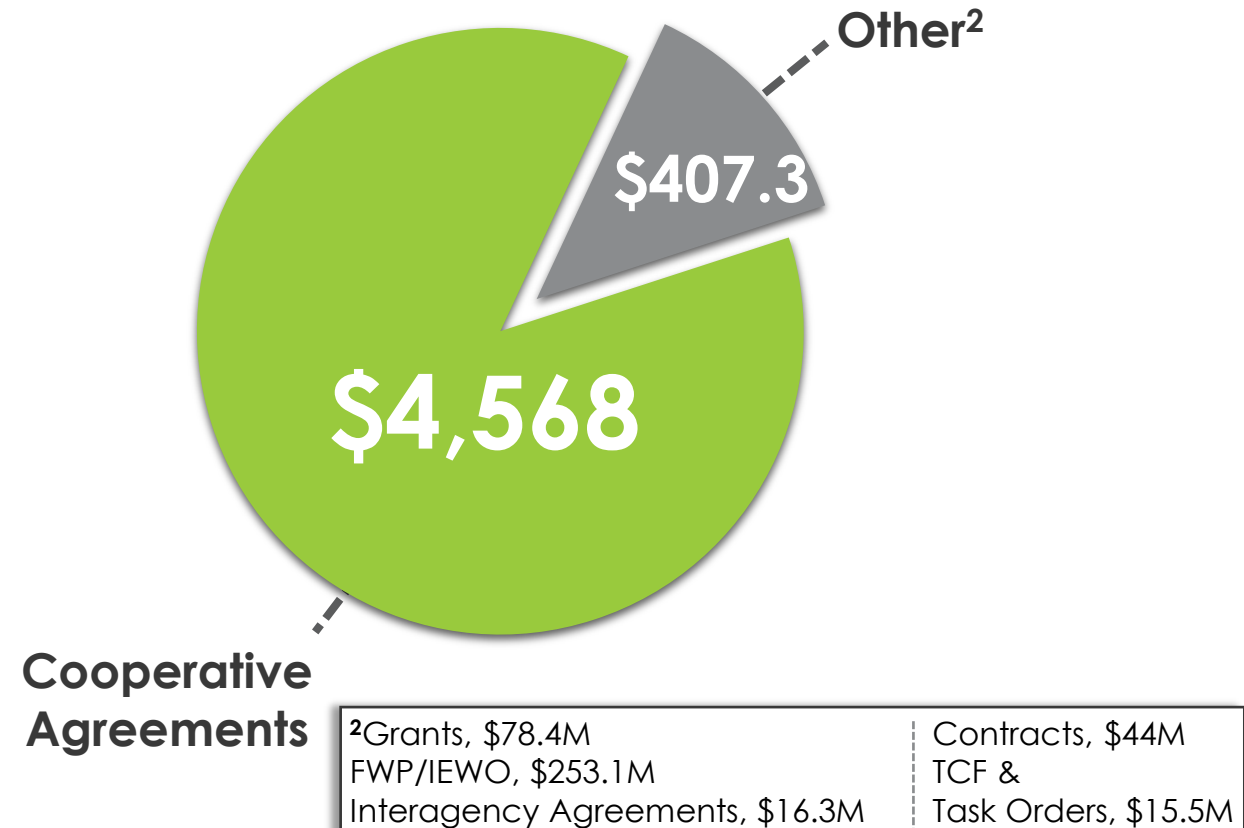
Significant Portfolio under Active Management As of [March 2022]

Number of Awards



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

Funding (\$ millions)



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

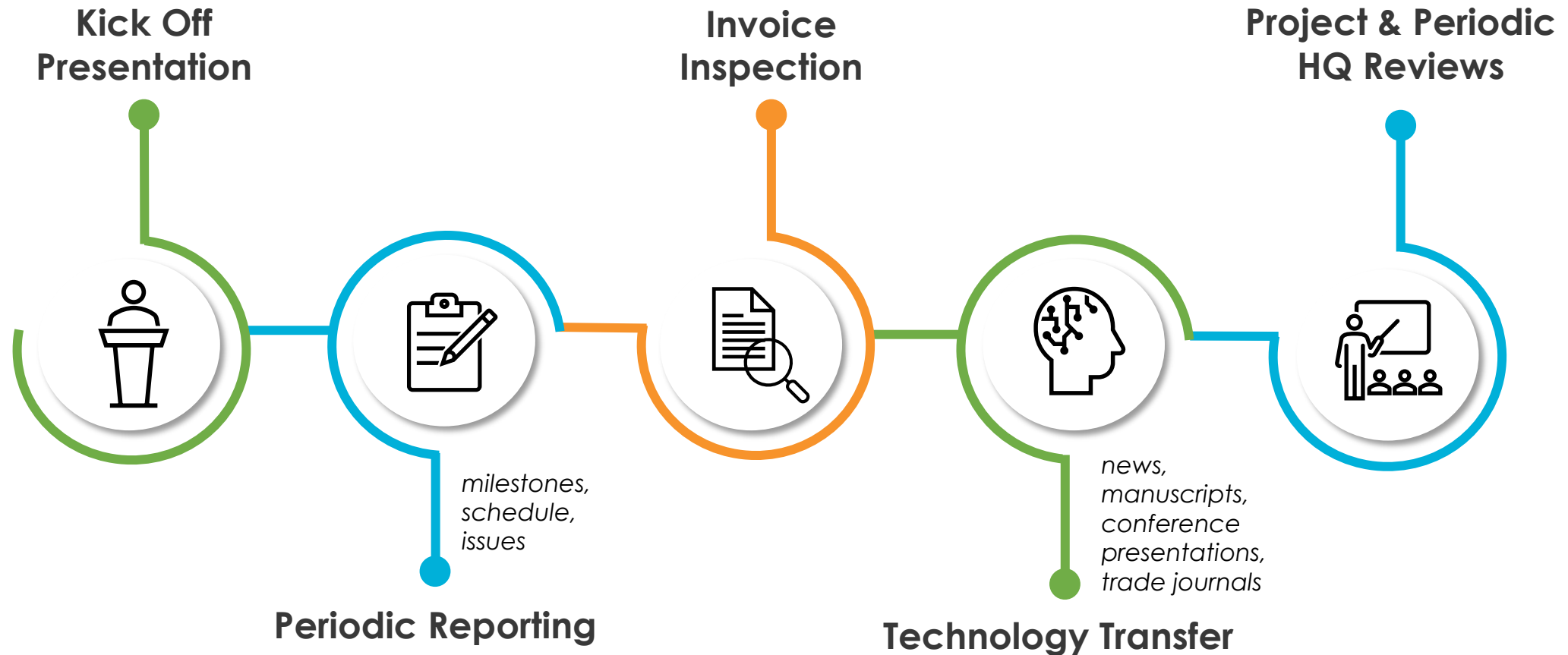
Award Initiation Documentation

Establishing a Foundation



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. At the top, there is a navigation bar with links: About, Research and Programs, Business, Education, Library, and News and Events. A search bar and social media icons (Facebook, LinkedIn, Twitter, Instagram, YouTube, and a general share icon) are also present. The main header features a large image of power lines against a sunset sky, with the text "DRIVING INNOVATION AND D" partially visible. Below this, there are two smaller images: one of a newsletter titled "EESAS Newsletter" and another of a clock and lightbulbs. The central content area is titled "BIPARTISAN INFRASTRUCTURE LAW HUB" and contains the following text:

The Bipartisan Infrastructure Law is a long-term investment in America's competitiveness—helping to rebuild the country's roads and bridges, expand access to clean drinking water, tackle the climate crisis and advance environmental justice by building a more resilient future and investing in communities that have too often been left behind.

This once-in-a-generation investment will help to deliver more clean energy, create new, good-paying jobs and lower costs for American families and workers by guiding the Nation towards a 100% carbon pollution-free electricity sector by 2035 and net-zero economy by 2050.

The investment is also historic for the U.S. Department of Energy (DOE), as it represents the most dramatic changes to DOE since its founding in 1977. For the next five years, the Bipartisan Infrastructure Law 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 we move the U.S. economy towards a clean energy, lower carbon emissions future by strengthening the nation's outdated energy infrastructure. [READ MORE from the White House:](#)

Below the text, there 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

