

Status of ORNL Procurement

ORNL Veteran-Owned Small Business Day

Barry Miller
Director, Contracts

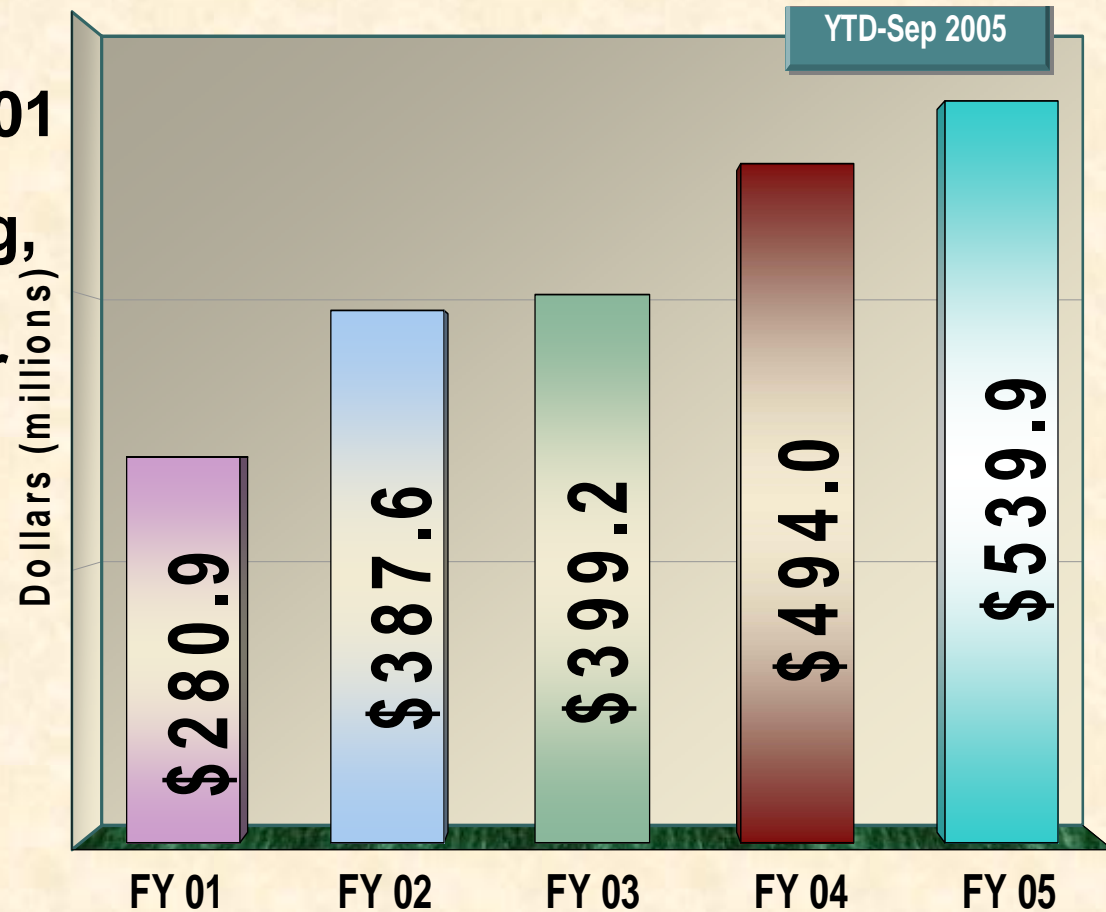
November 10, 2005

Overview

- **Spending Trends at ORNL**
- **ORNL Procurement Methods**
- **ORNL Business Suggestions**
- **Outlook for ORNL Business**

Trends - Spend Chart FY 01-05

- Growth at 92% since 01
- SNS, Supercomputing, Threat Reduction Programs account for majority of growth



Includes P-Cards

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>**
- **Be very competitive with the market place**
- **Perform on schedule and within budget**
- **Make your firms' presence known in the business community**
- **Look for subcontract opportunities**

ORNL Veteran Owned Firm Success Stories

- **DLP Group—Corpus Christie, Texas**
 - Won a \$2.2 million construction contract to complete the SNS auditorium
 - Introduced and met at a DOE small business conference

- **GeoQuill Services—Knoxville, Tennessee**
 - Supports administrative contract closeout activities
 - Introduced through active community involvement at OR through NCMA and local SB forums

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



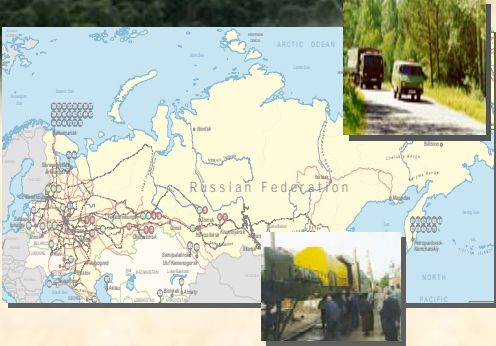
Center for Nanophase Materials Sciences



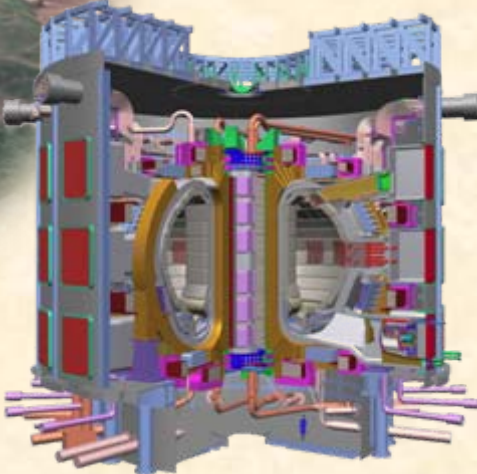
High Flux Isotope Reactor



National Security



Nuclear Nonproliferation



International Thermonuclear Experimental Reactor

Potential FY06 Construction Projects

Advanced Materials Processing and Synthesis Laboratory	\$2.5-\$5M
Central Campus Replacement Laboratories	\$2.5-\$5M
Melton Valley Maintenance Building	\$2.5-\$5M
New Parking Lot and Parking Lot Expansion	\$2.5-\$5M



RECAP

- **ORNL basic procurement processes, our business outlook is promising-spend trends**
- **Evaluate suggestions and see if they can help your firm**
- **Get out, make your firm known in your target market area; outreach efforts pay off!**

Final Thoughts

- **VETS have done so much defending our country and way of life**
- **ORNL fully supports Veterans by giving back through forums such as this and allowing you every opportunity to win ORNL business**
- **We wish each of you the best and hope this is truly a successful conference for all of the Veteran Owned Business Firms**

Questions???