



Conducting Business with the NRC

**U.S. Nuclear Regulatory
Commission**

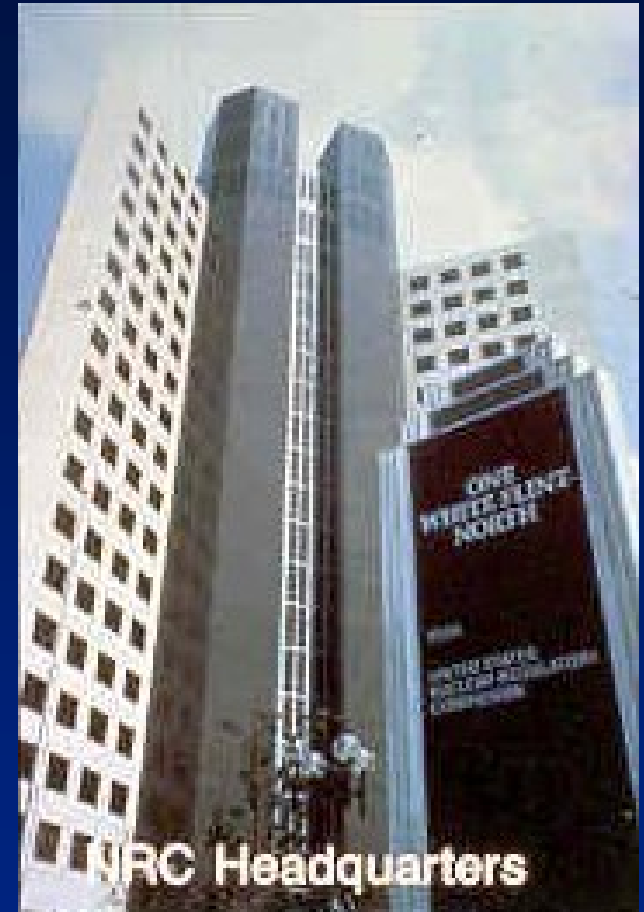
Thursday, October 9, 2008

Presentation Overview

- The NRC
- NRC Profile & Key Program Offices
- What NRC Buys
- Small Business Program
- NRC Technical Program Office
- Division of Contracts
- Office of General Counsel
- Closing Remarks

Who We Are

- The Energy Reorganization Act of 1974 established the independent U.S. NRC to regulate commercial uses of nuclear material
- Other duties of the former Atomic Energy Commission were assigned to Department of Energy





Our Mission

To license and regulate the Nation's civilian use of byproduct, source and special nuclear materials to ensure adequate protection of public health and safety, promote the common defense and security and protect the environment.

NRC Mission Goals

- **Safety:** Ensure the protection of public health and safety and the environment
- **Security:** Ensure the secure use and management of radioactive material

NRC Regulates

- **Nuclear reactors** - commercial power reactors, research and test reactors, new reactor designs
- **Nuclear materials** - nuclear reactor fuel, radioactive materials for medical, industrial and academic use
- **Nuclear waste** – transportation, storage and disposal of nuclear material and waste, decommissioning of nuclear facilities
- **Nuclear security** – physical security of nuclear facilities and materials from sabotage or attacks

NRC Primary Functions

- Establish rules and regulations
- Issue licenses
- Provide oversight through inspection, enforcement and evaluation of operational experience
- Conduct research to provide support for regulatory decisions
- Respond to emergencies



Major Program Offices

- Office of Nuclear Reactor Regulation
- Office of New Reactors
- Office of Nuclear Material Safety and Safeguards
- Office of Nuclear Regulatory Research
- Office of Nuclear Security & Incident Response
- Office of Federal and State Materials and Environmental Management Programs

NRC Profile

- Agency Budget \$916.6 M for FY 2008
- Agency HQ in Rockville, MD w/ four regional offices nationwide + TTC
- FY 2007 Total Contracting Expenditures-\$159,318,000
- FY 2008 Total Contracting Expenditures-expected to be more than \$160,000,000
- Over 3,700 employees; 2,700 at HQ
- Rated by the Small Business Administration as a “**green / green**” agency on their quarterly scorecard

What NRC Buys

- Information technology
- Administrative support
- Engineering support
- Technical research & assistance
- Construction
- Auditing & financial management
- Training

WHY ARE SMALL BUSINESSES IMPORTANT?

- Creates virtually all of the net new jobs added to the economy
- Provides 67 % of workers with their first jobs and initial on the job training in basic skills --- employs 53% of the private work force
- Accounts for 51% of private sector output, 47% of all sales in the country, produces 40% of the gross national products and represents 96% of all U.S. exporters

WHY ARE SMALL BUSINESSES IMPORTANT?

- Invent more than half the Nation's technological innovation, while accounting for 28% of jobs in high technology sectors
- Are critical to the Nation's supplier base
- Flexible and competitive
- Dedicate senior management to contract support and performance



The Small Business Perspective

“the view from a small business street level storefront is not the same as the view from the executive suite of a large business”

FEDERAL LAWS & REGULATIONS

- **P.L. 95 - 507, The Small Business Act - 1978**
- **P.L. 100 - 656, The Business Opportunity Development Act**
- **Executive Order 11625, Minority Business Enterprise Program - 1978**
- **Executive Order 12138 and P.L. 103 - 355 establish the Woman-owned Business Enterprise Program, 1988, and a 5% WOB contracting goal, respectively**
- **P.L. 105 - 135, Small Business Reauthorization Act extended Small Business Competitive Demonstration Program permanently**
- **CFR part 124, Small Disadvantage Business Price Adjustment and Participation Program**
- **P.L. 105 - 135, The HUBZone Act of 1997**
- **P.L. 106 - 50, The Veterans Entrepreneurship and Small Business Developmental Act of 1999**

Small Business Contract/Business Development Support & Tools

- 8(a) Sole source & Competitive
- Service-Disabled Veteran-Owned Sole Source & Competitive
- HUBZone Sole source & Competitive and Price Adjustment
- Small Disadvantaged Business Price Adjustment
- Small Business Set-Aside
- Veteran Small Business Support
- Woman-Owned Small Business Support
- Subcontracting Programs and Plans

The NRC Small Business Program

- Implements the Federal Small Business Program at the NRC, recommending small business contract strategies and sources
- Engages in various activities to provide maximum practicable acquisition opportunities at the prime and subcontract level for small business, including those owned by the disadvantaged, women, veterans, service-disabled veterans, and concerns located in HUBZones

NRC Small Business Program Goals and Accomplishments

Contract Awards	FISCAL YEAR 2006			FISCAL YEAR 2007			FISCAL YEAR 2008 **			FISCAL YEAR 2009		
	Goals %	Total # Actions	Total \$ Awarded	Goals %	Total # Actions	Total \$ Awarded	Goals %	Estm. Total # Actions	Total \$ Awarded	Goals %	Total # Actions	Total \$ Awarded
	\$/%	#/%	\$/%	%/\$	#/%	\$/%	%/\$	#/%	\$/%	%/\$	#/%	\$/%
Total Prime Contract Dollars Awarded	100,000		130,344	100,000	N/A	159,318	100,000	2,224	165,625	100,000		
Total Small Business (SB)	\$32,731 32.7%		\$49,222 37.8%	30%	1,035	66,806 41.9%	36.70%	935 42%	64,281 38.8%	36.70%		
Total Small Disadvantaged Business (SDB) (Includes 8(a) :	\$9,420 9.4%		\$20,646 15.8%	9.4%	405	21,922 13.76%	5.00%	288 13%	22,237 13.4%	5.00%		
(A) Total SDB excluding 8(a)	N/A			N/A	160	2,933 1.9%	N/A	58 2.6%	1,659 .2%	N/A		
(B) Total SDB 8(a)	N/A			N/A	245	18,989 11.9%	N/A	230 10.3%	20,578 12.4%	N/A		
Total Woman-owned SB	\$7,458 7.5%		\$10,472 8.0%	7.5%	209	14,288 8.96%	5.00%	169 7.5%	11,649 7.0%	5.00%		
Total HUBZone SB	\$3,000 3.0%		\$3,318 2.5%	3.0%	52	7,295 4.57%	3.00%	76 3.4%	6,146 3.7%	3.00%		
Total Veteran SB	N/A			N/A	115	9,400 5.9%	N/A	96 4.3%	6,862 4.1%	N/A		
Total Serviced-Disabled Veteran Owned SB	\$3,000 3.0%		\$555 0.4%	3.0%	22	2,505 1.6%	3.00%	18 .8%	973 .6%	3.00%		

Prime Contracts (all \$ in 000's)

Data Source= Federal Procurement Data System-Next Generation

Contract Data includes all active contract dollars awarded and reported to FPDS-NG

*Contract award data excludes: purchase card activity below \$3,500, utilities, interagency agreements, grants, and cooperative agreements

** To Date

Run Date 10/20/2008

NRC Program Office

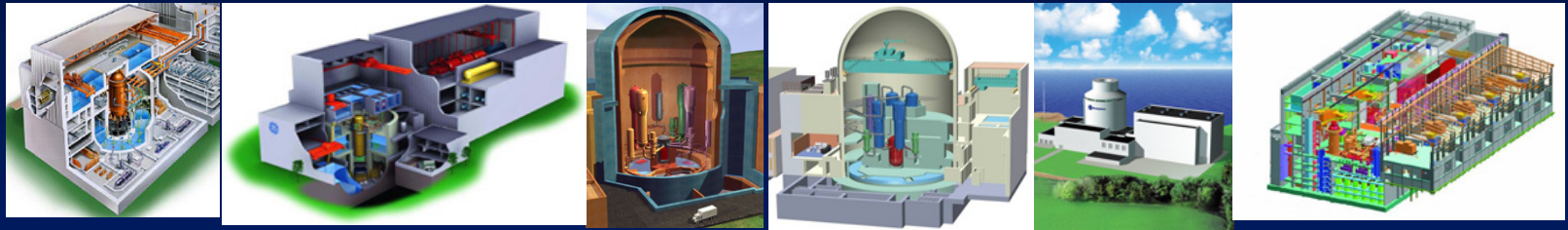
- Planning and Pre-solicitation steps
- Award
- Performance and Performance Evaluation



ACQUISITION MILESTONES

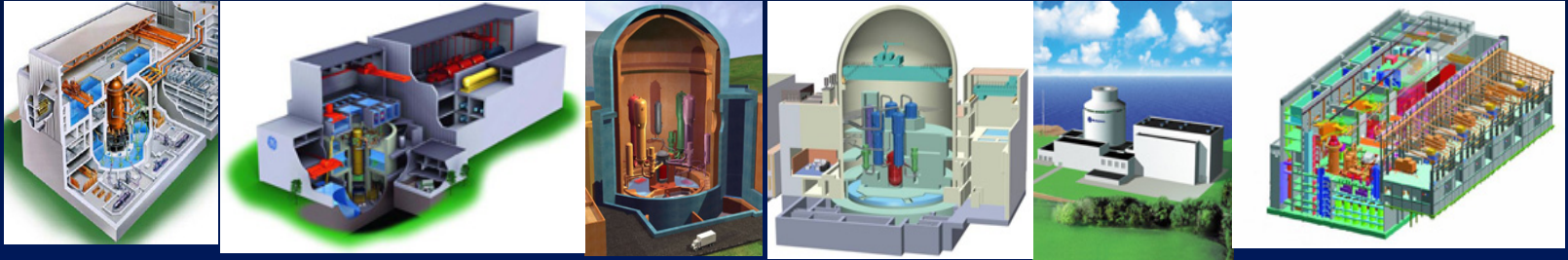
NRC Project Managers:

- **Develop the Statement of Work and the Government's Cost Estimate**
- **Work directly with Acquisition personnel to meet established Milestones**
- **Help Acquisition personnel locate viable sources for the requirement**
- **Interface with Acquisition personnel on all technical and performance issues**
- **Track deliverables and review invoices for allowable/allocable costs**
- **Work with Acquisition personnel during contract closeout**



NRO Contracting

Patrick Madden
October 9, 2008

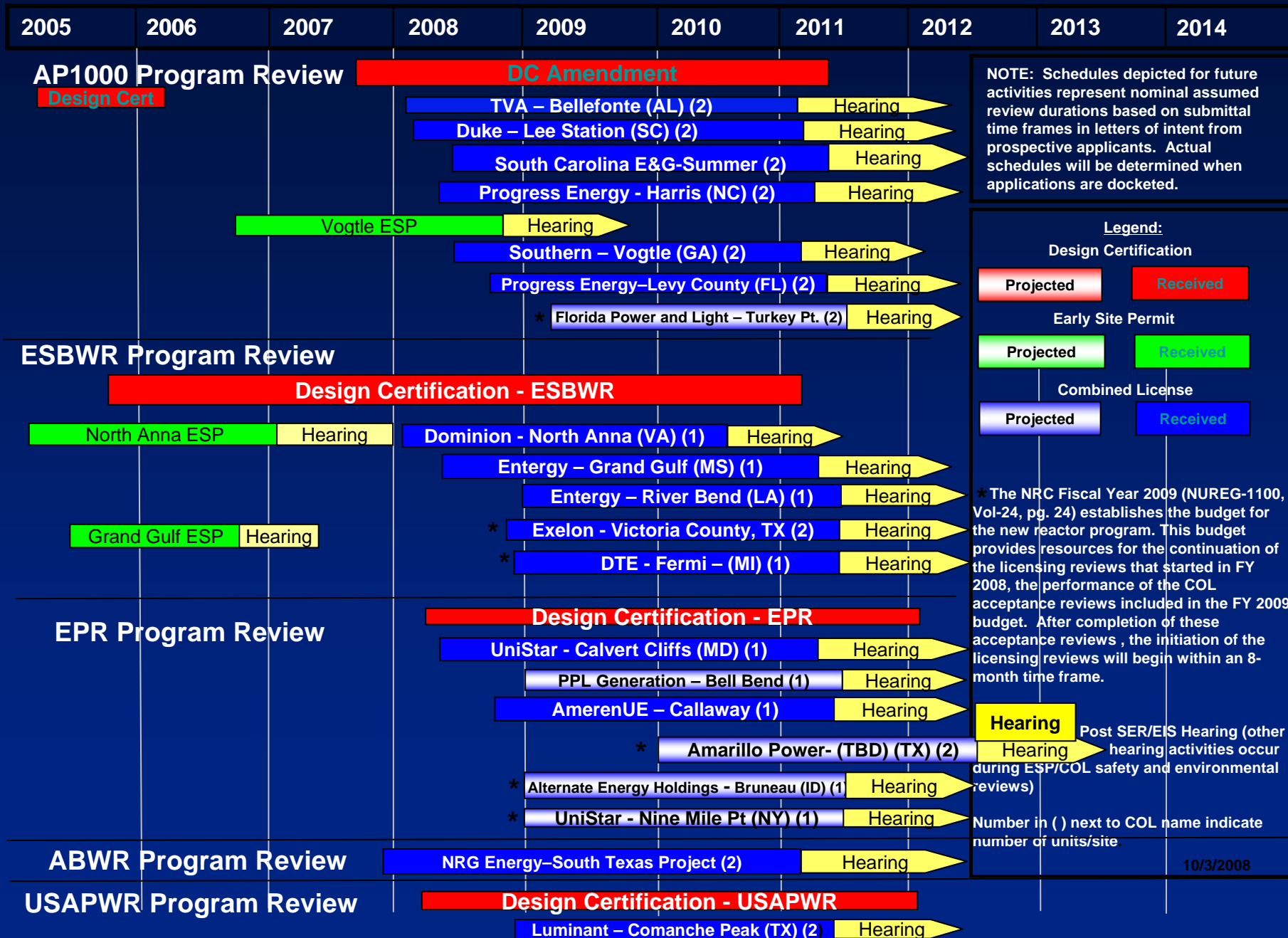


NRO Mission: The Office of New Reactors serves the public interest by enabling the safe, secure, and environmentally responsible use of nuclear power in meeting the nation's future energy needs.

- NRO currently has 4 design certifications under review (AP1000 amendment, ESBWR, EPR, APWR) and has issued 4 design certifications (ABWR, System 80+, AP 600, AP 1000).
- In FY 2007 and FY 2008, NRO received applications for 15 new reactors (24 units) and officially docketed 11 of those applications (18 units).
- In FY 2009, NRO has already received 1 application for 1 new reactor and has begun its acceptance review.
- NRO currently expects to receive 7 more applications through FY 2011 (9 units estimated) and continues to work with industry to plan effectively.

New Reactor Licensing Applications (Site and Technology Selected)

An estimated schedule by Fiscal Year (October through September)



10/3/2008

An estimated schedule by Fiscal Year (October through September) New Reactor Licensing Applications (Site and Technology Selected)

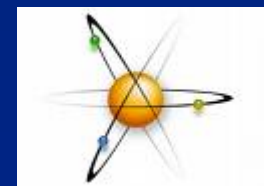
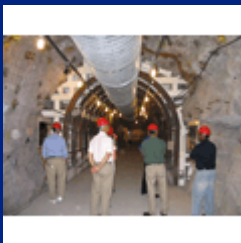


NOTE: Schedules depicted for future activities represent nominal assumed review durations based on submittal time frames in letters of intent from prospective applicants. Actual schedules will be determined when applications are docketed.



NRC utilizes multiple engineering and related skills do perform reviews:

- Nuclear, Mechanical, and Metallurgical (Welding, Machinery, Containment)
- Health Physics, Shielding and Criticality Analyses
- Hydrologic and Chemical Engineering (Heat Transfer, Fluid Dynamics)
- Structural, Geoscience, Geotechnical and Environmental
- Instrumentation, Electrical Engineering and Engineering Mechanics
- Fire Protection and Probabilistic Risk Assessment
- Certified Project Managers
- Microsoft and other IT product support (Sharepoint, MS Project Pro, Crystal Reports)



Contracting Strategy

Diversification of Effort

- National Laboratories

 - ORNL, PNNL, ANL, SNL, BNL

- 5 Commercial Contracts (ERI, ISL, NUMARK)

 - Aligned to Design Centers

- Other Agency Agreements

 - NASA, USGS, USACE

- Other Contracts

 - ISL, ERI, ARL, OAO Corp., ANC, SeBS, GovC



Engineering Support Partners

- Commercial
 - ERI – ABWR, ESBWR,
 - NUMARK - EPR
 - ISL – AP 1000, USAPWR
- DOE (sample activities)
 - BNL – ESBWR, Human Factors, Geotechnical, AP1000,
 - PNNL – Fuel Thermal-Mechanical Performance, Hydrological
 - SNL – ESBWR, ITAAC
 - ANL – ESBWR, Technical Assistance
 - ORNL – Digital I&C, Technical Assistance

FY2008 Activities

NRO obligated approximately \$71M in contract support funds in FY 2008

Commercial obligations totaled \$25.6M (DOE and other government agencies \$45.4M)

Small business obligations (ERI, Numark) totaled \$12.3M



Small Business Activities

NUMARK – New Reactor Application Review Activities
for EPR

Calvert Cliffs, Callaway, Nine Mile Point, Bell Bend,
Bruneau, Amarillo

ERI – New Reactor Review Activities for ESBWR, and
ABWR

Grand Gulf, North Anna, Fermi, Victoria County, River
Bend, STP

Future Activities

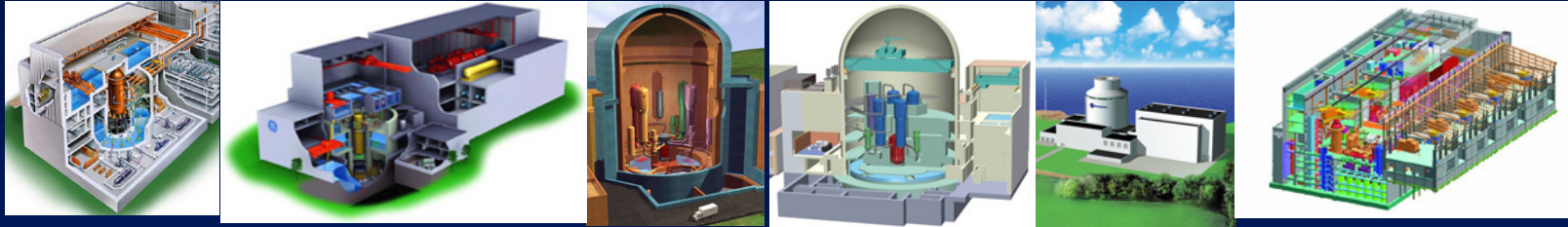
Activity	2008	2009	2010
DOE and OGA	\$45.4M	\$21.0	\$18.0
Commercial	\$16.1M	\$12.0	\$10.0
Small Business (ERI, Numark, SeBS)	\$12.3M	\$12.4M	\$6.0M
Total	\$73.8M	\$45.4M	\$32.0M

ERI Contract Total Ceiling – \$13.5M

Numark Contract Total Ceiling – \$23.5M

Other Comm Contract Total Ceiling – \$16.5M





NRO supports NRC's Mission and Goal to support small business programs

“To ensure that small, disadvantaged, 8(a), woman-owned, HUBZone, veterans and service-disabled veteran-owned small businesses have full and fair opportunity to participate in NRC procurement activities.”



Contracting at the NRC

- Pre-solicitation
- Award
- Post Award





Division of Contracts Organization (7/08)

Division of Contracts

Phyllis Bower, Director
Alba Sanchez, Deputy Division Director

Procurement Policy Team

Romena Moy, Leader
Carolyn Cooper, Assistant for Acquisition Training
and
Competitive Sourcing
301.492.3605

Procurement Oversight Team

Romena Moy, Acting Leader
301.492.3607

Contract Management Branch No. 1

Jeff McDermott, Chief
301-492-3612

Program Offices:

- Advisory Committee on Reactor Safeguards
- Administration
- Congressional Affairs
- Commission Appellate Adjudication
- Commission offices
- Enforcement
- Executive Director for Operations
- General Counsel
- Investigations
- International Programs
- Public Affairs
- Commission Secretary

Contract Management Branch No. 2

Steve Pool, Chief
301-492-3618

Program Offices:

- Chief Financial Officer
- Inspector General
- Nuclear Security & Incident Response
- Research
- Small Business & Civil Rights

Contract Management Branch No. 3

Eleni Jernell, Chief
301-492-3626

Program Offices:

- Atomic Safety Licensing Board Panel
- Federal & State Materials and Environmental Programs
- Nuclear Material Safety & Safeguards
- Information Systems

Contract Management Branch No. 4

Donald King, Chief
301-492-3635

Program Offices:

- Human Resources
- New Reactors
- Nuclear Reactor Regulation
- Regions 1 thru 4

DOE Lab Agreements

- 1/3 of NRC procurement dollars (9 DOE labs)
 - Energy Reorganization Act of 1974
 - Management Handbook 11.7
(NRC Electronic Reading Room)
 - Orders placed with DOE operations office overseeing DOE lab
- Look for Subcontracting Opportunities
 - Market to The DOE and the prime contractors

ACQUISITION MILESTONES

NRC Contracting Officer

Acquisition Planning is required by FAR

- Statement of Work
- Estimated Cost
- Capability of Performance
- Delivery or Performance-Period requirements
- Trade-Offs
- Associated risk among differing acquisition methods
- Acquisition Streamlining

ACQUISITION PLANNING

- Explores all government and contractor resources such as:
 - Government Inventories
 - Previous suppliers
 - Small Business Office
 - FedBizOpps
 - GSA Schedule Program
 - Contracting Officer knowledge of marketplace
- Ensures needed resources can be obtained and are available at the time they are needed and conducts market research, as appropriate
- Establishes a milestone schedule that lists activities for contract award actions, contract performance, and deliverables to be produced

The Acquisition Milestone Plan of Action includes, but is not limited to:

- **Sources**
- **Competition**
- **Market Research**
- **Source-Selection Process**
- **Method of acquisition, i.e. sole-source, competitive**
- **Budgeting and Funding**
- **Product Descriptions**
- **Priorities, Allocations and Allowances**
- **Contractor versus Government Performance**
- **Inherently Governmental Functions**
- **Management Information Requirements**
- **Make or Buy Decisions**
- **Test and Evaluation**
- **Logistic Considerations**
- **Government Furnished Property and Information**
- **Environmental and Energy Conservation Objectives**
- **Security Considerations**
- **Milestones for the Acquisition Cycle**
- **Acquisition Plan Contacts**
- **Legal review**
- **Solicitation RFP/IFB**
- **Technical evaluations**
- **Performance Reviews**

ACQUISITIONS ACTIONS

- **Notify Vendors about Pending Request for Proposal (RFP)**
- **Synopsise Requirement/FedBizOpps**
- **Finalize Statement of Work (SOW)**
- **Special Approvals/Notification to SBA, Office of Counsel or Chairman Level Concurrence**
- **Issue the RFP/Invitation for Bids (IFB)**
- **Receive Written Proposals**
- **Evaluation of technical and pricing/cost proposals received**
- **Establish the Competitive Range**
- **Notify Offerors in Competitive Range**
- **Conduct discussions (if necessary) with offerors within the Competitive Range**
- **Period allowed for preparation of Oral Presentations by Offerors (if appropriate)**
- **Conduct Oral Proposals (if appropriate)**
- **Conduct Final Evaluations**
- **Prepare Final Documentation**
- **Award of Contract**
- **Mail award to SBA or SBA Representative (if appropriate)**
- **Post Award Briefing of all unsuccessful offerors**
- **Conduct Post Award Meeting (Kick-Off)**
- **Contractor Past Performance**

MARKET RESEARCH

Techniques for conducting market research may include any or all of the following:

- **Contacting knowledgeable individuals in Government and industry regarding market capabilities to meet requirements**
- **Reviewing the results of recent market research undertaken to meet similar or identical requirements**
- **Publishing formal requests for information in appropriate technical or scientific journals or business publications**
- **Querying Government databases that provide information relevant to agency acquisitions**
- **Participating in interactive, online communication among industry, acquisition personnel, and customers**
- **Obtaining source lists of similar items from other contracting activities or agencies, trade associations, or other sources**
- **Reviewing catalogs and other generally available product literature published by manufacturers, distributors, and dealers or available online**
- **Conducting interchange meetings or holding presolicitation conferences to involve potential offerors early in the acquisition process**

Bidding/Proposing on Contracts

- Read the IFB/RFP completely
- Understand the SOW, evaluation criteria, special instructions, mandatory qualifying criteria, payment terms, key personnel
- Address past performance, teaming, management control, limitations on subcontracting compliance and product/service delivery

Costing Out the Bid/Proposal

- Reasonableness of costs
- Allocability of costs
- Allowability of costs
- Consistency of accounting treatment
- Accuracy of mathematical computations
- Sufficient detail for proposed costs is provided
- Materiality of proposed costs

Contract Audits

- Needed for Cost Reimbursement Contracts, i.e. Research, Tech Assistance
- NRC uses Defense Contract Audit Agency
- Pre-award Audits, Incurred Cost Audits, Acceptable Accounting System
- DCAA.mil for contractor guidance

Office of General Counsel

Special NRC Contract Provisions/Clauses

- Conflict of Interest (COI)
- NRC Acquisition Regulation 2052.2009-570

www.nrc.gov/about-nrc/contracting/48cfr-ch20.html

- Same technical area
- Same or similar matter
- Potential bias

Tips for Conducting Business

- Know your own market, your customers and their needs!
- Develop an appropriate marketing plan and strategy to accomplish business objectives
- Develop appropriate tools to implement strategy (register with databases, develop good capability statements)
- Know the rules (e.g., Federal Acquisition Regulations (FAR) and NRC Acquisition Regulations)
- Know conflict of interests potential issues

Tips for Conducting Business

- Know your niche and company strengths
- Focus on past performance, target similar agencies
- Know your customer's agency forecast
- Work with the Small Business, Project and Contracts offices
- Don't discount subcontracting or simplified acquisition options

Key Sources of Assistance

- NRC SBCR Small Business Program
- NRC Division of Contracts Offices
- Small Business Administration
 - Small Business Development Centers
 - SCORE: www.score.org
 - Women’s Business Centers: www.womenbiz.gov
 - Center for Veterans Enterprise—vetbiz.gov
- Procurement Technical Assistance Centers
- Agency Small Business Offices: www.osdbu.gov
- Minority Business Development Agency:
www.mbda.gov
- State and local Government resources
- Chambers of Commerce
- Trade Associations



For more information, contact:

NRC's Small Business Office:

1.800.903.SBCR (7227)

301-415-7381

smallbusiness@nrc.gov

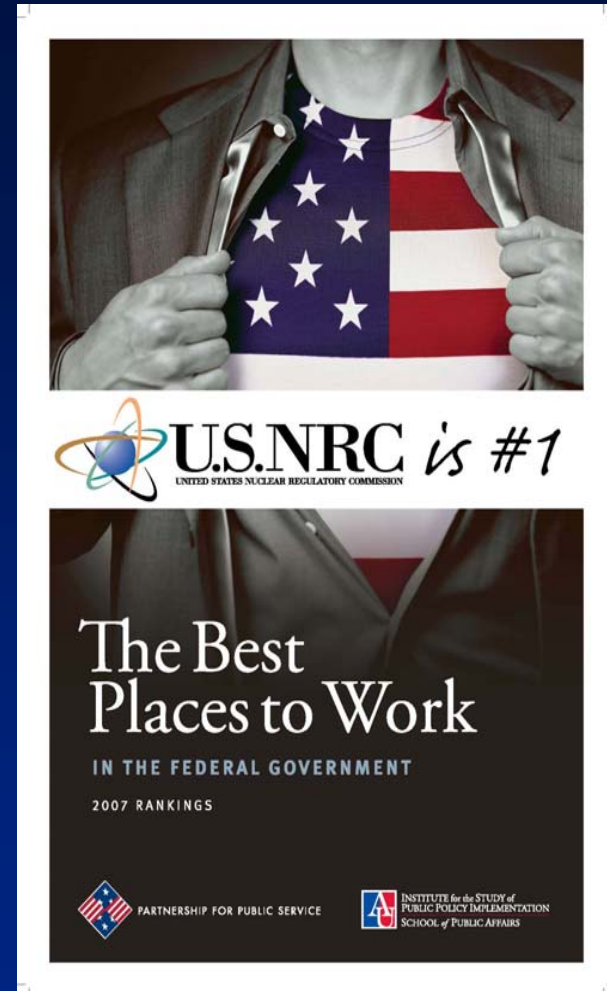
www.nrc.gov/about-nrc/contracting/small-business.html

NRC's Contracting Office:

(301) 492-3600

www.nrc.gov/about-nrc/contracting/general/general.html

Awards



Excellence in Small Business Contract Performance

Questions ?