

SUBMITTING A BID/PROPOSAL



PRESENTED BY:

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U.S. Department of Energy**

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(412) 386-4651



**NETL's Southwestern Pennsylvania Small Business Workshop
April 27, 2006**



WHERE DOES THIS FIT IN THE GENERAL PROCESS?

- INVITATION FOR BID/SOLICITATION
- PUBLICIZE
- **SUBMISSION OF BIDS/PROPOSALS**
- EVALUATION OF BIDS
- AWARD



FINDING AN OPPORTUNITY

- **OFFICE/AGENCY WEB SITES**

NETL only:

www.netl.doe.gov

DOE only:

e-center.doe.gov (Industry Interactive Procurement System (IIPS))

- **GOVERNMENT WIDE ANNOUNCEMENTS**

Financial Assistance:

. www.grants.gov

Acquisition:

. www.fedbizopps.gov

- **NETWORKING**



NETL WEB SITE

www.netl.doe.gov

The screenshot shows the NETL website homepage. At the top, there is a navigation bar with the text "National Energy Technology Laboratory" and a "Site Map" link. Below this is a large banner image of an industrial facility at night, with the NETL logo on the left and the tagline "THE ONLY U.S. NATIONAL LABORATORY DEVOTED TO FOSSIL ENERGY TECHNOLOGY" on the right. A left sidebar contains a menu with items: ABOUT NETL, KEY ISSUES & MANDATES, ONSITE RESEARCH, TECHNOLOGIES, SOLICITATIONS & BUSINESS, CAREERS & FELLOWSHIPS, NEWSROOM, and CONTACT NETL. At the bottom of the sidebar is the Department of Energy logo. The main content area features a large image of an oil rig with the heading "Tackling U.S. Energy Challenges". A callout box with a speech bubble says "Click Here" pointing to the rig image. Below the rig image is a text box titled "Secure and Reliable Energy" with the text: "Domestic coal, oil, and natural gas resources can contribute enormously to our Nations economic strength, energy security, and quality of life through the 21st century." Below this text is a link "View Secure & Reliable Energy Supplies" and a row of six small images representing different energy sources. To the right of the main content is a "NEWS & FEATURES" section with a list of links: "Preliminary Economic Analysis of Activated Carbon Injection [PDF-1.3MB]", "Solicitation for 'Novel Technology & Commercially Focused Approaches to CO2 Capture & Separation for Existing & Future Carbon Based Electric Generation Power Plants'", "Solicitation for 'Clean Cities Transportation Sector Petroleum Reduction Technologies Commercial Deployment'", "NETLog, the newest NETL newsletter, is now available", and "Tax Credit Certification Questions". Below this is an "EVENTS CALENDAR" section with links: "31st International Technical Conference on Coal Utilization & Fuel Systems", "2006 International Coalbed Methane Symposium", and "Teaming to Win Conference".

National Energy Technology Laboratory

Site Map

GO>

NETL

THE ONLY U.S. NATIONAL LABORATORY DEVOTED TO FOSSIL ENERGY TECHNOLOGY

ABOUT NETL

KEY ISSUES & MANDATES

ONSITE RESEARCH

TECHNOLOGIES

SOLICITATIONS & BUSINESS

CAREERS & FELLOWSHIPS

NEWSROOM

CONTACT NETL

Tackling U.S. Energy Challenges

Click Here

Secure and Reliable Energy

Domestic coal, oil, and natural gas resources can contribute enormously to our Nations economic strength, energy security, and quality of life through the 21st century.

View Secure & Reliable Energy Supplies

NEWS & FEATURES // All >

- ▶ [Preliminary Economic Analysis of Activated Carbon Injection \[PDF-1.3MB\]](#)
- ▶ [Solicitation for "Novel Technology & Commercially Focused Approaches to CO2 Capture & Separation for Existing & Future Carbon Based Electric Generation Power Plants"](#)
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EVENTS CALENDAR // All >

- ▶ [31st International Technical Conference on Coal Utilization & Fuel Systems](#)
- ▶ [2006 International Coalbed Methane Symposium](#)
- ▶ [Teaming to Win Conference](#)

2005 NETL Accomplishments Report //

We are pleased to announce the release of NETL's [2005 Accomplishments Report](#), a summary of the result of NETL's work over the past fiscal year.

DOE WEB SITE

e-center.doe.gov

Department Of Energy
e-Center
Business and Financial Assistance
Opportunities with Energy

About e-Center
Browse Opportunities
Register
Login
Help
Special Notices
Breaking News
Information
Other Business Opps.
Professionals Homepage

Click Here

Hello, you are currently visiting the Department of Energy's e-center. The e-center is the Department of Energy's web site for information on doing business with the Department of Energy, including viewing current business opportunities, registering to submit proposals, and obtaining information and guidance on the acquisition and financial assistance award process.

[Security Features](#)

[Rules of Behavior](#)

[Privacy Statement](#)

- ▶ [Click here if you would like to view the Doing Business with the DOE DVD](#)
- ▶ [Click here if you would like to browse for existing Acquisition and Financial Assistance opportunities](#)
- ▶ [Click here if you would like to login to e-Center](#)
- ▶ [Click here for information and guidance.](#)
- ▶ [Click here for other business opportunities](#)
- ▶ [Click here for the Professionals Homepage](#)
- ▶ [Click here for help](#)

Are you a Government or private sector professional seeking statutory and/or regulatory information in the areas of procurement, financial assistance, personal property, contractor human resources management, professional development, or business practices? The Professionals Homepage is a web site dedicated to providing information on these areas. Use the link below to access the site.

- ▶ [Connect me directly to the Office of Procurement and Assistance Management Professionals Homepage](#)



Financial Assistance Opportunities

www.grants.gov

Grants Applicants EBiz About Us Resources P.L. 106-107 Privacy FAQs Tec

GRANTS.GOVSM

Get Started Find Grant Opportunities App G

Home > Find Grant Opportunities

FIND grant opportunities

Grants.gov provides organizations with the ability to search for grant opportunities. The Office of Federal Financial Management recently issued a [policy directive \(.pdf\)](#) requiring that all Federal agencies post grant opportunities online as of November 7.

To begin your search for grant opportunities, access [Search Grant Opportunities](#) below. To register to receive all email notifications of new grant postings from Grants.gov, access [Receive Grant Opportunity Emails](#) below.

Search Grant Opportunities

- [Basic Search](#)
- [Browse by Category](#)
- [Browse by Agency](#)
- [Advanced Search](#)

Receive Grant Opportunity Emails

- [Selected Notices based on Funding Opportunity Number](#)
- [Selected Notices based on Advanced Criteria](#)
- [All Grants Notices](#)
- [Unsubscribe from Grant Notices](#)

FIND

[Search Grant Opportunities](#)

[Grant Opportunity Subscription Services](#)

QUICK LINKS

Access the most requested information and features.

Select A Topic

RESOURCES

[Posted Grant Opportunities within last 7 days](#)

[Available Grant Application Packages](#)

[Types of Grants](#)

[Grant Making Agencies](#)

[Additional Grant Resources](#)

[Download Active Grants in XML Format](#)

Click Here

Start Nov... (OR... NETL... Welc... Fede... NETL... http... 7:50 PM



Federal Business Opportunities (FedBizOpps)

www.fedbizopps.gov

Fed Biz Opps
Federal Business Opportunities

★ **Find Business Opportunities**

★ **General Information**

- ▶ Section 508 Vendor Notice
- ▶ Interface Description
- ▶ Procurement Classification Codes
- ▶ Management Responsibility
- ▶ Frequently Asked Questions

★ **Privacy and Security Statement**

- ▶ Privacy and Security Statement

★ **FedBizOpps News**

- ▶ What's New?
- ▶ FBO Awards
- ▶ 508 Compliance

FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

Hurricane Emergency Contracting Information

Click [HERE](#) for information on registering your business capabilities to assist in the Hurricane disaster relief efforts.

FedBizOpps BUYERS **FedBizOpps VENDORS**

E-GOV The FedBizOpps Team is committed to Section 508-compliant accessibility. Integrated



Search FedBizOpps

Vendors
Notification
Service

The screenshot displays a web browser window titled "Print Preview" showing a two-page search form for FedBizOpps. The left pane (Page 1 of 2) contains a "Vendors" section with links for "Federal Acquisition Regulation (FAR)", "Vendors Feedback Email", "Vendors Notification Service", "FBO Vendors Guide", and "FBO Vendors Guide (Download)". It also includes sections for "General Information", "Contact Information", and "FedBizOpps Home". The right pane (Page 2 of 2) features a "Find Business Opportunities" section with a search field and "Start Search" and "Clear Form" buttons. Below the search field are various filters: "Search by Solicitation / Award Number", "Days to Search", "Search by Place of Performance Zip Code", "Search by Set-Aside Code", "Search by Procurement Classification Code", "Search by NAICS Code", and "Search by Agency". A callout bubble points to the "Start Search" button on the right pane. The Windows taskbar at the bottom shows the Start button, several open applications (Novell Gro..., FTIS (ORAPRO..., Microsoft P..., NETL Intra..., Search - ...), and the system clock showing 4:17 PM on 4/26/2006.

Start
Search



FedBizOpps Notification Service

Print Preview

Print... Page 1 of 1 75% Help Close

Vendors Notification Notice Page 1 of 1

Vendors

Federal Business Opportunities

★ Find Business Opportunity

★ Vendors Links

- ▶ ARNET Home Page
- ▶ Vendor Feedback E-mail
- ▶ Vendors User Guide

★ General Information

- ▶ Section 508 Vendor Notice
- ▶ Interface Description
- ▶ Management Responsibility
- ▶ Frequently Asked Questions

★ Contact Information

- ▶ Email: fbo.support@smtp-dev.qsa.gov
- ▶ Phone: 877-472-3779 (Toll Free)

★ FedBizOpps Home

- ▶ FedBizOpps Home
- ▶ FedBizOpps Buyers
- ▶ FedBizOpps Vendors

Vendor Notification Service

Disclaimer: This service is provided for convenience only and does not serve a service are ultimately responsible for reviewing the [Federal Business Opportunity](#) acquisitions.

Privacy Act Routine Uses (5 USC § 522a as amended): Disclosure (or provide [FBO Privacy and Security Statement](#).)

Sign up to receive procurement announcements from the Federal Business Opps the following announcements by email:

- Presolicitation and their modification
- Notices of solicitation and solicitation amendment releases
- General procurement announcements

Four options are available:

1. Register to receive all notices from [solicitation number](#).
2. Register to receive all notices from [selected organizations and products](#).
3. Register to receive [all procurement notices](#).
4. Register to receive [a report of all vendor notification registrations](#).

Users of this service may add new subscriptions or [unsubscribe](#) from all subscri

To remove 1 or more subscriptions, first [unsubscribe](#) from all subscriptions, th

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Federal Business Opportunities (FedBizOpps)

www.fedbizopps.gov

p p s
Business Opportunities

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Related Links

- ▶ Business Partner Network (BPN)
- ▶ Central Contractor Registration (CCR)
- ▶ Demo FBO
- ▶ Federal Agency Business Forecasts
- ▶ Federal Assets Sales
- ▶ Federal Grants
- ▶ Firstgov
- ▶ Minority Business Development Agency
- ▶ SUB - Net (Subcontracting Opportunities)
- ▶ IAE
- ▶ FedTeds
- ▶ Vendor Notification Service

Contact Information

- ▶ Email: fbo.support@gsa.gov
- ▶ Phone: 877-472-3779 (Toll Free)

BUYERS **VENDORS**

Internet

Click Here
for CCR



Central Contractor Registration

Central Contractor Registration

here are 384446 active vendors currently

Vendor Corner Government Arena Small Business CCR Handbook Access CCR Data Help

Start New Registration
Finish Saved Registration Using Confirmation #
Update or Renew Registrations Using TPIN
Search CCR
Find my DUNS
Find my CAGE
Federal Agency Registration
Dynamic Small Business Search

NOTICE:
SECURITY NOTICE
If you receive a letter from the Department of Transportation requesting your TPIN number, do not respond. DO NOT give your TPIN number to anybody. Please see further information in the SECURITY ALERT message below on this page.

ANNOUNCEMENT FROM THE FEDERAL GOVERNMENT RE BUSINESS SIZE STATUS AND CCR TRADING PARTNER PROFILE
On April 18, 2005, the U.S. Small Business Administration will begin using its Small Business Logic to determine the small business status of companies registered in the CCR. [A notice has gone out](#) to every company registered informing them of the change. This is expected to improve accuracy and reduce previously required data input. Companies will no longer be required to populate the SBA

CCR Daily

Upcoming Events

1	2	3	4	5	6	
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

E-GOV

Security Notice ▶

CCR Policy and Background ▶

Government Industry Data Mart

Discussions ▾ | Subscribe... | Discussions not available on <http://www.ccr.gov/>



NETWORKING



Government Agency Coordination Office



Your Church



On A Plane

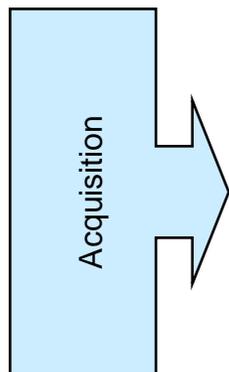


Small Business Administration
Small Business Administration

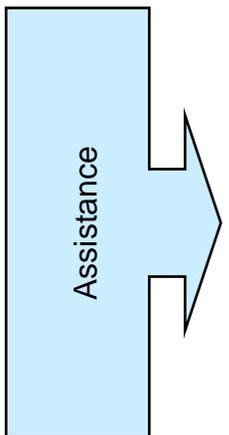
National Contract Management Association



READ THE SOLICITATION/ANNOUNCEMENT



- Executive Summary Letter
- Part I: The Schedule
- Part II: Contract Clauses
- Part III: Attachments
- Part IV: Representations and Instructions
- Part V: Evaluation Factors for Award

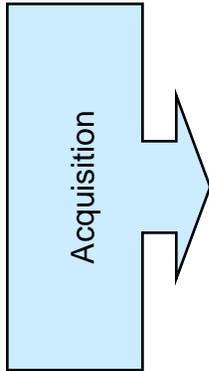


- Funding Opportunity Description
- Award Information
- Eligibility Information
- Application and Submission Information
- Application Review Information
- Award Administration Information
- Questions/Agency Contacts
- Other Information

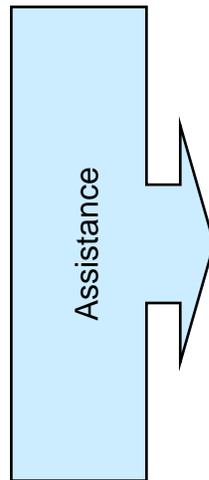




UNDERSTAND THE SOLICITATION/ANNOUNCEMENT



- EX Executive Summary Letter
- Part I: The Schedule
- Part II: Contract Clauses
- Part III: Attachments
- Part IV: Representations and Instructions
- Part V: Evaluation Factors for Award



- Funding Opportunity Description
- Award Information
- Eligibility Information
- Application and Submission Information
- Application Review Information
- Award Administration Information
- Questions/Agency Contacts
- Other Information

UNDERSTAND THE SOLICITATION/ANNOUNCEMENT



- L. Instructions, Conditions, and Notices to Offerors (examples)
 - General information concerning the award
 - Type of contract
 - Number of awards
 - Definitions
 - Site visits
 - Time, date, and place for submission
 - Preparation instructions
 - What to include in your submission
 - **ELECTRONIC ??????**
 - Limitations on submissions

UNDERSTAND THE SOLICITATION/ANNOUNCEMENT



- **M. Evaluation Factors for Award**
 - Evaluation Factors (examples)
 - Management Approach
 - Key Personnel
 - Experience
 - Past Performance
 - Price/Cost
 - Relative Importance of Evaluation Factors

COMPLY WITH THE SOLICITATION/ANNOUNCEMENT



- L. Instructions, Conditions, and Notices to Offerors (examples)
 - Include all required documents
 - Use Correct/Required Format
 - **Electronic submission** – file size limitations?
 - Hardcopy submission – page limitations etc.?
 - When and Where to Submit
 - Due date and time
 - Electronic system limitations

- M. Evaluation Factors for Award
 - Evaluation Factors
 - Be organized and easy to follow
 - Outline proposal using evaluation criteria
 - Be concise but clear and complete
 - Relative Importance of Evaluation Factors
 - Emphasis on maximum point scored criteria

SUBMISSION OF YOUR FILES

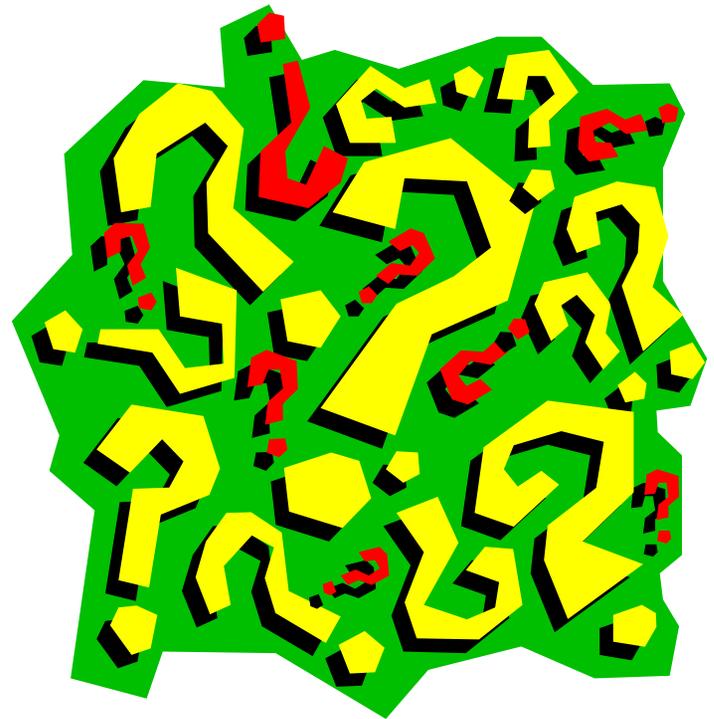
INDUSTRY INTERACTIVE PROCUREMENT SYSTEM (IIPS)

GRANTS.GOV

OTHER ELECTRONIC SYSTEM

E-MAIL

HARDCOPY



SUBMISSION OF YOUR FILES TO Grants.gov (ASSISTANCE)

- Grants.gov

Grants.gov - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Copy Paste

Address <http://grants.gov/> Go Links

Grantors Applicants EBiz About Us Resources P.L. 106-107 Privacy FAQs Te

GRANTS.GOVSM

Get Started Find Grant Opportunities App C

FIND. APPLY. SUCCEED.SM

ALERT:
If you are looking for information on Hurricane Katrina Relief or Assistance, Firstgov.gov provides direct information and resources to help you find the information you may need.

Grants.gov allows organizations to electronically find and apply for competitive grant opportunities from all Federal grant-making agencies. Grants.gov is THE single access point for over 1 000 grant programs offered by the 26 Federal grant-making

WHAT'S NEW
Read about our [15,000th Electronic Application](#) milestone!
Install the latest version of [PureEdge](#) now!
Review the [August Stakeholder Meeting Minutes!](#)
Check out the latest [Fall Succeed Newsletter!](#)
Learn more about [P.L. 106-107 Grant Opportunities](#) posted in

Discussions Subscribe... Discussions not available on <http://grants.gov/>

Start RegionalS... NETL Intr... Document... NETL Intr... Grants.g... Internet 8:51 PM



SUBMISSION OF YOUR FILES TO IIPS (ACQUISITION)

- **INDUSTRY INTERACTIVE PROCUREMENT SYSTEM (IIPS)**
 - URL address is e-center.doe.gov

Department Of Energy
e-Center
Business and Financial Assistance
Opportunities with Energy

Click here

About e-Center
Browse Opportunities
Register
Login
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Special Notices
Breaking News
Information
Other Business Opps.
Professionals Homepage

Hello, you are currently visiting the Department of Energy's e-center. The e-center is the Department of Energy's web site for information on doing business with the Department of Energy, including viewing current business opportunities, registering to submit proposals, and obtaining information and guidance on the acquisition and financial assistance award process.

Attention New Security Feature

[Rules of Behavior](#)
[Privacy Statement](#)

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FIRST GOV
Your First Click to the U.S. Government

Discussions | Subscribe... | Discussions not available on <http://e-center.doe.gov/>



ELECTRONIC CAUTIONS



- REGISTER EARLY
- DOWNLOAD ALL REQUIRED SOFTWARE
- AOR Logon REQUIRED
 - Authorized Organization Representative
- SUBMIT EARLY



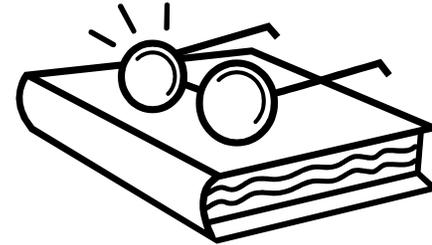
SYSTEM PROBLEMS/QUESTIONS

- **IIPS Helpdesk (M-F 8 am – 8 pm)**
– 1-800-683-0751
- **grants.gov Contact Center (M-F 7am-9pm)**
– 1-800-518-4726



SUMMARY – SUBMITTING A BID/PROPOSAL

READ



UNDERSTAND

COMPLY



SUCCESS !!!

