



# Brookhaven National Laboratory

## Small Business Program

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Brookhaven Science Associates  
Brookhaven National Laboratory  
U.S. Department of Energy

# It's All About Discovery



through basic and applied  
science and research.

# FY07 Small Business Goals and Actuals

Small Business Category	FY07 GOAL	FY07 ACTUAL
1. Small Business	41.30%	53.85%
2. SBA Certified Small Disadvantaged Business	6.30%	6.47%
3. Woman-Owned Business	5.80%	12.27%
4. Service-Disabled Veteran-Owned Business	1.30%	1.34%
5. SBA Certified Historically Underutilized Business	2.20%	3.45%
6. Veteran-Owned Business - (Currently not a BSA requirement)	N/A	N/A

# Products/services bought in FY07:

(Total Subcontracting dollars in FY07 = \$152,703,000)

Product and/or Service	Product and/or Service
Architect-Engineering Service	Cryogenics
Automotive Repair	Crystals
Bulk Fuels / Oils	Electrical/Electronics
Chemicals/Fuels/Gases	Environmental Engineering
Computers	Hardware/ Fasteners
Computer Maintenance & Service	High Tech Equipment
Computer Peripherals	HVAC Parts
Construction	Isotopes/Radiation Material
Construction Materials	Janitorial & Plant Equip.
Consultants	Job Shoppers
Containers	Lab Supplies & Equipment



# Products/services bought in FY07:



Product and/or Service	Product and/or Service
Landscaping	Radiation Protection Instruments
Mechanical Equipment	Repairs
Metal/Plastic raw Material	Research and development
Metals, precious	Service Contracts
Office Equipment/Supplies	Software
Optics	Testing Services
PCBA/Electrical Fabrication	Training Services
Pharmaceuticals and Biologicals	Transportation
Photographic Supplies	Uniform Rental
Plumbing Pipe	Vacuum Equipment

# What we DON'T buy:



Our Procurement Dept. rarely, if ever, buys these products and/or services on the open market:

Advertising/PR Services	Automotive vehicles
Direct mail services	Food Products/Services
Healthcare Services	Illegal Products
Insurance	Legal & Medical Services
Military Products/Services	Photography Services
Printing	Web Design/Hosting

# How to sell to BNL

- If you sell scientific or related instruments and/or services then we want to talk to you now!!!
- Register in our self registration database, at:

[www.bnl.gov/ppm/sbreg.asp](http://www.bnl.gov/ppm/sbreg.asp)





## Marketing Tips:

- Identify your unique capabilities and market niche.
- Consider Teaming Agreements or Joint Ventures with large businesses to win proposals. Sell the large business on this idea by stressing your flexibility to meet the customers requirements.
- Develop a succinct, one page summary of your company's expertise and capabilities: including relevant experience, references with federal agencies, the SBA & other certifications you have, and don't forget to list your small business type(s).





Please feel free to contact me if you need any help.

**Thank you for your attention!**

Jill Clough-Johnston, SBLO

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