

“PNNL is seeking small business partners across a wide range of goods and services to join us in our quest to bring solutions to national problems in the areas of science, energy, national security, and the environment. We have a wide variety of opportunities for partnerships to accomplish this mission. Send us an email at smallbusiness@pnl.gov, and join the team.”

-Mike Kluse, Director, PNNL

Small Business Program



GOALS

In support of the U.S. Department of Energy's (DOE) objectives, PNNL plans to award a portion of its business to the following types of businesses during FY2008:

- 41.5% to Small Businesses
- 7% to Small, Disadvantaged Businesses*
- 6% to Small, Women-Owned Small Businesses
- 3% to HUBZone Businesses*
- 3% to Veteran-Owned Small Businesses
- 1.5% to Service-Disabled, Veteran-Owned Businesses.

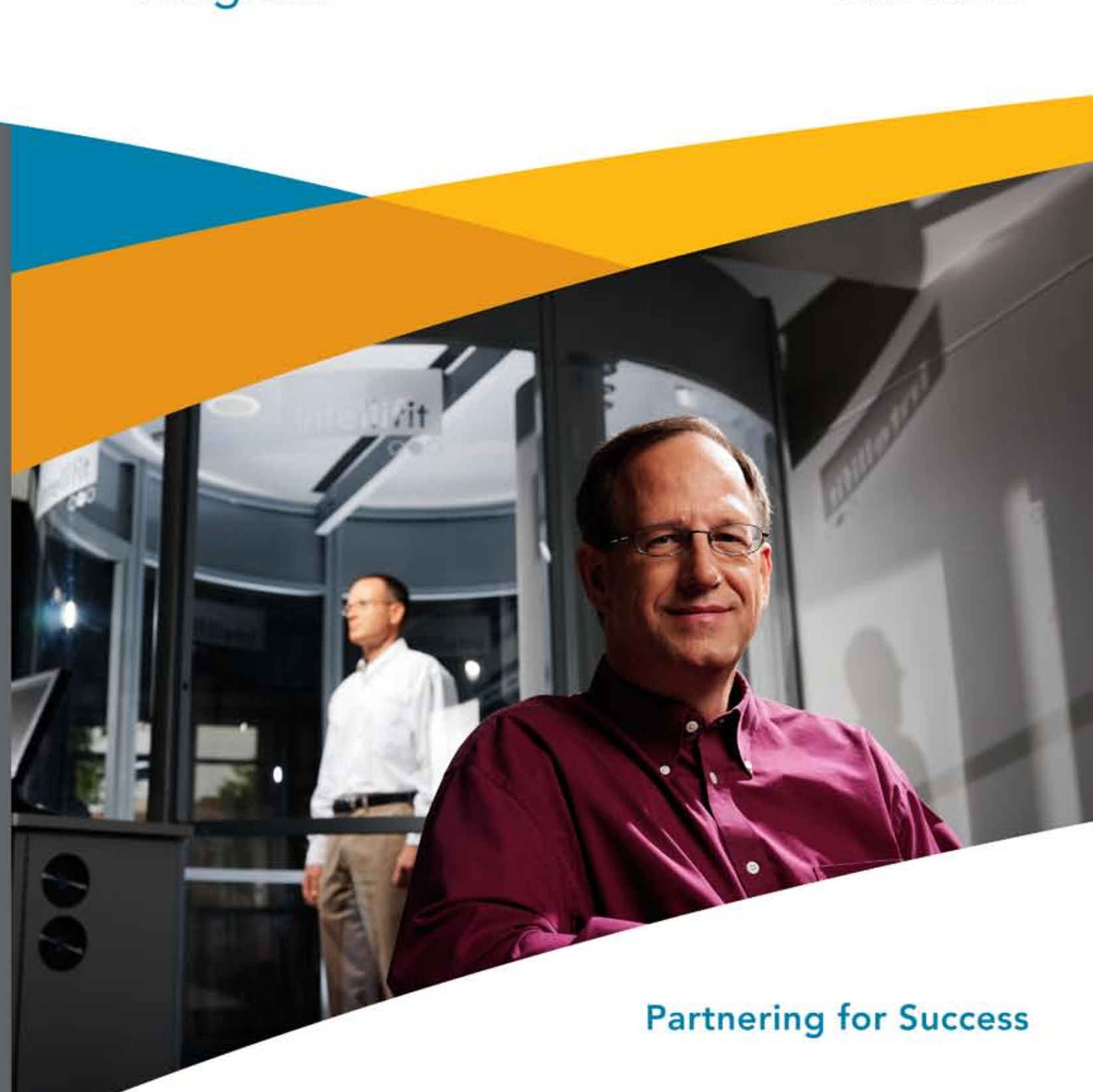
*Must be certified by the Small Business Administration (SBA). Visit the SBA Web site for more information: www.sba.gov

INFORMATION CONTACT

If you would like further information or need assistance, please contact PNNL's Small Business Manager or Contracts Manager:

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Small Business Program Manager
Pacific Northwest National Laboratory
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Phone: 509.372.4060
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PNNL is operated by Battelle for the U.S. Department of Energy (DOE) under contract No. DE-AC05-76RL01830. We are responsible for procuring high-quality products and services for the Pacific Northwest National Laboratory. In a cost-effective, timely manner, we seek competition to the fullest extent possible and are dedicated to the highest standards of ethical conduct throughout the acquisition process. We strive to place a fair portion of our total acquisitions with qualified small businesses.

PROCUREMENT CONTACTS BY OPERATING DIVISION

Energy & Efficiency Science & Technology Resources

Doug Akers (doug.akers@pnl.gov) 509.372.6722
Energy-Related Technical Services; Energy Control Management System Software; Robotics Equipment; Laser Equipment; Fabrication Services

Environmental Molecular Sciences Laboratory

Susan Turner (susan.turner@pnl.gov) 509.375.3810
Mass Spectrometers; Microscopes; Vacuum Products; Lasers; Cameras; High-Performance Computational Equipment; Computers; NMR Probes

Fundamental Sciences (Atmospheric, Chemical, & Biological Sciences)

Susan Turner (susan.turner@pnl.gov) 509.375.3810
Scientific Laboratory Equipment; Lasers; Sensors; DNA Sequencing; Measuring & Testing Equipment; Maintenance Support & Repair/Calibration

International Programs

Dan Rutherford (dan.rutherford@pnl.gov) . . . 509.372.4808
Translation Services; Interpretation Services; Program Management in Foreign Culture; Security Support & Services; Material Control & Accountability

Environmental Sustainability; Radiological & Nuclear S&T

Al Garcia (al.garcia@pnl.gov) 509.375.4312
Scientific Laboratory Equipment; Repair, Calibration, & Inspection Services; Nuclear-Related Supplies & Services; Measuring & Testing Equipment; Radioactive Sources; Professional, Technical, & Analytical Services

Support Services (Finance, Human Resources, etc.)

Doug Akers (doug.akers@pnl.gov) 509.372.6722
HR Assessment Tools; Professional/Technical Services; Software & Maintenance Agreements; Training & Training Tools; Business Planning & Analysis; Advertising Specialty Products

Business-to-Business (B2B)

Kerry Cullerton (kerry.cullerton@pnl.gov) . . . 509.371.7526

P-Card

Wanda Couchman (wanda.couchman@pnl.gov) . 509.371.7582

Information Technology Services

Doug Akers (doug.akers@pnl.gov) 509.372.6722
Software; Telecommunication Equipment; Computers; Peripherals; Analytical Instrumentation; Mass Spectrometers; Microscopes; Vacuum Products; Cameras; High-Performance Computational Equipment

Facilities & Operations/Construction/Environmental Safety & Health

Gary McAtee (gary.mcatee@pnl.gov) 509.371.7930
General Building & Lab Construction; Environmental & Analytical Services; Real & Property Leases (office/vehicle); Real Estate Appraisals; Waste & Material Handling Services & Supplies; Lab & Office Furniture; Industrial Equipment & Supplies; Building Equipment Maintenance

Kim Anderson (kim.anderson@pnl.gov)

Kim Anderson (kim.anderson@pnl.gov) . . . 509.371.7671
A&E Services; New Construction; Renovation, Remodel, Repair & Improvements to Existing Buildings, Laboratories, Structures, Civil Sites, Utilities, & Services (including work in areas with special radioactive or hazardous material considerations)

Marine Sciences Laboratory (Sequim, Washington)

Jan Slater (jan.slater@pnl.gov) 360.681.3642
Analytical Chemistry Services & Instrumentation; Marine & Terrestrial Monitoring & Measuring Instrumentation & Related Professional Services; Biological Testing Services & Instrumentation; Coastal Restoration; Adaptive Management Services; Specialized Work Stations

National Security

Kevin Grubbs (kevin.grubbs@pnl.gov) 509.372.4050
Analytical Instrumentation Systems; Scientific Instrumentation; High-End Workstations; Professional & Technical Services; Software & Maintenance Agreements

Natural Resources

Julie Hughes (julie.hughes@pnl.gov) 509.371.7202
Environmental Monitoring & Test Equipment; Scientific Instrumentation; Professional, Technical & Analytical Services in Support of Ecology, Applied Geology & Geochemistry, Hydrology, Field Hydrology & Chemistry, Biotechnology & Ecotoxicology; Environmental Characterization & Risk Assessment Groups

The Pacific Northwest National Laboratory advances science and technology by rapidly translating discovering into solutions for challenges in energy, national security and the environment. We welcome the opportunity to partner with responsible suppliers who are committed to delivering high-quality goods or services on time and in accordance with contracts. Contact us to let us know how your business can help us meet our needs.

DOING BUSINESS WITH PNNL

As a research-and-development organization, PNNL purchases a broad spectrum of goods and services from responsible suppliers committed to delivering on time and in accordance with the terms and conditions of the contract. From FY05 through FY07, PNNL purchased over \$300 million from our small business partners. We rely on your specialized goods and services to successfully accomplish our mission. Contact us - we look forward to talking with you about doing business together.

SUPPLIER YELLOW PAGES

Promote your company: join PNNL's Yellow Pages—www.pnl.gov/yellow—and become part of a supplier database accessible by thousands of potential buyers.

MENTOR-PROTÉGÉ PROGRAM

PNNL's Mentor-Protégé Program is a DOE initiative designed to encourage and assist small businesses in an effort to enhance their capabilities to perform contracts and subcontracts for PNNL, DOE, and other Federal agencies. Our objective is to foster long-term business relationships and increase the number of small businesses that receive DOE contract and subcontract awards. In addition, the program provides guidance and use of research facilities and staff to assist small business in their respective industries. If you are interested in the program please contact PNNL's Small Business Program Manager for more information.

