

# Doing Business with the Federal Government

Solutions for Today | Options for Tomorrow



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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.

# 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.

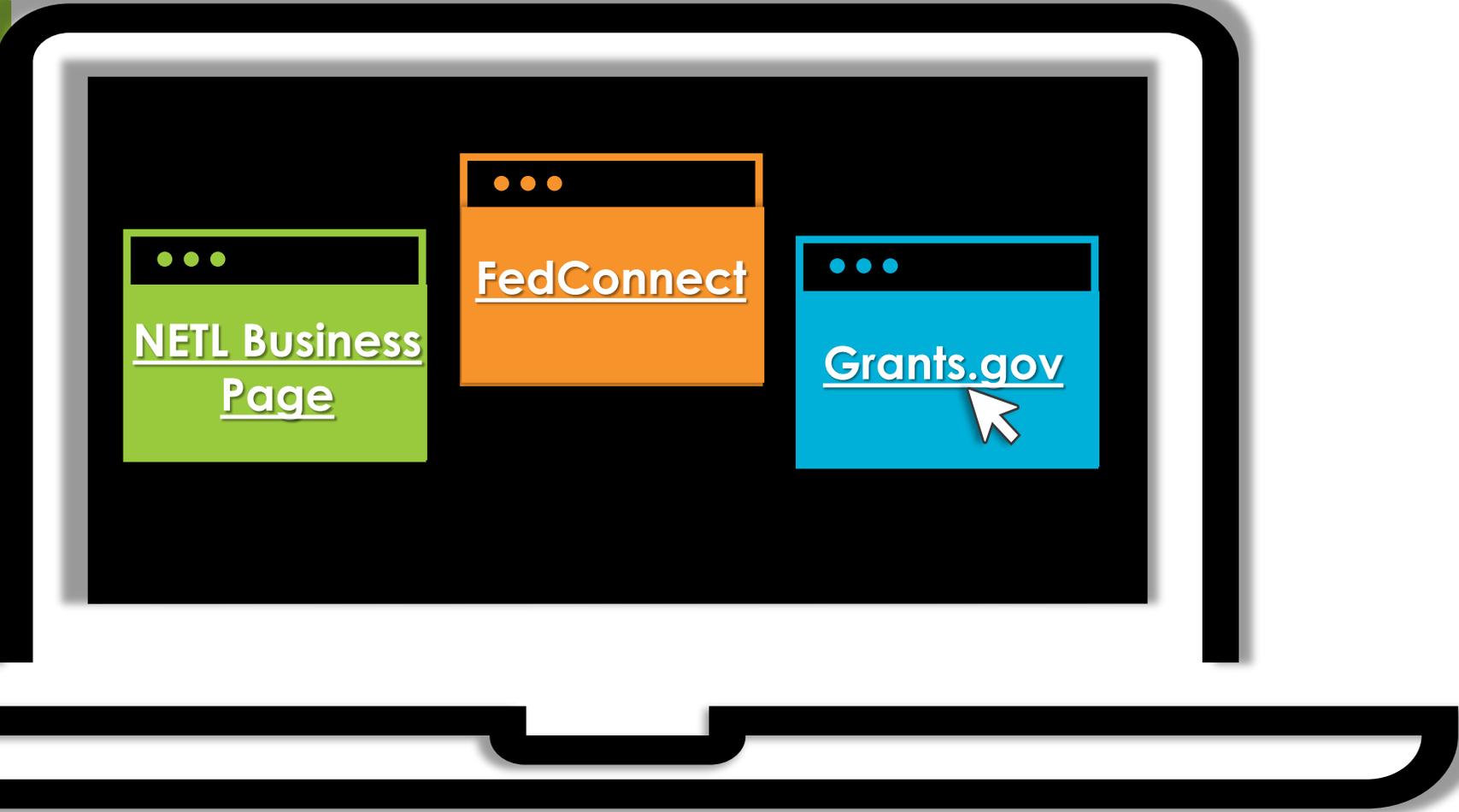
### A Funding Opportunity Announcement (FOA) is...

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.

# 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

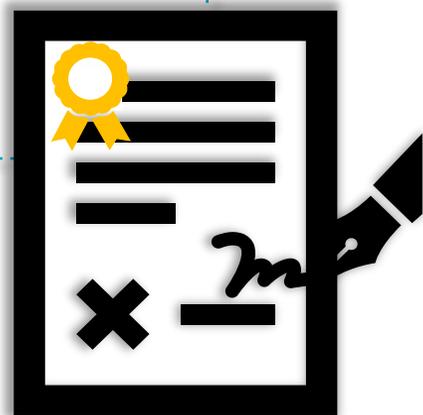
Grants.gov

# 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.**

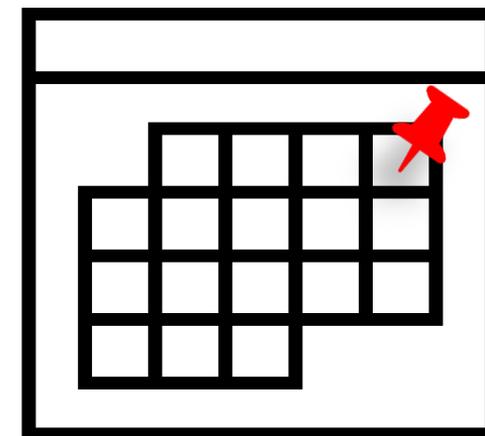
See [2 CFR 200.458 Pre-Award Cost](#)



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

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

# 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.<sup>1</sup>

<sup>1</sup> 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.

<sup>2</sup> 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.

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

04

### Register with FedConnect

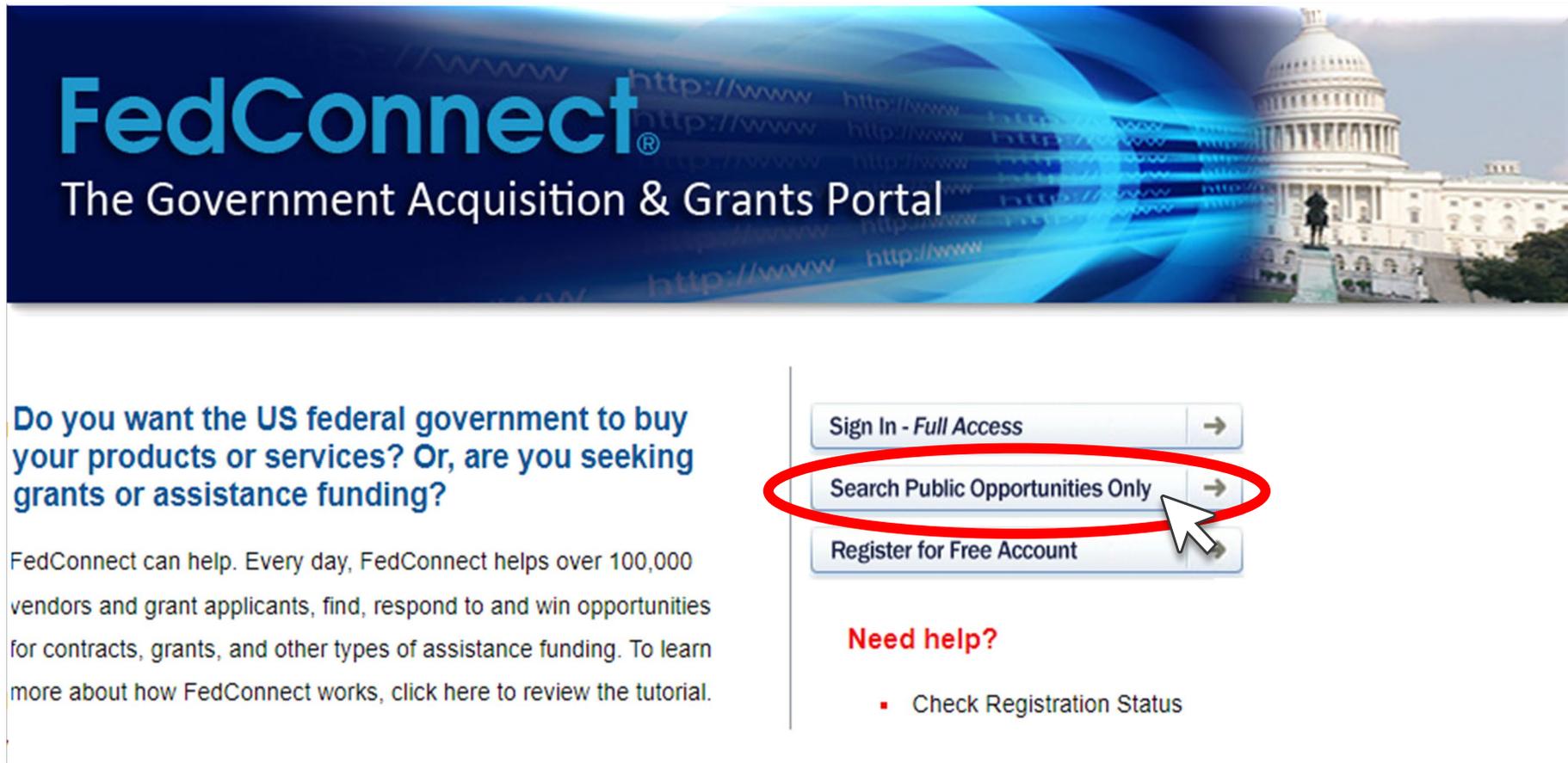
Register with [FedConnect](#)<sup>®</sup> to submit questions.

# Doing Business with the Federal Government



## Accessing NETL FOAs and Solicitations in FedConnect®

Enter the FedConnect® URL ([www.fedconnect.net](http://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's main page. The header features the 'FedConnect' logo in large blue letters, with 'The Government Acquisition & Grants Portal' written below it. The background of the header is a blue and white graphic with a grid pattern and a photograph of the U.S. Capitol building. Below the header, there is a main content area. On the left, a blue text block asks, 'Do you want the US federal government to buy your products or services? Or, are you seeking grants or assistance funding?' followed by a paragraph of text. 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 these buttons, there is a 'Need help?' section with a bullet point for 'Check Registration Status'.

# 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
<a href="#">Bench-Scale and Slipstream Development and Testing</a>	Solicitation	DOE - DOE	NETL Pittsburgh	10/23/2009	12/15/2009 08:00 PM US/Eastern	0000		DE-FOA-0000131

Note the Issuing Office.

# Doing Business with the Federal Government



## Accessing NETL FOAs and Solicitations in FedConnect® cont.

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

**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

### 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.

[Sign In](#)

#### Documentation

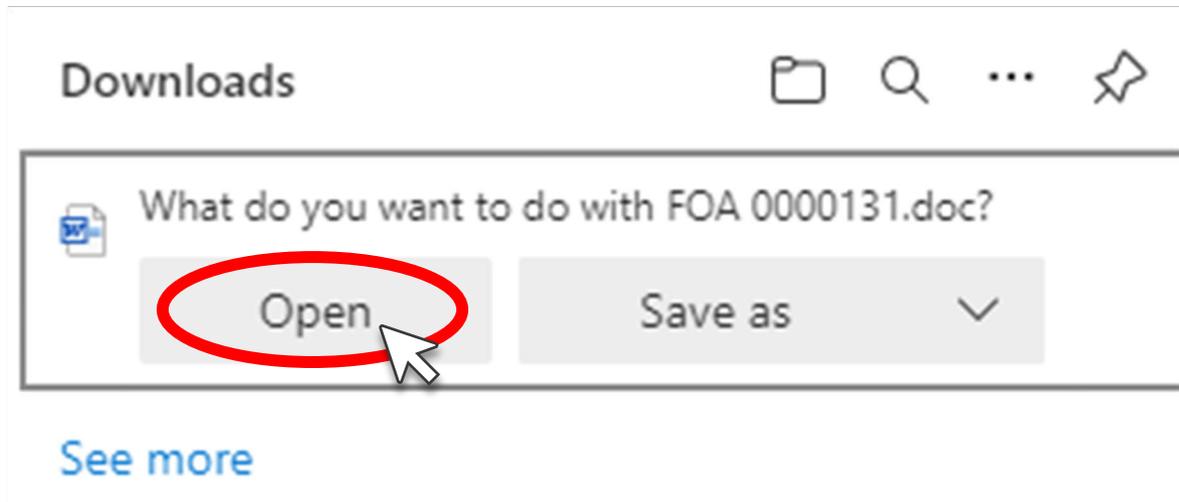
- DE-FOA-0000131
  - Solicitation
    - Overview
    - BODY**
    - Amendment 1
      - Overview
      - FOA 0000131 Amendment 1

# 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*

# 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.

**FedConnect** | Help

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Set Aside:	
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PSC / FSC:	0000
Agency:	DOE
Contracting office:	
NETL - Pittsburgh	

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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

[Sign In](#)

[Register Now](#)

# 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**.

**FedConnect®** | Help

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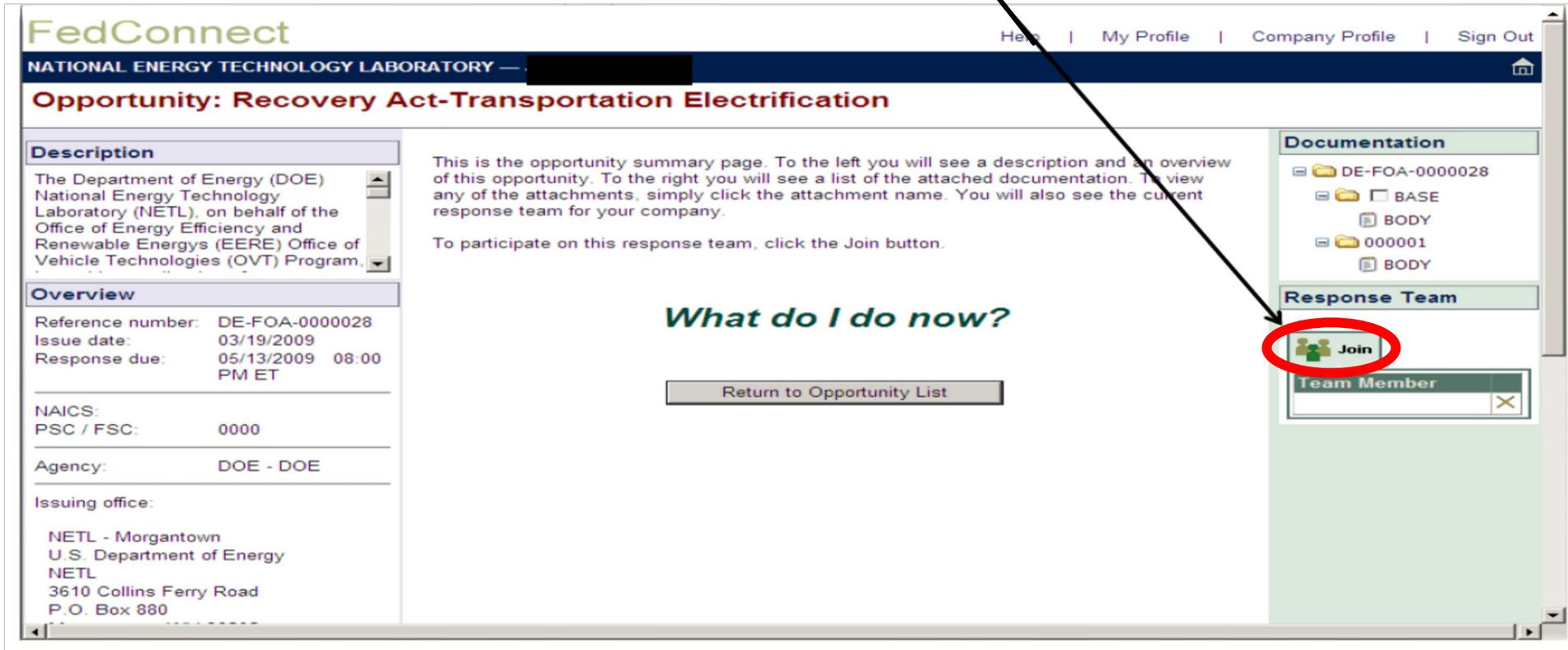
**Sign In** (highlighted with a red circle and mouse cursor)

**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** | Help | My Profile | Company Profile | Sign Out

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: <a href="#">Merit Review Criterion Discussion</a>	04/08/2009 01:55 PM	YES	←	📧
✉	DOE - DOE	JANET M. SPAULDING	RE: <a href="#">Project Roles</a>	04/07/2009 07:02 AM	YES	←	📧
✉	DOE - DOE	JANET M. SPAULDING	RE: <a href="#">Confirming new response deadline</a>	04/03/2009 06:49 AM	YES	←	📧
✉	DOE - DOE	JANET M. SPAULDING	RE: <a href="#">Due date question</a>	04/03/2009 06:47 AM	YES	←	📧
✉	DOE - DOE	JANET M. SPAULDING	RE: <a href="#">Question about FOA instructions</a>	04/02/2009 03:44 PM	YES	←	📧
✉	DOE - DOE	JANET M. SPAULDING	RE: <a href="#">Merit Review</a>	04/02/2009 03:43 PM	YES	←	📧

**Responses**

Create  Submit No Response

No responses found.

**Response Team**

Team Member  
Joellen Nieman

