### Doing Business with Oak Ridge National Laboratory

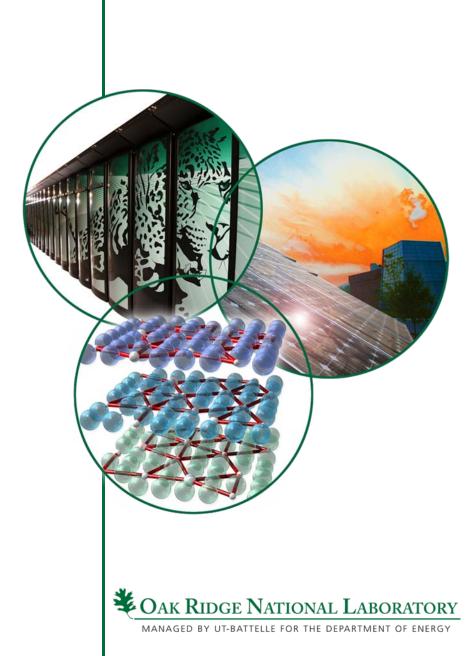
Presented at the WM10 Symposia

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

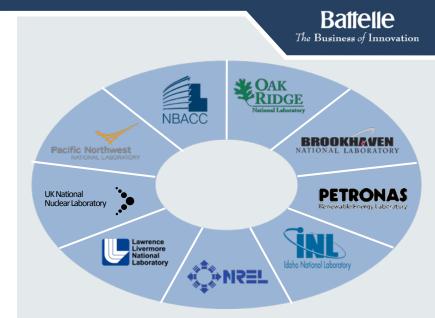
- Developed new materials
- Improved and created entire industries
- Pioneered new technologies



- 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.

Brookhaven Science Associates Brookhaven National Laboratory U.S. Department of Energy 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: <u>www.bnl.gov/ppm/sbreg.asp</u>



# **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

National Laboratory

Lawrence Livermore National Laboratory

- Annual budget approx. \$960M
- 4,300 scientists, engineers, technicians, and other staff
- Three S&T campuses on 890 mi<sup>2</sup> site

Lawrence Berkeley National Laboratory

Lidaho National Laboratory

Les Alames National Laboratory

Sandia National Laboratories

Argonne National Laboratory

Oak Ridge National Laboratory Brookhaven National Laboratory

Savannah River National Laboratory



# **INL – The National Nuclear Laboratory**

Developing world-class Nuclear Energy capabilities



"INL Wireless



Preeminent Internationally-Recognized Nuclear Energy RDD&D Laboratory Fostering education, research, industry, government and international collaborations to produce the needed investment, programs and expertise









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

Major center for National and Homeland Security technology RDD&D

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.



nho National Laboratory



# **Knowledge-based Marketing**

Researching INL Procurement Opportunities

- Department of Energy's Acquisition Forecast http://hqlnc.doe.gov/support/SmallBusUtil.nsf/
- INL Procurement Opportunities http://www.inl.gov - Working with INL – Procurement Services – Procurement Opportunities
- ICP Procurement Opportunities https://idahocleanupproject.com – Working with CWI –Subcontractors – Procurement Forecast



Forecast of Prime Contracting and Subcontracting Opportunities

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**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**

National Renewable Energy Laboratory Innovation for Our Energy Future

# **Contact Information**

- Nancy Gardner, Small Business Partnerships Development Manager
- <u>nancy.gardner@nrel.gov</u>
  - 303-384-7335
- **Don 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

National Renewable Energy Laboratory Innovation for Our Energy Future

## **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 Northwe

Proudly Operated by Battelle Since 1965

NATIONAL LABORATORY

# **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

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

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



Reduce environmental effects of human activity and create sustainable systems



#### **Examples**

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

Advancing biomass conversion to infrastructure-ready fuels

Detecting nuclear and radiological materials at borders and ports

Predicting and mitigating the impact of energy development and climate change

Pacific Nort

Proudly Operated by Battelle Since 1965

## **Pacific Northwest National Laboratory**

### **Small Business Program Office**

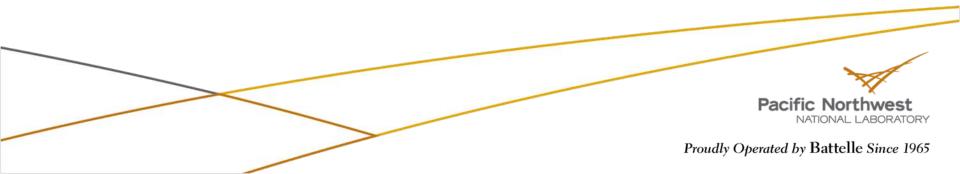
Kerry Cullerton, Program Manager (509) 371-7526 kerry.cullerton@pnl.gov

Ann-Erica Whitemarsh, Program Administrator (509) 371-7372 <u>annerica.whitemarsh@pn.gov</u>

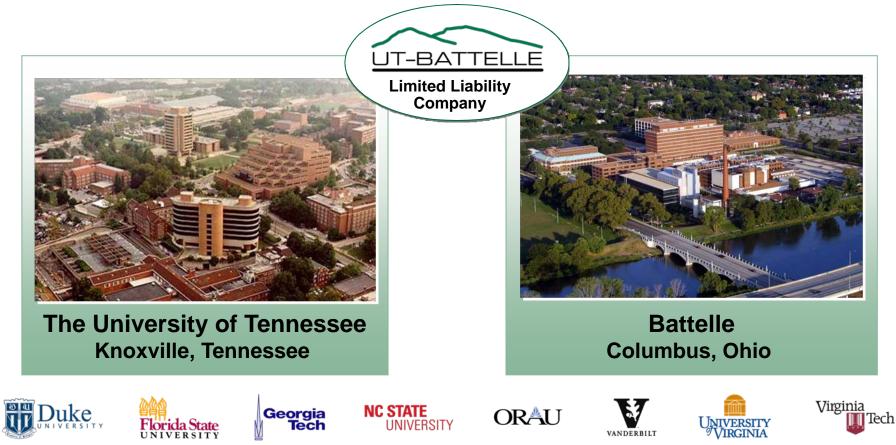
#### FY2010 Small Business Goals

Small: 50.2% Small Disadvantaged: 5% Woman-Owned: 5% HUBZone: 3% Veteran-Owned: 3% Service Disabled, Veteran-Owned: 3%

Website: http://www.pnl.gov/contracts/smallbusiness/ Solicitations > \$100k: http://www.pnl.gov/contracts/solicitations/ Supplier Registration: <u>http://www.pnl.gov/yellow/</u> (changing soon!)



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



### 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 billiondollar U.S. ITER project\_AK

### **ORNL's Main Campus**

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

#### Scope

#### Benefits

- Removes >200 facilities
- Addresses legacy materials
  - Replaces liquid and gaseous waste systems
  - Provides real estate for future facilities
  - To be completed by 2018

Environmental cleanup and site revitalization at ORNL and Y-12

### 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 <u>www.ccr.gov</u>.
- Visit the ORNL Small Business web site at <u>www.ornl.gov/smallbusiness</u>.
- 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



%

N/R

0.037

-0.001

0.028

0.140

0.115

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

SD-Vet=Service-Disabled Veteran-Ow ned Small Business

408.0M

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

1.023 2SELA/SE Combined.xls

2.540

2.860

3/1/2010 Page 14

1.652

### **Recent Recognition for Small Business Support**

2006 DOE FMC Innovation Award



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



2007 SBA Francis Perkins Vanguard 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





# **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

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

www.ornl.gov