

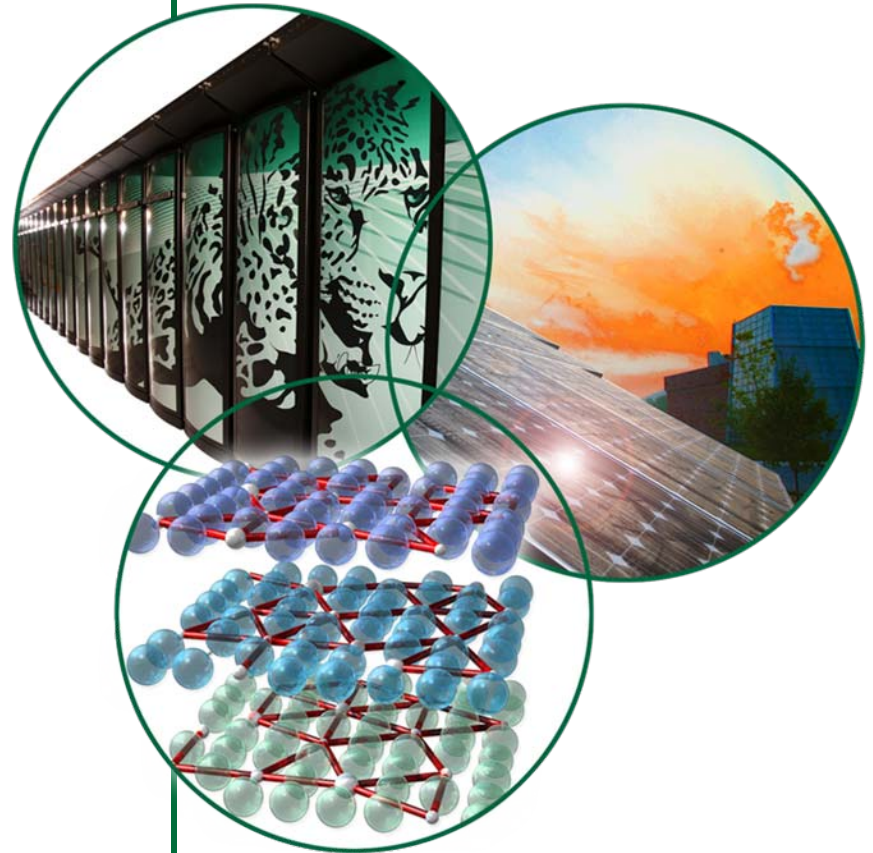
Doing Business with Oak Ridge National Laboratory

Presented at the WM10 Symposia

Keith S. Joy
Director

ORNL Small Business Programs

Phoenix, AZ
March 3, 2010

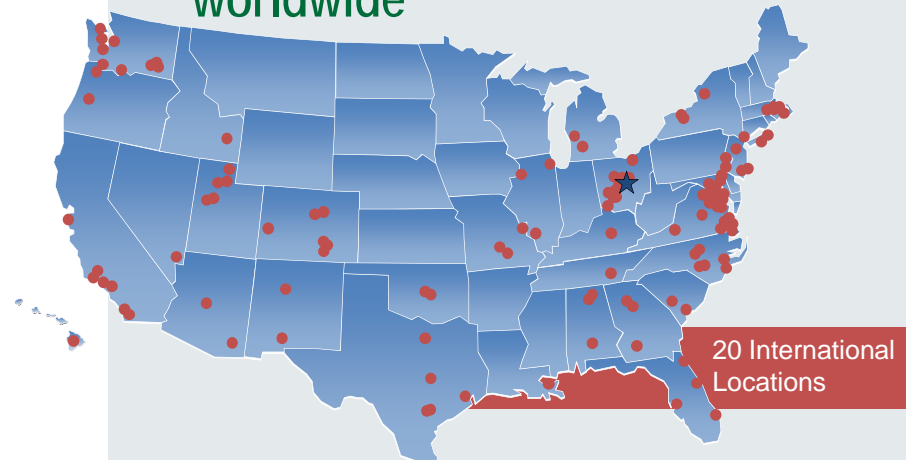


Battelle: What We Are

- Global enterprise
 - Applying science and technology to real-world problems
 - Managing machinery of scientific discovery and innovation
 - Creating commercial value by bringing new technologies to international marketplace
- Non-profit, charitable trust formed by Will of Gordon Battelle in 1925



- Generates \$5.2 billion annually in global R&D
- Oversees over 20,000 employees in 130 locations worldwide



What We've Done – Where We've Been

- Developed new materials
- Improved and created entire industries
- Pioneered new technologies



- Metals and materials including armor plating for U.S. tanks in WWII
- Fuel for *Nautilus*, the first nuclear submarine
- *Xerography*
- Early compact disc technology
- Fiber-optics technology for telecommunications
- Increased fuel cell performance and fuel cell materials
- Affordable clean water purification
- Drug delivery technology
- Threat detection for people/infrastructure

What We're Doing – Where We're Going

- ▶ We apply science and technology through *Global Businesses*
- ▶ We manage the machinery of scientific discovery and innovation through Global Laboratory Operations
- ▶ We create commercial value through *Battelle Ventures*



- Spallation Neutron Source
- World's fastest unclassified supercomputer
- Relative Heavy Ion Collider
- National Synchrotron Light Source
- Environmental Molecular Sciences Laboratory

Points of Contact

Lynn Livengood
Manager, Supplier Diversity
614-424-7511
livengoodkl@battelle.org

Ron Penick
Small Business Specialist and Subcontracting Plans
614/424-5513
penickr@battelle.org

Kimberly O. Moss
Small Business Specialist
614/424-3937
mossk@battelle.org

Amectra Terrell
Data Analyst
614/424-5356
terrella@battelle.org



Brookhaven National Laboratory

Located on a 5,300-acre site on eastern Long Island, New York, Brookhaven National Laboratory is a Department of Energy, Office of Science multidisciplinary laboratory established in 1947 for the peacetime exploration of science.

Home to seven Nobel Prizes, Brookhaven conducts research in the physical, biomedical, and environmental sciences, as well as in energy technologies and national security.

The National Synchrotron Light Source (NSLS) is where thousands of researchers from industry and academia come annually to use beams of x-ray, infrared and ultraviolet light to study materials from computer chips to proteins.

Presently, the Laboratory's most important new project is the NSLS-II, which will be the world's brightest synchrotron when it becomes operational in 2015.

Brookhaven National Laboratory Winner of the 2009 SBA's Dwight D. Eisenhower Award for Excellence



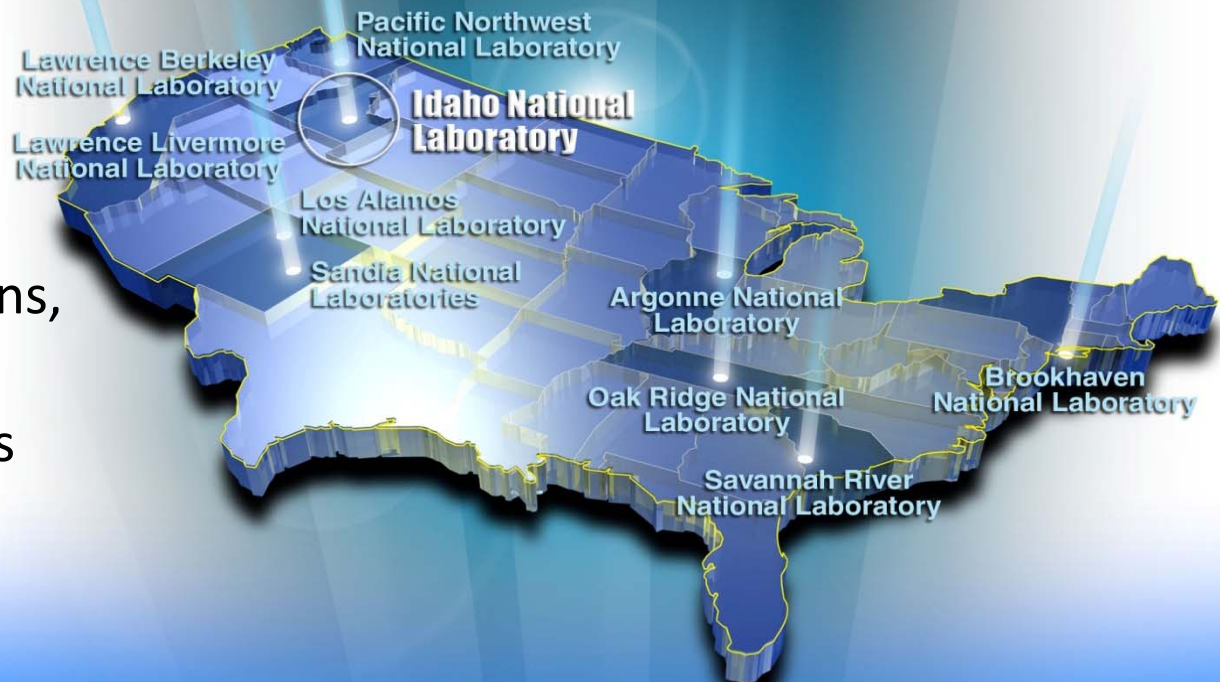
Contact:

Jill Clough-Johnston,
Small Business Liaison Officer
631 344-3173
clough@bnl.gov

Register in our self registration
database, at:
www.bnl.gov/ppm/sbreg.asp

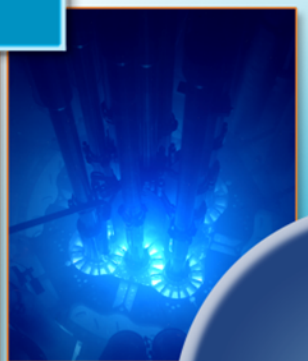
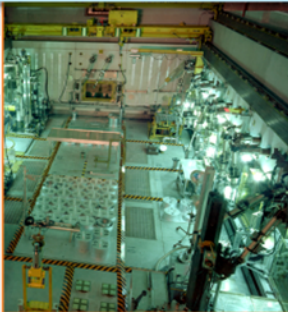
Idaho National Laboratory

- 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. \$960M
- 4,300 scientists, engineers, technicians, and other staff
- Three S&T campuses on 890 mi² site

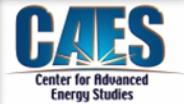


INL – The National Nuclear Laboratory

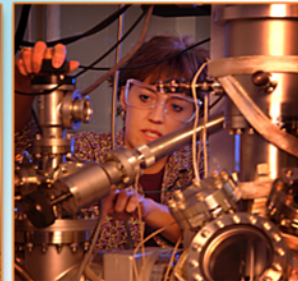
Developing world-class Nuclear Energy capabilities



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



Preminent Internationally-Recognized Nuclear Energy RDD&D Laboratory



Major center for National and Homeland Security technology RDD&D

Lead clean energy systems RDD&D laboratory and a regional resource

RDD&D: Research, Development, Demonstration & Deployment

Marketing Strategies

Steps to Initiating Business with the INL

1. Register your business in the Central Contractor Registration (CCR) database.
2. Email your capabilities statement to small.business@inl.gov better acquaint us with you company and your products and/or services.
3. Contact the Small Business Program Office (208-526-8564) to discuss potential opportunities posted on the Procurement Opportunity web pages or arrange a meeting.



Idaho National Laboratory's

Dana Storms

**Winner of DOE's Small Business Programs Manager
of the Year Award**



THE NATIONAL RENEWABLE ENERGY LABORATORY (NREL)



NREL is a national laboratory of the U.S. Department of Energy Office of Energy Efficiency and Renewable Energy operated by the Alliance for Sustainable Energy, LLC

NREL's Mission and Strategy

- The National Renewable Energy Laboratory (NREL) is the nation's primary laboratory for renewable energy and energy efficiency research and development (R&D).
- NREL's mission and strategy are focused on advancing the U.S. Department of Energy's and our nation's energy goals. The laboratory's scientists and researchers support critical market objectives to accelerate research from scientific innovations to market-viable alternative energy solutions.

Please visit us at: www.nrel.gov



Technology Development Programs

NREL R&D Portfolio



Efficient Energy Use

- Vehicle Technologies
- Building Technologies
- Industrial Technologies



Renewable Resources

- Wind and water
- Solar
- Biomass
- Geothermal



Energy Delivery and Storage

- Electricity Transmission and Distribution
- Alternative Fuels
- Hydrogen Delivery and Storage

Foundational Science and Advanced Analytics

Contact Information

☀ Nancy Gardner, Small Business Partnerships Development Manager

- nancy.gardner@nrel.gov
- 303-384-7335

☀ Jon Olsen, DOE Golden Field Office

- jon.olsen@go.doe.gov
- 720-275-4700

☀ Karen Klam – Colorado SBA Representative

- karen.klam@sba.gov
- 303-844-2607

Pacific Northwest National Laboratory

Core Capabilities

- Chemical and Molecular Sciences
- Chemical Engineering
- Large-Scale User Facilities/ Advanced Instrumentation
- Biological Systems Science
- Climate Change Science
- Applied Materials Science and Engineering
- Applied Nuclear Science and Technology
- Advanced Computer Science, Visualization, and Data
- Systems Engineering and Integration
- Subsurface Science



Pacific Northwest National Laboratory

PNNL delivers solutions to America's most intractable problems in energy, national security and the environment. Through the power of interdisciplinary teams, PNNL advances science and technology to make the world a better place.

Mission Outcome

Strengthen U.S. scientific foundations for innovation



Examples

Controlling molecular processes for energy and environmental issues atom-by-atom

Increase U.S. energy capacity and reduce dependence on imported oil



Advancing biomass conversion to infrastructure-ready fuels

Prevent and counter acts of terrorism and the proliferation of weapons of mass destruction



Detecting nuclear and radiological materials at borders and ports

Reduce environmental effects of human activity and create sustainable systems



Predicting and mitigating the impact of energy development and climate change

Pacific Northwest National Laboratory

Small Business Program Office

Kerry Cullerton, Program Manager

(509) 371-7526

kerry.cullerton@pnl.gov

Ann-Erica Whitemarsh, Program Administrator

(509) 371-7372

annerica.whitemarsh@pn.gov

Website: <http://www.pnl.gov/contracts/smallbusiness/>

Solicitations > \$100k: <http://www.pnl.gov/contracts/solicitations/>

Supplier Registration: <http://www.pnl.gov/yellow/> (changing soon!)

FY2010 Small Business Goals

Small: 50.2%

Small Disadvantaged: 5%

Woman-Owned: 5%

HUBZone: 3%

Veteran-Owned: 3%

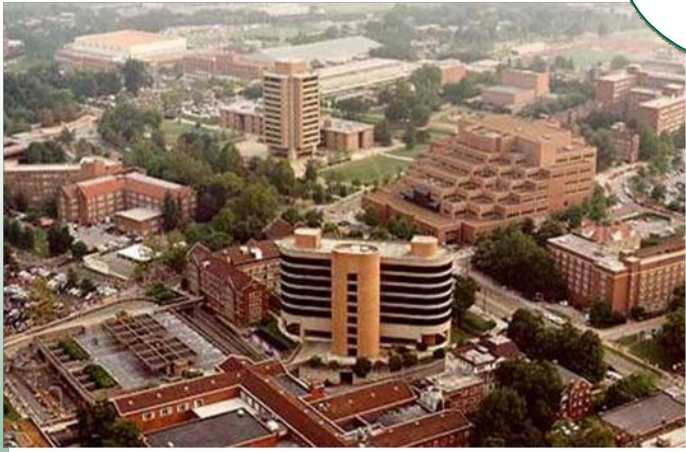
Service Disabled, Veteran-Owned: 3%



Pacific Northwest
NATIONAL LABORATORY

Proudly Operated by Battelle Since 1965

UT-Battelle has managed Oak Ridge National Laboratory since April 2000



**The University of Tennessee
Knoxville, Tennessee**



**Battelle
Columbus, Ohio**



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



- \$1.3B budget
- 4,350 employees
- 3,900 research guests annually
- \$350 million invested in modernization
- World's most powerful open scientific computing facility
- Nation's largest concentration of open source materials research
- Nation's most diverse energy portfolio
- Operating the world's most intense pulsed neutron source
- Managing the billion-dollar U.S. ITER project

ORNL's Main Campus



DOE-ORO Integrated Facilities Disposition Project: Completing ORNL's revitalization



| Scope | Benefits |
|---|---|
| Environmental cleanup and site revitalization at ORNL and Y-12 | <ul style="list-style-type: none">• Removes >200 facilities• Addresses legacy materials• Replaces liquid and gaseous waste systems• Provides real estate for future facilities• To be completed by 2018 |

Our environmental and waste management strategy relies on effective partnerships with outside contractors & small businesses

We use contract support in the areas of:

- Waste management planning, characterization, and preparation of required waste documentation
- Environmental compliance support, including as field-deployed environmental protection officers
- Pollution prevention planning, reporting, and project implementation
- Operation of a Lab-wide waste tracking system
- Off-site analysis of waste & environmental samples
- Off-site waste treatment & disposal services
 - Hazardous waste transportation, treatment & disposal
 - Low-level radioactive waste transportation, treatment, & disposal (via a DOE-wide contract, where possible)
 - Mixed waste transportation, storage, treatment, & disposal (via a DOE-wide contract, where possible)

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.**

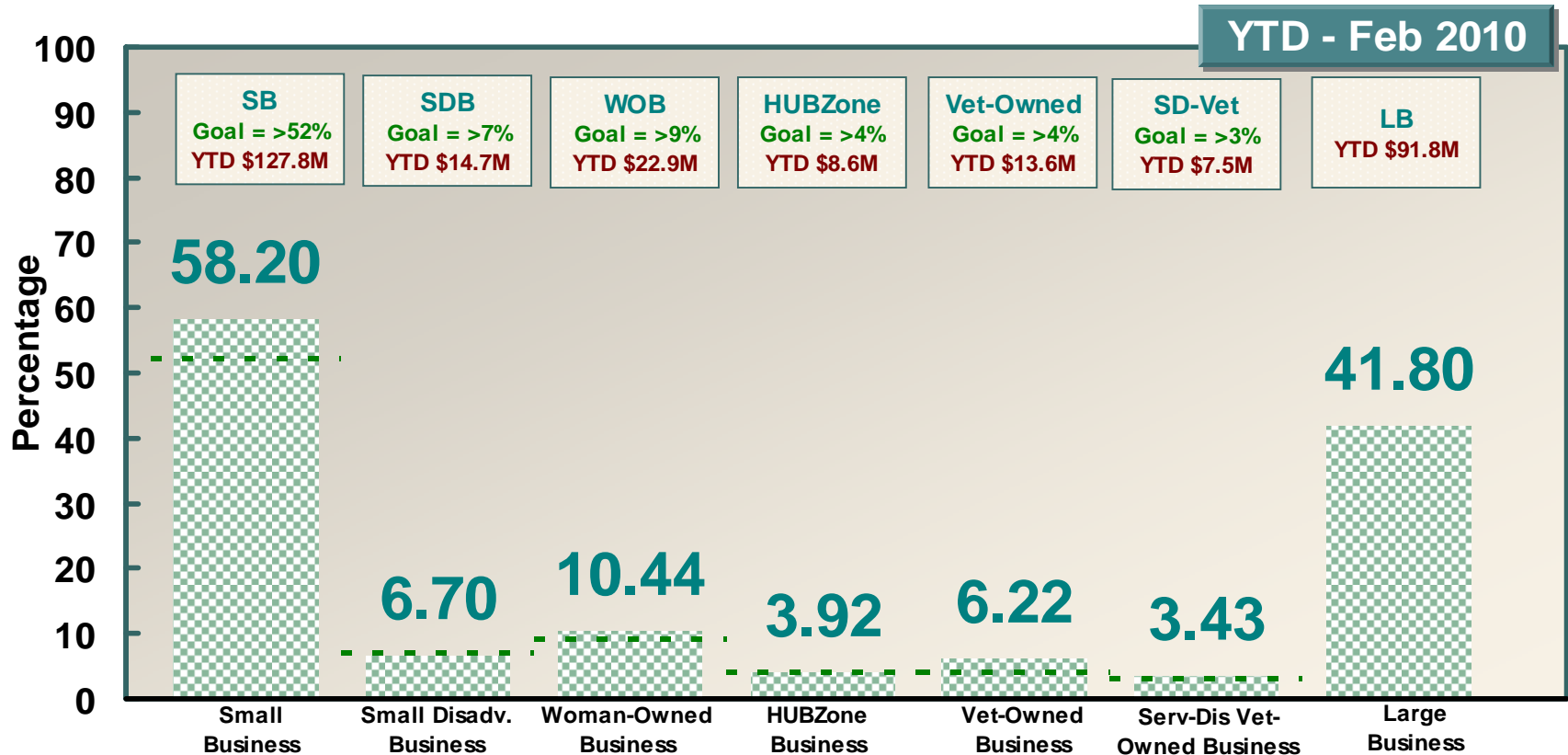


Steps in Doing Business with ORNL - continued

- **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 Manager.**



% 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 219.6M | SB=Small Business | 54.57 | 48.41 | 49.22 | 54.10 | 62.70 | 50.79 | 57.84 | 58.47 | 62.94 | 49.64 |
| Educ Base 24.8M | SDB=Small Disadvantaged Business | 9.77 | 7.55 | 6.42 | 6.24 | 9.23 | 7.09 | 10.54 | 9.26 | 11.13 | 6.82 |
| Total Proc 408.0M | 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 |
| | 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 |
| | 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 |
| | 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.xls

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

3/1/2010

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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 Voice of the Customer Survey Results

Challenges Concerning Winning Contracts

- ✓ Lack of thoroughness in reading solicitations; not paying attention to detail
- ✓ Lack of thoroughness in submitting proposals
- ✓ Not realizing capabilities and limits
- ✓ Attitude
- ✓ No prior experience with ORNL
- ✓ Lack of business knowledge
- ✓ Inadequate breakdown of cost proposal
- ✓ Impatience

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

Oak Ridge National Laboratory

MANAGED BY UT-BATTELLE FOR THE DEPARTMENT OF ENERGY

Keith S. Joy **Director, Small Business Programs**

865.576.5484 (phone)
joyks@ornl.gov

1060 Commerce Park, Suite 200
Oak Ridge, TN 37831

Cassandra McGee Stuart **Socioeconomic Program Officer**

865.576.3560 (phone)
mcgeecm@ornl.gov

1060 Commerce Park, Suite 200
Oak Ridge, TN 37831

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



www.ornl.gov