

Doing Business with the Federal Government

Solutions for Today | Options for Tomorrow



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Education Workshops

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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.

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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

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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.

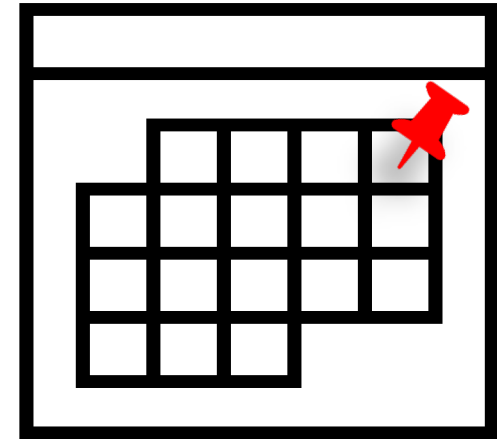
See [2 CFR 200.458 Pre-Award Cost](#)



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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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

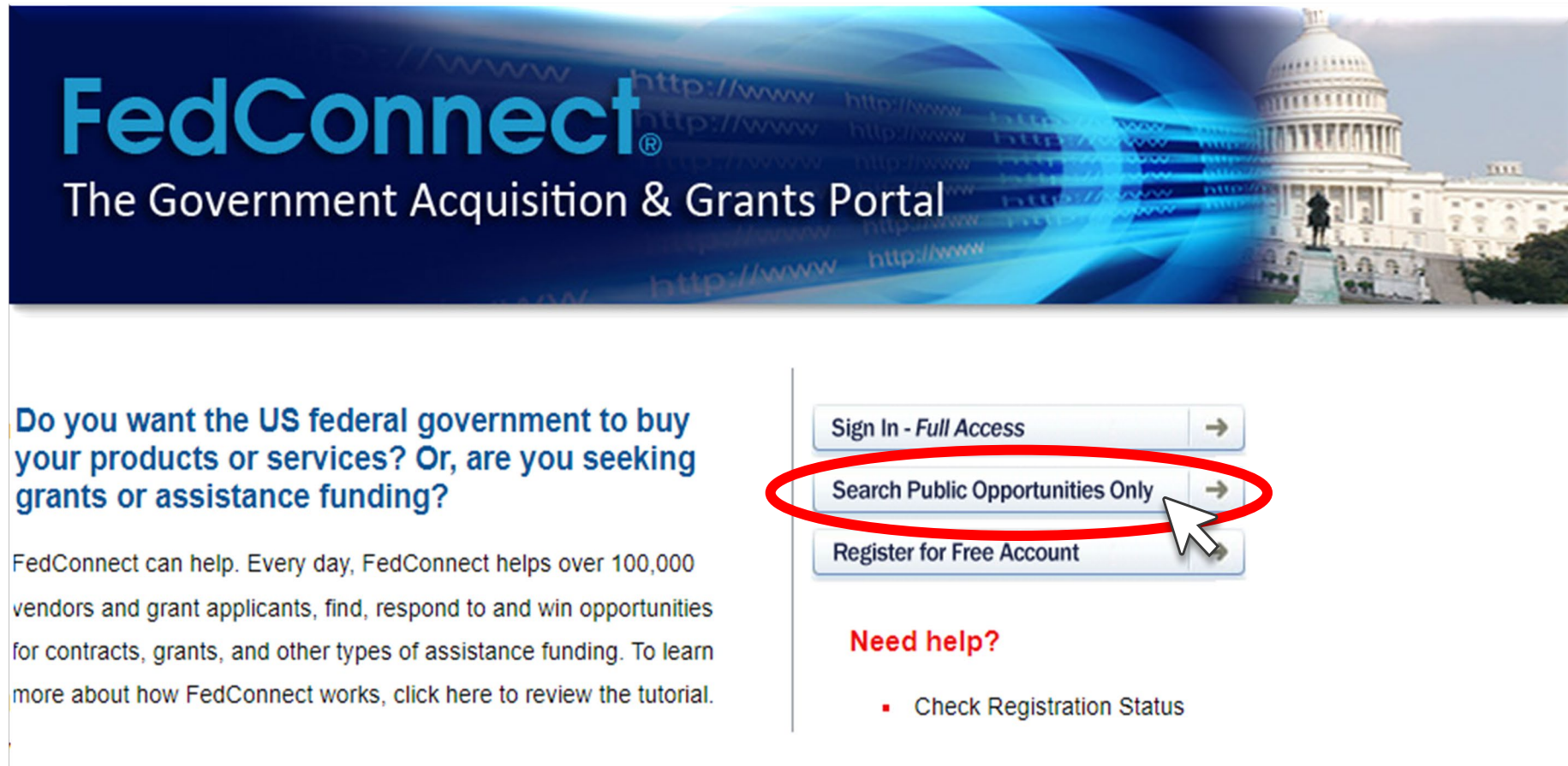
Register with [FedConnect](#)[®] to submit questions.

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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.



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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
<u>Bench-Scale and Slipstream Development and Testing</u>	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.

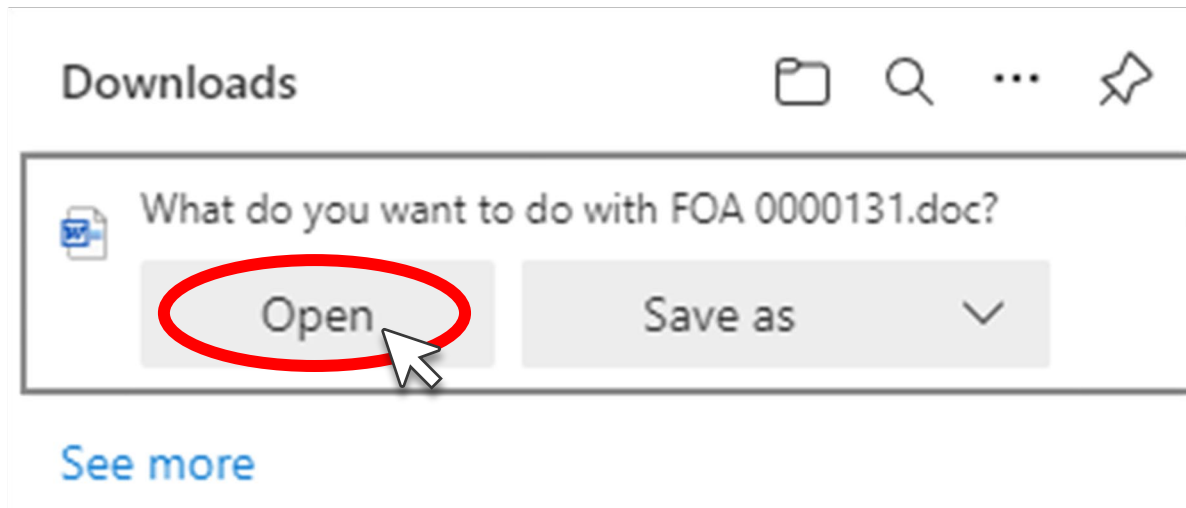
The screenshot shows the FedConnect website interface. At the top is a black header with "FedConnect®" on the left and a "Help" link on the right. Below the header, the main content area is titled "Opportunity: Bench-Scale and Slipstream Development and Testing". The page is divided into three main sections. The left section contains a "Description" box with text about applications for bench-scale development and testing, and an "Overview" box with metadata: Reference number: DE-FOA-0000131, Issue date: 10/23/2009, and Response due: 12/15/2009 08:00 PM US/Eastern. The middle section is titled "What do I do now?" and provides instructions on how to view attachments, along with a "Registered Users" section that requires sign-in. The right section is titled "Documentation" and shows a tree view of files. A red circle highlights the "BODY" file under the "Solicitation" folder, with a mouse cursor pointing at it. Other files in the tree include "Overview", "Amendment 1", 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?

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.

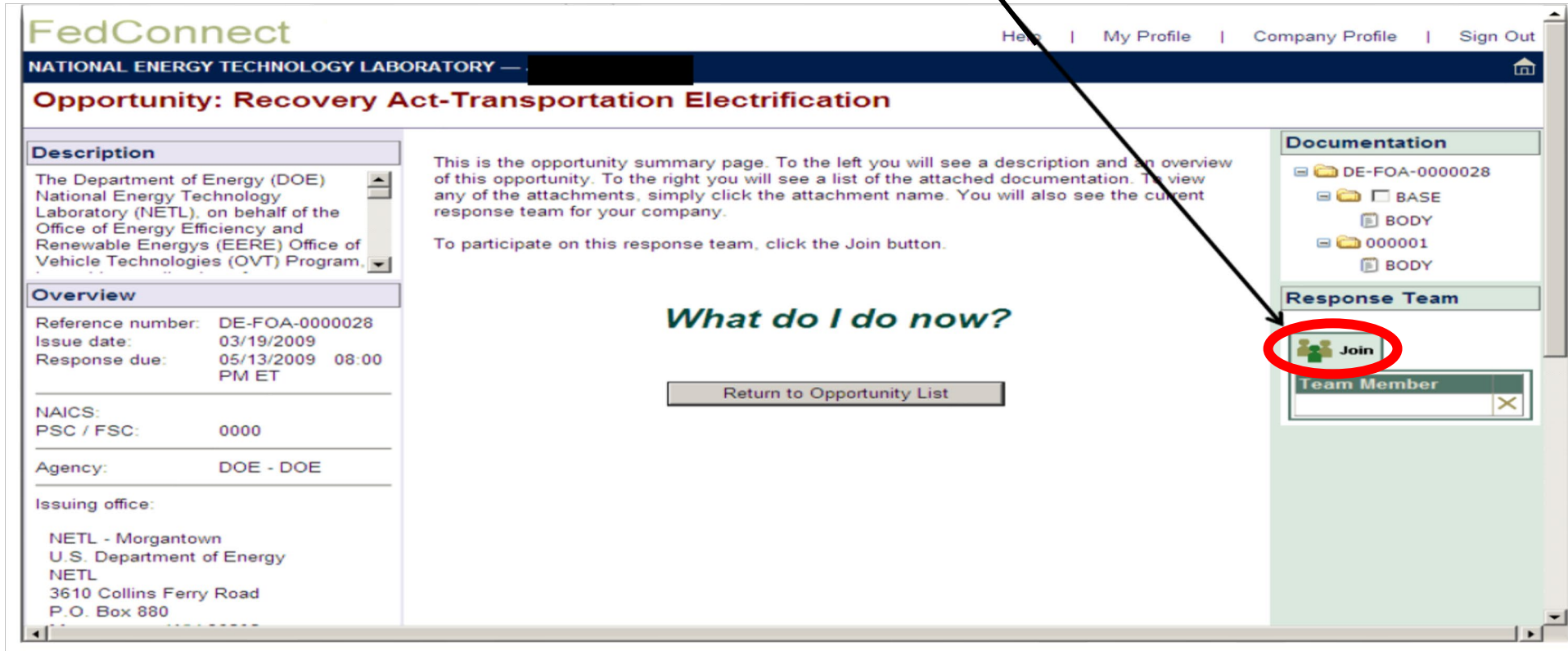
To submit questions about this FOA or Solicitation, sign in to FedConnect® by clicking **Sign In**.

A screenshot of the FedConnect website interface. The top navigation bar is black with "FedConnect®" on the left and a "Help" link on the right. The main content area is titled "Opportunity: Bench-Scale and Slipstream Development and Testing". It is divided into three columns. The left column contains a "Description" box with text about bench-scale development and testing, and an "Overview" box with fields for 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), and Contracting office (NETL - Pittsburgh). The middle column is titled "What do I do now?" and contains instructions for registered and non-registered users. A red circle highlights the "Sign In" button, which is being pointed to by a mouse cursor. The right column is titled "Documentation" and shows a tree view of files including DE-FOA-0000131, Solicitation, Amendment 1, and FOA 0000131 Amendment 1.

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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

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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

		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	←

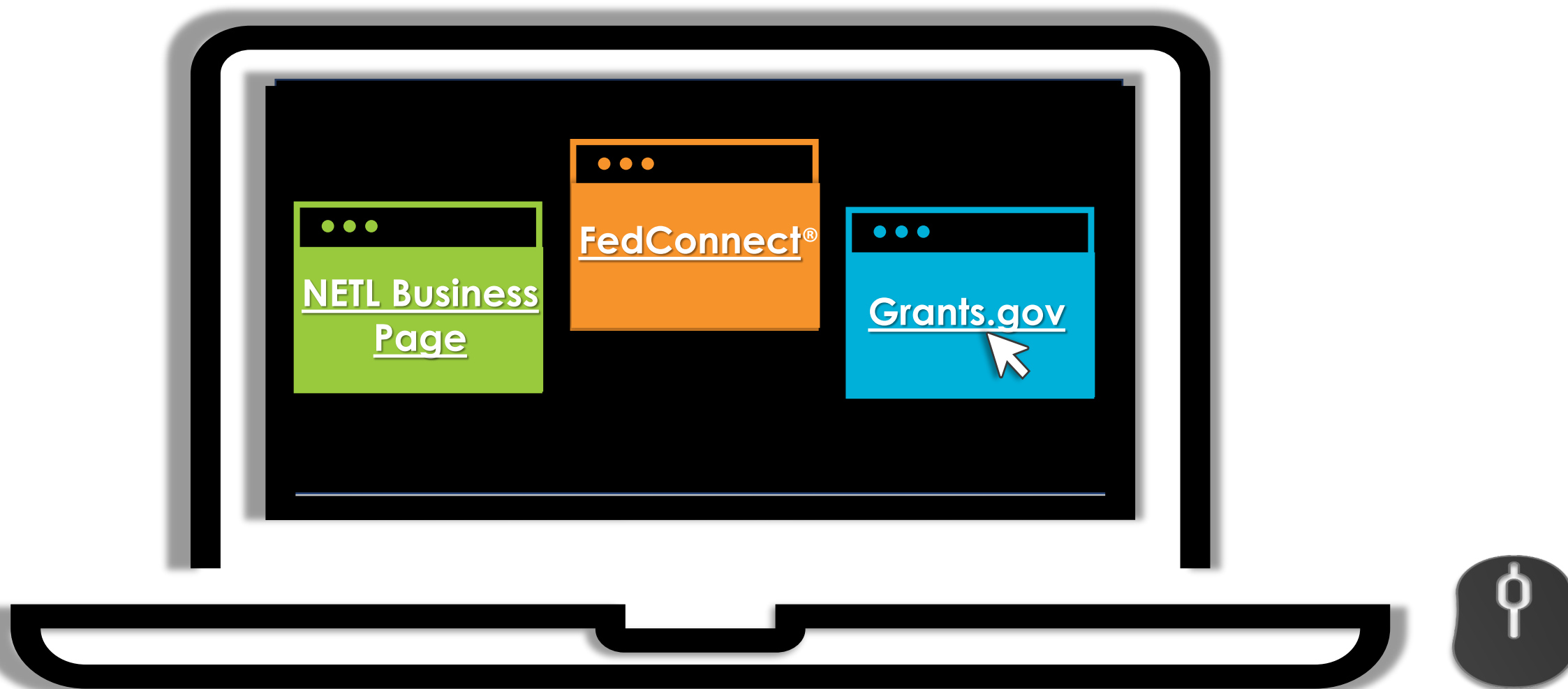
Responses

Create Submit No Response

No responses found.

Response Team

Team Member
Joellen Nieman



Project Management: A Core Competency

Solutions for Today | Options for Tomorrow



*Heather Quedenfeld
Deputy Director, TDC*

Presentation to Regional Carbon
Management Applicant
Education Workshops

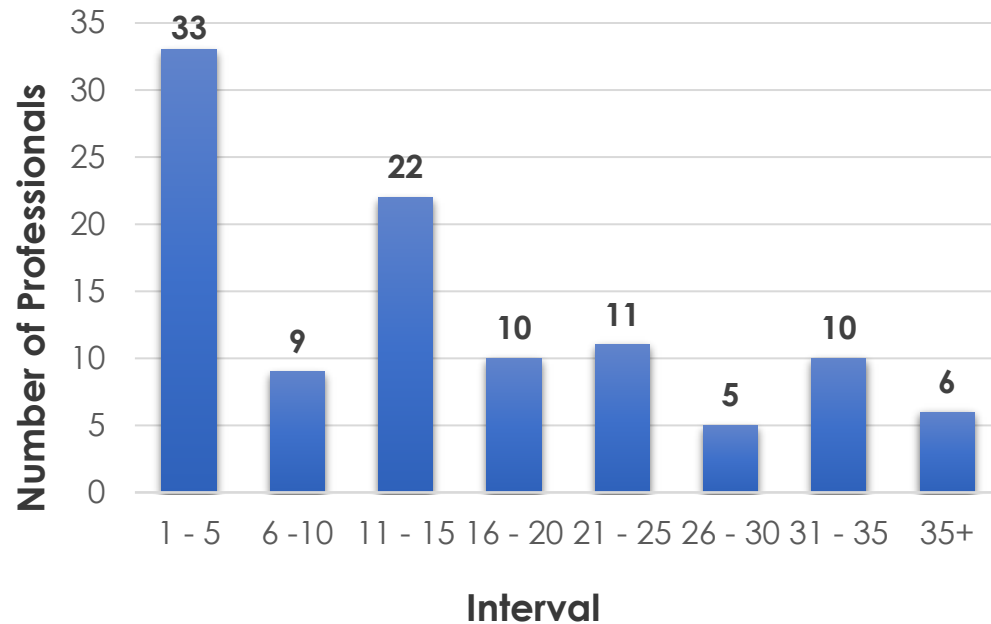
April 7, 2022



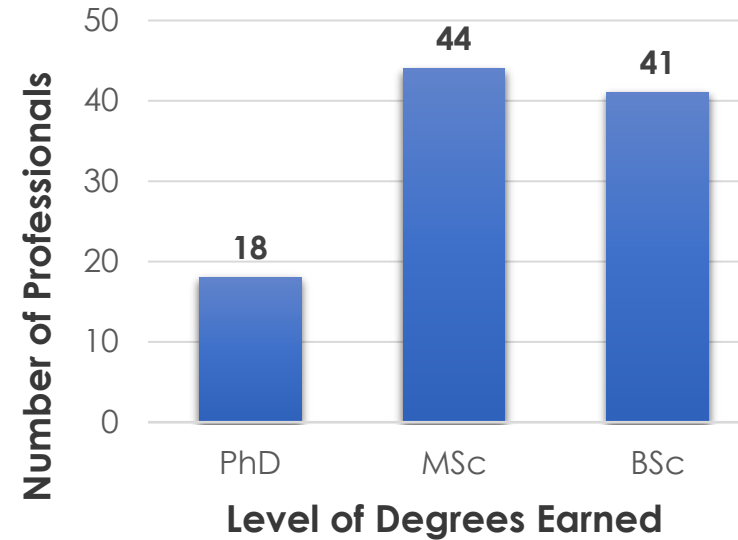
Experienced and Educated Staff

Years of Federal Service, Degrees Earned, and Disciplines

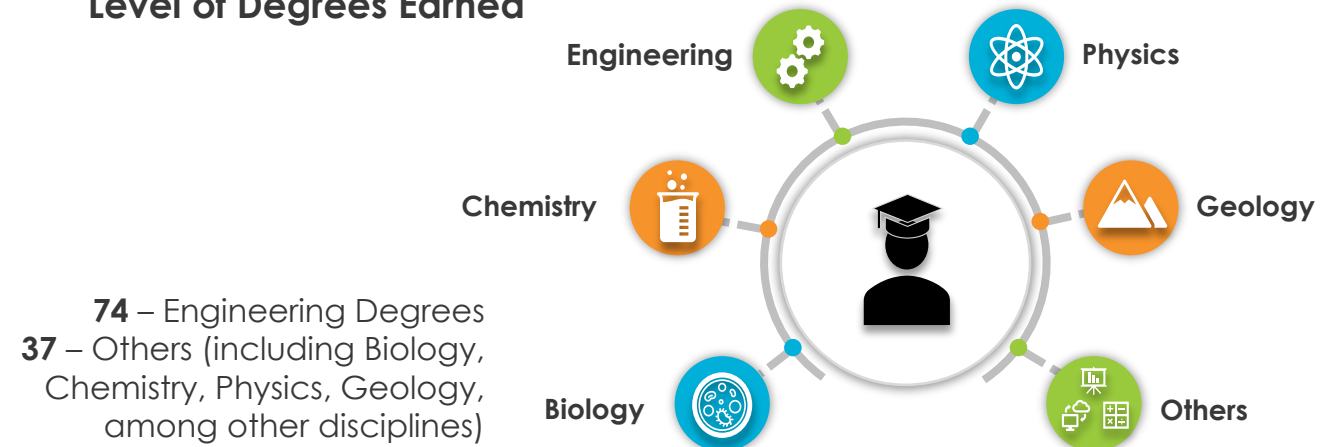
Years of Federal Service



Degrees Earned



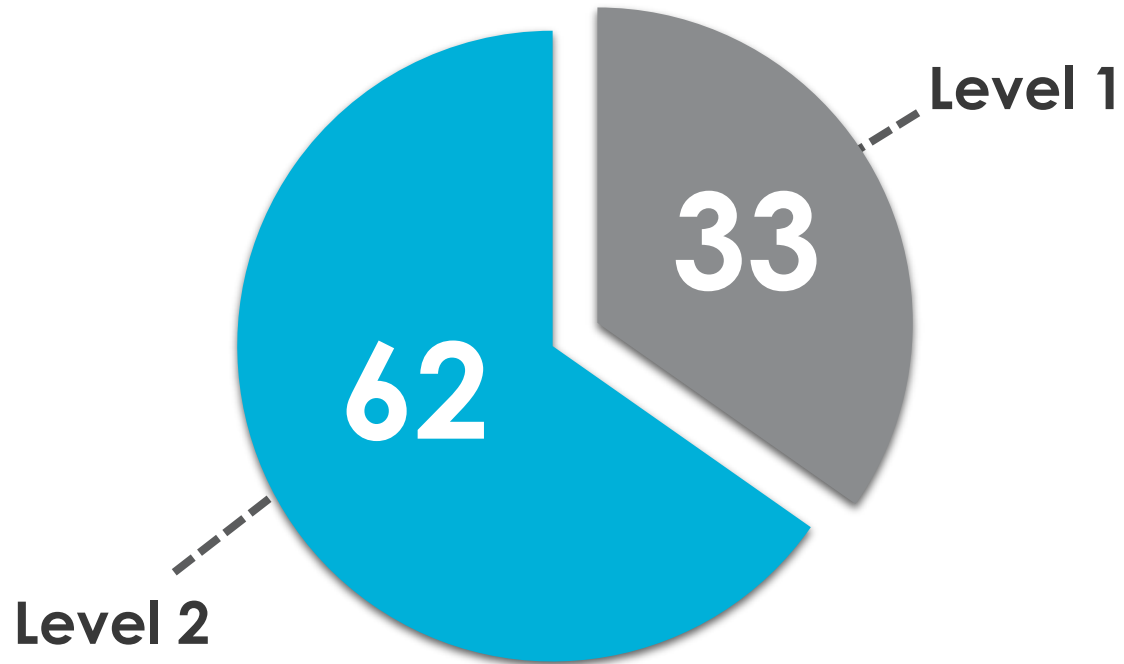
Disciplines



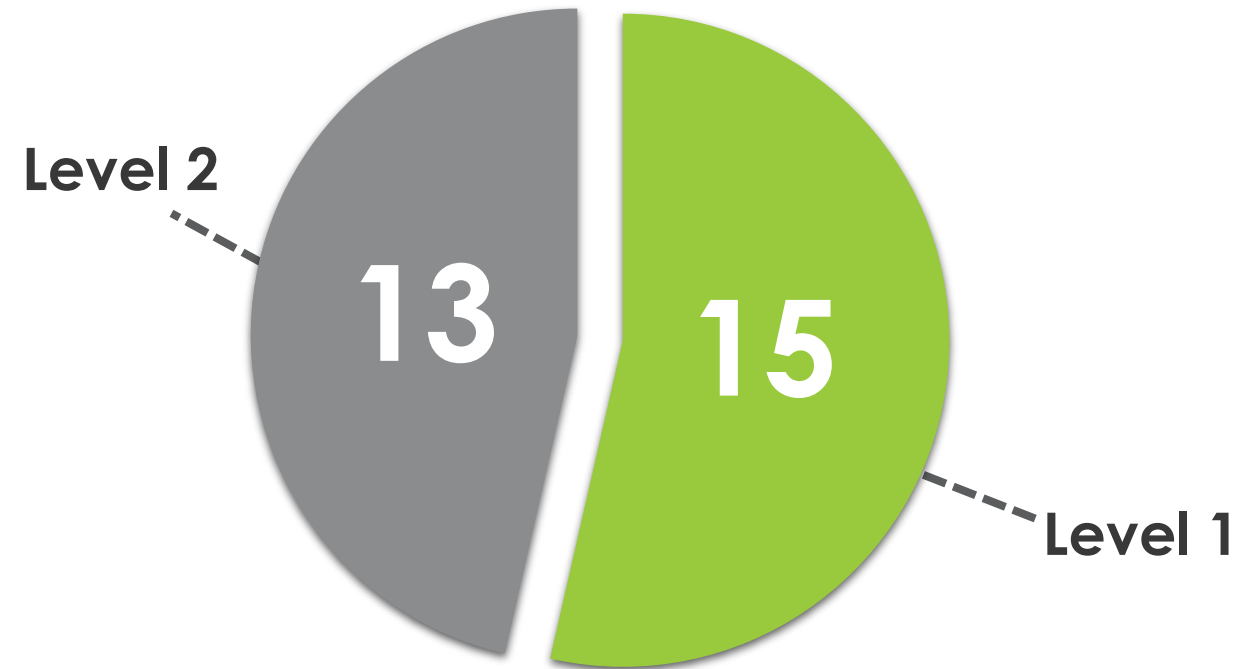
Project Management-centric KSA's

"Honing the Edge"

Technical Project Officer Certification



Contracting Officer Representative Certification



Diverse Engagement (Funding) Mechanisms

Award Type Tailored to RDD&D Goals

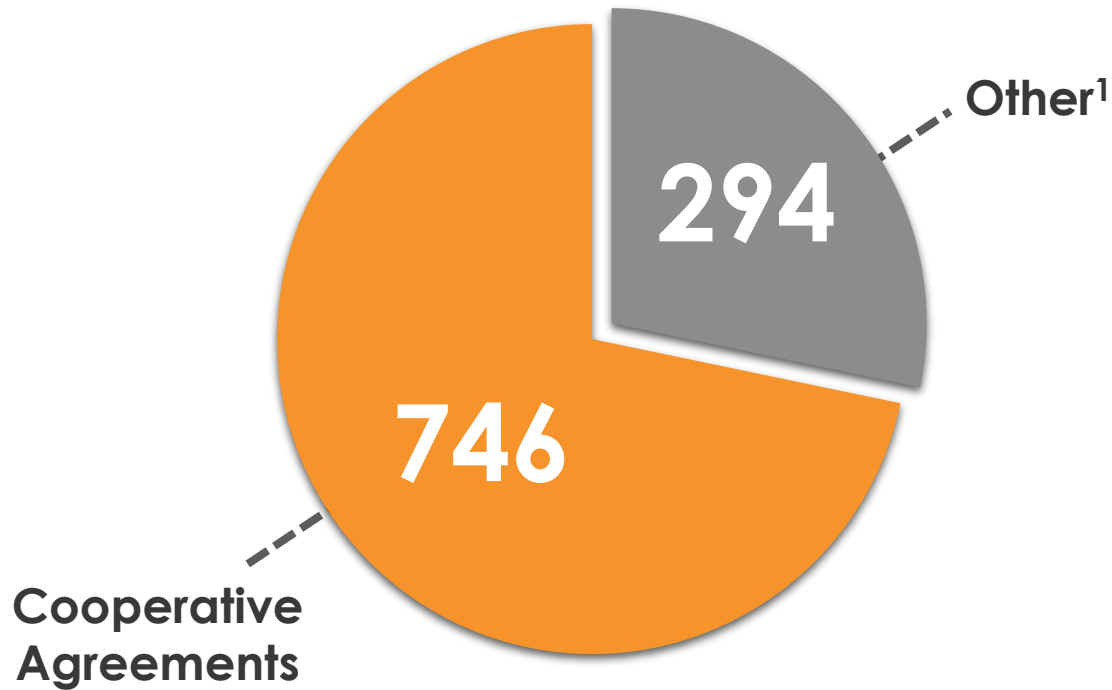
- **Financial Assistance**
 - Cooperative Agreements
 - Grants
 - *SBIR/STTR*
- **Field Work Proposals (FWP)**
- **Interagency Agreements (IA)**
- **Contracts**



Active Awards and Associated Funding

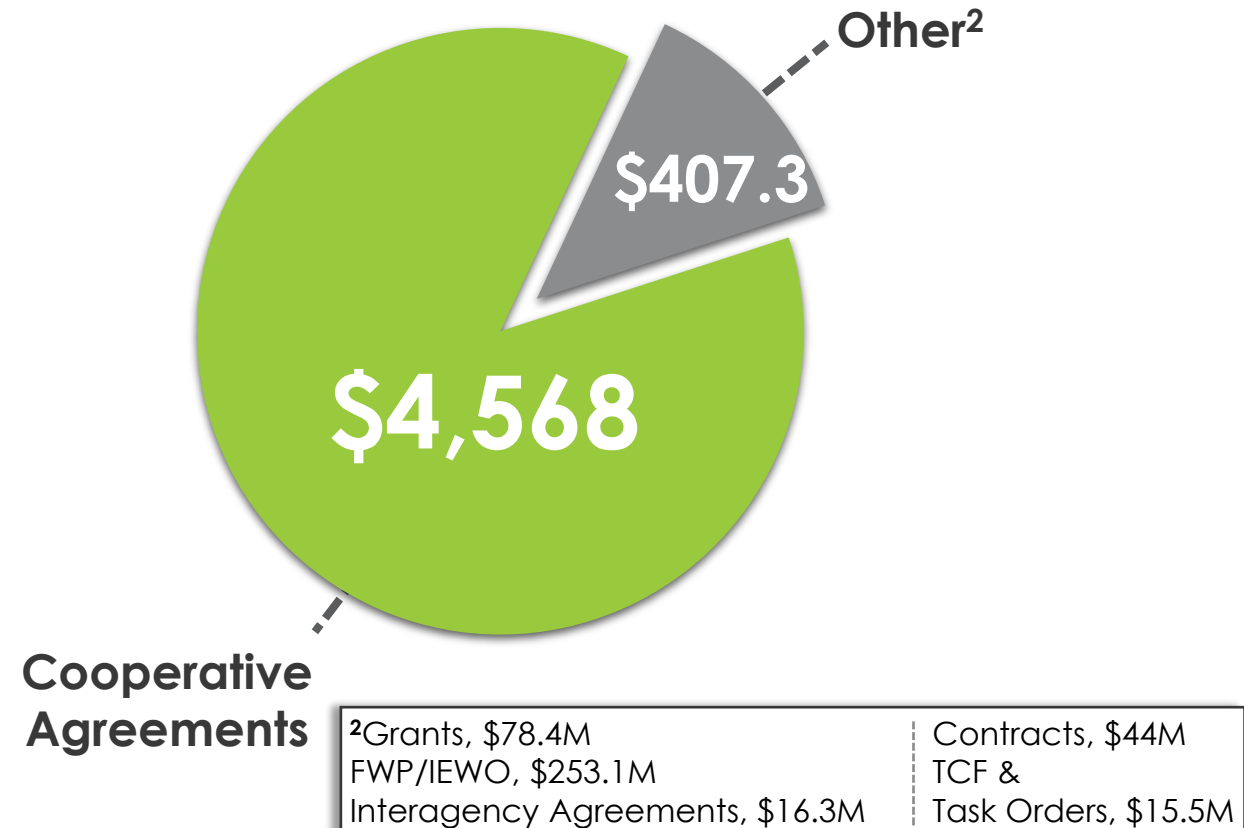
Significant Portfolio under Active Management As of [March 2022]

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**



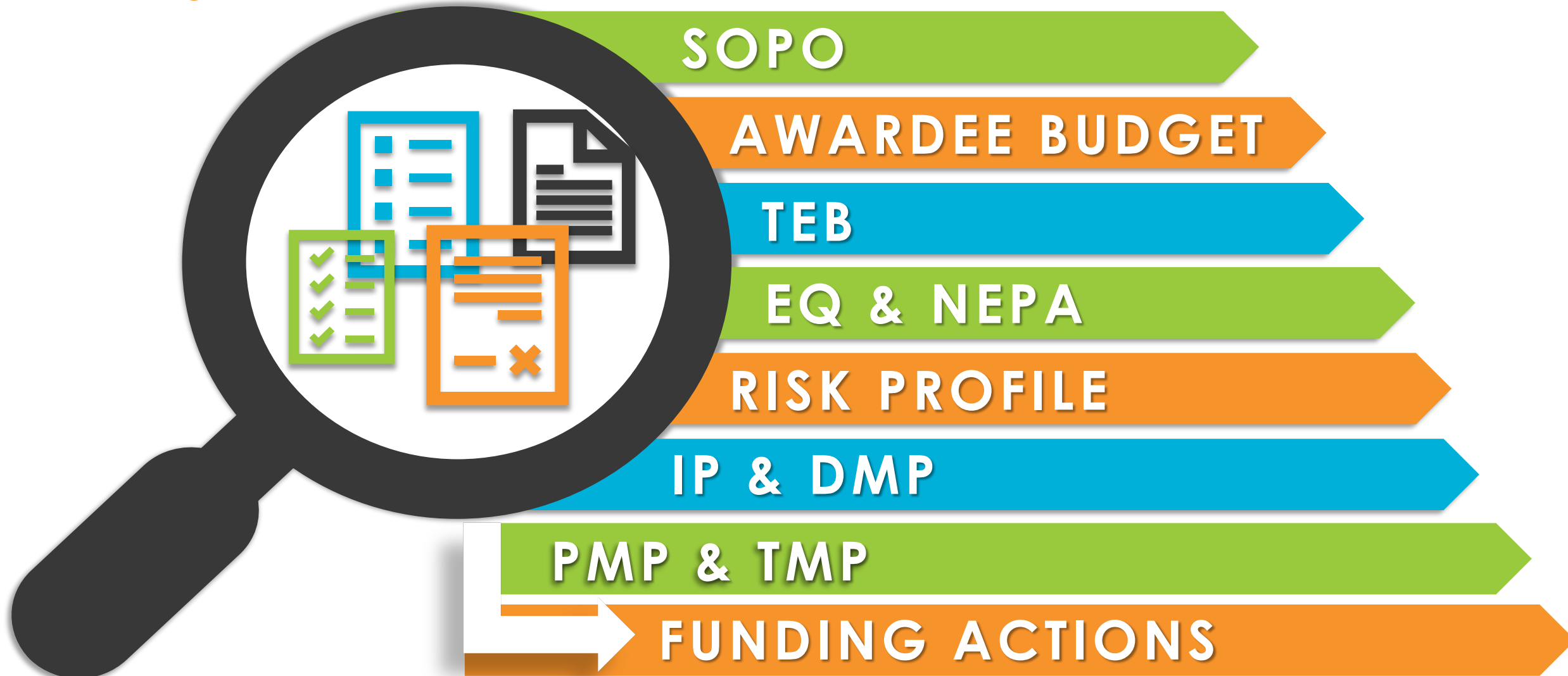
**Evaluation & Selection
Plan**

**Application Review,
Scoring & MRP
Consensus**

Selection Statement

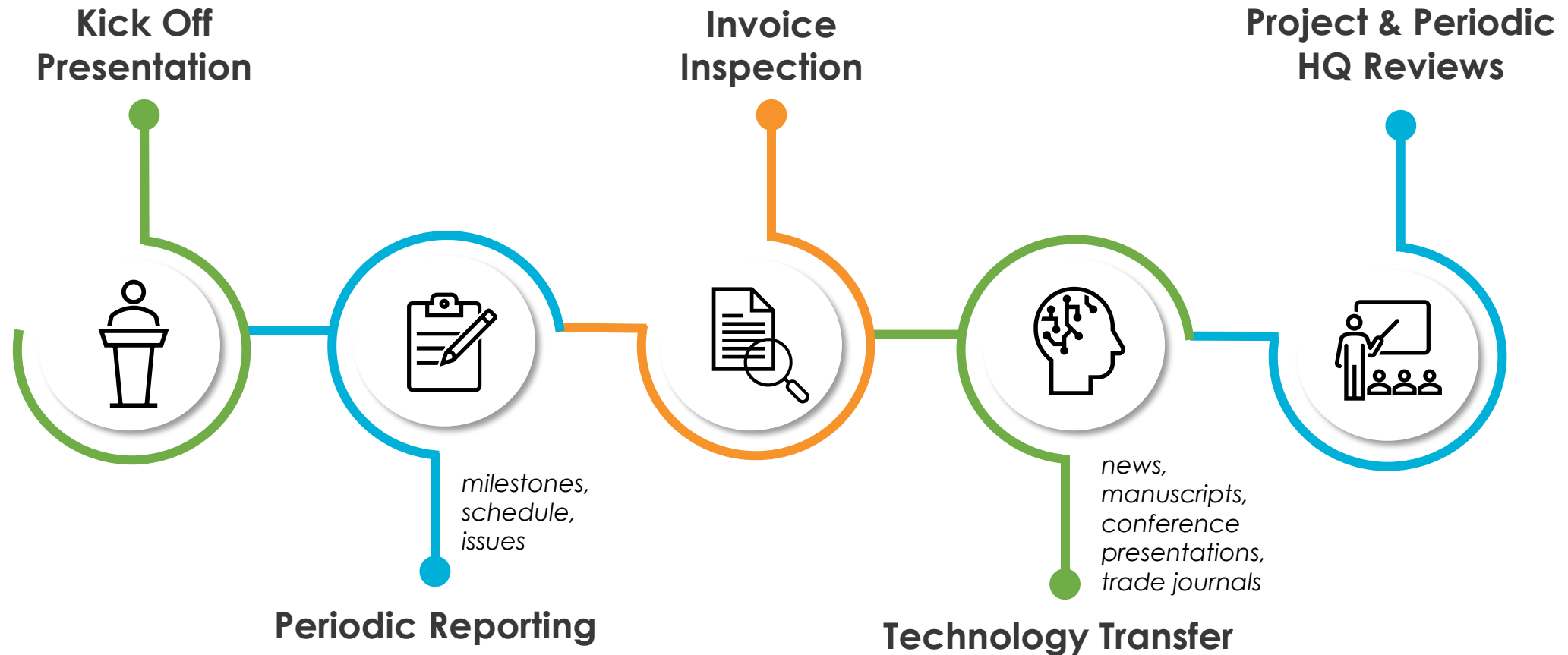
Award Initiation Documentation

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](#).

A screenshot of the NETL Bipartisan Infrastructure Law (BIL) Hub website. The page features a dark header with the NETL logo, a search bar, and social media icons. A navigation menu includes links for About, Research and Programs, Business, Education, Library, and News and Events. The main content area is titled "BIPARTISAN INFRASTRUCTURE LAW HUB" and contains introductory text about the law's goals. 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". A section titled "Solicitations & Funding Opportunities" includes three more 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)". The page also features a large image of power lines and a smaller image of a clock and lightbulbs.