

# MSI Contract Readiness Prize

AMERICAN MADE
U.S. DEPARTMENT OF ENERGY

# Power Connectors

## VentureWell

VentureWell is on a mission to cultivate a pipeline of inventors, innovators, and entrepreneurs driven to solve the world's biggest challenges and to create lasting impact.

VentureWell will be hosting the webinars and offering 1:1 Office Hours.

## Ensemble

Ensemble Consultancy was founded by entrepreneurs with experience innovating within and on behalf of the Federal Government.

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AMERICAN MADE

U.S. DEPARTMENT OF ENERGY

The American-Made program is your **fast track to the clean energy revolution**. Funded by the U.S. Department of Energy, we incentivize innovation through prizes, training, teaming, and mentoring, connecting the nation's entrepreneurs and innovators to America's national labs and the private sector.





# supercharge

## A REVOLUTION OF **BOLD IDEAS**

**Fast track** your ideas for the clean energy revolution

AMERICAN MADE
U.S. DEPARTMENT OF ENERGY

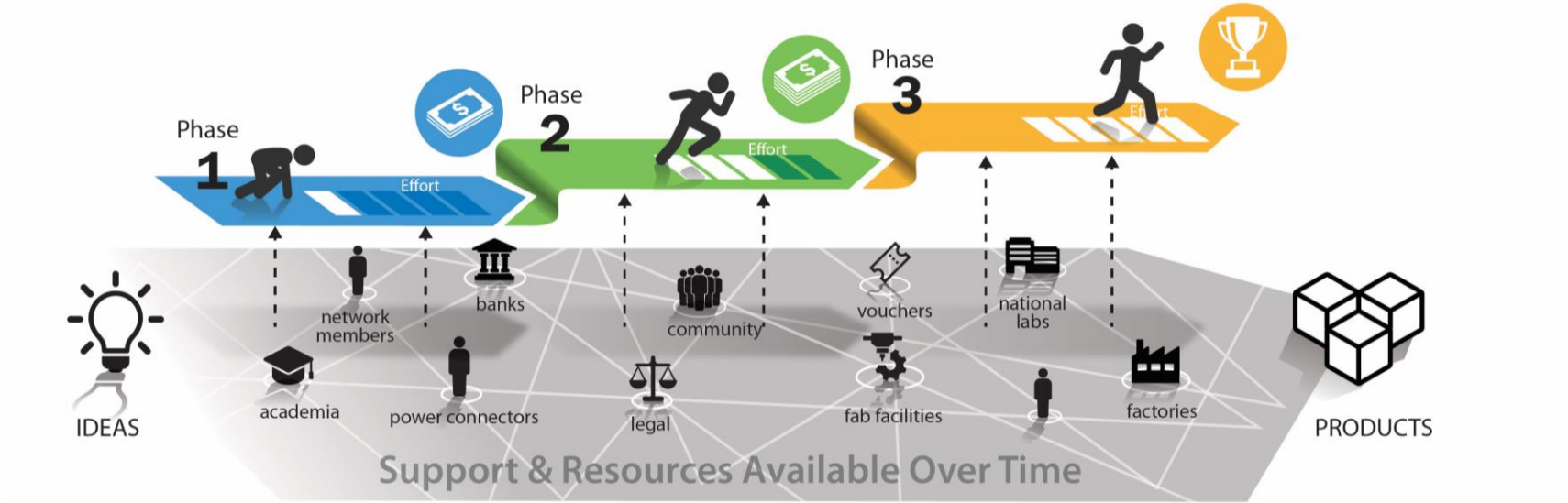
**$400M**
in cash prizes and support

**75+**
prizes

**450+**
Network members

# Prizes Offer a Low Barrier to Entry and Enable Training And Growth Opportunities Along The Way

A phased prize approach positions innovators, students, and communities for success and the underlying network supports, connects, mentors, educated, and accelerates ideas, partnerships, and progress.



# Prizes are Successful in Bringing in and Lifting up New Competitors

- **Makes innovation easy, fast, and agile** with rapid innovation cycles and network support, prizes help to provide a low barrier to entry and an achievable path to technology or program development success
- **Inspires the next generation** of scientists, engineers, entrepreneurs, and community leaders to enter the clean energy work environment and solve important problems and challenges
- **Expands participation** from innovators with diverse backgrounds and from underserved communities, providing new opportunities for funding, knowledge transfer, and building technical and business skills.
- **Provides opportunities** for innovators to leverage government investment to grow new businesses, develop solutions, increase opportunities, expand jobs, and position themselves as a qualified individual/organization for future DOE funding and external partnerships and investments







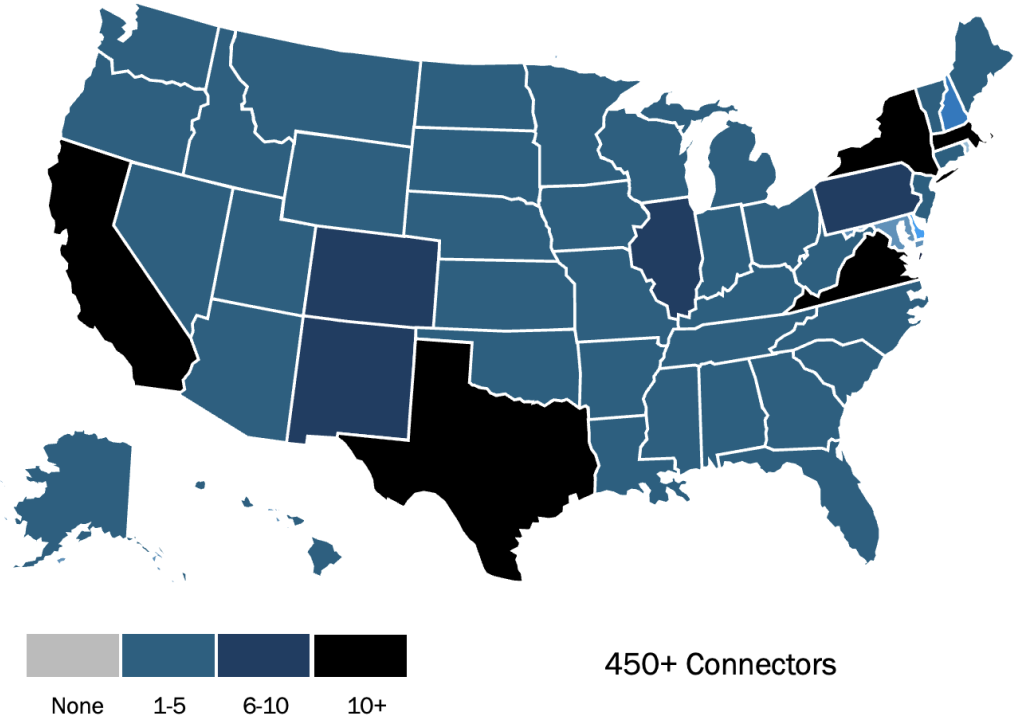









# American-Made NETWORK




- 450+ Support organizations
- 110 Accelerator & Incubator programs focused on energy/clean tech
- 33 Academic institutions
- 17 National Laboratories
- 100 Corporate partners

American-Made Challenges: U.S. Department of Energy

# MSI Contract Readiness Prize



The Minority Serving Institution (MSI) Contract Readiness Prize is a one-phase prize that aims to support Historically Black Colleges (HBCUs), Tribal Colleges and Universities (TCUs), Minority Serving Institutions (MSI), including Asian American, Native American, Pacific Islander Serving Institutions (AANAPISIs), Hispanic Serving Institutions (HSIs), and Predominantly Black Institutions (PBIs) to become “contract ready” for U.S. Department of Energy (DOE) and subcontract-ready with the U.S. DOE National Laboratories.

# MSI Contract Readiness Prize Goal

Develop a clear plan of action that describes the steps taken to improve your contract readiness posture such as:

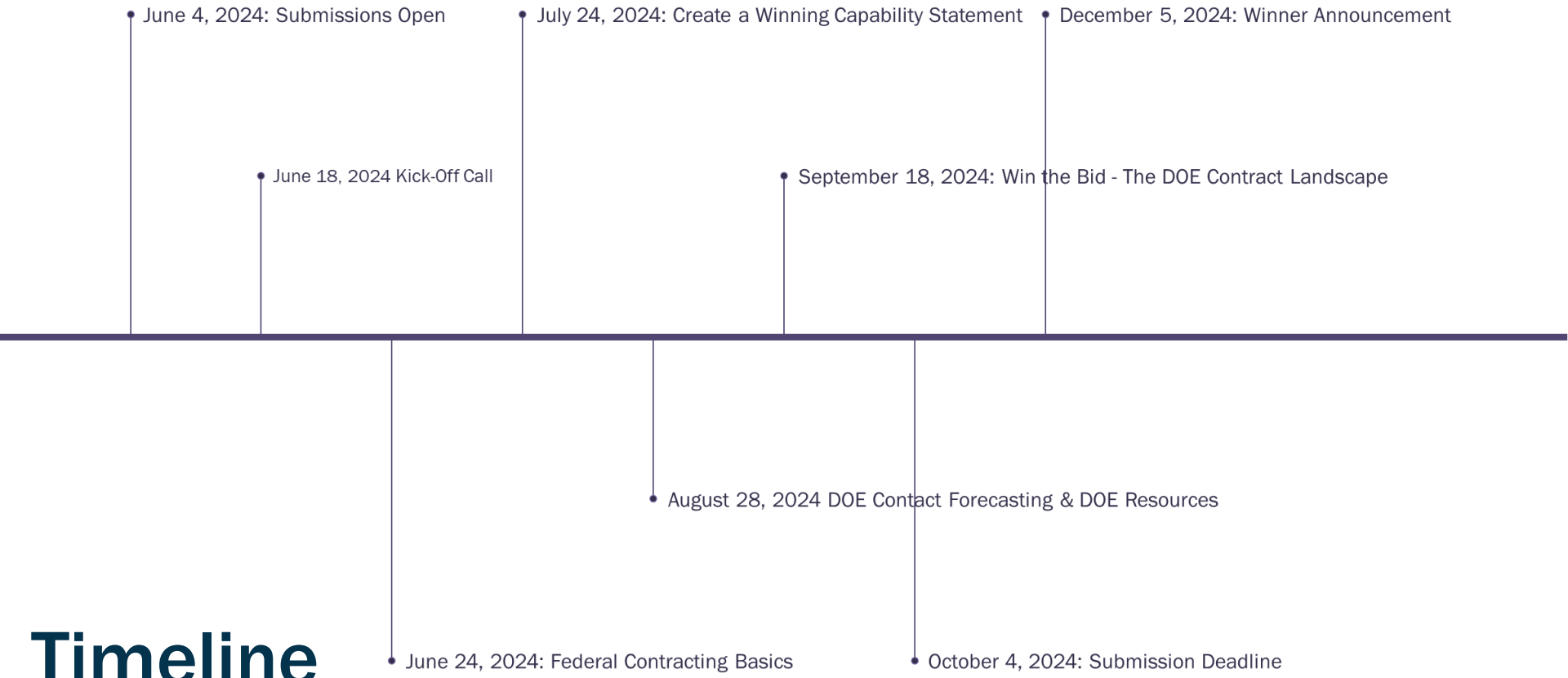
- Attending **technical trainings** on the federal contracting application process
- Participating in **mentoring opportunities** with the Power Connectors and/or with the DOE Mentor Protégé Program
- Applying for **at least one DOE Complex contract** by the end of 2024
- Providing information on how you will **continue to train and develop staff**, students, and other resources to respond to federal contract deliverables.

# Federal Contracting Opportunities

In the government, contractors provide a nearly unlimited range of services and products to help agencies meet their missions. These product and services can be anything from paper and pens to constructing buildings. For institutions, we often see contracts from universities that provide some of the following to federal workers and offices:

- Training/capacity-building
- Graphic design
- Research and analysis
- Work Force Development
- Financial analysis
- Community engagement
- Software Development
- Communications
- And many more

# Timeline


June 4, 2024: Submissions Open
June 18, 2024 Kick-Off Call
June 24, 2024: Federal Contracting Basics
July 24, 2024: Create a Winning Capability Statement
August 28, 2024 DOE Contact Forecasting & DOE Resources
September 18, 2024: Win the Bid - The DOE Contract Landscape
October 4, 2024: Submission Deadline
December 5, 2024: Winner Announcement

# Contract Readiness Webinars

Interactive learning sessions, where you can learn about key aspects of federal procurement:

- Capability statement development
- DOE contract forecasting, compliance requirements
- Navigating the Federal Acquisition Regulation (FAR)
- System for Award Management (SAM.gov)
- Department of Energy Acquisition Regulations (DEAR)

Register Here

## Part 1: Federal Contracting Basics

June 26, 2024; 3:00 p.m. ET / 2:00 p.m. CT

Foundational knowledge for successful entry into the world of federal contracts, with a focus on SAM.gov, FAR and DOE DEAR.

Register for Part 1

## Part 2: Create a Winning Capability Statement

July 24, 2024; 3:00 p.m. ET / 2:00 p.m. CT

The essential elements of a compelling capability statement, offering practical tips to assess the institution's expertise to stand out in a competitive field.

Register for Part 2

## Part 3: DOE Contact Forecasting & DOE Resources

August 28, 2024; 3:00 p.m. ET / 2:00 p.m. CT

Basic steps to learn why forecasting helps institutions build their contract pipeline by identifying upcoming contract opportunities. Includes an overview on key resources such as DOE Acquisition Forecast, DOE Office of Economic Impact & Diversity, DOE OSDBU and DOE federal labs.

Register for Part 3

## Part 4: Win the Bid - The DOE Contract Landscape

September 18, 2024; 3:00 p.m. ET / 2:00 p.m. CT

The essentials of the bidding process, from understanding DOE's procurement requirements to crafting competitive proposals.

Register for Part 4

# What to Submit

- Cover Page
- Narrative
- Letters of Support or Commitment

**Submissions are due October 4, 2024.**

# Cover Page

- Title submission
- University name
- City, state, and nine-digit ZIP code of the institution
- Your institution type: HBCU, TCUs, or other MSIs5
- Your institution size
- Introduce yourself and the shared mission, vision, and goals of your institution.
- Key team members (names, contacts, and links to their professional online profiles)
- Mentors or partners

# Narrative

- Up to 1,500 words
- Up to five supporting images, figures, or graphs that will not be included in your total word count
- Topic areas include:
  - Category 1: Learning and Teaching Opportunities
  - Category 2: In-Person or Virtual Relationship Building
  - Category 3: Current and Future Contracts Being Pursued

# You will be Supported Along the Way

**Power Connectors** are entities who will be available to mentor you, coach you, and direct you to resources that will help you learn about contracting opportunities.

**The Mentor Protégé Program** is a program that supports disadvantaged businesses, TCUs, and minority institutions to enhance their business abilities. Institutions will be responsible for working with the Office of Small Business Utilization to learn how to identify DOE contractors as mentors that can support developmental needs for applying to solicitations for proposals which are required to win a federal contract.

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# Some Additional Open Prizes

Check back often and join the American-Made Challenges newsletter to find new opportunities!
https://americanmadechallenges.org

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