Doing Business with the Federal Government

Solutions for Today | Options for Tomorrow

NATIONAL ENERGY TECHNOLOGY LABORATORY

Jeffrey S. Kooser
Contracting Officer, NETL

Regional Carbon Management Applicant Education Workshops

April 19, 2022

U.S. DEPARTMENT OF ENERGY

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

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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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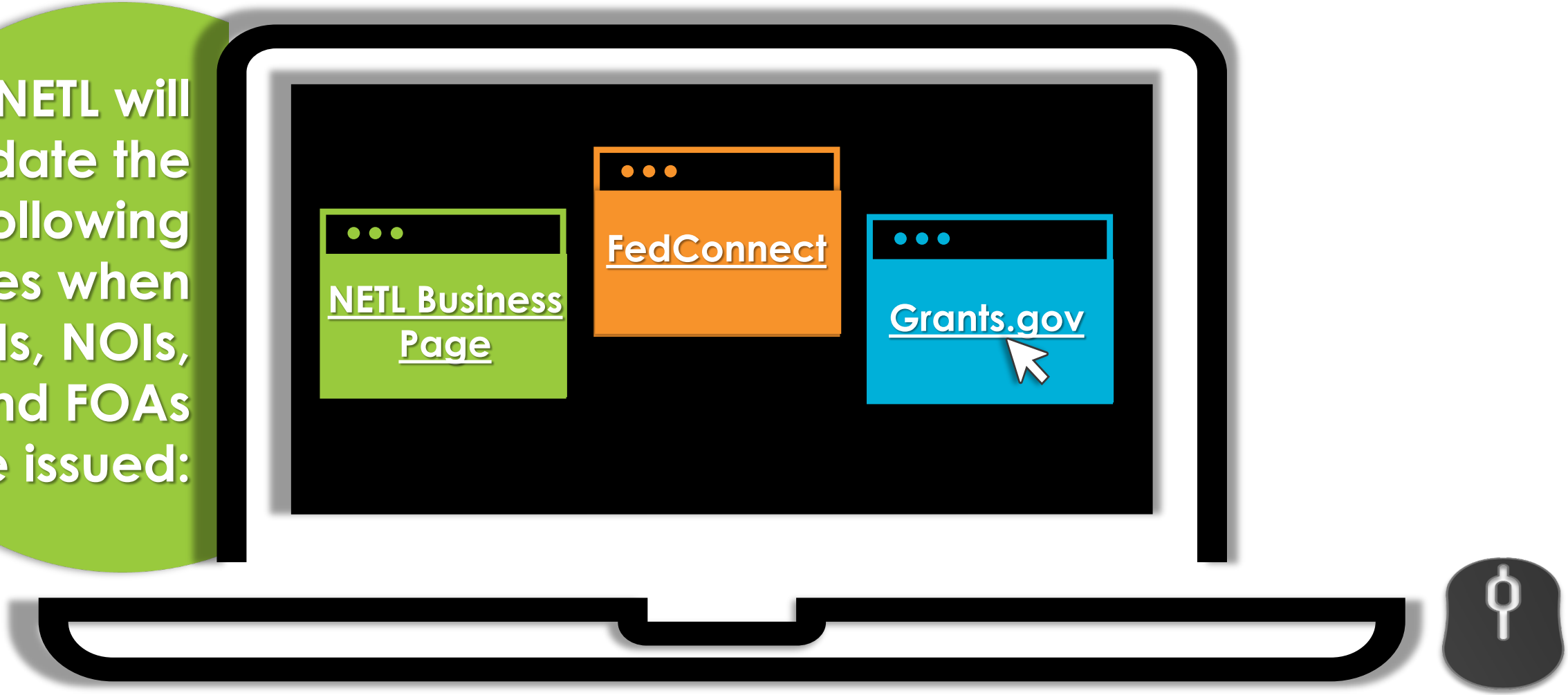
Where are RFIs, NOIs, and FOAs posted?

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



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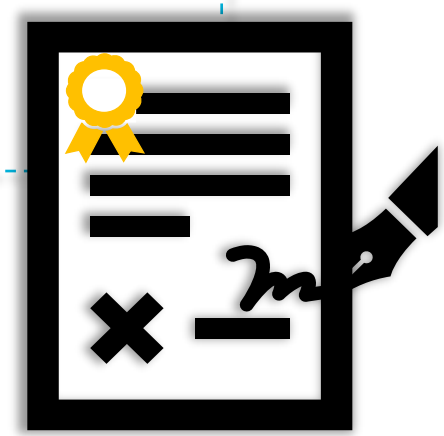
Pre-Award Cost (Financial Assistance)

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.

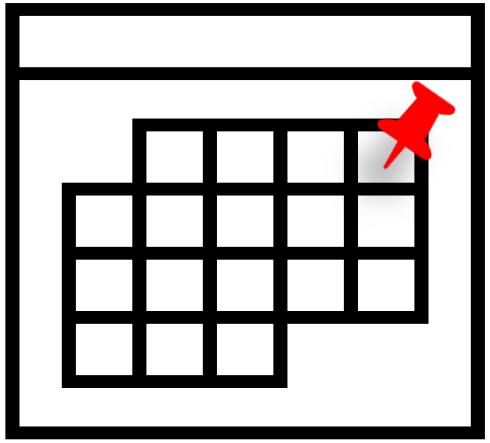
See 2 CFR 200.458 Pre-Award Cost



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 award being approved. CO approval is required for cost for anything outside of the 90-day period.

See 2 CFR 200.308(e)(1)



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NATIONAL ENERGY TECHNOLOGY LABORATORY

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

Further details associated with the roles of the DOE Project team can be found in the DOE Guide to Financial Assistance

Doing Business with the Federal Government

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

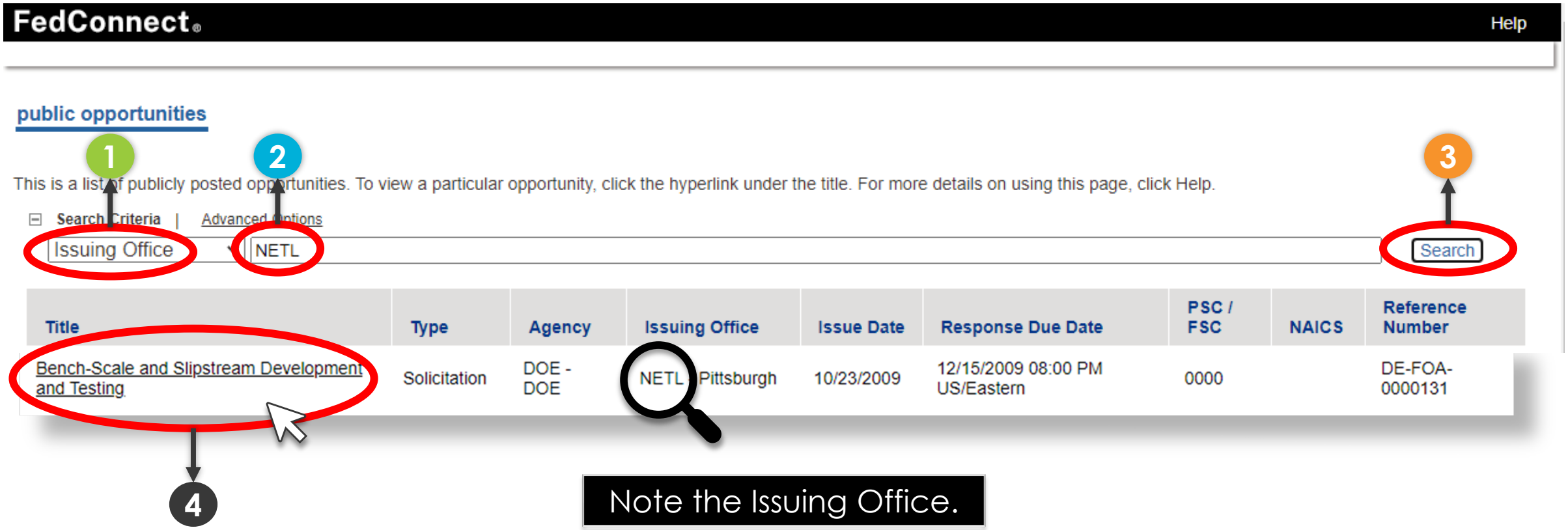
Accessing NETL FOAs and Solicitations in FedConnect®

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.

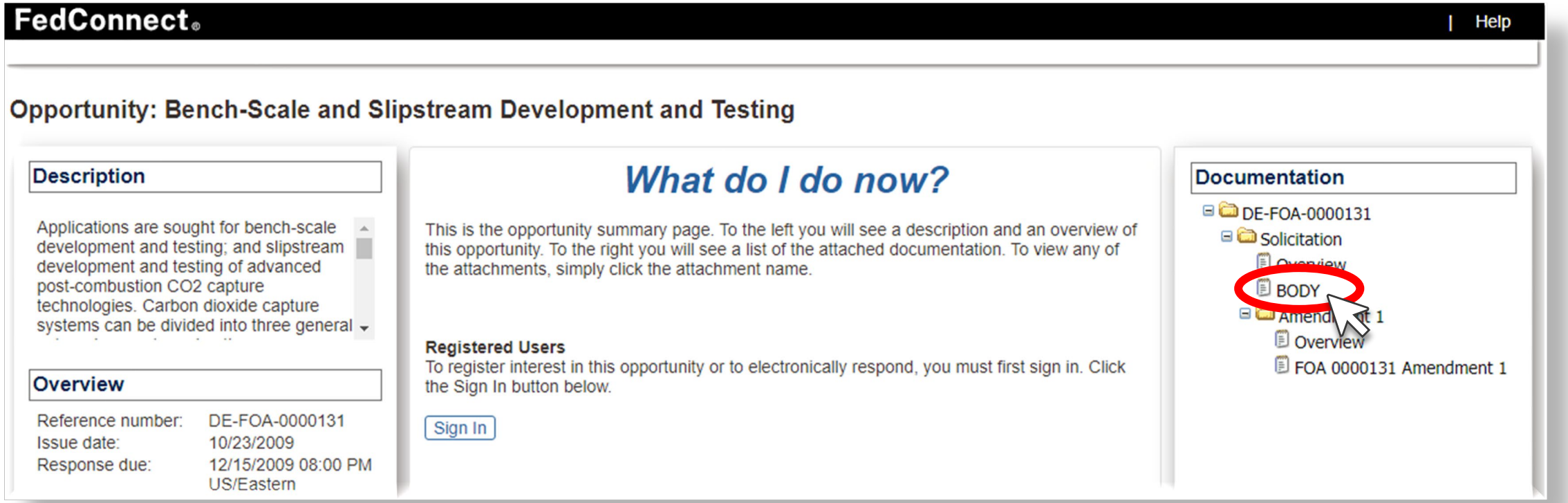
Under **Search Criteria**, select **Issuing Office** and type "**NETL**". Click on **Search**, then click the **Title** of the announcement to view.



Doing Business with the Federal Government

Accessing NETL FOAs and Solicitations in FedConnect® cont.

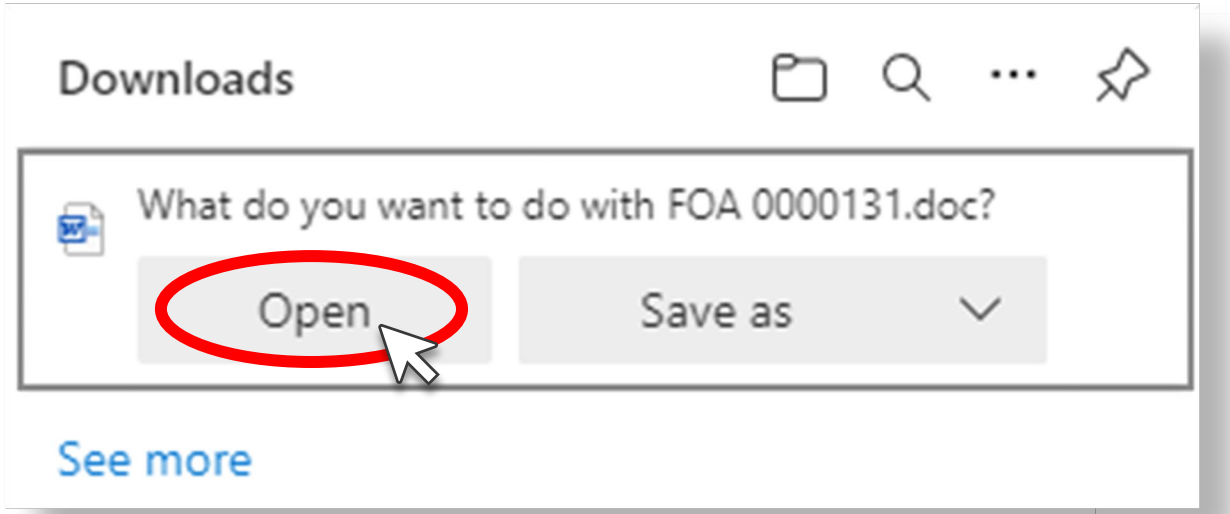
Click on **BODY** to view the FOA or Solicitation instructions.

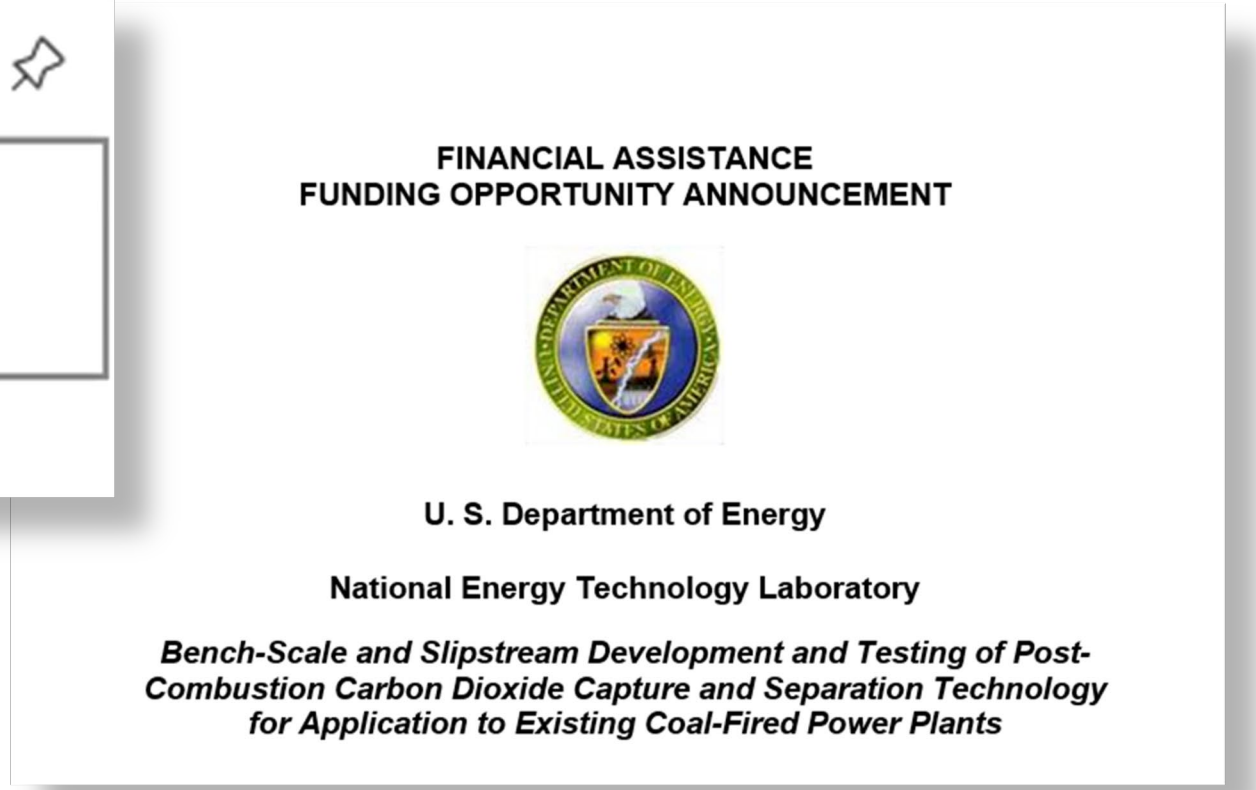


Doing Business with the Federal Government

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.

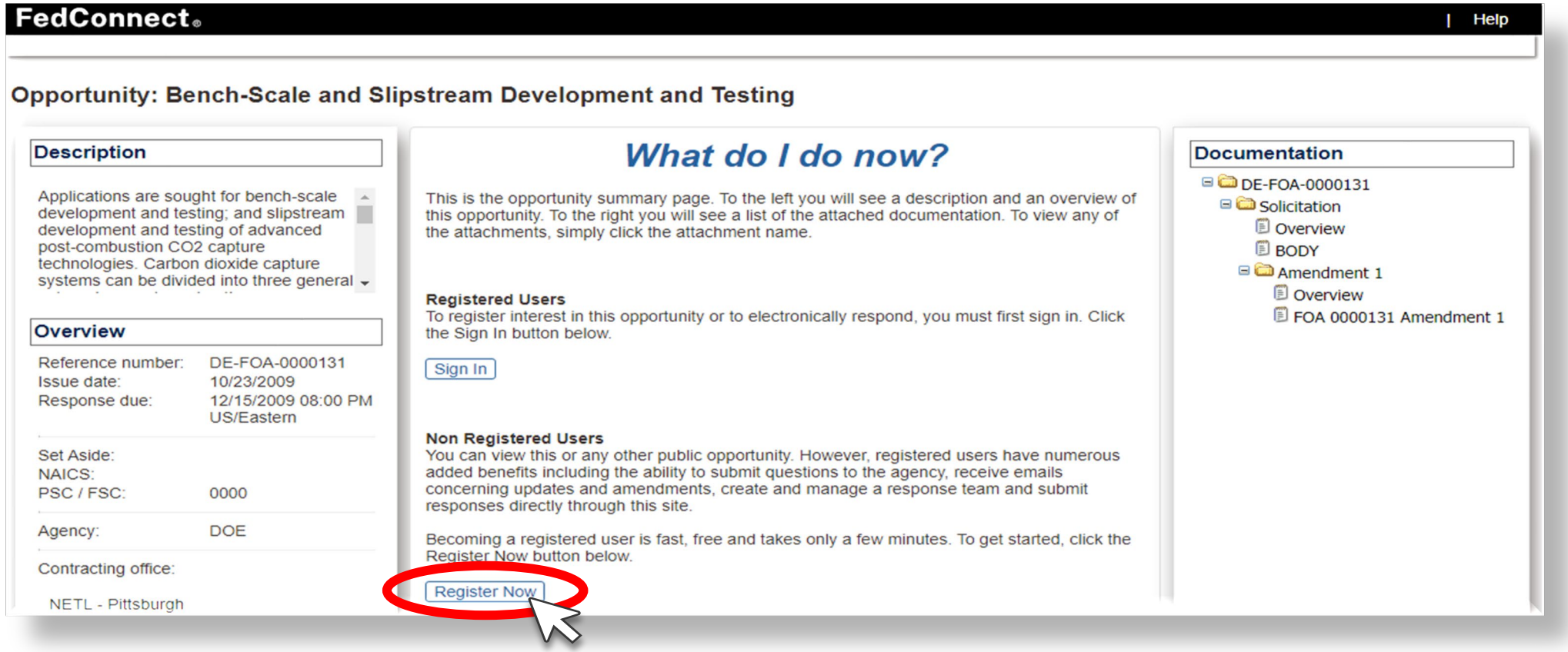




Doing Business with the Federal Government

Accessing NETL FOAs and Solicitations in FedConnect® cont.

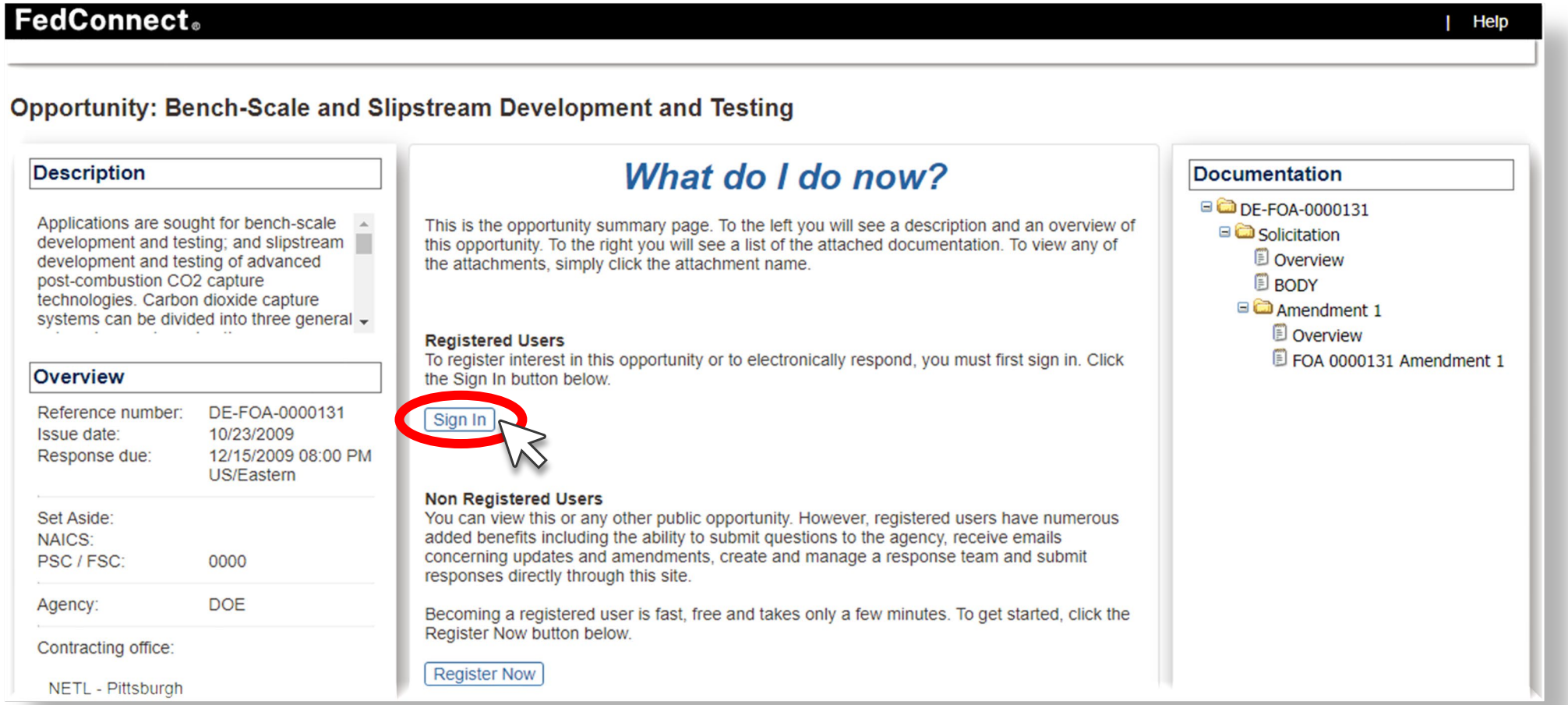
Click on **Register Now** to submit questions to the agency, receive emails concerning updates and amendments, create and manage a response team, and submit responses directly through this site.



Doing Business with the Federal Government

Accessing NETL FOAs and Solicitations in FedConnect® cont.

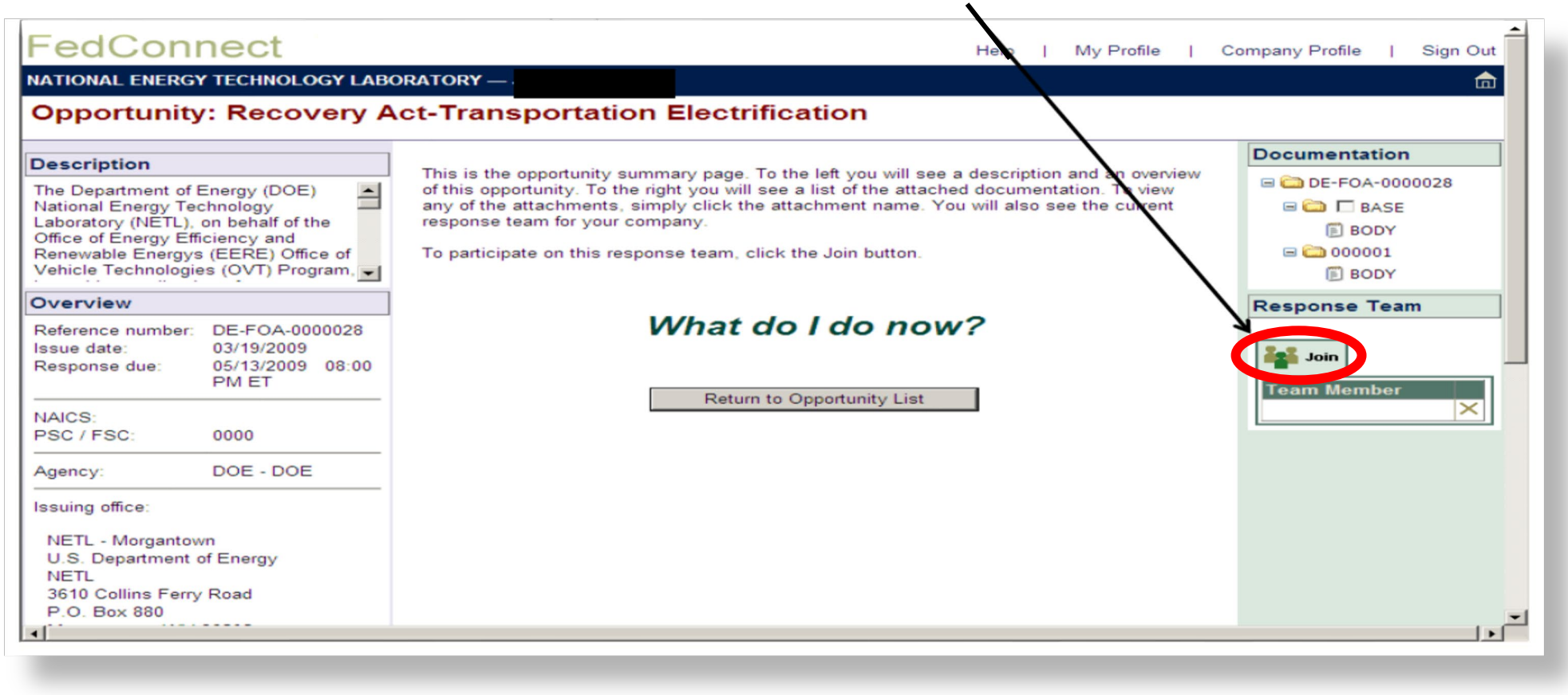
To submit questions about this FOA or Solicitation, sign in to FedConnect® by clicking **Sign In**.



Doing Business with the Federal Government

Accessing NETL FOAs and Solicitations in FedConnect® cont.

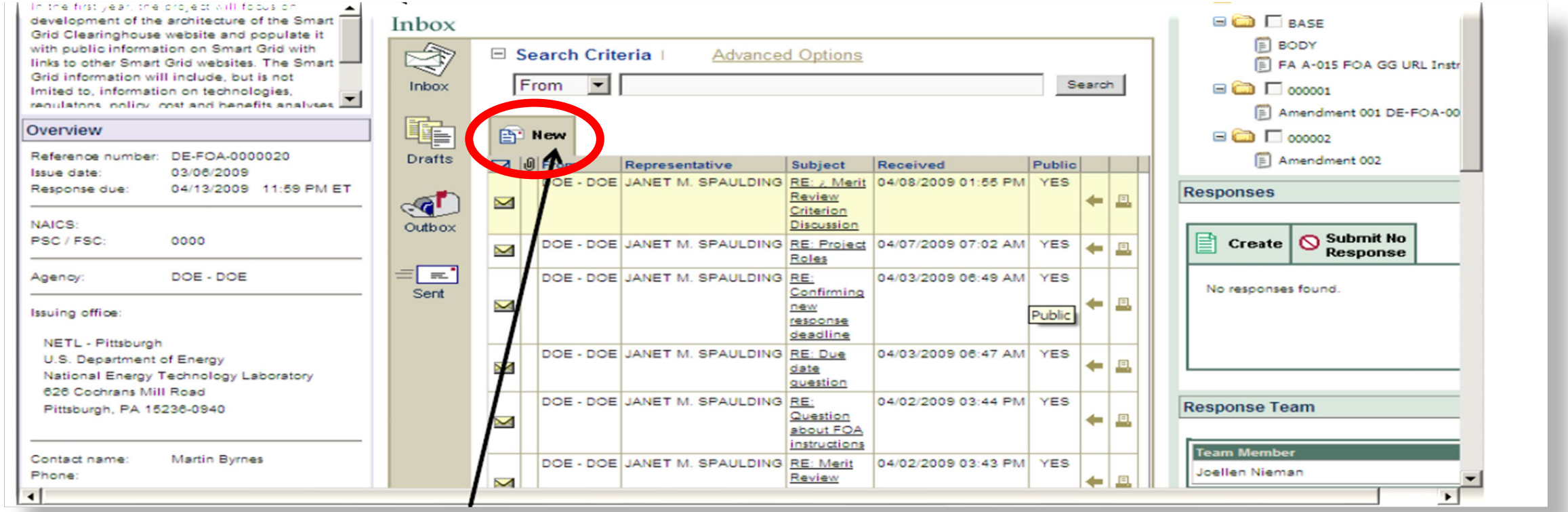
If someone at your company has already submitted questions, click **Join** to join the Response Team.

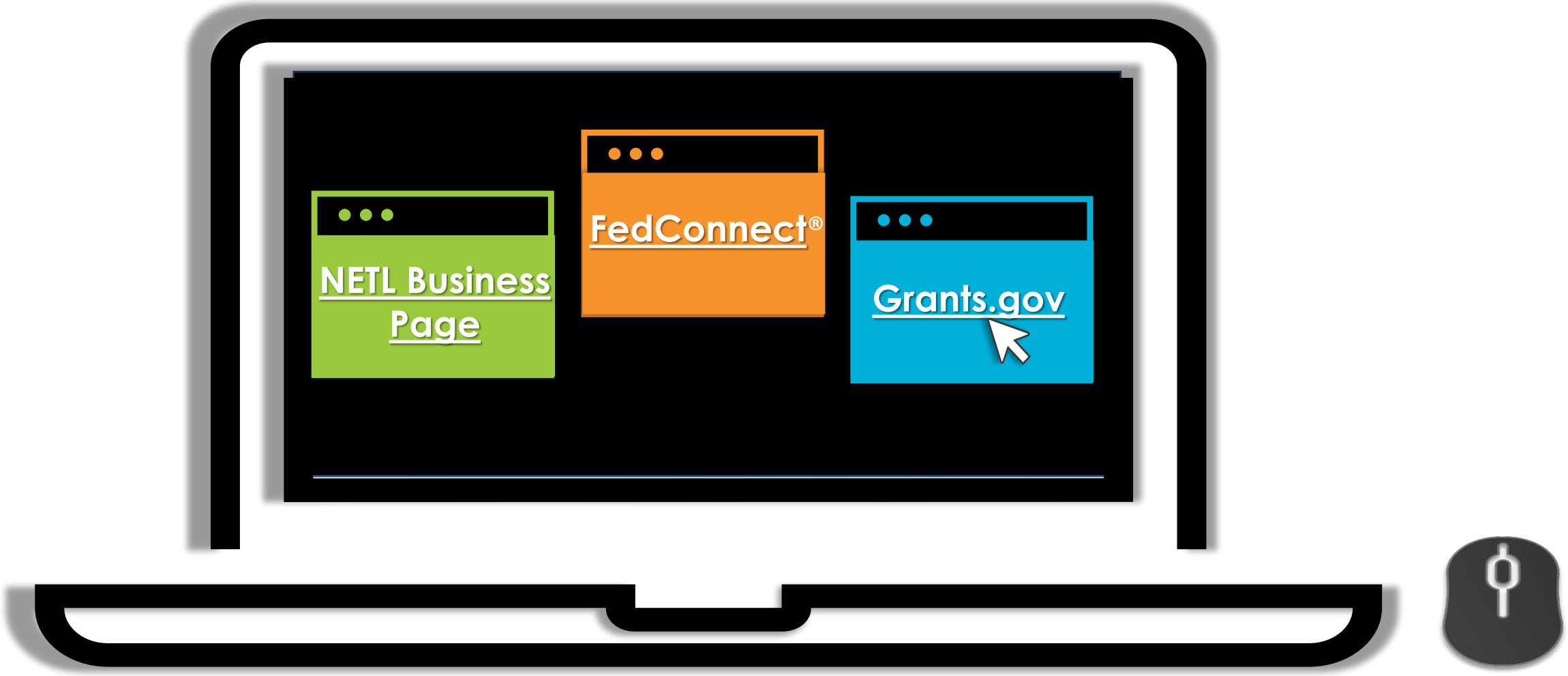


Doing Business with the Federal Government

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.




NETL Business Page
FedConnect®
Grants.gov

Project Management: A Core Competency

Solutions for Today | Options for Tomorrow

NATIONAL ENERGY TECHNOLOGY LABORATORY

Heather Quedenfeld
Deputy Director, TDC

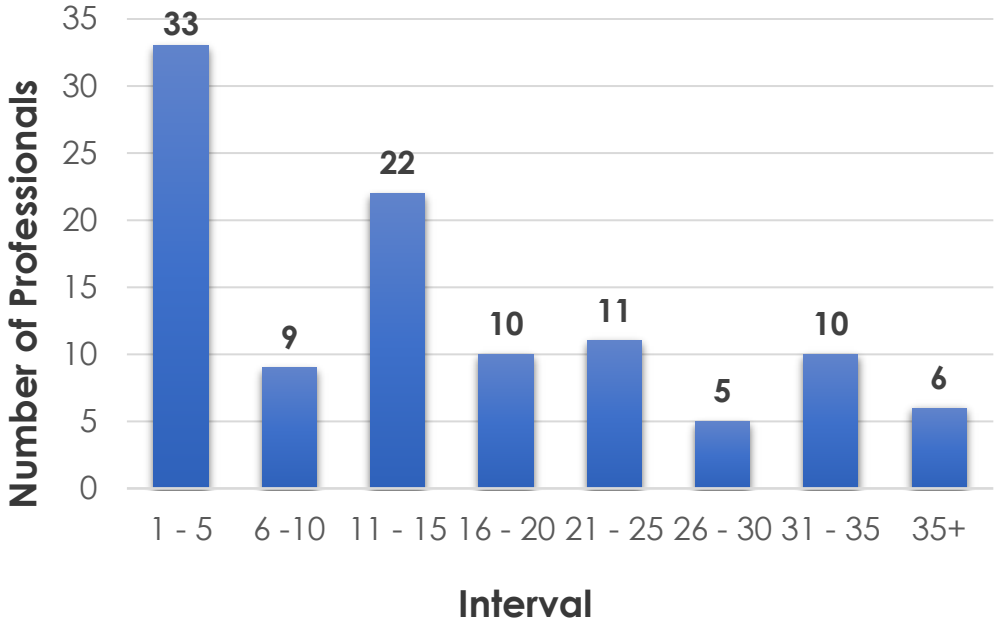
Presentation to Regional Carbon Management Applicant Education Workshops

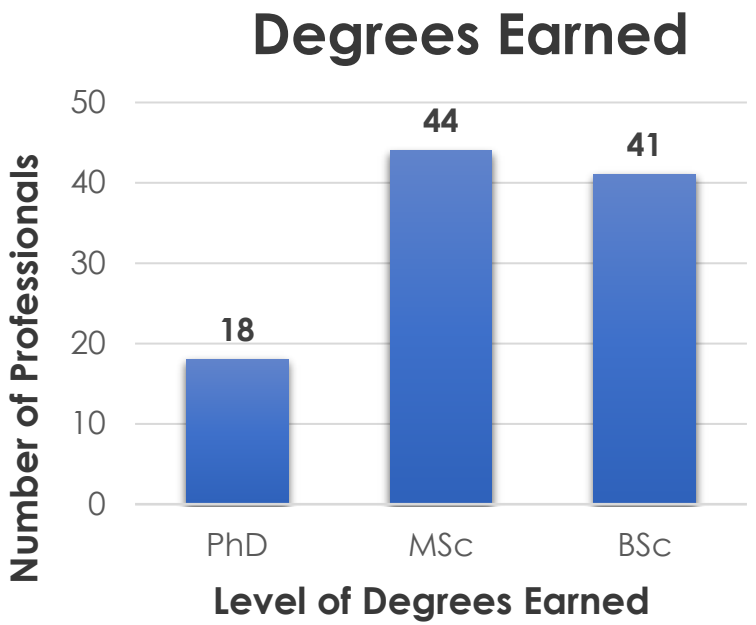
April 7, 2022

U.S. DEPARTMENT OF ENERGY

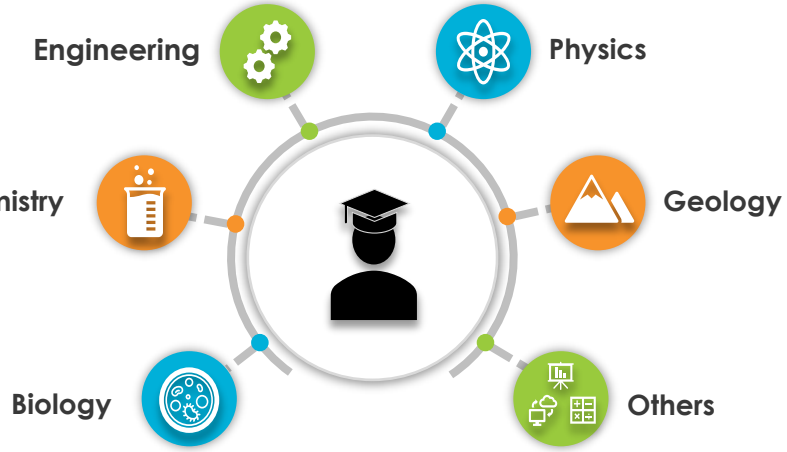
Experienced and Educated Staff

Years of Federal Service, Degrees Earned, and Disciplines





Disciplines



74 – Engineering Degrees
37 – Others (including Biology, Chemistry, Physics, Geology, among other disciplines)

Project Management-centric KSA's

"Honing the Edge"

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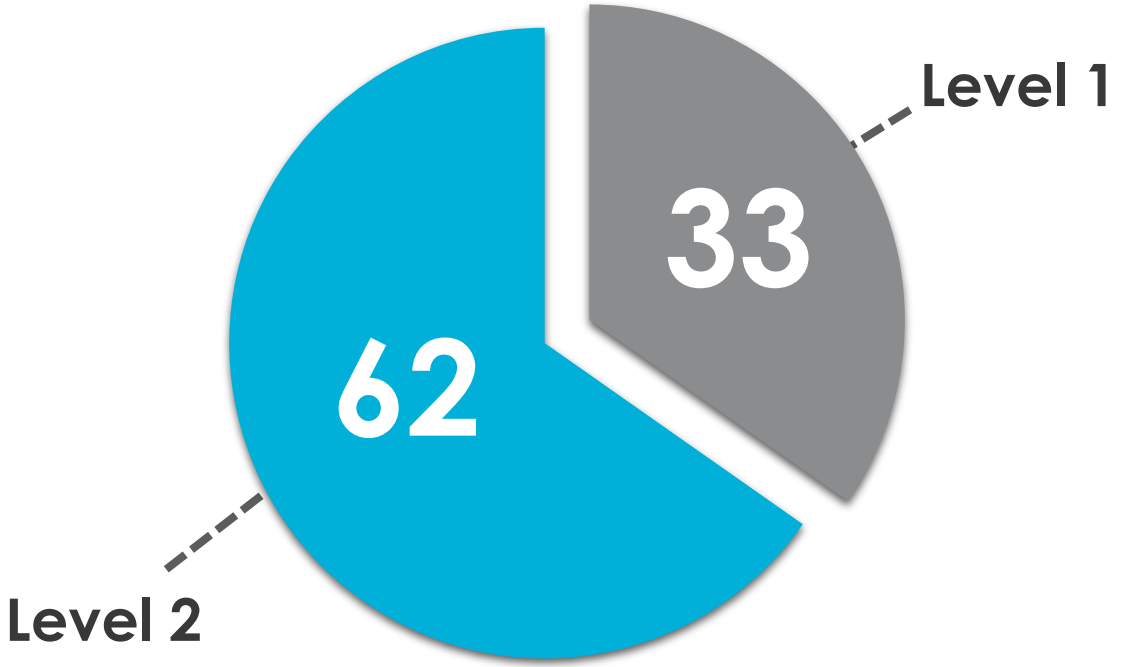
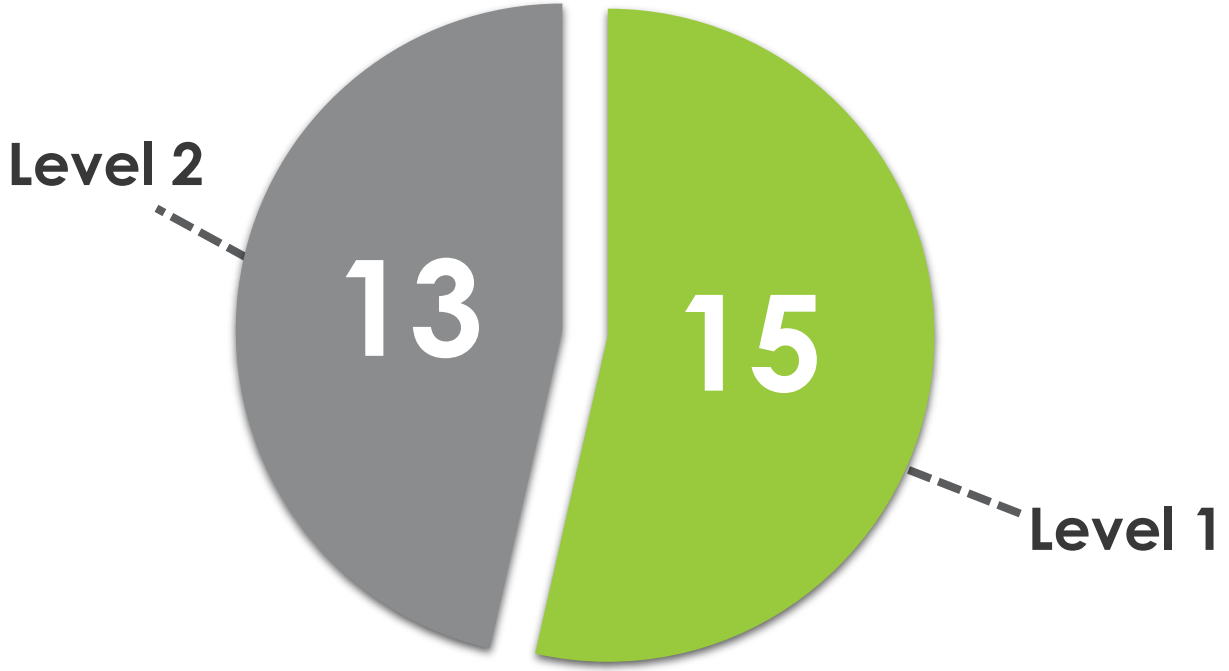
Technical Project Officer Certification



Contracting Officer Representative Certification



Diverse Engagement (Funding) Mechanisms

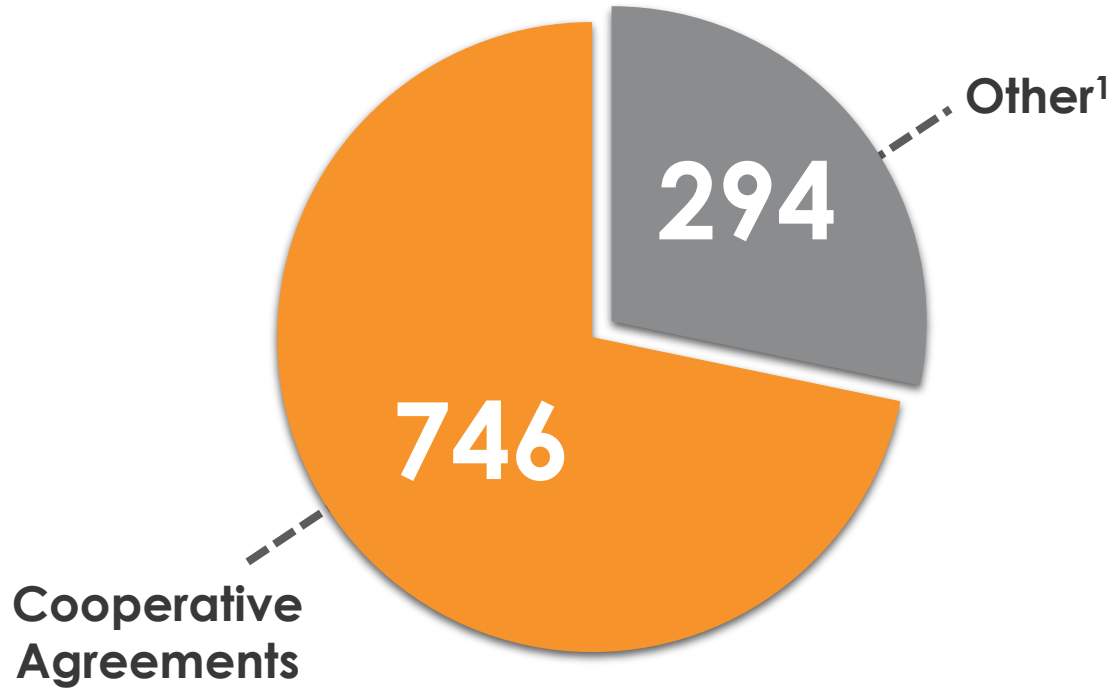
Award Type Tailored to RDD&D Goals

- **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

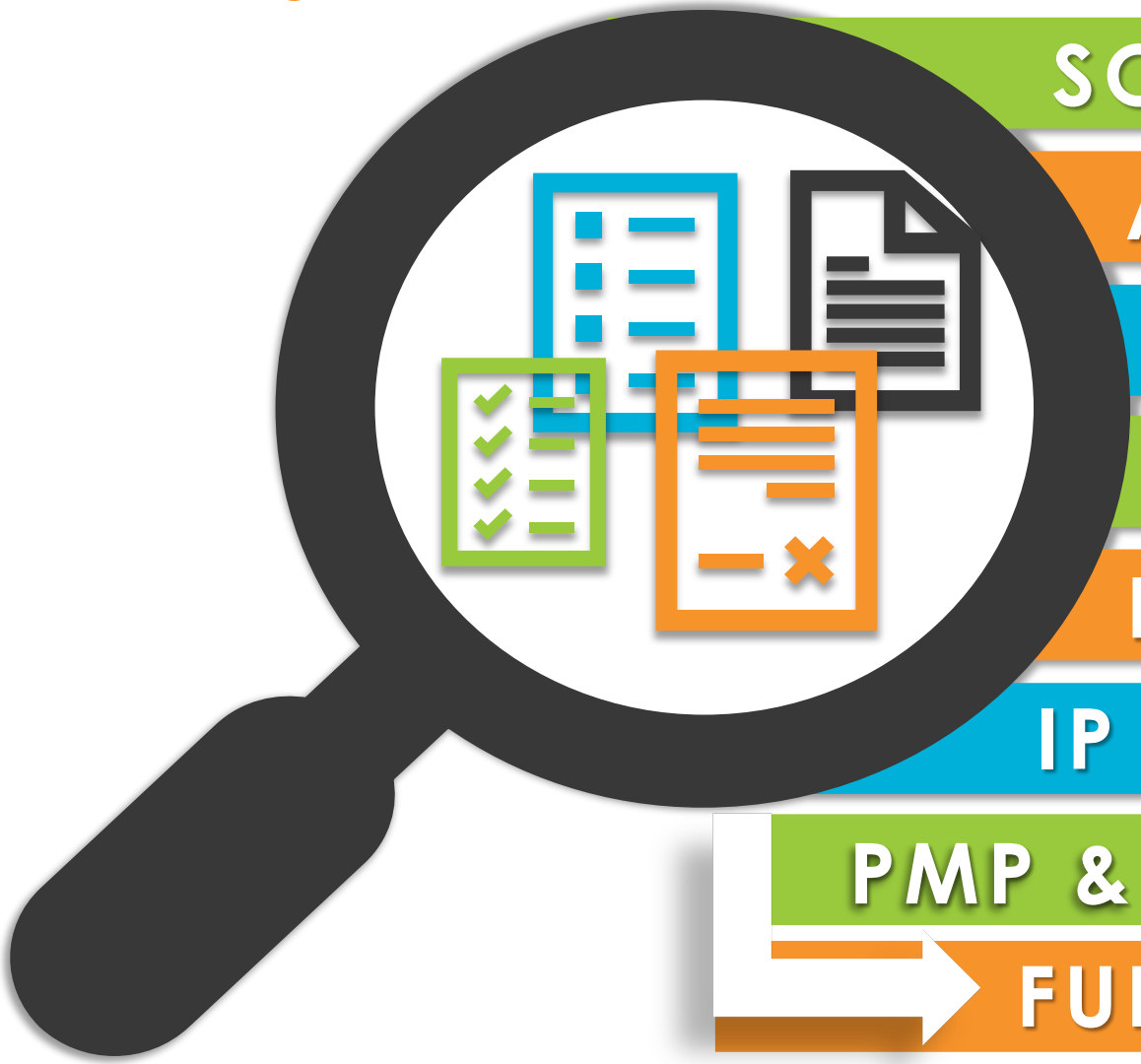
Evaluation & Selection Plan

Application Review, Scoring & MRP Consensus

Selection Statement

Award Initiation Documentation

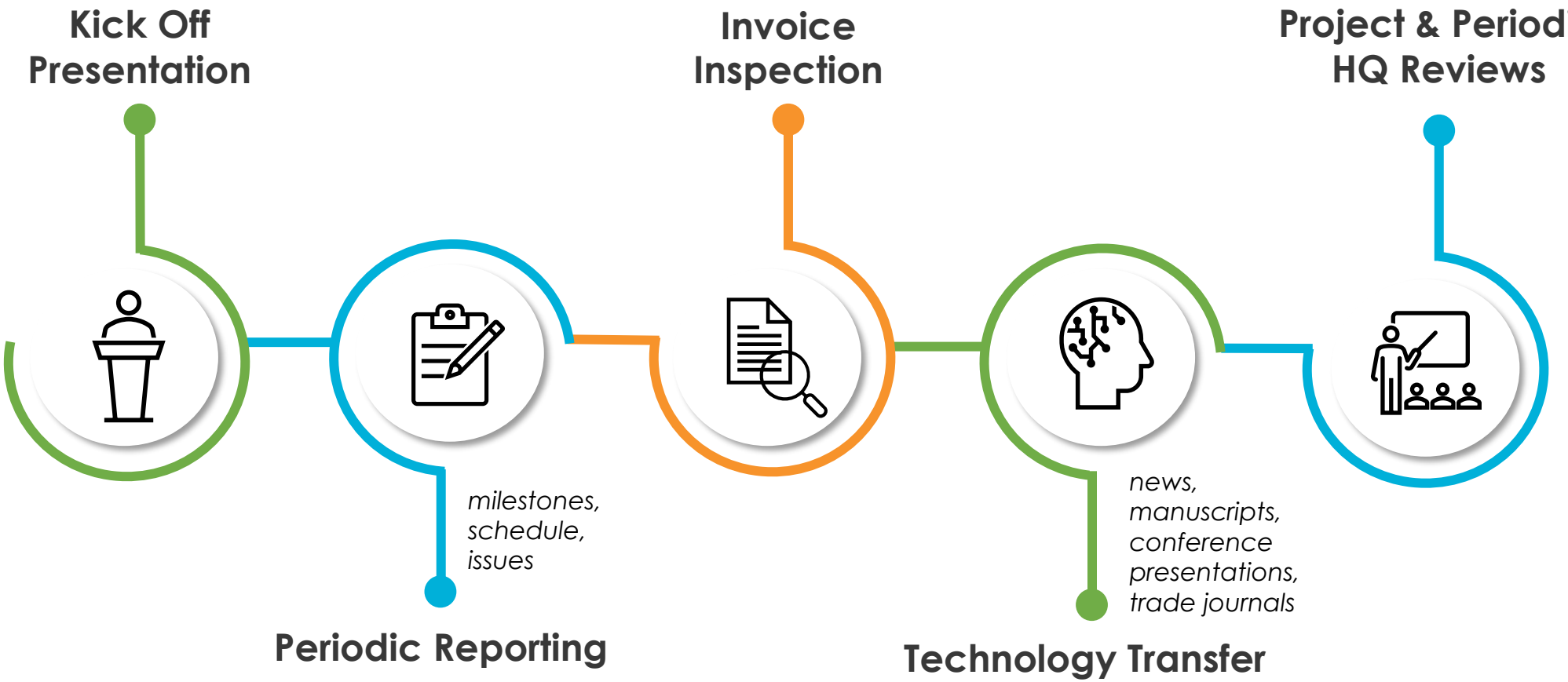
Establishing a Foundation



- SOPO
- AWARDEE BUDGET
- TEB
- EQ & NEPA
- RISK PROFILE
- IP & DMP
- PMP & TMP
- FUNDING ACTIONS

Continuous and Robust Engagement

Communication with PI (Team) is Paramount



In Summation

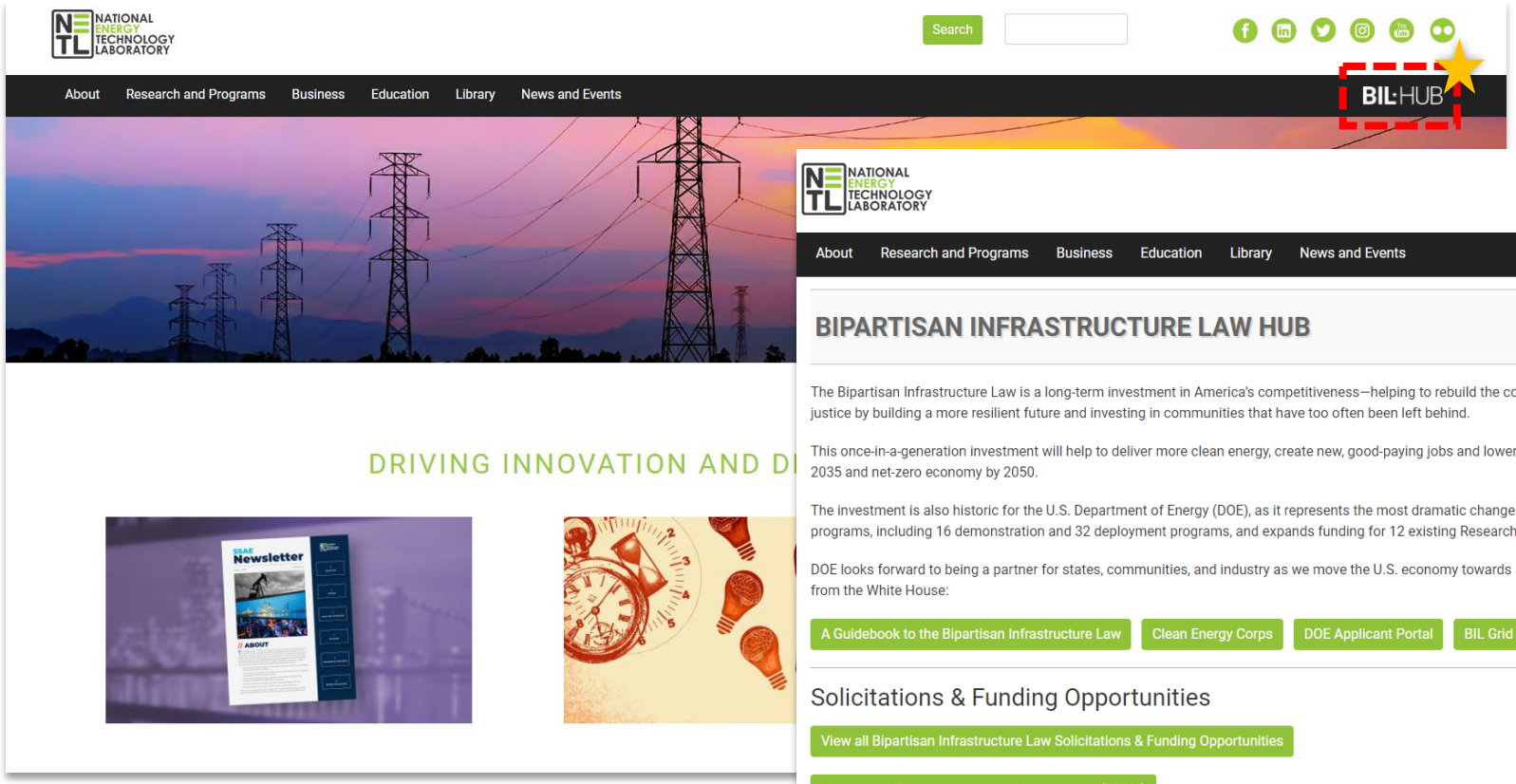
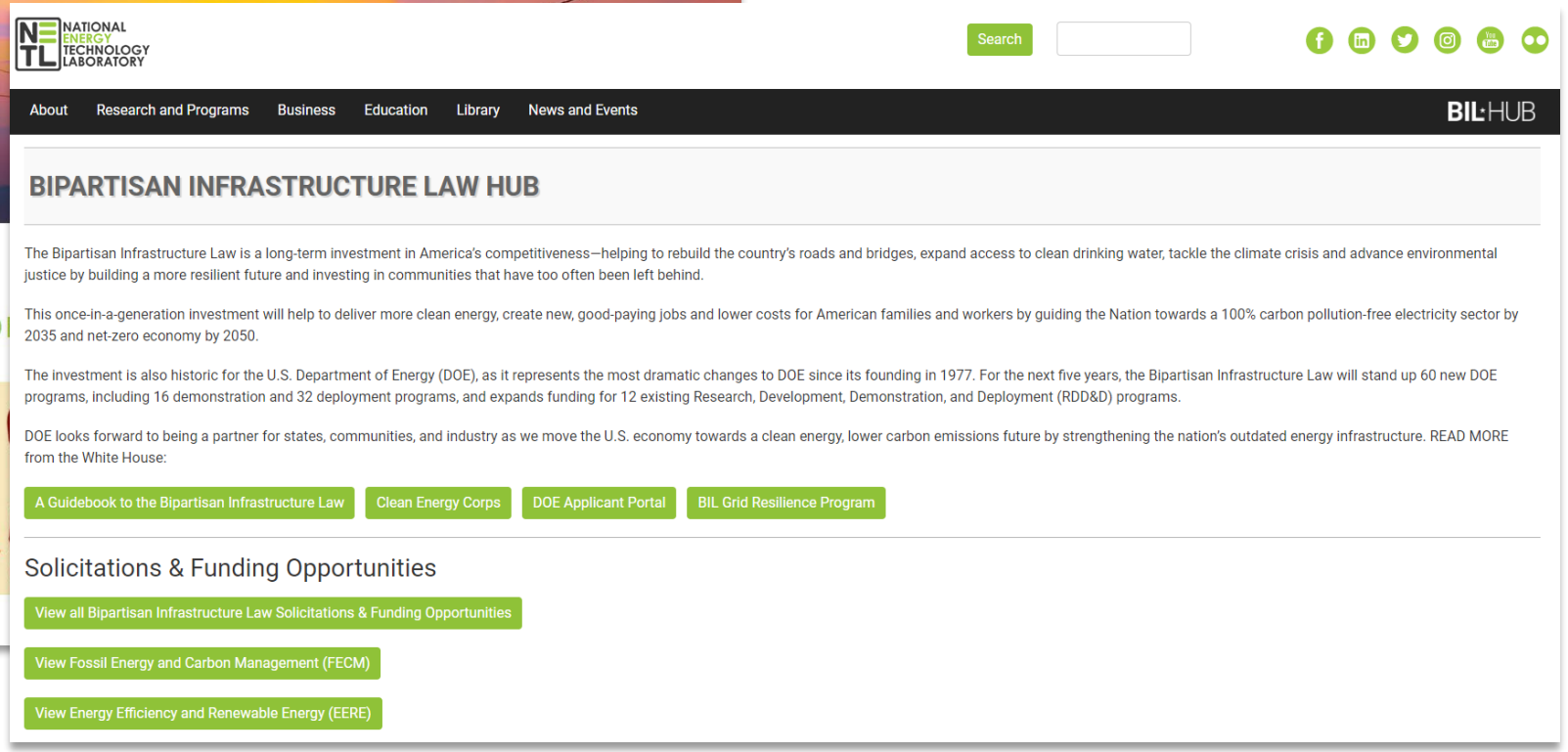
The Technology Development Center @ NETL…

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.