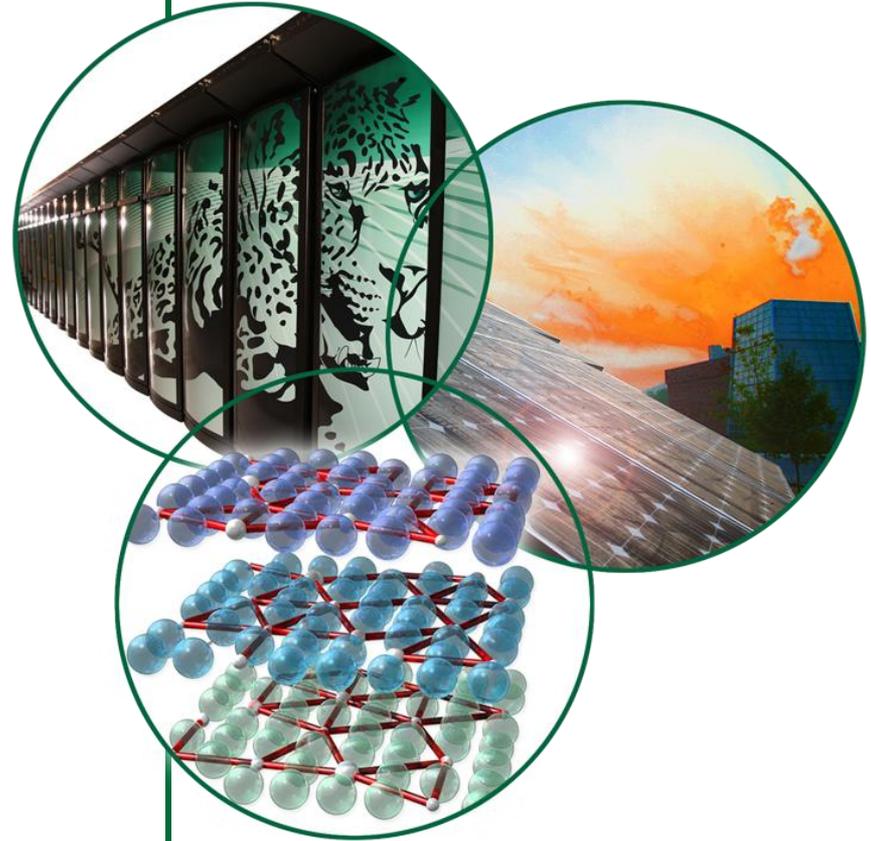


# Battelle Family of DOE Laboratories

Presented to  
**WM 2011**

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

Phoenix, AZ  
March 2, 2011

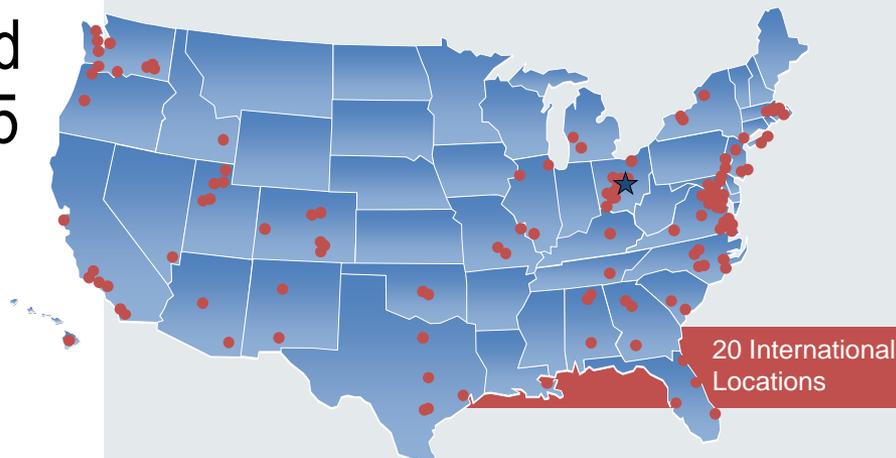


# Battelle: What We Are

- 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 \$6.5 billion annually in global R&D
- Oversees over 22,000 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 2<sup>nd</sup> fastest unclassified supercomputer
- Relative Heavy Ion Collider
- National Synchrotron Light Source
- Environmental Molecular Sciences Laboratory

# Points of Contact

Jeffrey A. Cashell  
Director, Strategic Acquisition Services & Office of Supplier  
Diversity  
614-424-4835  
[CashellJ@battelle.org](mailto:CashellJ@battelle.org)

Ron Penick  
Small Business Specialist and Subcontracting Plans  
614/424-5513  
[penickr@battelle.org](mailto:penickr@battelle.org)

Amectra Terrell  
Data Analyst  
614/424-5356  
[terrella@battelle.org](mailto:terrella@battelle.org)



# Brookhaven National Laboratory

Located on a 5,300-acre site on eastern Long Island, New York, Brookhaven Science Associates/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

February 2011

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

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

The 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.

# 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](http://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 mi<sup>2</sup> site



# INL – The National Nuclear Laboratory

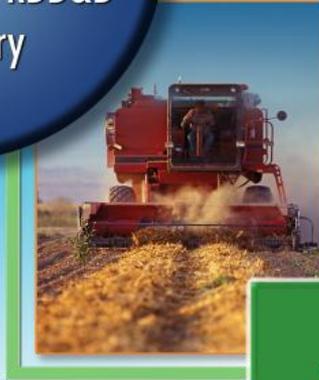
Developing world-class Nuclear Energy capabilities



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](mailto:small.business@inl.gov) better acquaint us with you company and your products and/or services.
3. Contact the Small Business Program Office's Stacey Francis (208-526-8564) to discuss potential opportunities posted on the Procurement Opportunity web pages or arrange a meeting.



# Knowledge-based Marketing

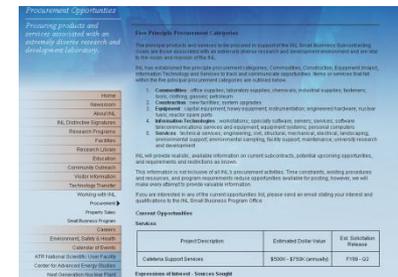
## Researching INL Procurement Opportunities

- 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



Department of Energy Acquisition Forecast Opportunities by Location

Opportunity	Agency	Contract Type	Estimated Value	Expiration Date
1 P AR - Arkansas				09/05/2009
20 PA AZ - Arizona				
30 CA - California				
14 CO - Colorado				
4 HI - Idaho				
10 IL - Illinois				
11 IN - Indiana				
12 IA - Iowa				
13 KS - Kansas				
14 KY - Kentucky				
15 LA - Louisiana				
16 ME - Maine				
17 MD - Maryland				
18 MI - Michigan				
19 MN - Minnesota				
21 MO - Missouri				
22 MS - Mississippi				
23 MT - Montana				
24 NE - Nebraska				
25 NH - New Hampshire				
26 NJ - New Jersey				
27 NM - New Mexico				
28 NV - Nevada				
29 NY - New York				
31 OH - Ohio				
32 OK - Oklahoma				

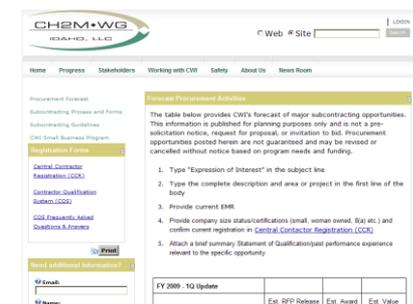
Procurement Opportunities

Processing products and services supported with an approved direct research and development laboratory.

Five Primary Procurement Categories:

- Construction: office spaces, laboratory spaces, chemical storage facilities, buildings, etc.
- Equipment: instrumentation, computers, etc.
- Engineering: design services, etc.
- Manufacturing: specialized equipment, etc.
- Services: technical services, engineering, etc.

Project Description	Estimated Dollar Value	Est. Available Release
California Support Services	\$500K - \$750K/annually	FY09 - Q2



CHEM+WG  
IDAHO, LLC

Working with CWI

Subcontracting Process and Forms

Registration Form

Need additional information?

Project

Est. Value	FY 2009 - HQ Update	Est. RFP Release	Est. Award	Est. Value

# ***INL Small Business Awards***



**2009 M&O Small Business Program  
Manager of the Year**



**2010 DOE Mentor of the Year**



# 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](http://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](mailto:nancy.gardner@nrel.gov)
- 303-384-7335

☀ Jon Olsen, DOE Golden Field Office

- [jon.olsen@go.doe.gov](mailto:jon.olsen@go.doe.gov)
- 720-275-4700

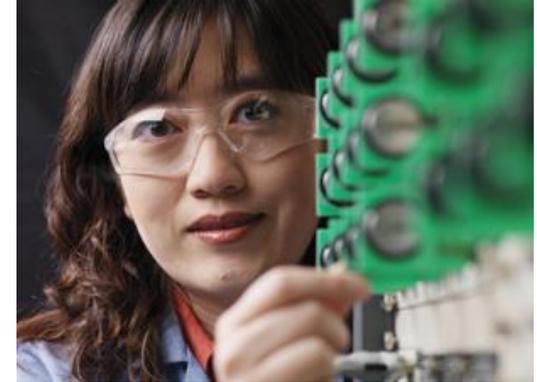
☀ Karen Klam – Colorado SBA Representative

- [karen.klam@sba.gov](mailto: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 Bass, Program Manager

(509) 371-7526

[kerry.bass@pnl.gov](mailto:kerry.bass@pnl.gov)

Ann-Erica Whitemarsh, Program Administrator

(509) 371-7372

[annerica.whitemarsh@pnl.gov](mailto:annerica.whitemarsh@pnl.gov)

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

Solicitations > \$100k: <https://ebs.pnl.gov/advertised.aspx>

Supplier Registration: <https://ebs.pnl.gov/>

### FY2011 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

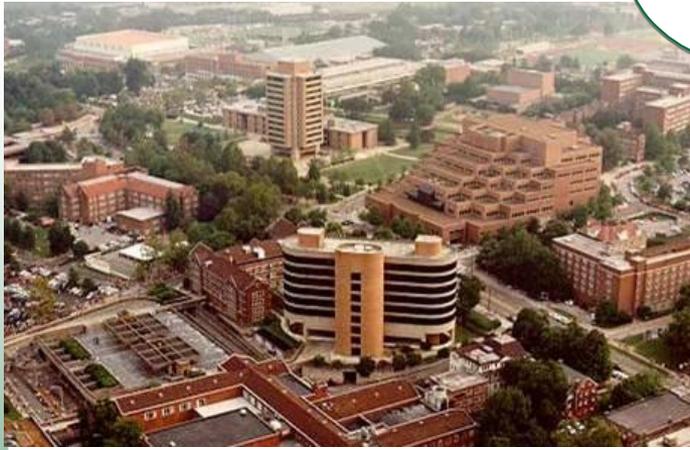
*Proudly Operated by Battelle Since 1965*

# 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

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



**The University of Tennessee  
Knoxville, Tennessee**

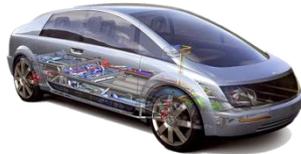


**Battelle  
Columbus, Ohio**

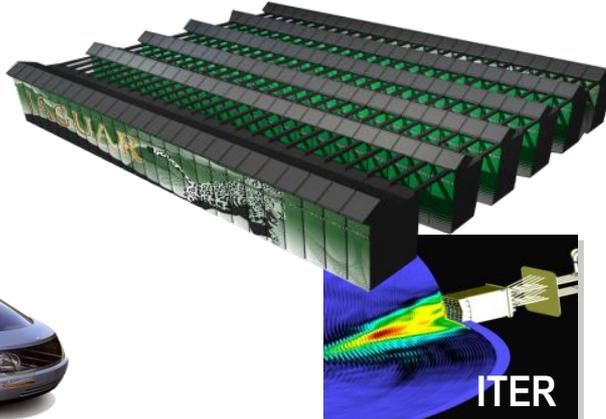


# Delivering science and technology: We lead major R&D programs for DOE and other customers

## Energy technologies



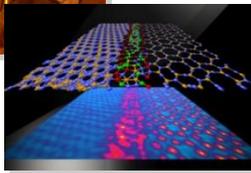
## Ultrascale computing



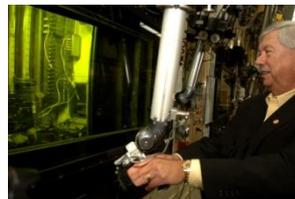
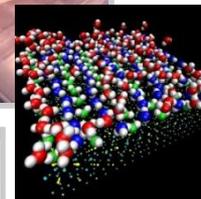
## Bioenergy



## Materials at the nanoscale



## Neutron sciences



## Climate

## National security



## Nuclear energy

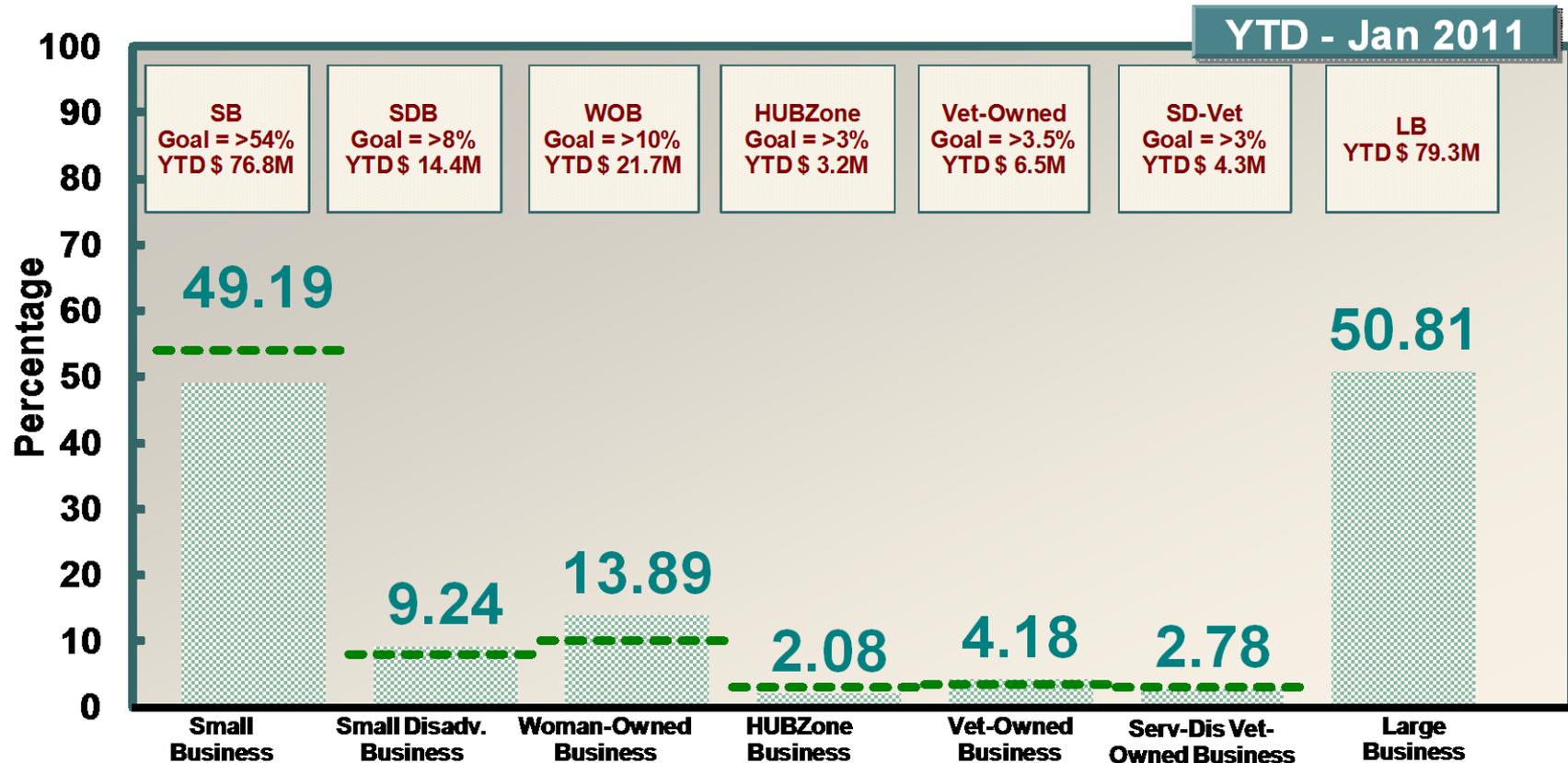
Presentation\_name

# 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)

# % 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>	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>156.1M</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>	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>17.4M</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>	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>220M</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

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

Data Source: 2006 & Proc Stats 2 \* UT-Battelle contract started April 1, 2000. 6 months of data only. Base revised in FY05 & FY07.

2SELA/SE Combined.xlsx

2/1/2011

Page 16



# 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



# 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](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)

1060 Commerce Park  
Oak Ridge, TN 37831



## **Jerome Hicks** **Director, Contracts Division**

865.576.0274 (phone)  
[hicksjk@ornl.gov](mailto:hicksjk@ornl.gov)

1060 Commerce Park  
Oak Ridge, TN 37831



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



[www.ornl.gov](http://www.ornl.gov)