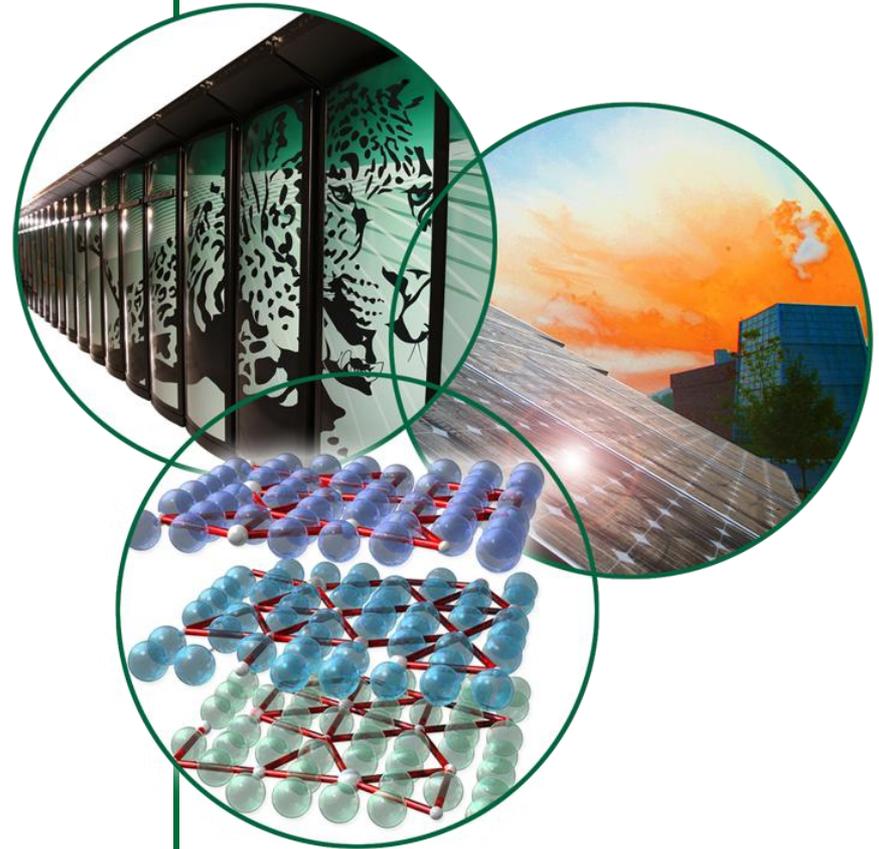


# Contracting with Oak Ridge National Laboratory

Presented at the 5<sup>th</sup> Annual East Tennessee  
Veterans Conference

Keith S. Joy  
Director  
Small Business Programs Office

August 2, 2011  
Oak Ridge, TN

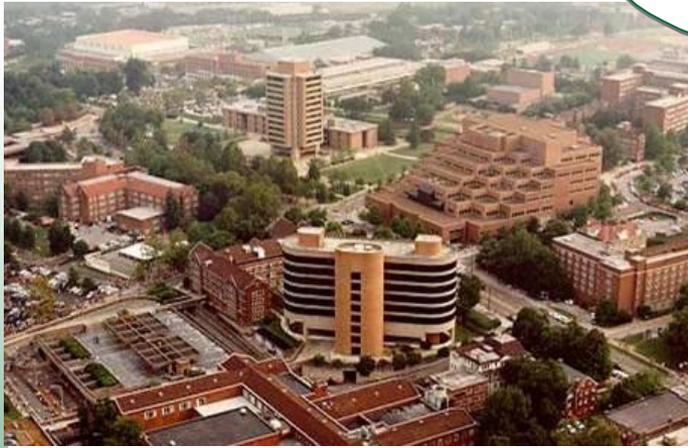


# ORNL is DOE's largest science and energy laboratory



- \$1.65B budget
- 4,600 employees
- Thousands of research guests annually
- \$500 million invested in modernization
- World's most powerful scientific computing complex
- Hosting DOE Office of Science-sponsored Bioenergy Science Center
- World's foremost resources for neutron sciences
- Hosting U.S. project office for ITER international fusion experiment

# UT-Battelle has managed ORNL since April 2000



**The University of Tennessee  
Knoxville, Tennessee**

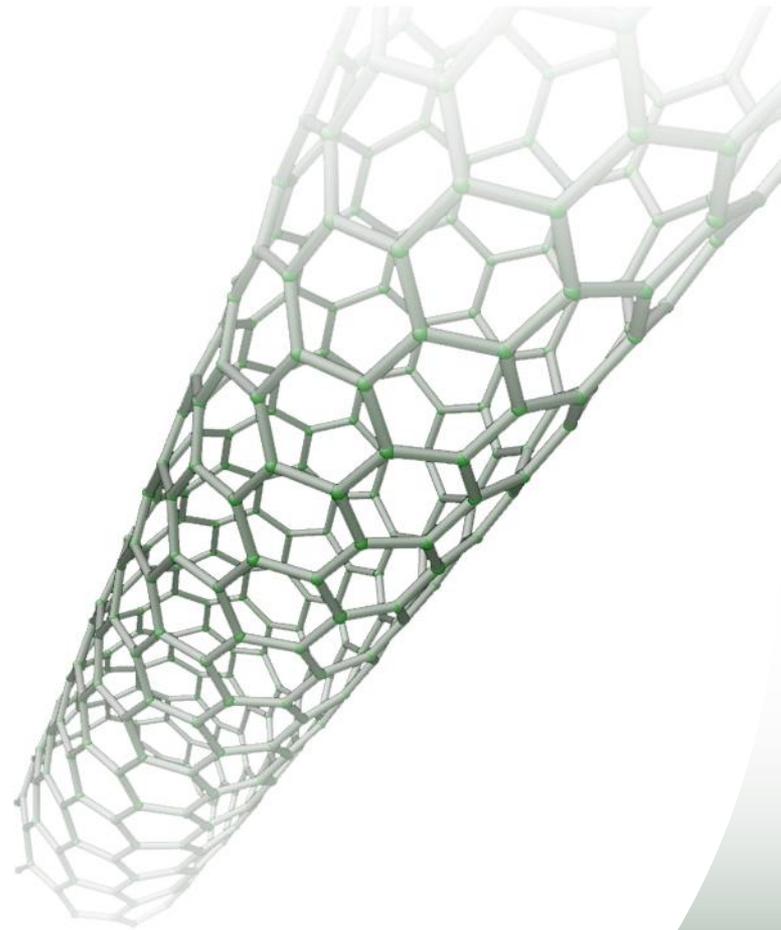


**Battelle  
Columbus, Ohio**



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

- **Advanced materials**
- **Neutron sciences**
- **High-performance computing**
- **Biological Systems**
- **Energy Research**
- **National and global security**



# Laboratory Operations Support Areas

- Commodities
- Architect and Engineering
- Facilities Management
- Environmental Management
- Studies and Analysis
- Construction
- Fabrication/Machining
- Waste Management
- *And More!*



# 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).
- Send your capabilities documents to the Small Business Office



# Steps in Doing Business with ORNL - continued

- Visit our web site for Upcoming Subcontracting Opportunities at [www.ornl.gov/adm/contracts/majorprocs.pdf](http://www.ornl.gov/adm/contracts/majorprocs.pdf)
- Register your business in Supplier Information Database at [www.ornl.gov/adm/contracts/supplierportal.shtml](http://www.ornl.gov/adm/contracts/supplierportal.shtml)
- See Eligible Awardees for Construction Subcontracts instructions at [www.ornl.gov/adm/contracts/eligible.shtml](http://www.ornl.gov/adm/contracts/eligible.shtml)





# Small Business Programs Office



ORNL Small Business Programs Office Awards

Keith Joy, Director, ORNL Small Business Programs Office; Karen Mills, SBA Administrator; Jerome Hicks, Director, Contracts Division  
SBA Dwight D. Eisenhower Award



### Information

This section provides 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 interest.

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### Contacts

### Responsibilities

### Policy Statement

### Vendor Advocate

### Business Descriptions

### Links

### Performance

### Subcontractor Safety



### Education

A well-educated and informed staff is key to the success of any business. This section provides training opportunities in a diverse number of subject/topic areas to help small businesses in their training objectives. All of the training material is offered to you at no charge! It is hoped that small businesses will use these opportunities as continuous improvement tools for their leaders, as well as their staff.

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### Small Business University

### Presentations

### SBA Courses



### Opportunity

After you have acquainted yourself with the SBA, DOE, and ORNL policies and requirements, then you should consider taking advantage of the many opportunities identified in this section. Be advised, you have lots of competition seeking subcontracting opportunities with our laboratory. We have found that successful companies "do their homework" to familiarize themselves with the laboratory and what we expect from our potential subcontractors, as well as our incumbent subcontractors.

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### Supplier Database

### Upcoming Procurement

### 2nd Tier Subcontracting

### Mentor-Protégé Program

## How to Do Business with ORNL

[Policy Message from the Lab Director](#)

[Navigating the Small Business Website](#)

[ORNL Fact Sheet](#)

[SBPO Fact Sheet](#)

[How to Get Started](#)

[Upcoming Opportunities](#)

[Directions to ORNL Small Business Programs Office](#)

[What we Buy](#)

[SBM Webinar](#)



## Links You May Need

[East Tennessee Veterans Business Conference](#)

[Battelle Labs](#)

[Contracts Division](#)

[Department Of Energy - Headquarters \(DOE-HQ\)](#)

[Department Of Energy - Oak Ridge Operations \(DOE-ORO\)](#)

[DOE National Laboratories](#)

[DOE Office of Small and Disadvantaged Business Utilization \(OSDBU\)](#)

[Electronic Subcontracting\(eSRS\) Reporting System](#)

[FedBizOpps](#)

[Federal Acquisition Regulation \(FAR\)](#)

[SCORE](#)

[Set-Aside Alert Opportunities](#)

[Small Business Administration \(SBA\)](#)

[State of Tennessee](#)

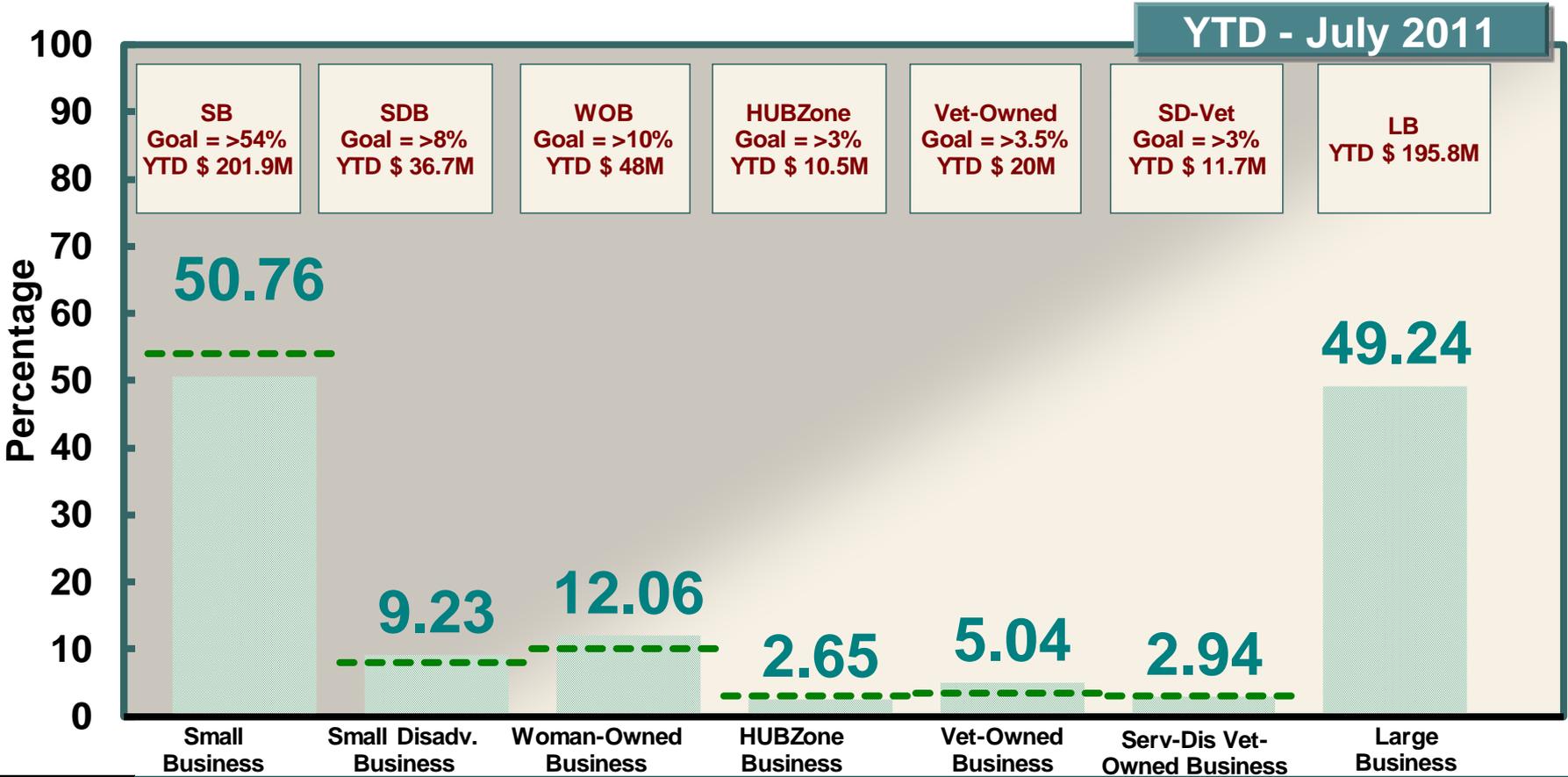
[TN Procurement Technical Assistance Center \(PTAC\)](#)

[TN Small Business Development Center](#)



[Other DOE Small Business Contacts](#)

# % Subcontract Dollars Placed with SB Firms - FY 2011 ORNL Including ARRA



FY 2011 YTD	Historical Data:	FY 00*	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10
<b>SB Base</b> 397.7M	SB=Small Business	54.57	48.41	49.22	54.10	62.70	50.79	57.84	58.47	62.94	49.64	59.24
<b>397.7M</b>	SDB=Small Disadvantaged Business	9.77	7.55	6.42	6.24	9.23	7.09	10.54	9.26	11.13	6.82	10.01
<b>Educ Base</b> 51.6M	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	12.41
<b>51.6M</b>	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	4.42
<b>Total Proc</b> 597.0M	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	5.93
<b>597.0M</b>	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	3.900

Visit our website at <http://www.ornl.gov/adm/contracts>

ORNL Contracts and Procurement Director: Jerome K. Hicks – 865-576-0274

ORNL Small Business Program Office: Keith S. Joy – 865-576-5484

## BUSINESS OPPORTUNITIES

Type	Description	Small Business Set-Aside	Estimated Value	NAICS Code	Anticipated Issue Date	Anticipated Award Date	Contact Name	Contact Tel #	Contact Email
Construction	Minnesota SPRUCE Experiment Project Request for Expression of Interest <a href="http://www.ornl.gov/adm/contracts/Construction/forest.doc">http://www.ornl.gov/adm/contracts/Construction/forest.doc</a>	TBD	TBD	TBD	TBD	TBD	Angela Shillings	865-576-1552	<a href="mailto:shillingsao@ornl.gov">shillingsao@ornl.gov</a>
Construction	D-B Solar Charging Stations Integration Contractor	Yes	>\$1M<\$2M	TBD	Jun-11	July/August 2011	Joel Poteat	865-576-6826	<a href="mailto:poteatia@ornl.gov">poteatia@ornl.gov</a>
Construction	Chestnut Ridge Parking Lot Expansion	Yes	\$500K - \$1M	TBD	Jun-11	Jul-11	Beth Schilling	865-574-4714	<a href="mailto:schillingem@ornl.gov">schillingem@ornl.gov</a>
Service	Truck Duty Cycle Data Collection	No	\$2M	517919	Jun-11	4th Qtr FY11	Mitzi Bailey, Jim Bell	Bailey 865-241-2402 Bell 865-241-6463	<a href="mailto:baileymb@ornl.gov">baileymb@ornl.gov</a>
Service	Call Center Service Support	No	\$6M	TBD	TBD	TBD	JoAnn Fitzpatrick	865-576-1543	<a href="mailto:fitzpatricia@ornl.gov">fitzpatricia@ornl.gov</a>
Service	Servers - Buy/Lease	Yes	TBD	TBD	TBD	TBD	Landon Hill	865-574-7038	<a href="mailto:hilldl@ornl.gov">hilldl@ornl.gov</a>
Service	Staff Augmentation BOA	Yes	\$5M	541818	Dec-11	TBD	Clint Rash	865-576-2095	<a href="mailto:rashcd@ornl.gov">rashcd@ornl.gov</a>
Equipment	Oracle Silo	Yes	TBD	TBD	TBD	TBD	Willy Besancenez	865-576-1538	<a href="mailto:besancenezwr@ornl.gov">besancenezwr@ornl.gov</a>
Equipment	Rough Pump Prototype - Screw Pump	No	<\$500K	TBD	Summer 2011	TBD	Jeremy Duncan	865-576-0477	<a href="mailto:duncanjr@ornl.gov">duncanjr@ornl.gov</a>
Equipment	Power Monitor	No	<\$500K	TBD	Summer 2011	TBD	Jeremy Duncan	865-576-0477	<a href="mailto:duncanjr@ornl.gov">duncanjr@ornl.gov</a>
Commodities	Pipe Fittings, Flanges, & Valves	TBD	TBD	TBD	TBD	3rd Qtr FY11	Stanton Fears	865-574-5348	<a href="mailto:fearssa@ornl.gov">fearssa@ornl.gov</a>
Commodities	Industrial Supplies - Bearings, Adhesives, Hydraulics, etc.....	TBD	TBD	TBD	TBD	1st Qtr FY12	Stanton Fears	865-574-5348	<a href="mailto:fearssa@ornl.gov">fearssa@ornl.gov</a>
Commodities	HVAC Equipment	TBD	TBD	TBD	TBD	4th Qtr FY11	Stanton Fears	865-574-5348	<a href="mailto:fearssa@ornl.gov">fearssa@ornl.gov</a>
Commodities	Safety Shoes and Boots - On Site Services	TBD	TBD	TBD	TBD	3rd Qtr FY11	Stanton Fears	865-574-5348	<a href="mailto:fearssa@ornl.gov">fearssa@ornl.gov</a>

## BUSINESS OPPORTUNITIES

Type	Description	Small Business Set-Aside	Estimated Value	NAICS Code	Anticipated Issue Date	Anticipated Award Date	Contact Name	Contact Tel #	Contact Email
Commodities	Cameras, Photography Equipment and Accessories	TBD	TBD	TBD	TBD	4th Qtr FY11	Stanton Fears	865-574-5348	<a href="mailto:fearssa@ornl.gov">fearssa@ornl.gov</a>
Commodities	Measurement Control Equipment, Components and Accessories	TBD	TBD	TBD	TBD	1st Qtr FY12	Stanton Fears	865-574-5348	<a href="mailto:fearssa@ornl.gov">fearssa@ornl.gov</a>
Commodities	Laser and Fiber Optic Systems, Equipment, Components and Accessories	TBD	TBD	TBD	TBD	1st Qtr FY12	Stanton Fears	865-574-5348	<a href="mailto:fearssa@ornl.gov">fearssa@ornl.gov</a>
	For International ITER Business Opportunities, please see: <a href="https://www.usiter.org/pro/business_opps_io.shtml">https://www.usiter.org/pro/business_opps_io.shtml</a> For general information concerning the ITER project, please see: <a href="https://www.usiter.org/">https://www.usiter.org/</a>								
<b>Lower-Tiered Small Business Subcontract Opportunities</b>						<b>CONTACT</b>			
Project: ORNL Prime Subcontractor: Services Sought:		ORNL MAXLAB McCarthy Building Companies Mechanical, Electrical, Fire Protection, Drywall, Roofing, Architectural Finishes				Michael Bax Preconstruction Director McCarthy Building Companies (314)919-2215 <a href="mailto:MBax@McCarthy.com">MBax@McCarthy.com</a>			

# Recent Recognition for Small Business Support

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



**2008 DOE Mentor of the Year Award**



**2010 SBA Dwight D. Eisenhower Award**



# Six Recommended Strategies for Success

- Know our Mission and Organizational Structure
- Evaluate our Small Business Requirements and Protocol
- Know What we Buy and When
- Be Competitive
- Quality, Good Pricing, and On Time Delivery
- Exceed Customer Expectations



# Oak Ridge National Laboratory

MANAGED BY UT-BATTELLE FOR THE DEPARTMENT OF ENERGY

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

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[joyks@ornl.gov](mailto:joyks@ornl.gov)

1060 Commerce Park  
Oak Ridge, TN 37831



## **Cassandra McGee Stuart** **Socioeconomic Program Officer**

865.576.3560 (phone)  
[mcgeecm@ornl.gov](mailto:mcgeecm@ornl.gov)

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# Oak Ridge National Laboratory: Ready for the next generation of great science

