



# Doing Business with the Government

## *The Renewable Energy Sector*



For more information on learning how to do business with the government in the renewable energy sector, contact Intertek at email [icenter@intertek.com](mailto:icenter@intertek.com), call 1-800-WORLDCON or visit our website at [www.intertek.com/gsa](http://www.intertek.com/gsa).

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## Introduction

For a small to midsize business, working with the government in the renewable energy sector is not only a way to access funds to help grow your business but can also provide steady and ongoing source of contracts.

How can a small to midsize business break into the government market? By arming themselves with the proper information and knowing the process the government requires of its contract bidders. Most importantly, businesses need to be aware of upcoming contract opportunities and stay informed way before the solicitation is released.

This white paper has information to help arm your business with the tools required to start working with the government, targeting the renewable energy sector. From getting started to finding opportunities to networking strategies, you'll be provided with useful data and directed to the appropriate sites via links throughout the paper. The links mentioned are available at the end of the paper for your convenience.

There's never been a more exciting time to work in the renewable energy sector. The government is now demonstrating an unprecedented level of interest in renewable energies and being a part of this growing industry can provide you with opportunities that can help your business and benefit the environment.

## Where the Opportunities Are

Whether it's generating power through wind, sun, or directly from the earth using geothermal technologies, the government's focus on renewable energy continues to expand. In 2009, over \$2.2 billion in federal funding was awarded to businesses, industries, universities and others through programs in the Office of Energy Efficiency and Renewable Energy (EERE). For small and mid-sized businesses, this funding represents an effective way to develop a pipeline that can help your company be a part of the next generation of clean energy solutions.

But while opportunities abound for businesses focused on renewable energy in the federal government, finding those opportunities – not to mention learning how to be prepared to respond when you do find them – can be challenging.

The following can help reduce the confusion and provide you with a guide to successfully work with the government to reach your business goals.

## Getting Started: First Steps

The first step to working with the government in the renewable energy sector is registering with the [Central Contractor Registration \(CCR\)](#)<sup>1</sup>. This is a database that stores company information and identifies the services or products your company provides. According to US federal policy, all prospective vendors -- sole proprietors, corporations, partnerships and governmental organizations -- who want to do business with the federal government must be registered in CCR prior to the award of a contract. (CCR registration is not required for individuals seeking grants.) In order for your company to receive payments from the government, it must be registered as a vendor through the CCR database.

CCR also provides a central storage location for your company information -- key points of contact, services or products, financial information -- rather than having to file with each federal agency separately. When information about your business changes, you can document the change in one place for every federal government agency to have your latest information.

Be prepared to submit detailed information on your company in various categories. (Some non-mandatory information is also requested.) Once your registration is complete, you will receive a Cage Code Number. Be sure to retain this number as it is required to be referenced on all government contracts. The [CCR User's Guide](#)<sup>2</sup> provides details on specific requirements and guidelines on how to obtain unknown information.

Among the required information to begin the CCR registration process is a Data Universal Numbering System (DUNS) number which is a unique nine-digit identification number provided by Dun & Bradstreet (D&B). The DUNS number is site-specific so each physical location of an entity (such as branches, divisions, and headquarters) may be assigned its own DUNS number. You can easily and quickly obtain a [DUNS number](#)<sup>3</sup> on the phone or online. Be careful, as the Cage Code number is tied to your company's tax id number you are also required to provide. Therefore, if any location uses the same Tax Id number, they must share a Cage Code number.

Once that is obtained, you can access the [CCR online registration](#)<sup>4</sup> on the CCR home page and click on "Start New Registration." Among the information requested is your company's:

- Federal Tax Identification Number
- DUNS number
- Location
- Employee numbers
- Goods and Services information (NAIC codes)
- Financial information
- Point of contact information
- Electronic Data Interchange (EDI) Information (if applicable)

Registration takes about an hour, if you have most of this information accessible. There is no cost to registrants for registering in CCR. New registrations can take three to five business days to process.

Small businesses take note: If you indicate that you are a small business when registering in CCR, a supplemental page with small business information will pop up. This page allows you to enter your small business profile information. This data will automatically populate the Small Business Administration (SBA) database where your business information can be readily accessed to government agencies through the Dynamic Small Business Search Function.

## **Finding Opportunities: Where to Look**

You can start your search at the [Federal Business Opportunities](#)<sup>5</sup> site. This is the single point-of-entry for federal government procurement opportunities over \$25,000. Government buyers publicize their business opportunities here. A search for contracts by agency – Department of Energy – will yield a list of business opportunities across the country.

There is also a place to search by the North American Industry Classification System (NAICS) on the [Federal Business Opportunities](#)<sup>6</sup> page – you can search by NAICs codes applicable to your business- which may also be effective.

For smaller businesses, the [Department of Energy's small and disadvantaged business](#)<sup>7</sup> site is also a good place to start.

[FedConnect](#)<sup>8</sup> is another portal to opportunities for business with the federal government. DOE and the Environmental Protection Agency (EPA) are both subscribers to FedConnect. Once you [register](#)<sup>9</sup> you can do a search within DOE or EPA to have access to contracting opportunities in those agencies. The site has a

good [user's guide](#)<sup>10</sup> that walks you through the process of registration and using the site. You can also search [public opportunities](#)<sup>11</sup> without registering.

The Department of Energy has a list of [funding opportunities](#)<sup>12</sup>. Scroll down to the section on renewable energy which includes opportunities in [solar](#)<sup>13</sup> and [wind](#)<sup>14</sup>. It also includes links to [renewable energy communities projects](#)<sup>15</sup>.

[The Advanced Research Projects Agency](#)<sup>16</sup> through the Department of Energy has funding opportunities in the energy sector. Sign up for the e-update on the [Funding Opportunity Announcements](#)<sup>17</sup> page to be alerted to upcoming opportunities.

[DOE's Energy Efficiency and Renewable Energy program](#)<sup>18</sup> has information on [solar](#)<sup>19</sup> and [wind](#)<sup>20</sup> programs and initiatives. Be sure to [sign up to receive news and RSS Feeds](#)<sup>21</sup>.

[DOE's Wind and Water Power program](#)<sup>22</sup> also has information on [financial opportunities](#)<sup>23</sup> in that renewable energy sector.

DOE has a [Solar Energy Technologies program](#)<sup>24</sup> (SETP) that provides information on funding opportunities in the solar sector. Its [Current Opportunities](#)<sup>25</sup> page lists some opportunities for both financial and technical assistance but it is the [Upcoming Opportunities](#)<sup>26</sup> page that has prospective opportunities for solar and photovoltaic projects. Be sure to [subscribe to the SETP Financial Opportunities RSS feed](#)<sup>27</sup>.

[The National Renewable Energy Laboratory \(NREL\)](#)<sup>28</sup> is a federal laboratory that supports the research, development, commercialization and deployment of renewable energy and energy efficiency technologies. In order to apply to be a subcontractor or vendor you must first [register](#)<sup>29</sup>. Please note that registration requires an [NAICS designation](#)<sup>30</sup>. Once registration is complete, you can look through the [Requests for Proposals and Current Solicitations](#)<sup>31</sup>.

## Upcoming Opportunities and Events: Stay Aware

DOE is holding public meetings on Energy Literacy to improve energy education. [You can participate in this initiative](#)<sup>32</sup> which ultimately seeks to compile a set of national standards for energy literacy.

[The Department of the Interior \(DOI\)](#)<sup>33</sup> recently launched a [solar initiative](#)<sup>34</sup> with the DOE in which it proposed establishing "solar energy zones" on public lands in six

western states most suitable for solar energy production. The agency also launched a [wind energy initiative](#)<sup>35</sup> to facilitate construction of new wind energy projects. DOI provides a comprehensive [FAQ sheet](#)<sup>36</sup> on the initiative.

## Opportunities in Networking: Stay Connected

[E3: Economy – Energy – Environment](#)<sup>37</sup> is a coordinated federal and local technical assistance initiative. Its stated goal is to help “manufacturers across the nation adapt and thrive in a new business era focused on sustainability,” create “green jobs” and reduce environmental impacts. The organization works directly with local manufacturers, utilities, and business communities. Among the E3 collaborating agencies and programs are the Department of Energy’s Save Energy Now, Environmental Protection Agency’s Green Suppliers Network and Climate Leaders and the Small Business Administration’s Small Business Development Centers.

[The American Solar Energy Society](#)<sup>38</sup> has over 13,000 members all of whom are interested in furthering the cause of renewable energy. They provide information on grants and [funding opportunities](#)<sup>39</sup> in solar projects.

## Searching for Grants

Please note that Intertek cannot aid companies in their pursuit of a grant.

The government’s grants site, [Grants.gov](#)<sup>40</sup> is the place to start looking for grants in the renewable energy sector. Both DOE and the EPA list their grants here. You will need to [register](#)<sup>41</sup> and then you can search for grants by agency and categories. Remember that grant projects usually require some form of contribution match from the company. You can subscribe to the [RSS feeds](#)<sup>42</sup> for updates on grants within specific agencies.

[The National Science Foundation](#)<sup>43</sup> has active [funding opportunities](#)<sup>44</sup> which can be searched using keywords such as solar and wind.

## Summary

The opportunities are abundant in the government's renewable energy sector and at Intertek we want to help you realize those opportunities. If there is a government contract you are interested in, contact us. Depending on the opportunity, we may be able to have Intertek's government contract officer work with you one-on-one in submitting your bid. As a GSA-approved contractor, Intertek can partner with your company to provide Professional Engineering Services—including mechanical, electrical, chemical, thermal and fire testing and analysis services—required by the government to strengthen your bid. We want you to utilize our existing infrastructure and our expertise in working with the government to help you win these contracts.

Accessing the opportunities available through government funding and procurement can strengthen your company and improve our nation's clean energy future. At Intertek, we want to help ensure the sustainability of your renewable energy business for years to come.

**For more information on learning how to do business with the government in the renewable energy sector, contact our government contract officer at 1-800-WORLD-LAB or email [icenter@intertek.com](mailto:icenter@intertek.com).**

## About Intertek

Intertek is a leading provider of quality and safety solutions serving a wide range of industries around the world. From auditing and inspection, to testing, quality assurance and certification, Intertek people are dedicated to adding value to customers' products and processes, supporting their success in the global marketplace. Intertek has the expertise, resources and global reach to support its customers through its network of more than 1,000 laboratories and offices and over 26,000 people in more than 100 countries around the world. Intertek Group plc (ITRK) is listed on the London Stock Exchange in the FTSE 100 index.

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## LINKS

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- <sup>1</sup> Central Contractor Registration (CCR)  
<https://www.bpn.gov/ccr/default.aspx>
- <sup>2</sup> CCR User's Guide  
<https://www.bpn.gov/ccr/Handbook.aspx>
- <sup>3</sup> Obtain a Data Universal Numbering System (DUNS) number  
<http://fedgov.dnb.com/webform>
- <sup>4</sup> CCR Online Registration  
<https://www.bpn.gov/ccr/default.aspx>
- <sup>5</sup> Federal Business Opportunities  
<https://www.fbo.gov/?s=main&mode=list&tab=list>
- <sup>6</sup> NAICS on the Federal Business Opportunities page  
<http://www.census.gov/cgi-bin/sssd/naics/naicsrch?chart=2007>
- <sup>7</sup> DOE's Small and Disadvantaged Business Site  
[http://diversity.doe.gov/business/small\\_business.htm](http://diversity.doe.gov/business/small_business.htm)
- <sup>8</sup> FedConnect  
<https://www.fedconnect.net/FedConnect/default.aspx?ReturnUrl=%2fFedConnect%2fSessionEnd.aspx>
- <sup>9</sup> FedConnect Registration  
<https://www.fedconnect.net/FedConnect/PublicUserRegistration.aspx>
- <sup>10</sup> FedConnect User's Guide  
[https://www.fedconnect.net/FedConnect/PublicPages/FedConnect\\_Ready\\_Set\\_Go.pdf](https://www.fedconnect.net/FedConnect/PublicPages/FedConnect_Ready_Set_Go.pdf)
- <sup>11</sup> FedConnect Public Opportunities  
[https://www.fedconnect.net/FedConnect/PublicPages/PublicSearch/Public\\_Opportunities.aspx](https://www.fedconnect.net/FedConnect/PublicPages/PublicSearch/Public_Opportunities.aspx)
- <sup>12</sup> DOE's Funding Opportunities  
<http://www.energy.gov/recovery/funding.htm>
- <sup>13</sup> DOE's Funding Opportunities for Solar  
<http://www.energy.gov/recovery/renewablefunding.htm#SOLAR>
- <sup>14</sup> DOE's Funding Opportunities for Wind  
<http://www.energy.gov/recovery/renewablefunding.htm#WIND>
- <sup>15</sup> DOE's Renewable Energy Communities Projects  
<http://www.energy.gov/recovery/statefunding.htm#RENEWABLE>
- <sup>16</sup> Advanced Research Projects Agency  
<http://arpa-e.energy.gov/Home.aspx>
- <sup>17</sup> Advanced Research Projects Agency Funding Opportunities  
<https://arpa-e-foa.energy.gov/>
- <sup>18</sup> DOE's Energy Efficiency and Renewable Energy Program  
<http://www.eere.energy.gov/>
- <sup>19</sup> Solar Programs and Initiatives for Energy Efficiency and Renewable Energy Program  
<http://www.eere.energy.gov/topics/solar.html>
- <sup>20</sup> Wind Programs and Initiatives for Energy Efficiency and Renewable Energy Program  
<http://www.eere.energy.gov/topics/wind.html>
- <sup>21</sup> Subscribe to EERE RSS Feed  
<http://apps1.eere.energy.gov/news/subscribe.cfm>
- <sup>22</sup> DOE's Wind and Water Power Program  
<http://www1.eere.energy.gov/windandhydro/>
- <sup>23</sup> DOE's Wind and Water Power Program Financial Opportunities

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<http://www1.eere.energy.gov/windandhydro/financial.html>

<sup>24</sup> DOE's Solar Energy Technologies Program (SETP)

[http://www1.eere.energy.gov/solar/financial\\_opportunities.html](http://www1.eere.energy.gov/solar/financial_opportunities.html)

<sup>25</sup> SETP: Current Opportunities

[http://www1.eere.energy.gov/solar/current\\_opportunities.html](http://www1.eere.energy.gov/solar/current_opportunities.html)

<sup>26</sup> SETP: Upcoming Opportunities

[http://www1.eere.energy.gov/solar/upcoming\\_opportunities.html](http://www1.eere.energy.gov/solar/upcoming_opportunities.html)

<sup>27</sup> SETP: Financial Opportunities

<http://feeds2.feedburner.com/EereSolarEnergyTechnologiesProgramFinancialOpportunities>

<sup>28</sup> The National Renewable Energy Laboratory (NREL)

<http://www.nrel.gov/>

<sup>29</sup> NREL Member Registration

[http://www.nrel.gov/business\\_opportunities/register.html](http://www.nrel.gov/business_opportunities/register.html)

<sup>30</sup> NAICS Designation

<http://www.census.gov/eos/www/naics/>

<sup>31</sup> NREL: Requests for Proposals and current Solicitations

[http://www.nrel.gov/business\\_opportunities/solicitations\\_rfps.html](http://www.nrel.gov/business_opportunities/solicitations_rfps.html)

<sup>32</sup> Participate in public meetings on Energy Literacy

[https://wiki.citizen.apps.gov/Energy\\_Literacy/index.php/Main\\_Page](https://wiki.citizen.apps.gov/Energy_Literacy/index.php/Main_Page)

<sup>33</sup> The Department of the Interior (DOI)

<http://www.doi.gov/index.cfm>

<sup>34</sup> DOI Solar Initiatives

<http://www.doi.gov/news/pressreleases/Salazar-Chu-Announce-Next-Step-in-Nations-March-toward-Renewable-Energy-Future.cfm>

<sup>35</sup> DOI Wind Energy Initiative

<http://www.doi.gov/news/pressreleases/Salazar-Launches-Smart-from-the-Start-Initiative-to-Speed-Offshore-Wind-Energy-Development-off-the-Atlantic-Coast.cfm>

<sup>36</sup> DOI FAQ Sheet

<http://www.doi.gov/news/pressreleases/loader.cfm?csModule=security/getfile&PageID=73317>

<sup>37</sup> E3: Economy – Energy – Environment

<http://www.e3.gov/>

<sup>38</sup> The American Solar Energy Society

<http://ases.org/index.php>

<sup>39</sup> Funding Opportunities through the American Solar Energy Society

[http://www.ases.org/index.php?option=com\\_content&view=article&id=595&Itemid=58](http://www.ases.org/index.php?option=com_content&view=article&id=595&Itemid=58)

<sup>40</sup> Government Grants

<http://www.grants.gov>

<sup>41</sup> Register for Grants on grants.gov

[http://www07.grants.gov/applicants/get\\_registered.jsp](http://www07.grants.gov/applicants/get_registered.jsp)

<sup>42</sup> Subscribe to grants.gov RSS Feeds

<http://www07.grants.gov/help/rss.jsp>

<sup>43</sup> The National Science Foundation

[http://www.nsf.gov/funding/pgm\\_summ.jsp?pims\\_id=12741](http://www.nsf.gov/funding/pgm_summ.jsp?pims_id=12741)

<sup>44</sup> NSF Funding Opportunities

[http://www.nsf.gov/funding/pgm\\_list.jsp?org=NSF&ord=rcnt](http://www.nsf.gov/funding/pgm_list.jsp?org=NSF&ord=rcnt)

[www.cleanenergy.org](http://www.cleanenergy.org)

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