



GovEnergy

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The Premier Energy Training Workshop
and Trade Show for Federal Agencies

A River of Energy Solutions

Doing Business with the Federal Government

Jack Menninger

Relationships/Networking

- Within ESCO Community
 - Bring opportunities forward / reach out
 - Share information
- Within Utility Companies
 - Those with Areawide Contracts or Basic Ordering Agreements
- Within Federal Agencies
 - Tend to use local contractors

Understand How ESCO's Acquire Vendor Services

- Subcontractor Agreements
 - Contract services and suppliers
- Teaming Agreements and Joint Ventures
- Mentor Protégé Programs
- Small Business Programs
 - Must be certified/listed under Dynamic Small Business Search in CCR
- Outreach efforts through seminars etc.

Continuous Marketing

- Do your research
 - Company
 - Opportunity
 - Agency
- Clear, concise and relevant qualifications statement
- Address specific opportunity
- Where you fit in

Past Performance

- Execution is Everything
- Relevance
- Experience in similar facilities or agencies
- References
 - Contact Information
- Financial

Be Prepared

- Understand FAR and any supplemental regulations
 - Standard Terms and Conditions, Requirements for bidding etc
- Bonding and insurance
- Understand the Governments Standardized Master Specifications
- Understand NAICS and Size Standards
- CCR Registration
- Buy American
- Davis-Bacon Act and Service Contract Act
- Small Business Requirements
 - Must be listed and certified

Get Involved

- Trade Shows
- Agency Forums
- Trade Groups
- Marketing

In Summary-What Really Works...

- Relationships / Networking
- Understanding how ESCO's buy
- Continuous Marketing
- Being Prepared
- Past Performance
- Patience
- Persistence
 - Follow-up

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