

# Oak Ridge National Laboratory Small Business Programs - Overview

**Presented to the  
Congressman David Davis  
Federal Procurement Seminar**

**Keith Joy  
Small Business Manager**

**August 8, 2007  
Kingsport, Tennessee**



# Today, ORNL is DOE's largest science and energy laboratory



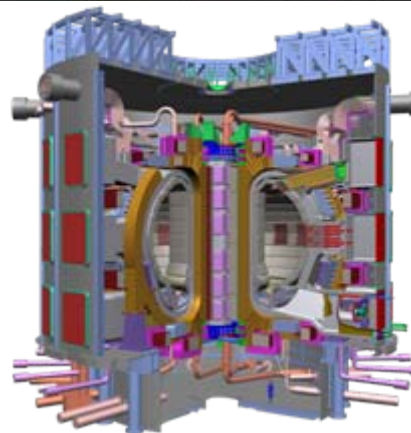
- \$1 billion budget
- 4,100 employees
- 3,000 research guests annually
- Nation's largest unclassified scientific computing facility
- Nation's largest science facility: the \$1.4 billion Spallation Neutron Source
- Nation's largest concentration of open source materials research
- Nation's largest energy laboratory
- \$300 million modernization

# We apply our strengths in science and technology to six major missions

- **Delivering and sustaining the world's foremost center for neutron scattering**
- **Leadership in computational science and engineering at scale**
- **Leadership in microbial biology and proteomics, producing bio-based solutions to energy challenges and enabling the new field of “ecogenomics”**
- **Sustained leadership in materials science through discovery, synthesis, and characterization of materials at the nanoscale**
- **Leadership in advanced energy technologies through science**
- **Applying our science and technology base to deliver “first-of-a-kind” security technologies and implement arms control and nonproliferation programs**

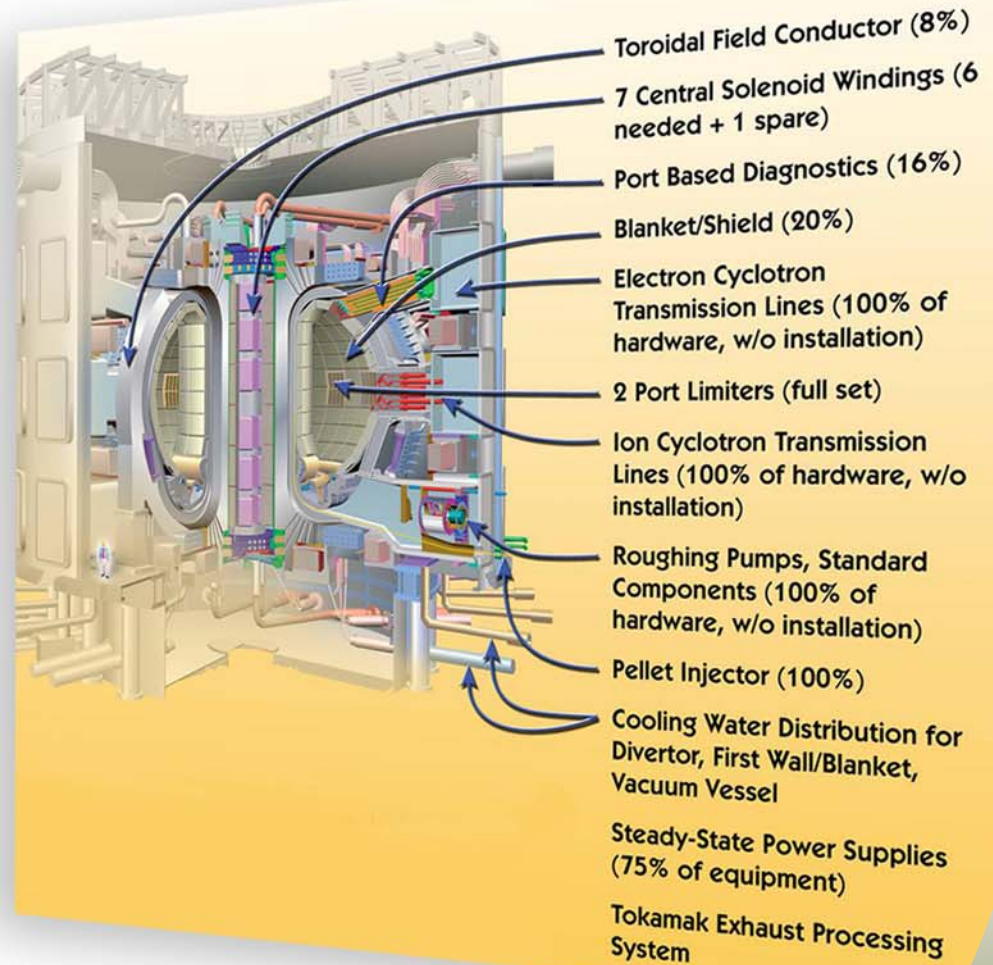
# Outlook: Growth and modernization

- **Center for Computational Sciences**
- **Bioenergy**
- **Spallation Neutron Source**
- **Center for Nanophase Materials Sciences**
- **High Flux Isotope**
- **International Thermonuclear Experimental Reactor**



# U.S. ITER Project

- U.S. Domestic Agency is the first to be established
- U.S. ITER budget growing:
  - FY07: \$60M
  - FY08: \$160M (Presidential request)
  - FY09: \$214.5M (proposed)
- ITER-led design review is continuing, aimed at establishing a revised technical baseline by the end of 2007
- Current U.S. ITER Project activities:
  - R&D and prototyping in all areas of U.S. responsibility
  - Significant participation in international design review
  - Providing the ITER Organization with staff and project management support



# ORNL won an intense competition for one of DOE's bioenergy centers

- **DOE will fund 3 centers at \$125M each over 5 years**

- **Our Bioenergy Science Center**
- **Lawrence Berkeley**
- **University of Wisconsin**



- National Renewable Energy Laboratory
- Georgia Tech
- Virginia Tech
- Dartmouth
- University of Georgia
- University of California, Riverside
- Samuel Roberts Noble Foundation
- ArborGen
- Diversa
- Mascoma



**ORNL, UT getting greener**  
Oak Ridge will be site of one of three bioenergy centers



# Integrated Facility Disposition Project

## Oak Ridge site: ORNL and Y-12

<b>CD-0 approved</b>	<ul style="list-style-type: none"><li>• June 29, 2007</li></ul>
<b>Cost</b>	<ul style="list-style-type: none"><li>• \$4B to \$8B (unescalated, FY07 dollars)</li></ul>
<b>Schedule</b>	<ul style="list-style-type: none"><li>• 15 to 20 years (assumes stable funding of \$500M to \$550M per year)</li></ul>
<b>Scope</b>	<ul style="list-style-type: none"><li>• Decontamination and decommissioning of over 200 facilities</li><li>• Treatment and disposition of legacy materials/waste, including remote-handled and transuranic materials/waste</li><li>• Reconfiguration of ORNL waste treatment facilities</li><li>• Soil and groundwater remedial actions</li><li>• Surveillance and maintenance of excess facilities</li><li>• Waste treatment and disposal operations</li></ul>
<b>CD-1 target completion</b>	<ul style="list-style-type: none"><li>• 9 months</li></ul>

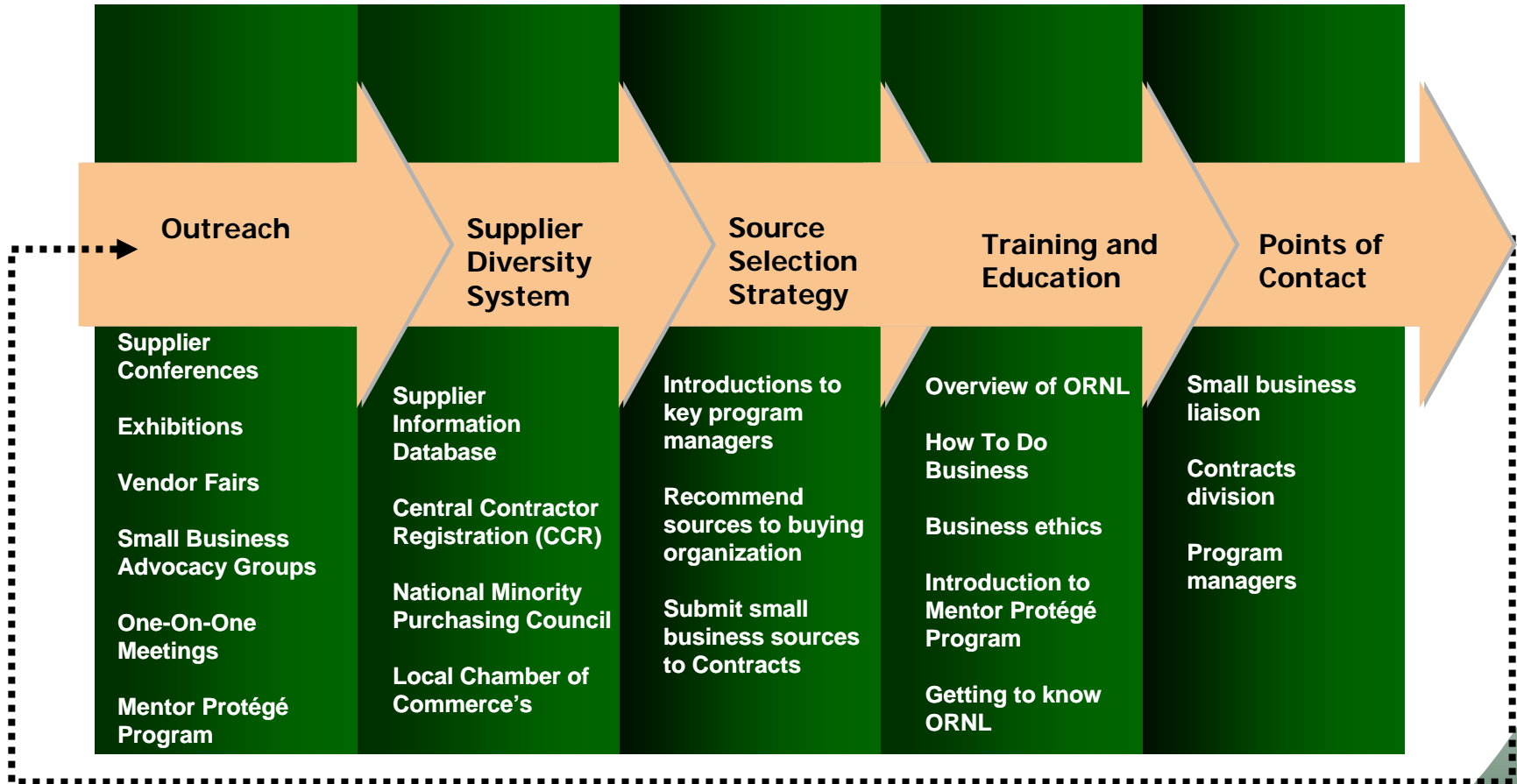
# Oak Ridge National Laboratory (ORNL) Small Business Program Office Mission

- **Advocate for Small Business**
- **Point of Contact**
- **Communicating Contracting Opportunities**
- **Managing the ORNL Mentor/Protégé Program**
- **Promoting partnerships with Minority Educational Institution/HBCU**





# ORNL Small Business Advocacy Strategy



# Outreach

- **On Site Events**
- **SBA/DOE/OSDBU Small Business Conferences**
- **Community Oriented Meetings and Conferences**
- **Website ([www.ornl.gov/smallbusiness](http://www.ornl.gov/smallbusiness))**
- **One-on-One Meetings**

# The ORNL Mentor/Protégé Program



**The ORNL Mentor-Protégé Program is a Department of Energy (DOE) initiative and is designed to assist energy related firms in an effort to enhance their capability to perform contracts and subcontracts for ORNL and DOE facilities.**

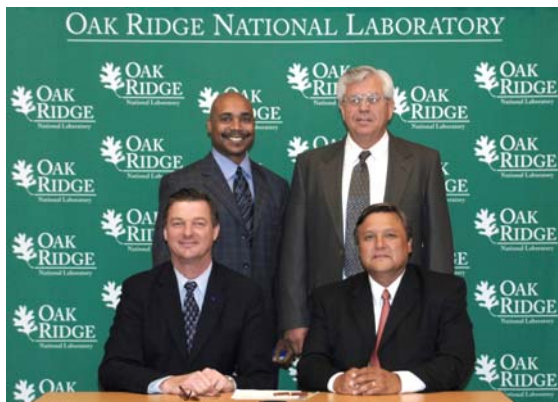
# Introducing... Our 5 New Protégés



National Resources Management



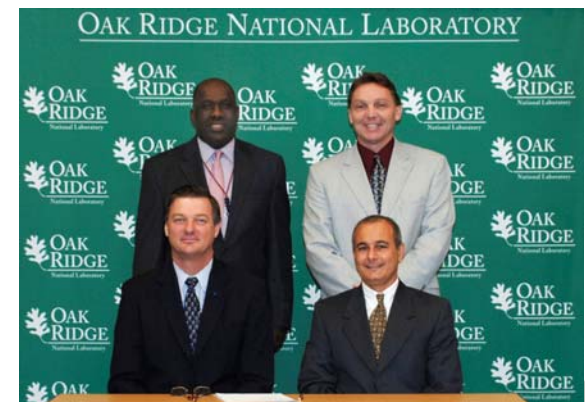
Management Solutions



Precision Engineering  
Contracting Services

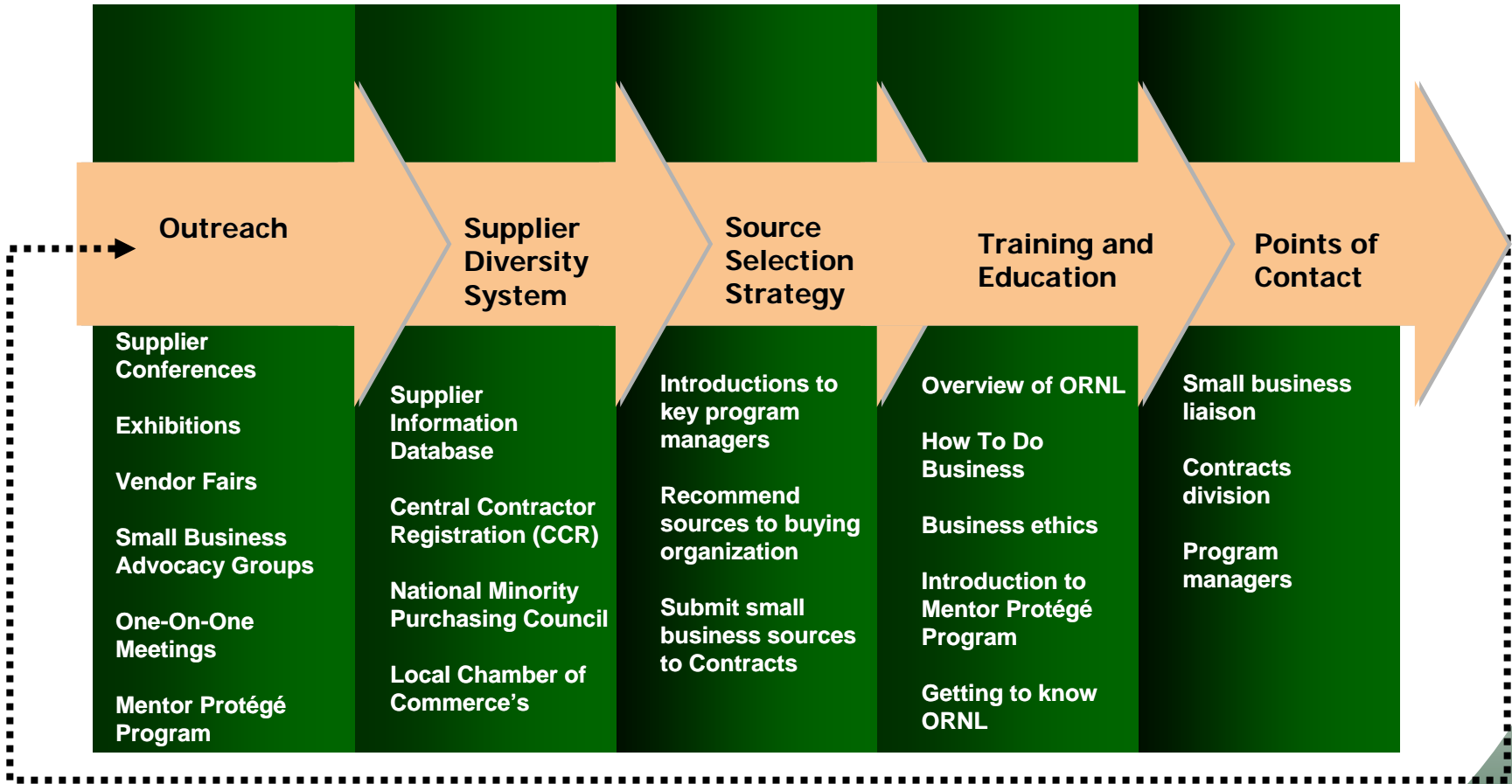


Spectrum, Inc.



Brandan Enterprises


# ORNL Small Business Advocacy Strategy



UT-Battelle Supplier Information Database - Windows Internet Explorer

https://www-internal2.ornl.gov/sbsq//supplier\_web/index.cfm

UT-Battelle Supplier Information Database



# Supplier Information Database

Oak Ridge National Laboratory - Small Business Program Office  
(This information is INSIDE the Firewall)

## Home Page

Thank you for your interest in the Supplier Information Database.

Search to find Suppliers. [Click here](#)

As of **05/07/2007 11:00 a.m.**, there are **620** suppliers in the database.  
This information was entered by the suppliers themselves.

The copy of the supplier information database is manually copied from outside the ORNL firewall to inside the ORNL firewall.

The database is routinely copied every Monday morning.

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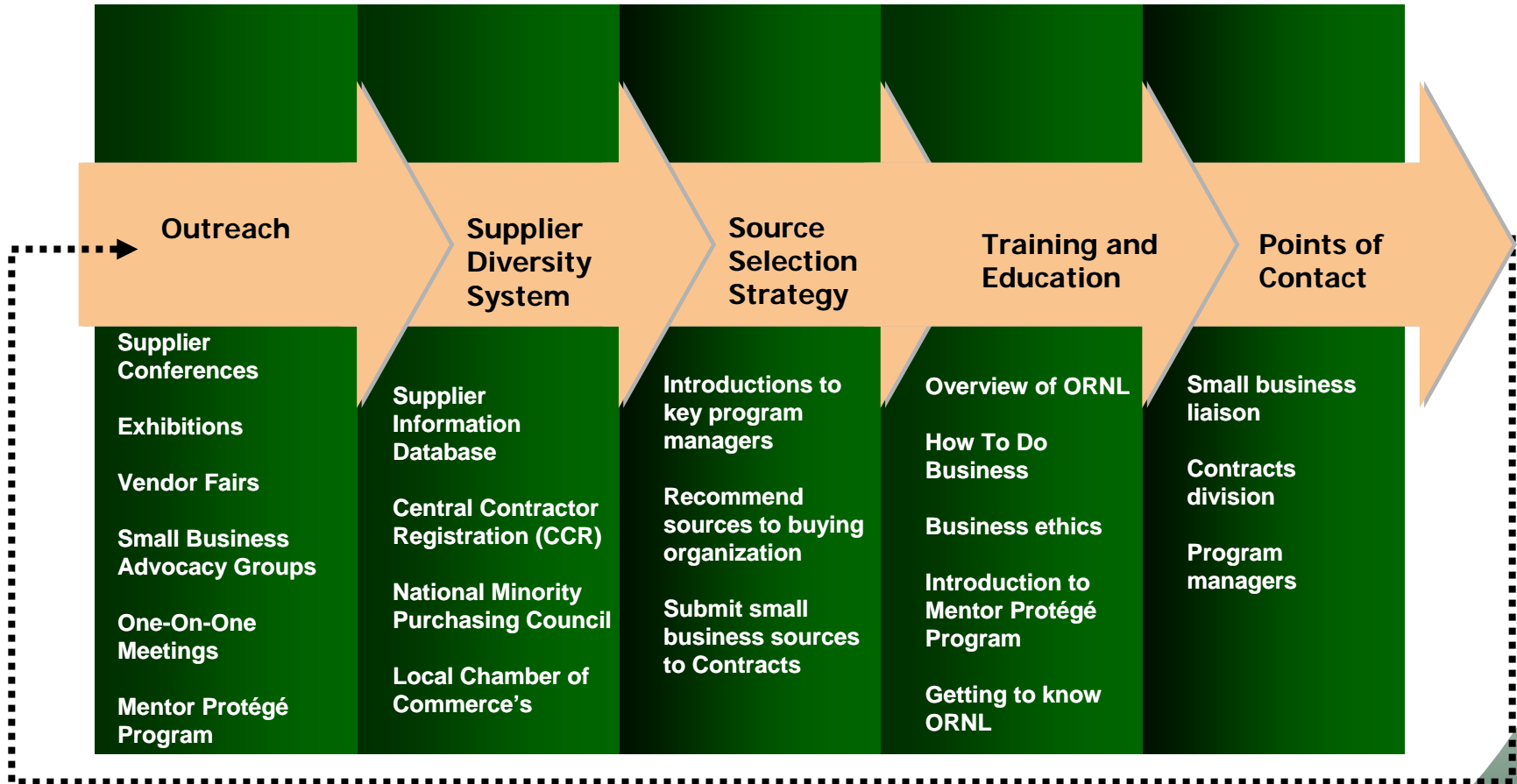
Since you are an **ADMINISTRATOR**,  
you can [Add/Edit UIDs or](#)  
[View Current Email List or](#)  
[Update Current Email List](#)  
update the [Date/Time](#) shown on this screen  
(the "as of" date and time when the database was last copied).

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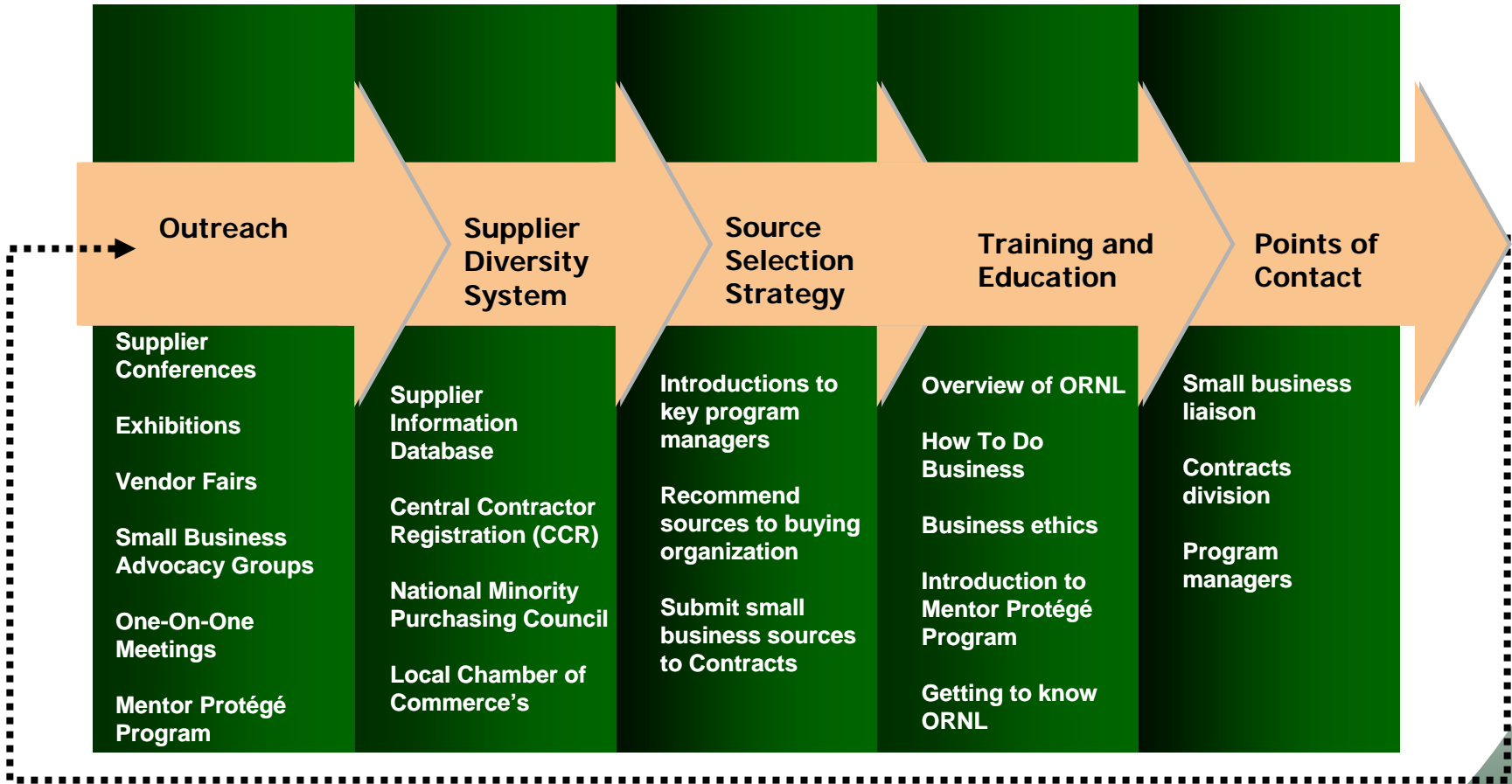
If you have any questions or comments, please contact  
the UT-Battelle Small Business Program Office  
at telephone (865) 576-5484, e-mail: [joyks@ornl.gov](mailto:joyks@ornl.gov)  
Database Administrator, Marilyn Rich, (865) 576-6297.

[Disclaimer](#)

# ORNL Small Business Advocacy Strategy



# ORNL Small Business Advocacy Strategy





# Steps in Doing Business with ORNL

- Register your business in the Central Contractor Registration (CCR) database at [www.ccr.gov](http://www.ccr.gov).
- Visit the ORNL Small Business web site at [www.ornl.gov/smallbusiness](http://www.ornl.gov/smallbusiness).
- Register your business in the Supplier Information Database in the website.
- Send your capability documents to the Small Business Office.



# Steps in Doing Business with ORNL - continued

- **Make an appointment to visit the Small Business Office (optional).**
- **Visit our web site for Upcoming Subcontracting Opportunities.**
- **Keep in touch with the ORNL Small Business Program Manager.**



Our website: [www.ornl.gov/smallbusiness](http://www.ornl.gov/smallbusiness)

**Introduction - Small Business Programs Office - SBPO - Windows Internet Explorer**

http://www.ornl.gov/adm/smallbusiness/index.shtml

**OAK RIDGE NATIONAL LABORATORY**

# Small Business Programs Office Information

Introduction Information Education Opportunities

## Introduction

Welcome to the new Oak Ridge National Laboratory's (ORNL) Small Business Programs Office website! This website is designed to assist small business owners interested in doing business with ORNL. If you are a first time visitor, we encourage you to explore the entire website beginning with the ORNL Fact Sheet for an overview of our Laboratory's mission, history, and leadership. Next, you will find the steps in How to do Business (with ORNL) very useful in making you initial connection with us.

The remaining headings (above and to your left), represent the three primary objectives of the ORNL Small Business Programs Office and this website is structured to meet those objectives.

**Information** - This section is to provide you with the roles and responsibilities of the ORNL Small Business Programs Office; as well as other information on business descriptions, our performance in contracting with small businesses, and links to other useful areas of interests. The Announcements link is intended to be used as the primary conduit for communications from our office to the small business community as a whole.

**Education** - A well educated and informed staff is a key success factor for any business. This section provides training opportunities in a diverse number of subject/topic areas to help small businesses in their business objectives. All of the training material is offered to

**Introduction**

- ORNL Fact Sheet
- How to do Business

**Information**

- Contacts
- Announcements
- Responsibilities
- Policy Statement
- Vendor Advocate
- Business Descriptions
- Relevant Links/Docs
- Statistics/Performance

**Education**

- Small Business University
- Presentations
- SBA Courses

**Opportunities**

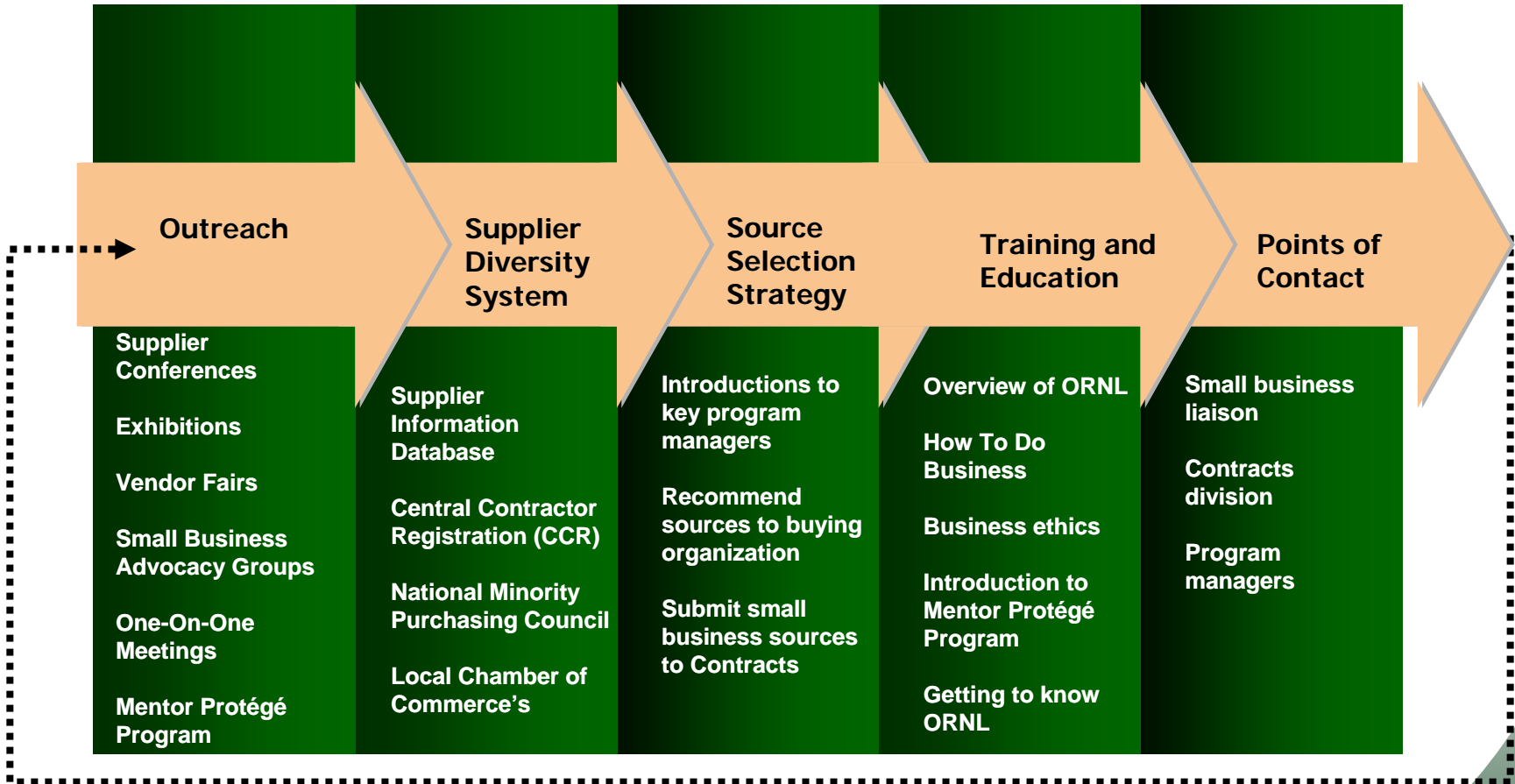
- Supplier Database

**Relevant Links**

- AM&SBP Division
- Contracts Division
- ORNL Home
- DOE ORO
- DOE HQ
- DOE OSDBU
- eSRS
- FAR
- PTAC
- SBA
- SCORE
- TNECD
- Visitor Information
- Other DOE-SB Contacts

Local intranet 100%

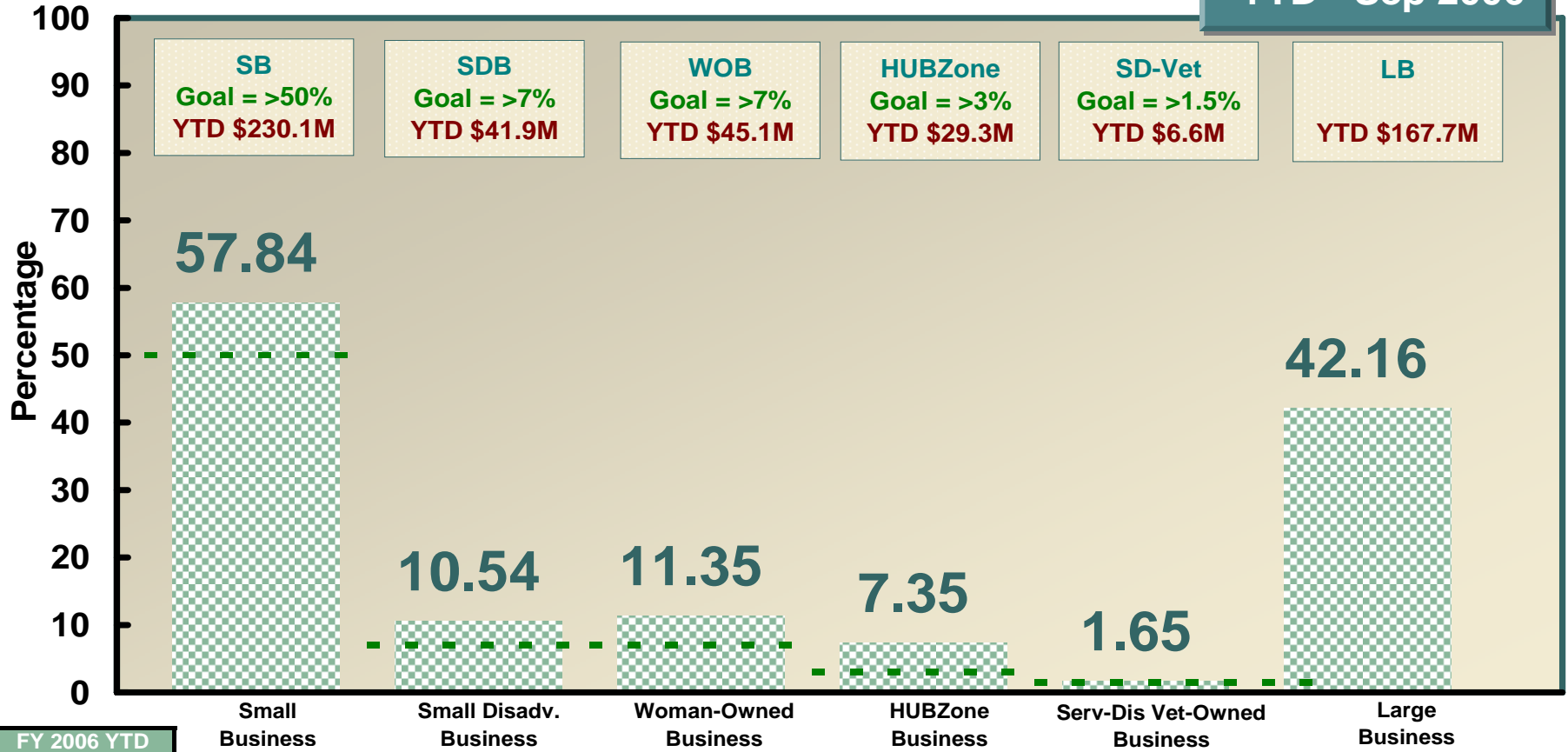
# ORNL Small Business Advocacy Strategy



# Percent Subcontract Dollars Placed with Small Business Firms

## FY 2006 (BSC Metric)

YTD - Sep 2006



FY 2006 YTD	Small Business	Small Disadv. Business	Woman-Owned Business	HUBZone Business	Serv-Dis Vet-Owned Business	Large Business
<b>SB Base</b>	<b>Historical Data:</b>					
<b>\$397.8M</b>			<b>FY 2000*</b>	<b>FY 2001</b>	<b>FY 2002</b>	<b>FY 2003</b>
<b>Educ Base</b>	SB=Small Business		54.57	48.41	49.22	54.10
<b>\$30.6M</b>	SDB=Small Disadvantaged Business		9.77	7.55	6.42	6.24
	WOB=Woman-Owned Business		8.51	7.45	12.21	8.80
<b>Total Proc</b>	HUBZone=Historically Underutilized Bus Zones		0.05	0.24	0.37	1.97
<b>\$524.1M</b>	Serv-Dis Vet-Owned Business		N/R	0.0366	-0.0006	0.0280
						0.1400
						0.1153

Base for SB, SDB, WOB & HUBZone %s Excludes Foreign & Affiliates and Includes P-Cards.

Data Source: 2096 & Proc Stats 2. \* UT-Battelle contract started April 1, 2000. 6 months of data only. Base is different for FY05.

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# 2006/2007 Recognition for Small Business Support

## SBA's Francis Perkins Vanguard Award



## DOE FMC Small Business Innovation Award



# Business opportunities: Construction

Upcoming procurements	RFP	Estimated value	Contact
4000 substation reconfiguration	Summer 2007	\$1M–\$2M	Angela Shillings 865-576-1552 shillingsag@ornl.gov
Paving	Summer 2007	\$1M–\$3M	
SNS target mezzanine and bridge	Summer 2007	\$1M–\$3M	Joel Poteat 865-576-6826 poteatja@ornl.gov
5000 area electrical/chilled water upgrades	Fall 2007	\$4M–\$6M	Kathy Collins 865-574-5225 collinsmk@ornl.gov
West Campus Building 1505 renovations	Fall 2007	\$750K–\$1.5M	Steve Hinton 865-576-1468 hintonsa@ornl.gov

# Business opportunities: Equipment

Upcoming procurements	RFP	Estimated value	Contact
Visualization cluster	Summer 2007	<\$1M	Willy Besancenez 865-576-1538 besancenezwr@ornl.gov
32-node cluster, Linux based (in support of Leadership Computing Facility)	Summer 2007	<\$1M	
Pellet injector component prototypes	Fall 2007	<\$1M	Kelly Kizer 865-241-9365 kizerkt@ornl.gov
Prototype components for electron cyclotron transmission line	Fall 2007	>\$1M	



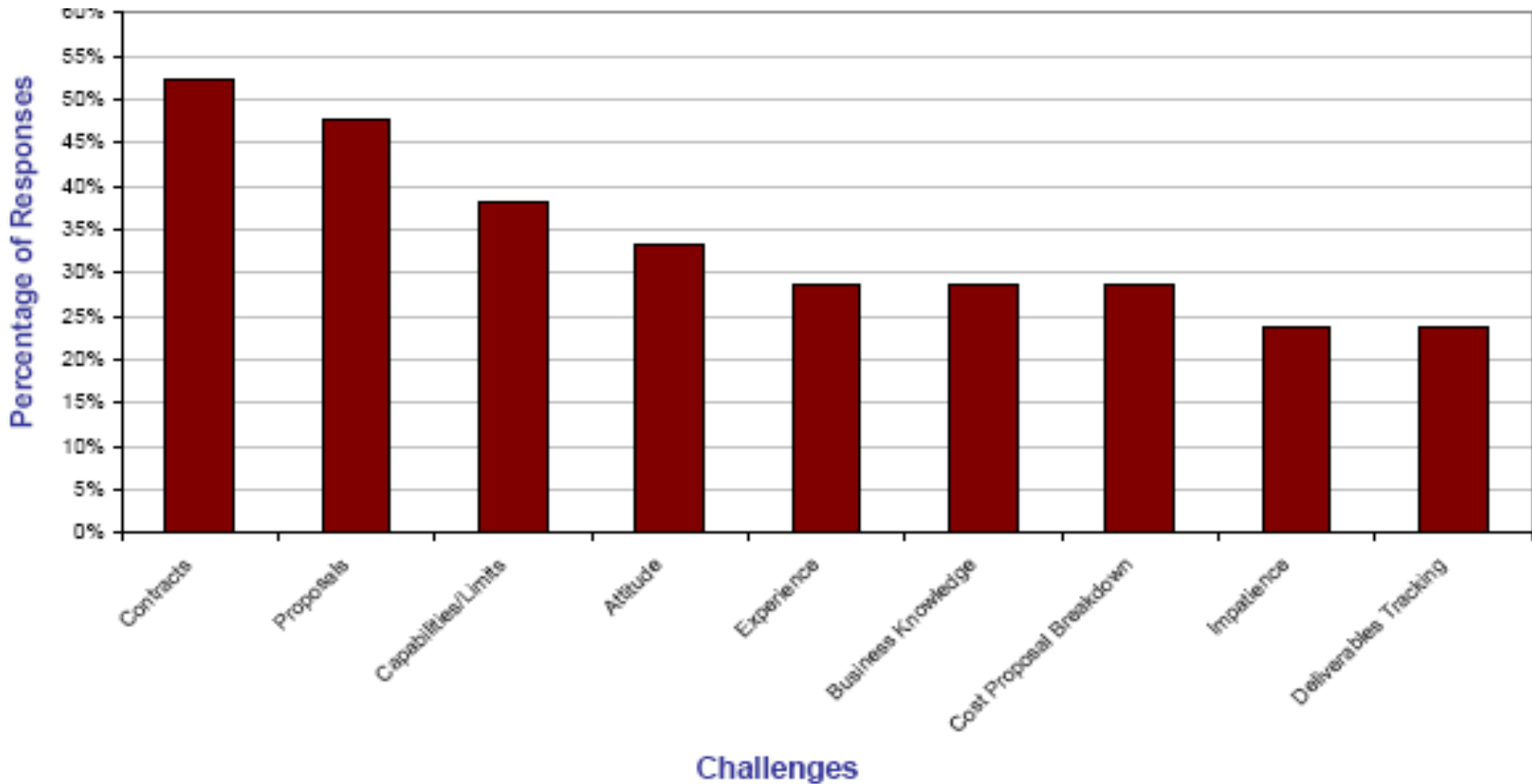
# Business opportunities: Support services

Upcoming procurements	RFP	Estimated value	Contact
Community and Regional Resilience Initiative	August 2007	\$3M-\$4.5M	Becky Wagner 865-576-1406 wagnerba@ornl.gov
Engineering and Technical Support to the Nuclear Nonproliferation Office	October 2007	\$20M	Jack Liles 865-576-1525 lilesm@ornl.gov
SensorNet Development Support and Systems: Deliver Basic Ordering Agreement	Fall 2007	\$10M	Jeremy Duncan 865-576-0477 duncancjr@ornl.gov
Technical, analytical, and programmatic assistance for conduct of energy efficiency, renewable energy, electricity delivery and energy reliability R&D programs	Fall 2007	\$15M	Robin Stooksbury 865-576-1341 stooksburyra@ornl.gov

# Business opportunities: AVID

Upcoming procurements		RFP	Estimated value	Contact
AVID Commodities Agreements: Just-in-Time Agreements	Clothing	FY08	\$300K-\$600K	<p>Jackie Smith 865-576-1754 smithjm1@ornl.gov</p>
	Bulk gasoline and heating oil	FY08	\$6M-\$6.5M	
	Toner cartridges	FY07	\$300K-\$600K	
	Chemicals/Sigma Aldrich Products	FY08	\$1M-\$3M	
	Heating, ventilation, and air conditioning	FY07	\$1.5M-\$2M	

# Voice of the Customer Survey Results



# Top Ten Reasons Proposals Don't Win

- **Didn't follow the proposal instructions**
- **Didn't return the requested forms**
- **Didn't address the Evaluation Criteria as described in the Proposal Format**
- **Technical proposal just regurgitated SOW**
- **Didn't adhere to page limit; too wordy**

- **Didn't state the assumptions or the basis for the proposed costs**
- **Poor safety record**
- **Lack of understanding regarding the work**
- **Lack of documented past performance**
- **Cost/Price**

# Business ethics expectations

- **Expect the highest level of integrity from ourselves and our business partners**
- **We're not living on our reputation — we're building one**



# Contacts

Oak Ridge Office



Bechtel Jacobs Company LLC

**Public Affairs:**

(865) 241-4690/574-3006

**Small Business Program:**

*Mr. Arthur Moore, Small Business Advocate*

Phone: (865) 576-3847

E-mail: [mzo@bechteljacobs.org](mailto:mzo@bechteljacobs.org)



Protecting America's Future

**Public Affairs:**

(865) 241-5872

**Small Business Program:**

*Gloria Mencer, Acting Manager, Socioeconomic Programs*

Phone: (865) 576-2090

E-mail: [mencergd@y12.doe.gov](mailto:mencergd@y12.doe.gov)



OAK RIDGE ASSOCIATED UNIVERSITIES

**Public Affairs:**

(865) 576-3147

**Small Business Program:**

*Ernest Whitaker, ORAU Small Business Manager*

Phone: (865) 576-9224

E-mail: [whitakee@orn.gov](mailto:whitakee@orn.gov)



OAK RIDGE NATIONAL LABORATORY

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Oak Ridge, Tennessee 37830

Fax: (865) 241-4095

Web site:

[www.ornl.gov/smallbusiness](http://www.ornl.gov/smallbusiness)

[www.ornl.gov/adm/contracts](http://www.ornl.gov/adm/contracts)

<u>Name</u>	<u>Phone</u>	<u>e-mail</u>
Keith Joy	(865) 576-5484	<a href="mailto:joyks@ornl.gov">joyks@ornl.gov</a>

*Dept. of Energy – Oak Ridge Office*

Freda Hopper	(865) 576-9430	<a href="mailto:hopperfh@oro.doe.gov">hopperfh@oro.doe.gov</a>
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# Oak Ridge National Laboratory: Ready for the next generation of great science





Questions???