

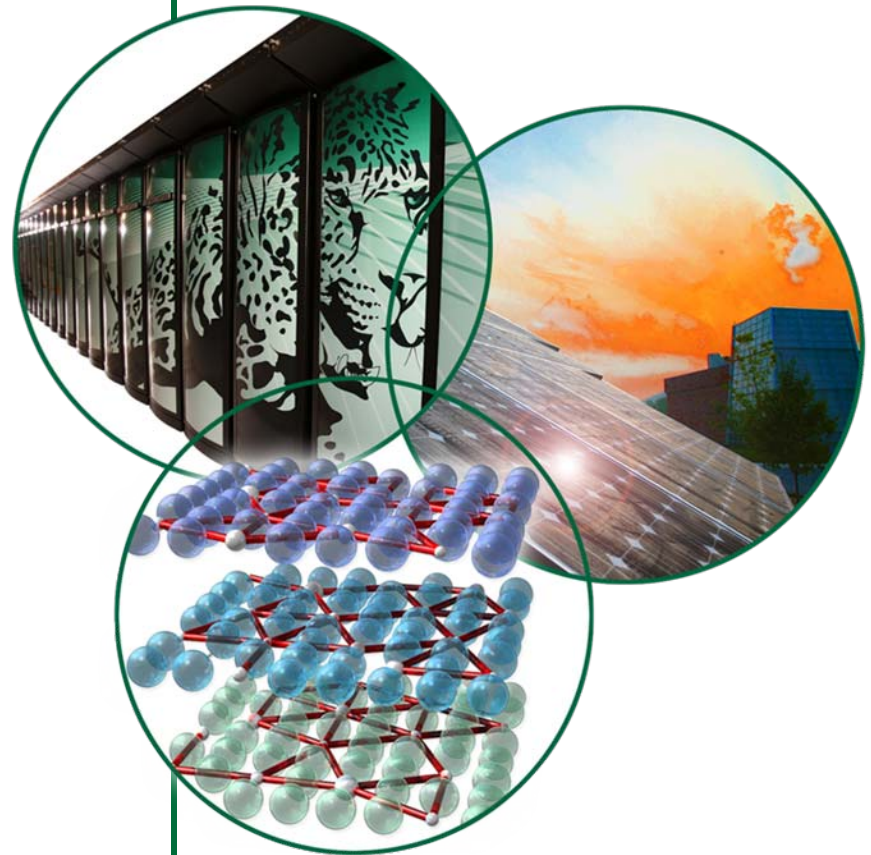
Oak Ridge National Laboratory Contracts Overview

Women-Owned Small Business Day

Jerome Hicks
Director, ORNL Contracts Division

Oak Ridge, TN

August 24, 2010



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

- \$1.55B budget
- 4,500+ employees
- 4,000 research guests annually
- \$500 million invested in modernization

- Nation's largest concentration of open source materials research
- World's most intense pulsed neutron source and a world-class research reactor

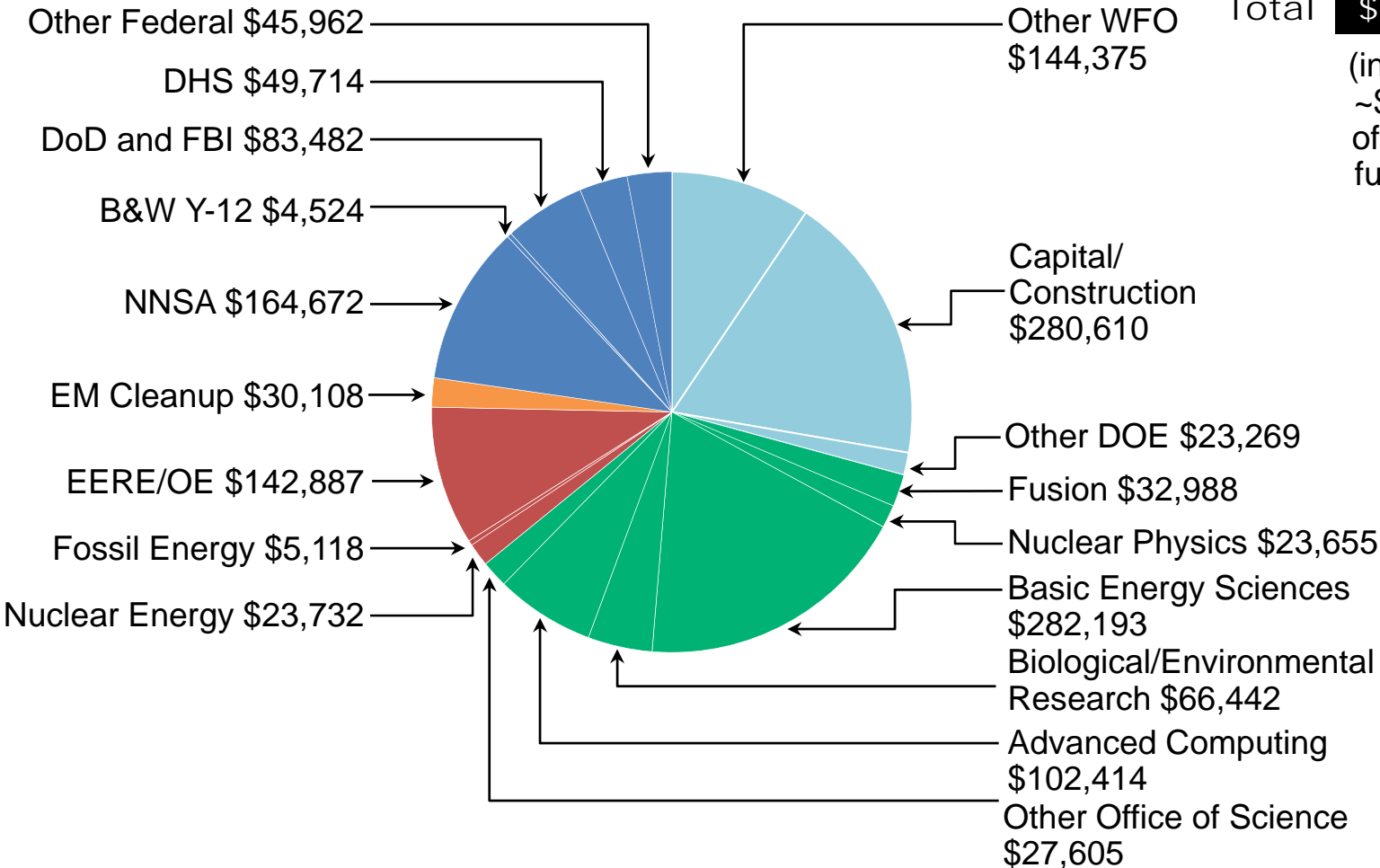
- World's most powerful open scientific computing facility
- Nation's most diverse energy portfolio
- Managing the billion-dollar U.S. ITER project



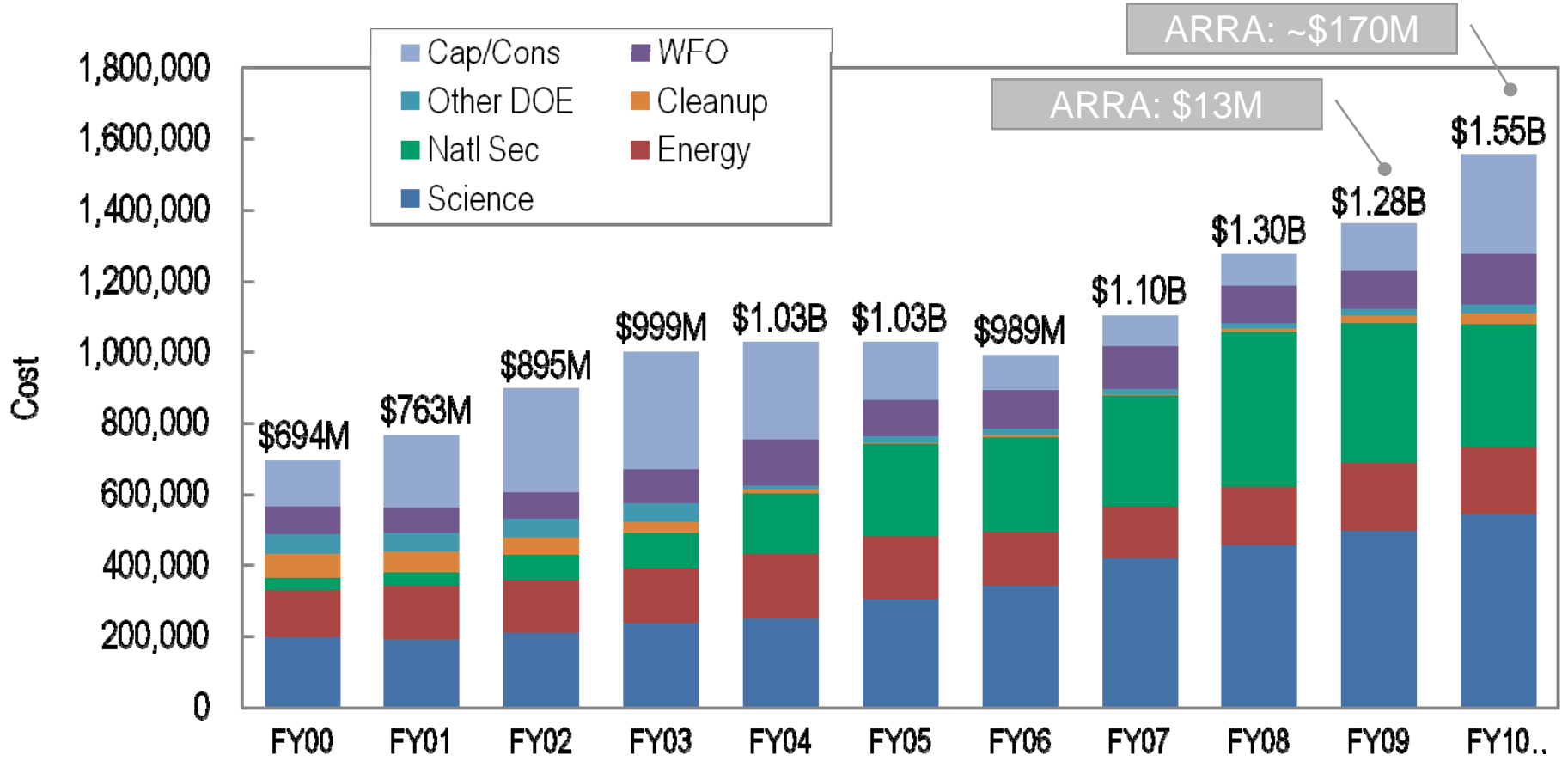
ORNL business volume (FY10 projected, \$k)

Science	\$535M
National Security	\$348M
Energy	\$189M
Cleanup	\$30M
Other	\$448M
Total	\$1.55B

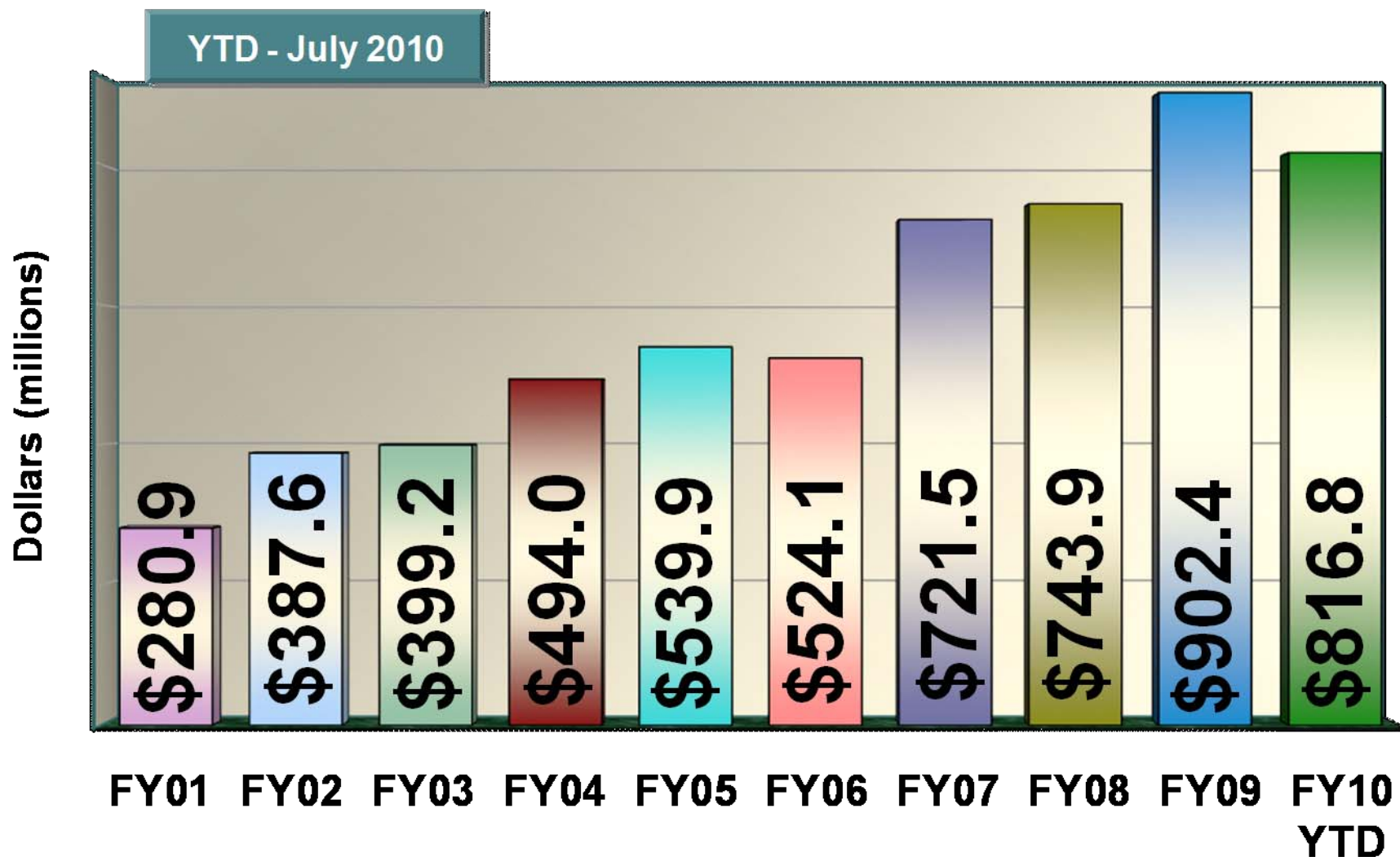
(includes ~\$170M of ARRA funding)



Our budget has more than doubled

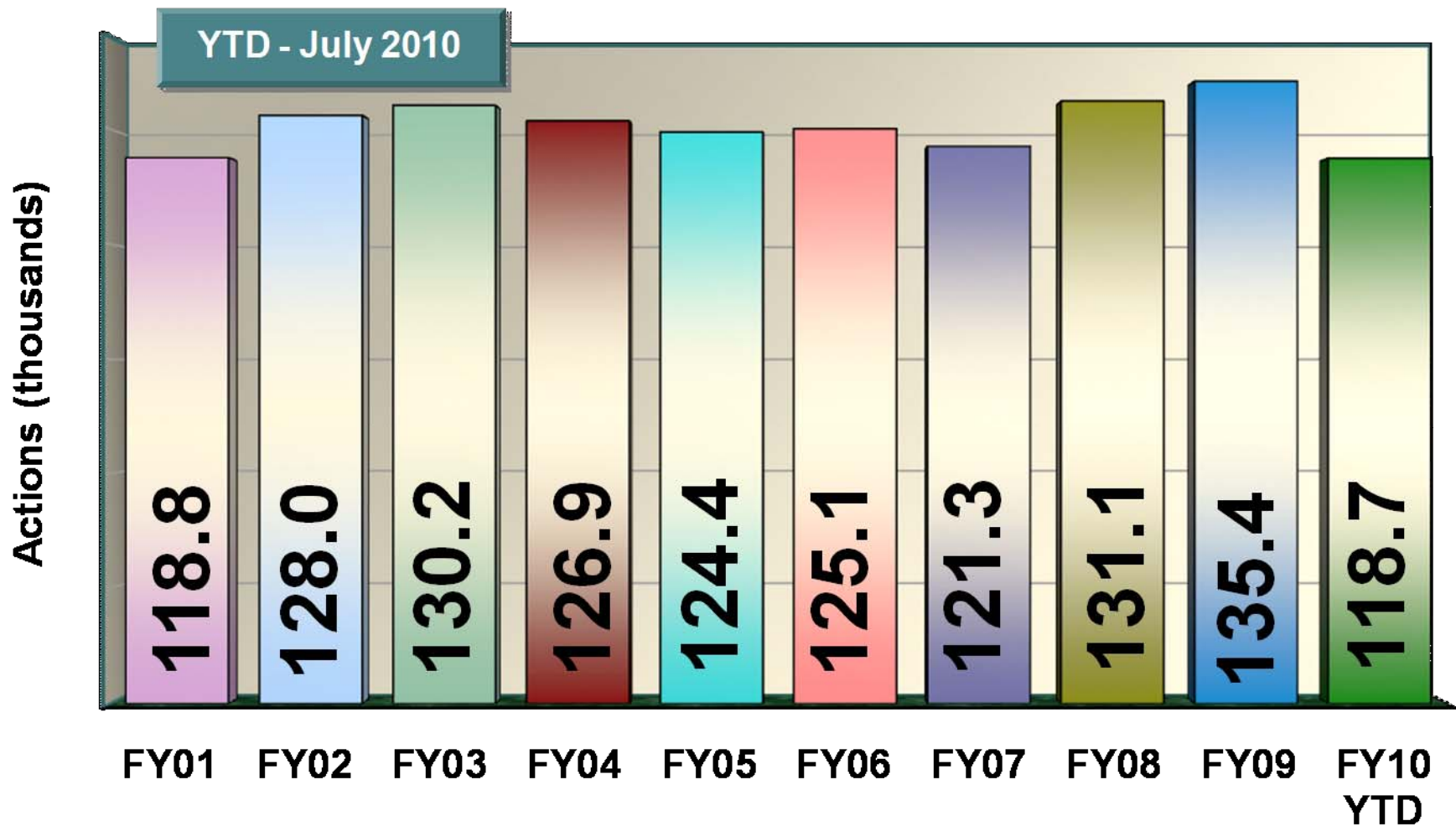


Trends - Procurement Dollars

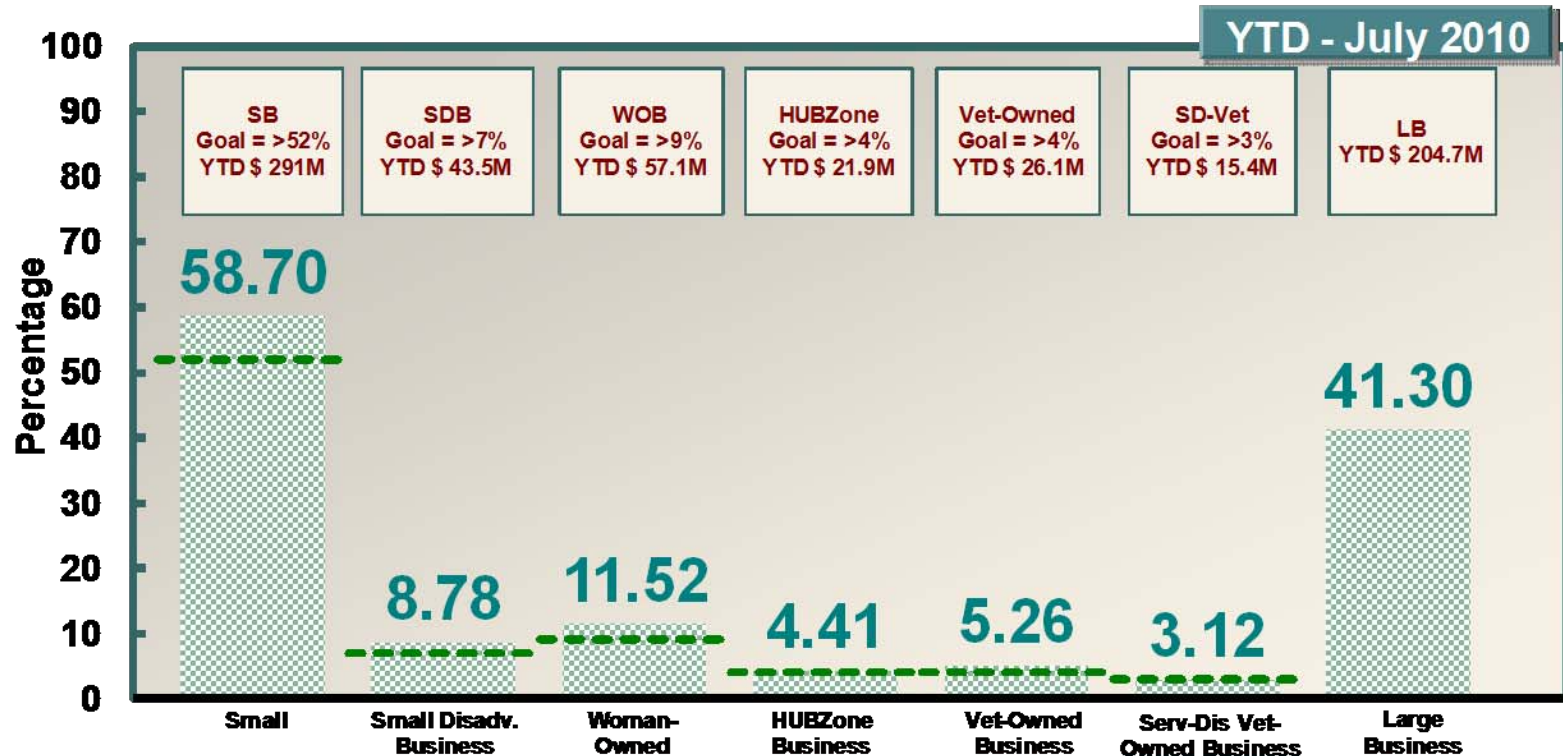


Includes P-Cards

Trends - Transactions



% Subcontract Dollars Placed with SB Firms - FY 2010 ORNL Including ARRA



FY 2010 YTD	Historical Data:	FY 00*	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09
SB Base	SB=Small Business	54.57	48.41	49.22	54.10	62.70	50.79	57.84	58.47	62.94	49.64
495.7M	SDB=Small Disadvantaged Business	9.77	7.55	6.42	6.24	9.23	7.09	10.54	9.26	11.13	6.82
Educ Base	WOB=Small Woman-Owned Business	8.51	7.45	12.21	8.80	10.31	7.86	11.35	12.33	14.62	9.70
51.0M	HUBZone=Historically Underutilized Business Zones	0.05	0.24	0.37	1.97	4.42	3.21	7.35	6.74	6.96	3.53
Total Proc	Vet-Owned=Veteran-Owned Small Business	N/R	0.32	0.82	1.19	3.00	1.49	4.07	3.52	6.12	4.89
816.8M	SD-Vet=Service-Disabled Veteran-Owned Small Business	N/R	0.037	-0.001	0.028	0.140	0.115	1.652	1.023	2.540	2.860

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

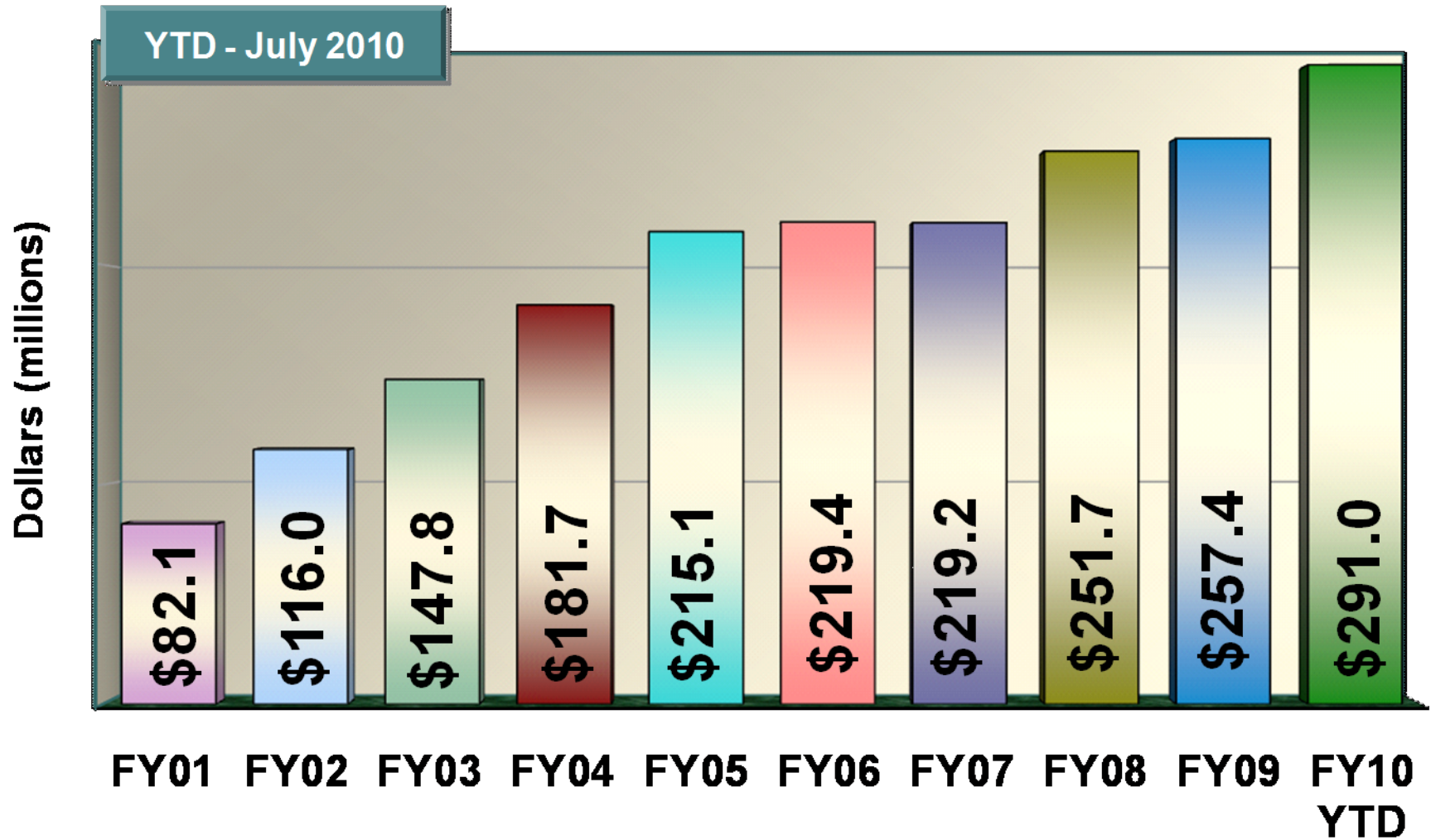
2SELA/SE Combined.xlsx

Data Source: 2096 & Proc Stats 2. *UT-Battelle contract started April 1, 2000. 6 months of data only. Base revised in FY05 & FY07.

8/2/2010

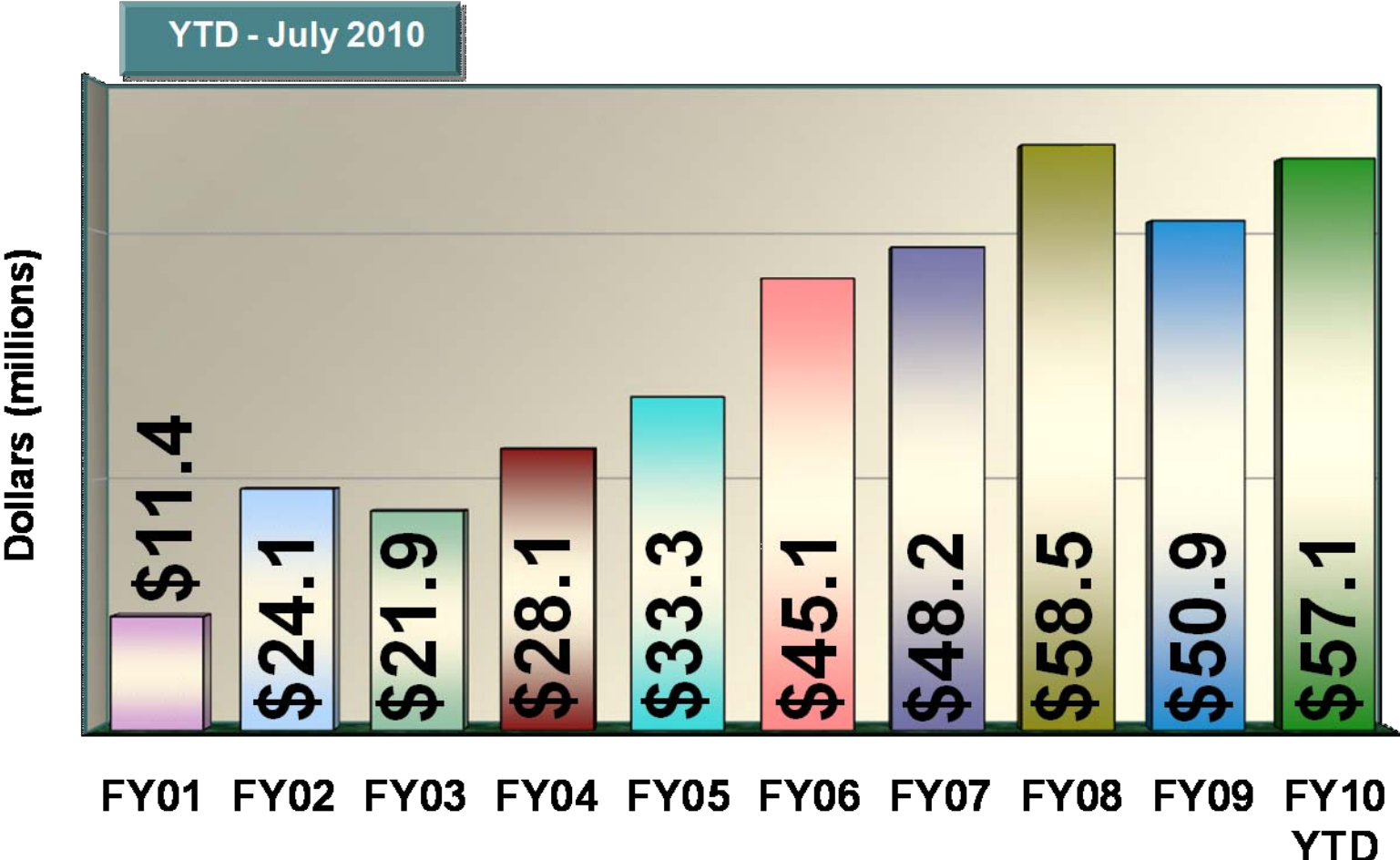
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Trends - Small Business Dollars



Includes P-Cards

Trends - Woman-Owned Small Business Dollars



Includes P-Cards

Contracts

Jerome Hicks, Director
Angela Calloway

- * Subcontractors
- ** Part Time
- *** Casual
- **** Temps

Science & Technologies
Christine Sullivan
Tracie Curtright, Admin Support

Commercial Support
Bill Pyle
Eva Rather, Admin Support

Operations Support
Kathy Collins
Angie Smythe**
Admin Support

SNS / Universities /
ITER
Jeff Geouque

Clint Rash
Mitzi Bailey
Shannon Bridges
Jim Bell
Lisa Hawk
Linda Jones
Liz Lynch
Linda Stinnett
Buford Clendenen*
Jim Dee*
Kelli Coker*
Rebecca Rupp*
Vacant (1)

Steve Bowman
Janice Crippen
Nicolas Crowe
Andrew Duncan*
Stanton Fears
Hayley Lamoureux
Melissa McBee
Candace Meade
Tina Moody
Jacquelyn Smith
Tena Nelson*
Dave Carrington*
Kristin Consador ****

Matrix
Bryan Robertson – Quality
Mike Gallaher – Finance Offic
Marcus McGee – C/P Analyst
Mark Ruth – C/P Auditor
Jennifer Schoerner- C/P Aud
Jewel Stallions/Subcontractor
Ken Moore/Subcontractor

Joel Poteat
Jim Anderson
Cassandra Anthony
Ellen Blackburn
Amy Campbell
John Fenton
Al Guidry
Stephen Hinton
Elizabeth Schilling
Angela Shillings

SNS
Markus Camfield
Barbara Shaw
Elizabeth Vacanti
UT/Core Universities
Darrell Arrington
Brad Dunsmore
ITER
Jeremy Duncan
Terri Cleveland
Kelli Kizer
Lynn Taylor

Contract Services
Sonny Rogers
Michelle Reed, Admin Support

Global Security &
Computational Sciences
Cecilia Rowe
Eva Rather, Admin Support

Compliance
Roy Etheridge
Carrol Dee*
Pat Ellis*
Delores Foust
Kay Lenox
Walter Nunley*
Amanda Hensley***

Real Estate
Jon Bartlett
Truman Trotter*

Subcontract Assoc.
Kathy Davis
Tesa Carroll
Regina Calwell
Debra Garrett
Diana Malone
Kim Maples
Sara Mason
Jana Simpson
Polly Smith
Allie Sublett
Deborah McCleary

Non-Proliferation
Lisa Cobb
Bob Baird
Mark Claiborne
Stacey Johnson
Derek Miller

Comp. Sciences
Willy Besancenez
Jo Ann Fitzpatrick
Landon Hill
Shirley Marion
Ashley Smith

National Security/ MPOs
Becky Wagner
Scarlett Clark
Ernie Ford
Susan Horne
Justin Keck
Kimberly Mullins ****
Vacant (1)
Tara Flynn****

Effective August 2010

What We Buy

- **Kathy Collins, Manager, Operations Support Group**
 - Operations Support Group handles Construction, Engineering and Professional Services for Audit & Oversight, Business Services, Communications & External Relations, ESH&Q, Facilities & Operations, Human Resources, Legal, Nuclear Operations, Office of Institutional Planning & Office of Integrated Performance Management, and Partnerships

What We Buy (continued)

- **Cecilia Rowe, Manager, Global Security & Computational Sciences Support Group**

- Global Security & Nonproliferation Programs handle international & domestic services agreements for the Global Security & Nonproliferation Programs within the Global Nuclear Security Technology Division
- Computational Sciences Support Group handles acquisitions for professional services, software, large computer systems, computer system leases, networking equipment & other information technology support for the Computational Sciences Directorate
- National Security/Global Security and Memorandum Purchase Orders Group handles acquisitions for research & development & professional engineering services for the Global Security Directorate & acquisitions for Memorandum Purchase Orders, Inter-Agency Agreements (IWO) & DOE Transfers, including the Oak Ridge Associated Universities Educational Programs for the entire laboratory

What We Buy (continued)

- **Bill Pyle, Manager, Commercial Support Group**
 - Commercial Support Group includes commercial item purchasing, award and administration of Basic Ordering Agreements and Accelerated Vendor Inventory Delivery (AVID) Agreements, and administration of the ORNL Purchasing Card (P-Card) Program

What We Buy (continued)

- **Christine Sullivan, Manager, Science & Technology Support Group**
 - Science & Technology Support Group provides support to the Biological & Environmental Sciences, Energy & Engineering Sciences and Physical Sciences Technical Directorates managing procurements for the acquisition of research and development technical support and services, complex commodities and equipment, as well as, handling lab-wide requests for independent subcontract services

What We Buy (continued)

- Jeff Geouque, Manager, ITER, SNS, and UT/Core Universities Contracts Support Group
 - ITER Procurement Group provides procurement support to the US ITER Project Office
 - SNS Procurement Group provides procurement support for the Spallation Neutron Source
 - Designated subcontract administrators handles all subcontracts with the University of Tennessee and the core Universities

Contract Compliance

- **Sonny Rogers, Manager, Contracts Services Group**
 - Contract Services Group is responsible for the following functions: revising and updating terms and conditions, maintaining an approved procurement system including operating practices, training, metrics, compliance procurement file reviews, Balanced Scorecard preparation and administration, reviewing exceptions to terms and conditions, real estate transactions, audits and responses to audits, audits of subcontractor invoices, and close-out of subcontracts.

ORNL Procurement Statistics

CATEGORY	FY99	FY00	FY01	FY02	FY03	FY04	FY05	FY06	FY07	FY08	FY09	FY10 thru July
Services	\$71.9	\$136.3	\$192.8	\$279.4	\$285.1	\$366.1	\$430.4	\$400.5	\$600.0	\$591.7	\$733.6	\$615.5
Inter-Contractor Purchases	-	-	\$171.3	\$132.0	\$74.7	\$27.1	\$30.9	\$29.0	\$150.1	\$141.8	\$215.9	\$160.6
Construction	-	-	-	-	-	-	\$10.0	\$30.1	\$18.1	\$23.9	\$98.2	\$32.2
Materials (Commodities)	\$106.9	\$78.3	\$73.5	\$91.9	\$98.6	\$111.6	\$89.4	\$101.1	\$100.7	\$128.6	\$148.9	\$183.9
AVID	\$11.5	\$9.2	\$8.8	\$10.2	\$9.4	\$9.9	\$12.8	\$15.7	\$16.1	\$22.5	\$20.1	\$18.8
P-Cards	\$14.9	\$14.5	\$14.6	\$16.3	\$15.5	\$16.4	\$20.1	\$22.5	\$20.8	\$23.5	\$19.9	\$17.4
ARRA (Excl leased subks; Incl P-Cards)											\$87.3	\$105.1
Total Procurement	\$193.8	\$229.1	\$280.9	\$387.6	\$399.2	\$494.0	\$539.9	\$524.1	\$721.5	\$743.9	\$902.4	\$816.8

Examples of MATERIALS Purchased at ORNL in FY 2009 (includes ARRA funded projects)

MATERIALS	AVID	Non-AVID	TOTAL
Agricultural Machinery & Equipment	\$ 251.14	\$ 73,863.00	\$74,114.14
Agricultural Supplies	\$ 4,516.25	\$ 38,933.97	\$43,450.22
Alarm, Signal & Security Detection Systems	\$ 18,650.10	\$ 183,893.61	\$202,543.71
Ammunition & Explosives	\$ 1,272.97		\$1,272.97
Bearings	\$ 19,027.52	\$ 85,390.17	\$104,417.69
Books, Maps & Other Publications	\$ 63,851.61	\$ 1,921,513.14	\$1,985,364.75
Brushes, Paints, Sealers & Adhesives	\$ 59,643.73	\$ 111,096.24	\$170,739.97
Camcorders		\$ 106,117.12	\$106,117.12
Cameras, Digital	\$ 5,702.04	\$ 346,574.01	\$352,276.05
Cameras, Non-Digital	\$ 41,800.55	\$ 297,424.02	\$339,224.57
Chemicals & Chemical Products	\$ 1,454,907.00	\$ 4,199,084.98	\$5,653,991.98
CITR - Materials & Equipment	\$ 74.30	\$ 20,920.75	\$20,995.05
Cleaning Equipment & Supplies	\$ 798,048.31	\$ 27,444.78	\$825,493.09
Clothing, Tents, Apparel, Textiles	\$ 197,529.53	\$ 100,424.20	\$297,953.73
Communication & Detection Equipment, Lasers & Masers	\$ 99,462.87	\$ 694,392.72	\$793,855.59
Computer Accessories	\$ 534,095.25	\$ 21,056,321.87	\$21,590,417.12
Computer Monitors	\$ 627,689.05	\$ 97,286.26	\$724,975.31
Computer System, Workstation	\$ 2,200,504.20	\$ 4,970,405.24	\$7,170,909.44
Computer, Laptop	\$ 1,543,420.42	\$ 96,722.97	\$1,640,143.39
Construction & Building Materials	\$ 806,470.68	\$ 480,868.22	\$1,287,338.90
Construction, Mining, Excavating & Highway Maintenance Equip.	\$ 17,563.75	\$ 22,641.59	\$40,205.34
Consumer Electronics (Audio & Video Equipment)	\$ 43,061.76	\$ 659,260.63	\$702,322.39
Containers, Packaging & Packing Supplies	\$ 9,902.08	\$ 656,089.44	\$665,991.52
Cylinders	\$ 106,626.31	\$ 175,963.99	\$282,590.30
Drilling/Tapping Machinery	\$ 1,589.91		\$1,589.91
Duplicating & Printing Equipment	\$ 12,647.83	\$ 15,594.23	\$28,242.06
Electric Wire & Power & Distribution Equipment	\$ 1,152,057.98	\$ 2,026,357.60	\$3,178,415.58
Electrical & Electronic Equipment Components	\$ 953,336.74	\$ 12,654,861.89	\$13,608,198.63
Engine Accessories	\$ 381,377.21	\$ 124,109.70	\$505,486.91
Engines, Turbines & Components	\$ 870.09	\$ 12,000.15	\$12,870.24
Fabrication	\$ 10,586.13	\$ 2,057,895.91	\$2,068,482.04
Fiber Optics Materials, Components, Assemblies & Accessories	\$ 303.14	\$ 130,216.63	\$130,519.77
Fire Control Equipment	\$ 1,879.65	\$ 191,915.76	\$193,795.41
Food Preparation & Serving Equipment	\$ 16,779.38	\$ 564,510.01	\$581,289.39
Fuels, Lubricants, Oils, Waxes	\$ 40,616.07	\$ 418,197.37	\$458,813.44
Furnace, Steam Plant & Drying Equipment & Nuclear Reactors	\$ 162,237.93	\$ 51,212.60	\$213,450.53

Examples of MATERIALS Purchased at ORNL in FY 2009 (includes ARRA funded projects)

MATERIALS (cont'd)	AVID	Non-AVID	TOTAL
Furniture	\$ 489,793.20	\$ 2,891,412.71	\$3,381,205.91
GPO (Government Printing Office) Use Only		\$ 15,563.23	\$15,563.23
Hardware & Abrasives (ex: screws, nuts, bolts, washers)	\$ 253,948.79	\$ 402,096.48	\$656,045.27
HFIR Cold Source		\$ 9,594.94	\$9,594.94
Household & Commercial Furnishings & Appliances	\$ 33,534.74	\$ 137,787.72	\$171,322.46
Industrial Manufacturing & Processing Machinery	\$ 34,031.97	\$ 1,262,869.04	\$1,296,901.01
Instruments & Laboratory Equipment	\$ 1,512,418.37	\$ 24,269,258.59	\$25,781,676.96
Leases of Equipment	\$ 475.36	\$ 28,997,302.24	\$28,997,777.60
Lighting Fixtures & Lamps	\$ 78,762.67	\$ 104,303.34	\$183,066.01
Live Animals		\$ 400.00	\$400.00
Lumber, Millwork, Plywood & Veneer	\$ 118,045.22		\$118,045.22
Maintenance & Repair Shop Equipment	\$ 727,931.35	\$ 1,774,450.77	\$2,502,382.12
Materials Handling Equipment	\$ 229,120.22	\$ 435,065.63	\$664,185.85
Mechanical Power Transmission Equipment	\$ 270,143.89	\$ 331,571.00	\$601,714.89
Medical, Dental, Veterinary Equipment & Supplies	\$ 62,100.41	\$ 185,042.39	\$247,142.80
Metal Bars, Sheets & Shapes	\$ 141,783.39	\$ 707,488.92	\$849,272.31
Miscellaneous - codes no longer in use		-\$ 6,047.33	\$ - 6,047.33
Motor Vehicles, Trailers & Cycles	\$ 1,370.69	\$ 721,030.85	\$722,401.54
Musical Instruments	\$ 2,712.27		\$2,712.27
Nonmetallic Crude Materials		\$ 7,531.40	\$7,531.40
Nonmetallic Fabricated Materials	\$ 9,915.15	\$ 202,926.99	\$212,842.14
Office Machines (ex: fax, paper shredder, copier, etc)	\$ 778,214.34	\$ 73,719.11	\$851,933.45
Office Supplies	\$ 1,100,660.28	\$ 447,172.82	\$1,547,833.10
Ores, Minerals & Their Primary Products	\$ 44.93	\$ 2,116.65	\$2,161.58
PDA/Handheld	\$ 2,074.64	\$ 106,175.82	\$108,250.46
Photographic Equipment & Supplies (excluding cameras)	\$ 378.33	\$ 41,230.74	\$41,609.07
Pipe, Tubing, Hose & Fittings	\$ 278,877.47	\$ 507,605.75	\$786,483.22
Plumbing, Heating & Waste Disposal Equipment	\$ 79,151.17	\$ 29,464.48	\$108,615.65
Precious Metals	\$ 21,896.14	\$ 103,763.88	\$125,660.02
Prefabricated Structures & Scaffolding	\$ 25,644.35	\$ 126,968.52	\$152,612.87
Printer, Computer	\$ 301,512.34	\$ 212,543.73	\$514,056.07
Projectors	\$ 7,273.43	\$ 23,999.16	\$31,272.59
Pumps & Compressors	\$ 59,367.34	\$ 1,784,945.18	\$1,844,312.52
Radiation Devices	\$ 9,137.45	\$ 1,746,499.93	\$1,755,637.38
Radioactive Materials & Isotopes	\$ 6,646.30	\$ 502,930.10	\$509,576.40
Recreational & Athletic Equipment	\$ 1,580.44	\$ 257.70	\$1,838.14

Examples of MATERIALS Purchased at ORNL in FY 2009 (includes ARRA funded projects)

	AVID	Non-AVID	TOTAL
MATERIALS (cont'd)			
Refrigeration, Air Conditioning & Air Circulating Equipment	\$ 85,263.26	\$ 798,809.59	\$884,072.85
Respiratory Protection Equipment	\$ 110,916.32	\$ 121.44	\$111,037.76
Rope, Cable, Chain & Fittings	\$ 2,167.62	\$ 6,709.00	\$8,876.62
Safety, Environmental Protection, Fire Fighting, Rescue Equipment	\$ 540,669.78	\$ 435,059.24	\$975,729.02
Service/Trade Equipment		\$ 94.44	\$94.44
Ships & Marine Equipment		\$ 16,478.00	\$16,478.00
SNS Commodities	\$210.40	-\$ 1,010,903.19	\$ - 1,010,692.79
Software	\$ 54,094.62	\$ 3,941,676.96	\$3,995,771.58
Special Industrial Machinery		\$ 52,298.90	\$52,298.90
Subsistence	\$ 33,391.81		\$33,391.81
Tires & Tubes	\$ 86,216.22	\$ 200.00	\$86,416.22
Tools	\$ 635,570.69	\$ 397,001.06	\$1,032,571.75
Training Aids & Devices	\$ 14,590.63	\$ 49,358.13	\$63,948.76
Valves	\$ 358,718.38	\$ 804,985.22	\$1,163,703.60
Vehicular Equipment & Components	\$ 44,609.81	\$ 5,499.95	\$50,109.76
Warranty Returns	\$ 1,078.34	\$ 27,106.58	\$28,184.92
Waste/Recycle, Transport, Treatment, Storage, Disposal	\$ 380.50	\$ 60.02	\$440.52
Water Purification & Sewage Treatment Equipment	\$ 31,483.65	\$ 475,868.65	\$507,352.30
	\$ 20,026,262.15	\$ 128,828,971.24	\$148,855,233.39

Examples of SERVICES Purchased at ORNL in FY 2009 (includes ARRA funded projects)

	AVID	Non-AVID	TOTAL
SERVICES			
Architect & Engineering Services		\$ 3,911,281.77	\$3,911,281.77
Computer, Hardware Maintenance	\$ 12,773.69	\$ 1,708,115.66	\$1,720,889.35
Computer, Software Maintenance	\$ 30,802.75	\$ 6,524,710.37	\$6,555,513.12
Construction		\$ 97,516,405.94	\$97,516,405.94
Dismantle/Demolition/Removing		\$ 3,719,340.97	\$3,719,340.97
Education & Training Services		\$ 1,231,092.41	\$1,231,092.41
Independent Subcontractor		\$ 2,409,888.07	\$2,409,888.07
Independent Subcontractor Human Resources		\$ 1,613,938.34	\$1,613,938.34
Independent Subcontractor Human Resources Legal		\$ 110,665.00	\$110,665.00
Independent Subcontractor Legal		\$ 441,777.99	\$441,777.99
Information Technology & Telecommunications Services		\$ 5,672,833.23	\$5,672,833.23

Examples of SERVICES Purchased at ORNL in FY 2009 (includes ARRA funded projects)

SERVICES	AVID	Non-AVID	TOTAL
Interagency Agreements		\$ 2,995,366.45	\$2,995,366.45
Interoffice Work Orders		\$ 109,972.95	\$109,972.95
Lease/Rental-Equipment		\$ 241,607.96	\$241,607.96
Lease/Rental-Facilities		\$ 13,422,049.25	\$13,422,049.25
Maintenance, Repair & Alteration of Real Property		\$ 24,918,281.90	\$24,918,281.90
Maintenance, Repair & Rebuild Services	\$ 7,350.42	\$ 12,483,791.12	\$12,491,141.54
Medical Services		\$ 221,349.99	\$221,349.99
Memorandum Purchase Orders		\$ 25,355,576.32	\$25,355,576.32
Memorandum Purchase Orders Y-12		\$ 68,314,156.74	\$68,314,156.74
Modification of Equipment		\$ 380,535.88	\$380,535.88
Natural Resources & Conservation Services		\$ 398,228.10	\$398,228.10
ORISE		\$ 33,845,188.60	\$33,845,188.60
Other Government Transfers		\$ 81,096,741.61	\$81,096,741.61
Photographic, Mapping, Printing & Publication Services		\$ 215,807.50	\$215,807.50
Professional/Administrative/Management Services	\$ 47.08	\$ 83,156,612.17	\$83,156,659.25
Quality Control, Testing & Inspection		\$ 712,350.66	\$712,350.66
Research & Development (R&D)	\$ 474.05	\$ 97,087,320.72	\$97,087,794.77
SNS Services		\$ 2,709,501.82	\$2,709,501.82
Studies & Analysis (not R&D)		\$ 117,219,707.39	\$117,219,707.39
Transportation, Travel & Relocation Services		\$ 88,762.38	\$88,762.38
Universities - Research & Development (R&D)		\$ 21,406,733.94	\$21,406,733.94
Universities - The University of Tennessee only		\$ 18,038,329.95	\$18,038,329.95
Utilities		\$ 931,246.00	\$931,246.00
Waste (Hazardous, Radioactive, etc.) & Recycle		\$ 2,003,902.49	\$2,003,902.49
	\$ 51,447.99	\$ 733,545,909.25	\$733,597,357.24
	\$ 20,077,710.14	\$ 862,374,880.49	\$882,452,590.63

Business Opportunities - Support Services (Equipment & Supplies)

Type	Description	Small Business Set Aside	Estimated Value	NAICS Code	Anticipated Issue Date	Anticipated Award Date	Contact Name	Contact Tel #	Contact E-mail
Equipment	Highly Flexible Carbon Fiber Semi-Production Line Equipment	No	\$8-11M	335991	Jun-10	TBD	James Dee	865-241-9210	deejw@ornl.gov
Equipment	Highly Flexible Fiber Melt Spinning Semi-Production Line (MSSL)	No	\$4-5M	335991	Aug-10	TBD	James Dee	865-241-9210	deejw@ornl.gov
Supplies	Ethanol Fuel - 15% Unleaded Gasoline, 85% Alcohol	TBD	TBD	TBD	Jun-10	TBD	Steve Bowman	865-574-6938	bowmansa@ornl.gov
Supplies	Request for Interest - Long Term Wood Fuel Supply	TBD	TBD	423990	Fall/Winter 2010-2011	Summer 2011	Jim Anderson	865-241-6851	andersonjw1@ornl.gov

Business Opportunities - Support Services (Equipment & Supplies)

Type	Description	Small Business Set Aside	Estimated Value	NAICS Code	Anticipated Issue Date	Anticipated Award Date	Contact Name	Contact Tel #	Contact E-mail
Supplies	Biodiesel Fuel B20	TBD	TBD	TBD	Jun-10	TBD	Steve Bowman	865-574-6938	bowmansa@ornl.gov
Supplies	Gasoline Fuel - Unleaded, Bulk	TBD	TBD	TBD	Jun-10	TBD	Steve Bowman	865-574-6938	bowmansa@ornl.gov
Supplies	Diesel #2, Heating Oil	TBD	TBD	TBD	Jun-10	TBD	Steve Bowman	865-574-6938	bowmansa@ornl.gov

Business Opportunities – Support Services (Services)

Type	Description	Small Business Set Aside	Estimated Value	NAICS Code	Anticipated Issue Date	Anticipated Award Date	Contact Name	Contact Tel #	Contact E-mail
Service	Design Build Services – including A-E & construction services for new LEED Gold Certified Chestnut Ridge Campus Office Building	No	\$4.3 - 4.7M	236220	Aug-10	Fall 2010	Ellen Blackburn	865-576-1925	blackburnee@ornl.gov
Fixed Price Service	Decentralization of Heat Plant at Dover Air Force Base – scope is for installation of boilers & related equipment	No	\$1.3 - 2M	236210	2010	Oct 20, 2010	Linda Jones	865-574-1410	joneslm@ornl.gov

Business Opportunities – Support Services (Services & Construction)

Type	Description	Small Business Set Aside	Estimated Value	NAICS Code	Anticipated Issue Date	Anticipated Award Date	Contact Name	Contact Tel #	Contact E-mail
Service	CS Modules Fabrication tooling to build CA Modules	No	>\$25M	TBD	Oct-10	Apr-11	Jeremy R. Duncan	865-576-0477	duncanjr@ornl.gov
Service	CS Structure BOA – multiple contracts of CS structure & assembly tooling	No	>\$500K	TBD	Sep-10	Dec-10	Jeremy R. Duncan	865-576-0477	duncanjr@ornl.gov
Constr.	Construction Management / General Contractor services for MAXLAB – consists of Preconstruction Services, Construction Management & Facility Construction	No	\$9-10M	236220	Aug-10	Nov-10	Joel Poteat	865-576-6826	poteatja@ornl.gov

Business Opportunities – AVID Commodities Agreements

Type	Description	Small Business Set Aside	Estimated Value	NAICS Code	Anticipated Issue Date	Anticipated Award Date	Contact Name	Contact Tel #	Contact E-mail
JIT Comm. Agreement	Sigma-Aldrich Chemicals & Products	Yes	\$5M	TBD	2010	TBD	Jackie Smith	865-576-1754	smithjm1@ornl.gov
JIT Comm. Agreement	Building Supplies, Plumbing Supplies & Hardware	No	\$750K-1M	TBD	2010	TBD	Stanton Fears	865-574-5348	fearssa@ornl.gov
JIT Comm. Agreement	Automotive Supplies	No	\$400-500K	TBD	2010	TBD	Stanton Fears	865-574-5348	fearssa@ornl.gov
JIT Comm. Agreement	Jones Trane HVAC Equipment	No	\$80-85K	TBD	2010	TBD	Jackie Smith	865-576-1754	smithjm1@ornl.gov

How We Buy

- Primary ORNL Procurement Methods
 - Purchase Cards
 - 355 Cardholders
 - 39,271 transactions
 - \$19.9M
 - AVID Agreements (JIT)
 - 36 Agreements with 39 vendors (9 are WOSB)
 - 71,315 transactions
 - \$20,077,710

How We Buy (continued)

- Purchase Orders / Agreements
 - \$273,474,135
 - 16,341 transactions
- Subcontracts
 - \$588,900,744
 - 8,509 transactions

Small Businesses: Steps in Doing Business with ORNL

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



Small Businesses: 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 Programs Office.**



Oak Ridge National Laboratory

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Outreach Efforts Work!

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

Recent Recognition for Small Business Support

2006 DOE
FMC Innovation Award



2007 SBA
Francis Perkins Vanguard Award



2007 DOE M&O Small Business
Programs Manager of the Year Award



2008 DOE
Mentor of the Year Award



ORNL Women-Owned Firm Success Stories

- **Avisco, Inc. – Oak Ridge, Tennessee**
 - Won a competitive award for successful completion of 6000 Area Chilled Water Line (completed on time & safely)
 - Very complex project with minimum disruption in a congested area
 - Project Management Team very cooperative and pro-active
 - Completed construction of East End Expanded Parking including additions to Conference Center parking lot, North parking lot & Fire Department parking lot. Also included construction of walking/biking path

ORNL Women-Owned Firm Success Stories (continued)

- **Burgoon Company – Galveston, Texas**

- Partnered with large business to manage a Just-in-Time commodity.
- Currently have a 96% on-time delivery rate
- Actively support Company's efforts to "Green the Government" by offering large number of environmentally preferable products

- **Innovative Design, LLC – Knoxville, Tennessee**

- They were awarded a BOA in July 2010 for providing Engineering Design Support to ITER and the Fusion Energy Division. They provide a wide variety of resources to support the ITER design team including Designers, Design Engineers, System Analysts, and System Engineers. The efforts they provide are critical to the overall success of the ITER Project

ORNL Women-Owned Firm Success Stories (continued)

- **MPI Business Solutions, Inc. – Knoxville, TN**
 - Continues to provided temporary administrative and technical support personnel under a BOA previously awarded competitively in 2005
 - Provides additional personnel in administrative and technical fields on as-needed basis under stand alone subcontracts
- **National Resource Management, LLC – Knoxville, TN**
 - BOA in FY10 in support of ITER
 - BOA to support Facilities Development Division in Construction activities
 - Provides local, efficient business and can handle aggressive delivery schedule

ORNL Women-Owned Firm Success Stories (continued)

- Wildflower International, LTD – Oak Ridge, TN
 - Provider of Dell computer equipment and products – hands-on-service that large businesses (i.e. Dell) cannot provide
 - Competitive procurement for providing Chemical Security Assessment Tool Equipment for the Department of Homeland Security . This mission is critical technical support for service for 24-hours a day / 7-days a week coverage
- Management Solutions, LLC – Knoxville, TN
 - Provides engineering project management services, primarily in the area of project controls
 - Based on it's success in providing these services, Management Solutions was nominated by ORNL and received the DOE-wide **Women-Owned Small Business of the Year Award** as well as the DOE Service Firm Provider of the Year Award

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



Oak Ridge National Laboratory: Meeting the challenges of the 21st century



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