

Overview of ORNL Contracts

ORNL Women Owned Small Business Day

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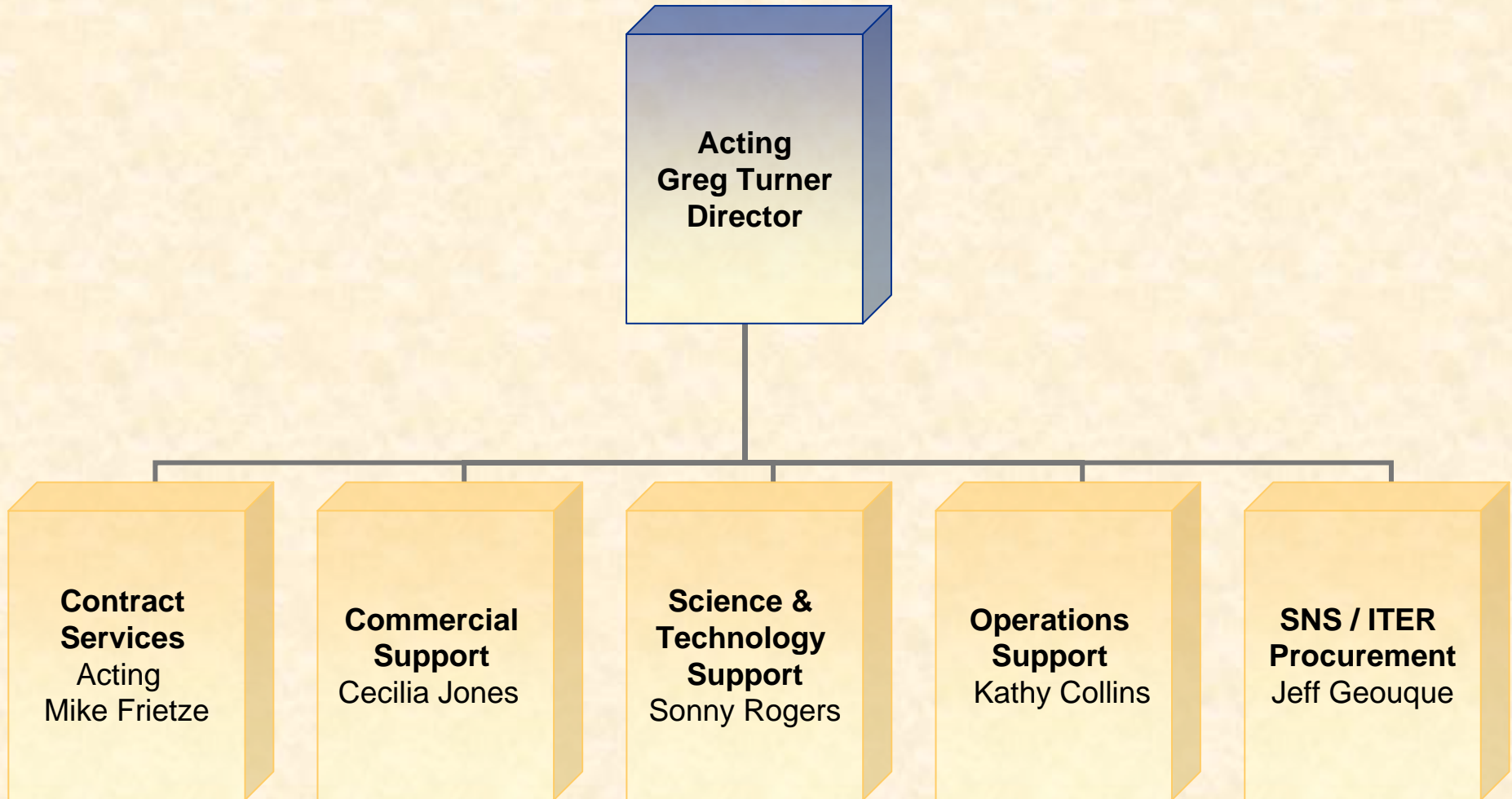
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July 28, 2006

Overview

- **Contracts Organization**
- **ORNL Procurement Methods**
- **ORNL Business Suggestions**
- **Outlook for ORNL Business**

Contracts Division



Primary ORNL Procurement Methods

- **Purchase Cards**
- **AVID Agreements (JIT)**
- **Purchase Orders/Agreements**
- **Contracts**

How can I get ORNL Business?

- **Register on our Small Business Website**
- **Pay attention to Procurement Opportunities Website**
<http://www.ornl.gov/adm/contracts/majorprocs.pdf>
- **Be very competitive with the market place**
- **Perform on schedule and within budget**
- **Look for subcontract opportunities**

ORNL Women Owned Firm Success Stories

- **National Resource Management (NRM) – Knoxville, TN**
 - Won a \$ 1 million construction Basic Ordering Agreement (BOA) to support ORNL Facilities Development Division (FDD) in construction activities.
 - Recently inducted into our Mentor/Protégé Program
- **Haselwood Enterprises Inc. – Oak Ridge**
 - Provided technical support to the DuF6 conversion project
 - Provided support to the Wide Area Radio system Upgrade Project for the Oak Ridge Reservation
 - Provided Megaport Communication & Data Management Support for the Second Line of Defense Organization
 - Continues to provide technical and administrative support to the National Security directorate and to the Nuclear Nonproliferation Program

ORNL Women Owned Firm Success Stories Continued

- **Business Interiors – Knoxville, Tennessee**
 - Initially supplied small orders as needed
 - Won recent competitively bid furniture agreement to outfit new office buildings

- **Wilson Scientific – Oak Ridge, Tennessee**
 - Partnered with large business to distribute laboratory supplies
 - Provides local, hands on-service that large company cannot provide

Outreach Efforts Work!

- **DOE Small Business Conferences**
- **SBA Meetings and Conferences**
- **Local Laboratory Symposiums**
- **FED Biz Ops Announcements**
- **Local Community Involvement**

Outlook - Busy

Center for Computational Sciences



Spallation Neutron Source



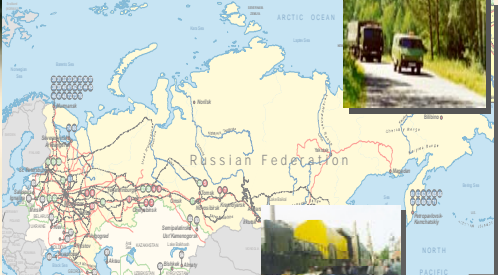
Center for Nanophase Materials Sciences



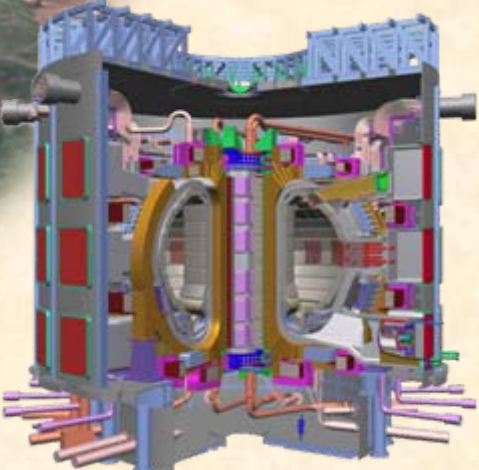
High Flux Isotope Reactor



National Security



Nuclear Nonproliferation



International Thermonuclear Experimental Reactor

Final Thoughts

- **We have subcontracting performance goals for our women owned businesses and we are exceeding these goals**
- **ORNL's business outlook is very promising**
- **Get out, make your firm known in your target market area; outreach efforts pay off!**
- **Get to know our Small Business Office and our Small Business Programs Manager – Keith Joy**