

Idaho National Laboratory

Small Business Program – Vision & Opportunity

Dana Storms, INL Small Business Officer

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INL Small Business Program

Agenda – Performance Status

- **Idaho National Laboratory**
 - Overview and Vision
 - Primary Programs
- **INL Small Business Program**
 - Vision and Responsibilities
 - Laboratory Goals and Achievement
- **Future Opportunities**
 - Marketing to the INL
 - Subcontractor Responsibilities



Idaho National Laboratory

- One of only 10 DOE multiprogram labs
- DOE's designated lead lab for nuclear energy research, development and demonstration
- A major contributor in national and homeland security, alternate and renewable energy and science and technology
- Annual budget approx. \$800M
- 3,600 scientists, engineers, technicians, and other staff
- Three S&T campuses on 890 mi² site



Idaho National Laboratory – The Vision

Foster education, research, industry, government and international collaborations to produce the needed investment, programs and expertise



Become a leading clean energy RD&D laboratory and a regional resource



Become the preeminent internationally-recognized nuclear energy RD&D laboratory



Develop world-class nuclear energy capability



Become a major center for national and homeland security technology RD&D

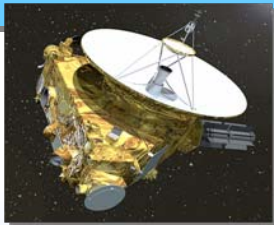


INL – Focus on the Mission

Nuclear Programs

- ▶ GNEP – Global Nuclear Energy Partnership
- ▶ Generation IV Nuclear Energy Systems
- ▶ Space Nuclear

The National Nuclear Laboratory and an International Leader in Reactor and Fuel Cycle Studies



National & Homeland Security

- ▶ Energy Security
- ▶ Global Security
- ▶ Homeland Security
- ▶ National Defense

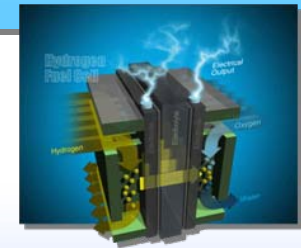
A leader in critical infrastructure protection for security of energy supply and delivery



Energy & Environment

- ▶ Energy
- ▶ Environment
- ▶ Science

Regional clean energy leadership and a multi-program science base supporting NE and NHS missions



INL Small Business Program Vision

Vision

“INL Small Business Program will be a leading example of how to target, shape and retain small businesses to help create a Preeminent World-Class Nuclear Laboratory.”

Primary Goals

- Increase the extent, variety and complexity of small business involvement with the INL.
- Ensure that small businesses participate in meaningful prime contract performance.

INL Small Business Program

Roles and Responsibilities

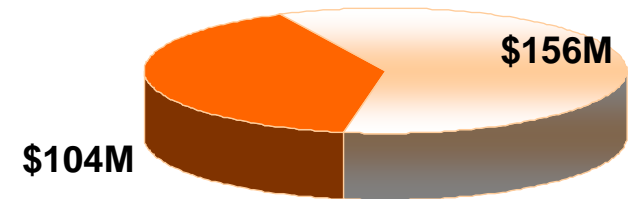
- **Communicate and Execute the Vision**
 - ✓ INL and Small Business Program Vision
- **Primary Contact for all Businesses**
 - ✓ Interface between INL and Businesses
- **Interact with Internal and External Audiences**
 - ✓ Build Relationships and Deliver Results
- **Develop, Negotiate and Manage Small Business Goals**
 - ✓ Department of Energy and Large Business



INL Small Business Goals

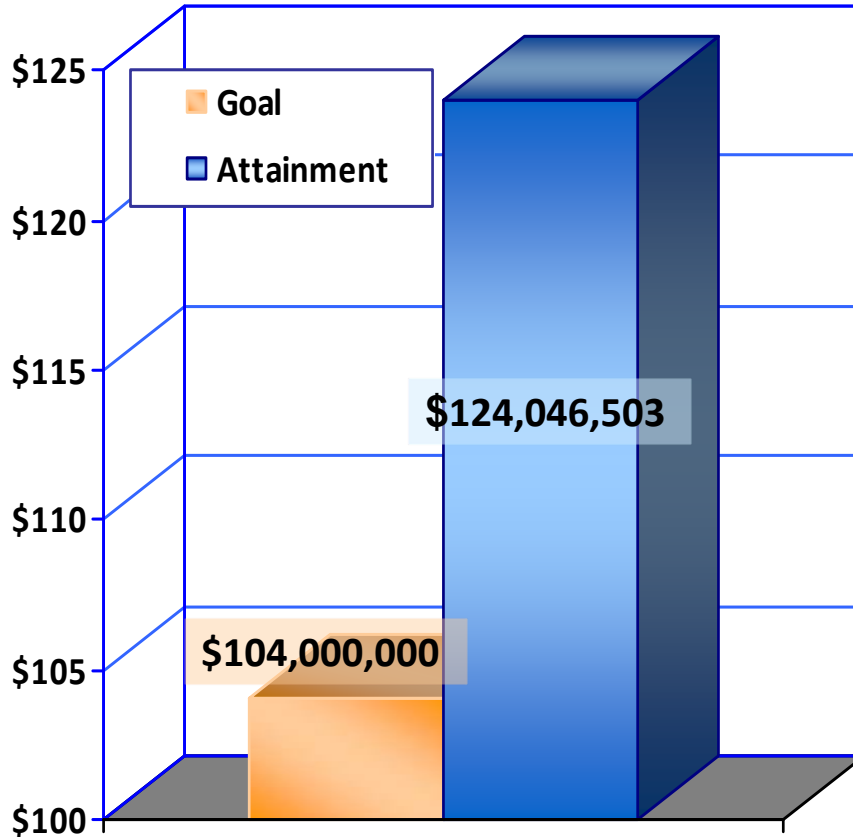
Fiscal Year 2008 Goals (10/01/07 – 09/30/08)

- **40% Estimated Procurement Volume - \$260M**
- **Seven Socioeconomic Categories**
 - ✓ 5% - Small Disadvantage Business
 - ✓ 2% - 8(a) Certified Small Business
 - ✓ 3% - HubZone
 - ✓ 5% - Woman Owned Small Business
 - ✓ 2% - Veteran-Owned Small Business
 - ✓ 3% - Service-Disabled Veteran-Owned Small Business
 - ✓ 1% - Native American Owned Small Business

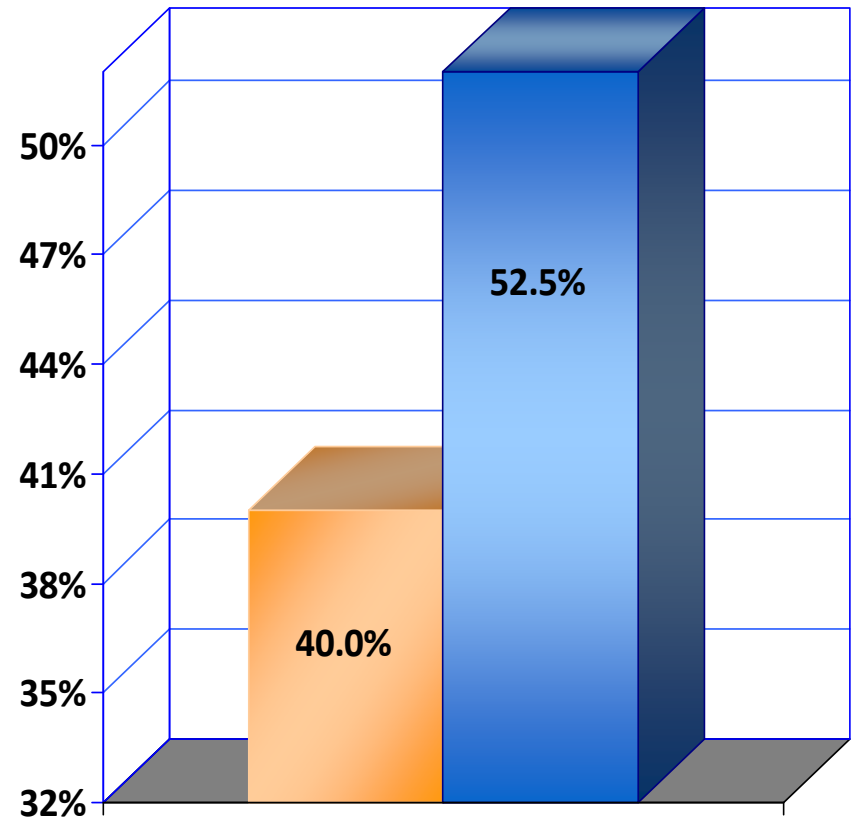


FY08 Small Business Goals & Attainment

Goal & Attainment by Dollar (\$M)



Goal & Attainment by Percent

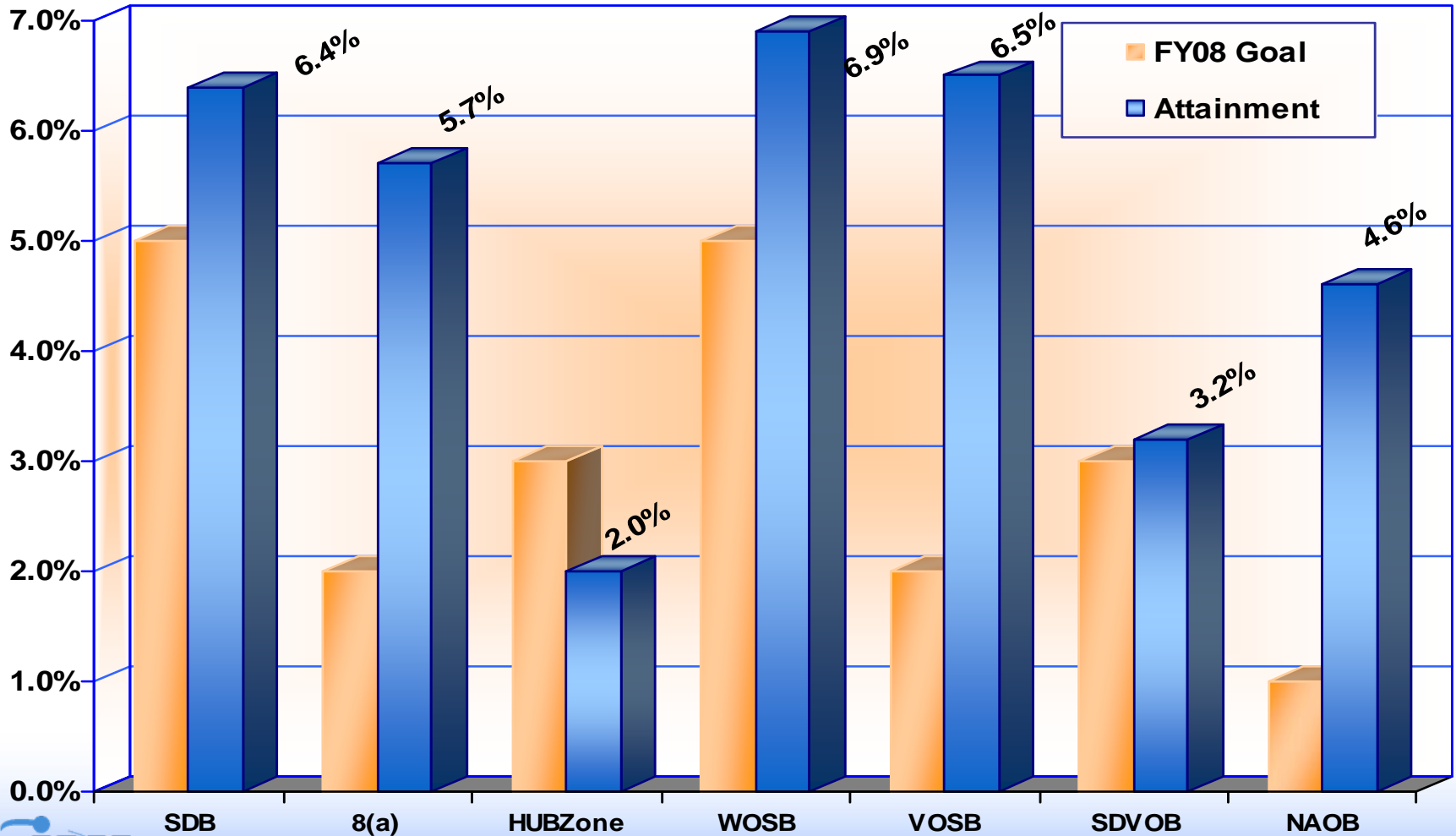


FY08 Goal Estimated Procurement Volume - \$260,000,000

Actual Procurement Volume through 06/30/08 - \$236,159,079

FY08 Goals & Attainment by Percent

Actual Procurement Totals through 07/31/08



Opportunities – What We Buy

The principal products and services to be procured in support of the INL Small Business Subcontracting Goals are those associated with an extremely diverse research and development environment and are vital to the vision and mission of the INL.

INL Principle Procurement Categories



- **Commodities:** office supplies; chemicals; industrial supplies; fasteners; tools; clothing; gasses; petroleum



- **Construction:** new facilities; infrastructure upgrades; leased buildings



- **Equipment:** capital equipment; heavy equipment; instrumentation; engineered hardware; nuclear fuels; reactor spare parts



- **Information Technologies:** specialty software; servers; programming telecommunications services and equipment; equipment systems;



- **Services:** technical services; engineering (civil, structural, mechanical, electrical) environmental support; facility support; janitorial; maintenance; university research and development

Marketing – Initiating Business with the INL

Steps to Initiating Business

1. Register your business in the Central Contractor Registration (CCR) database.
2. Email or Mail your capabilities statement to better acquaint us with you company and your products and/or services.
3. Contact the Small Business Program Office to discuss potential opportunities posted on the Procurement Opportunity web pages or arrange a meeting.



Marketing – Your Responsibilities

Subcontractor Responsibilities (World-Class)

- Safe Performance of Work
- On-time delivery/completion within Performance period
- Services performed to the highest professional standards
- Apply best commercial purchasing practices and procedures
- Maximize opportunities for small businesses
- Competitive pricing

Ask Questions
Obtain Feedback
Make No Assumptions

INL Small Business Program

Questions...



Dana Storms

INL Small Business Officer

Idaho National Laboratory

P.O. Box 1625

Idaho Falls, ID 83415-1303

208.526.8564

dana.storms@inl.gov