



# SLAC & OSDBU HUBZone and Service-Disabled Veteran Small Business

Small Business | Supplier Diversity Program

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30 April 2024

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## Safety Moment | Opening Remarks

Nicole Colley, Operations Strategy Manager, Supply Chain Management  
SLAC National Accelerator Laboratory

# Emergency information

## Fire

- Evacuate - Be aware of building exits
- Activate nearest alarm
- Follow building residents to the assembly area
- Do not leave until you are accounted for, and have been instructed to do so

## Earthquake

- Remain in building - duck, cover, and hold position
- When shaking stops, evacuate building via a safe route to the assembly area
- Do not leave until you are accounted for, and have been instructed to do so



## Incident Notification

Dial **9-911** from any Stanford University landline or **911** non-SU phone



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## Welcome

Bill Zangara, Supply Chain Management Director  
SLAC National Accelerator Laboratory

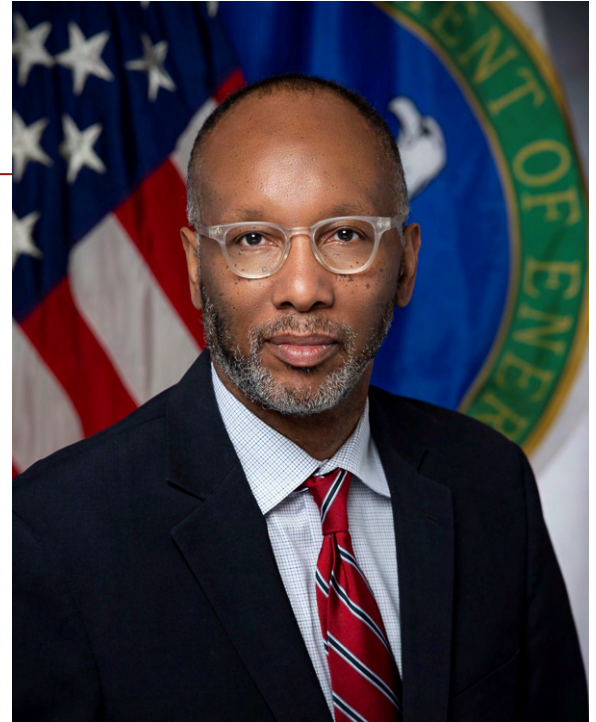




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## Welcome

Ron Pierce, Director  
Office of Small and Disadvantaged Business Utilization, DOE



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## Doing Business with DOE's Office of Science

DeWillican Middleton, Small Business Program Manager  
Office of Science Consolidated Service Center, DOE





U.S. DEPARTMENT OF  
**ENERGY**

Office of  
Science

Consolidated  
Service Center

# **Doing Business with Department of Energy Office of Science Consolidated Service Center**

**April 30 2024**

DeWillican W. Middleton



# Agenda

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**Introduction**

**What Type of Business Are You?**

**Successful Steps for Department of Energy Acquisitions**

**DOE Laboratories under CSC**

**Other Programs**

*Brief summary of main topic*



U.S. DEPARTMENT OF  
**ENERGY**

Office of  
Science

Consolidated  
Service Center

# Consolidate Service Center

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- **Created October 2019**
- **Combined two (2) offices: Lemont IL and Oakridge TN**



# What Kind of Business Are You ?

- **“Never Done Business with the Federal Government”** – an existing or new small business who has never done business with a federal agency. Column 1 in the table below provides links to introduce you to federal government contracting.
- **“Done Some Business with the Federal Government, but not with the DOE”** – an existing small business who may have some federal government procurement experience, but not with the DOE or the National Nuclear Security Administration (NNSA). Column 2 in the table below provides links to help navigate the complex DOE and NNSA government contracting environment.
- **“Experienced DOE Contractor”** – an existing small business who has experience working in the complex DOE and NNSA procurement environment. Column 3 in the table below provides links to assist you with advanced information





NEVER DONE BUSINESS WITH THE FEDERAL GOVERNMENT	DONE SOME BUSINESS WITH THE FEDERAL GOVERNMENT, BUT NOT WITH THE DOE	EXPERIENCED DOE CONTRACTOR
<a href="#">NAICS Codes and SAM</a>	Doing Business with DOE 102 Video	<a href="#">Policies and Regulations</a>
<a href="#">Steps to Success</a>	<a href="#">Complex Nature of DOE Procurement</a>	<a href="#">Programs</a>
<a href="#">Advocacy and Support</a>	<a href="#">Small Business Points of Contact</a>	<a href="#">Newsroom</a>
<a href="#">FAQ</a>	<a href="#">Advocacy and Support</a>	<a href="#">Acquisition Forecast</a>
<a href="#">Educational Materials</a>	<a href="#">Contact Us</a>	<a href="#">Submit a Notice of Alleged Undue Restriction</a>
<a href="#">Upcoming Events Calendar</a>	<a href="#">Acquisition Forecast</a>	
<a href="#">Contact Us</a>	<a href="#">Mentor-Protégé Program</a>	
<a href="#">Newsroom</a>	<a href="#">Newsroom</a>	

# Office of Science Top NAICS Codes

423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers
541519	Other Computer Related Services
541611	Administrative Management and General Management Consulting Services
519130	Internet Publishing and Broadcasting and Web Search Portals
511210	Software Publishers
541690	Other Scientific and Technical Consulting Services
423210	Furniture Merchant Wholesalers
511120	Periodical Publishers
541990	All Other Professional, Scientific and Technical Services
561320	Temporary Help Services
611430	Professional and Management Development Training



# STEPS TO SUCCESS

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- **Research the Government Market**
- Does your business supply what DOE buys?
- Search for current contracting opportunities and historical purchasing information on [SAM.gov](#), [FedConnect](#), and [GSA eBuy](#);
- View upcoming prime contracting opportunities on [DOE Headquarters and Federal Field Office Acquisition Forecast](#);
- View upcoming prime and subcontracting opportunities by visiting the websites for [DOE's Management and Operating Contractors' and DOE Field Offices' forecasts](#); and
- View a list of [Expiring DOE Contracts](#) to allow you to see what future contracts may be coming up for recompet.





# STEPS TO SUCCESS

- [\*\*APEX Accelerator \( fmr: Procurement Technical Assistance Center\)\*\*](#). APEX accelerator's assist and provide training on:
  - writing proposals, developing contracting planning tools, contacts and bid preparations
  - PTAC's work with local trade associations and other small business resources, that are valuable contacts
- [\*\*Small Business Administration's \(SBA\) Learning Center\*\*](#). The Government Contracting Classroom will enable participants to take courses on contracting terms, on how the government buys, on how to sell to the government, and offers guidance specifically for small business concerns.
- [\*\*Department of Commerce's Minority Business Development Agency \(MBDA\) business centers\*\*](#) visit their website to obtain technical assistance, information on access to capital, subcontracting opportunities and more.



# Helpful links

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- [DOE Headquarters and Field Offices](#), federally funded Research and Development Centers etc.
- [Electronic Subcontracting Reporting System \(eSRs\)](#) information on federal subcontracting accomplishments
- [Government Services Administration \(GSA\)](#) research the GSA schedules, ebuys and more
- 



# DOE/SITE FACILITY MANAGEMENT CONTRACTS

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- [Ames Laboratory \(AMES\)](#)
- [Argonne National Laboratory \(ANL\)](#)
- [Brookhaven National Laboratory \(BNL\)](#)
- [Fermi National Accelerator Laboratory \(FNAL\)](#)
- [Lawrence Berkeley National Laboratory \(LBNL\)](#)
- [Oak Ridge Institute for Science and Education \(ORISE\)](#)
- [Oak Ridge National Laboratory \(ORNL\)](#)
- [Pacific Northwest National Laboratory \(PNNL\)](#)
- [Princeton Plasma Physics Laboratory \(PPPL\)](#)
- [SLAC National Accelerator Laboratory \(SLAC\)](#)
- [Thomas Jefferson Laboratory \(TJNAF\)](#)





# DOE SBIR and STTR Program

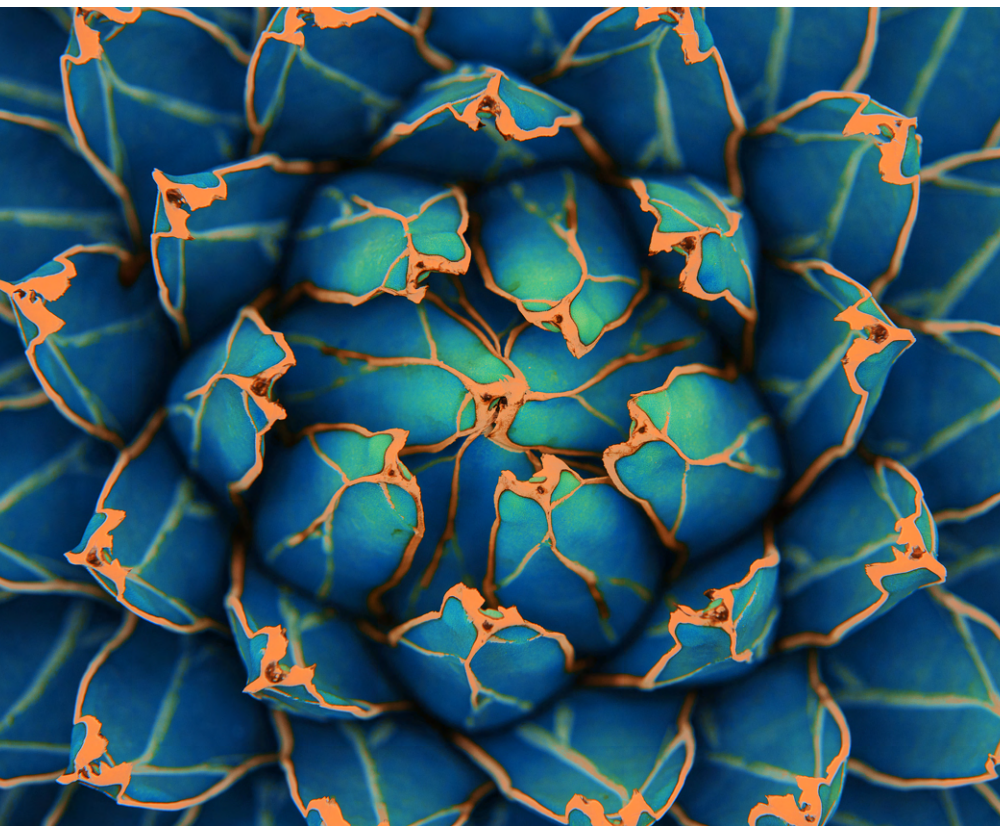
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- The SBIR and STTR programs are, intended to help certain small businesses conduct R&D. At DOE, funding takes the form of grants. Projects must have the potential for commercialization and meet specific DOE mission-specific R&D needs.
- The SBIR/STTR Programs Office works collaboratively with 13 program offices throughout the DOE. DOE offers more than 60 technical topics and 250 subtopics, they support DOE mission in Energy Production, Energy Use, Fundamental Energy Sciences, Environmental Management, and Defense Nuclear Nonproliferation.



## Questions?

- DeWillican W  
Middleton
- [SBP@science.doe.gov](mailto:SBP@science.doe.gov)
- (312)519-9263



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## DOE Office of Chief Information Officer

Andrew Petry, Senior Advisor to the Deputy Chief Information Officer for Resource Management





# Office of the Chief Information Officer (OCIO)

**ANDREW PETRY**

**SENIOR ADVISOR TO THE  
DEPUTY CIO FOR RESOURCE  
MANAGEMENT**



# Opening Remarks

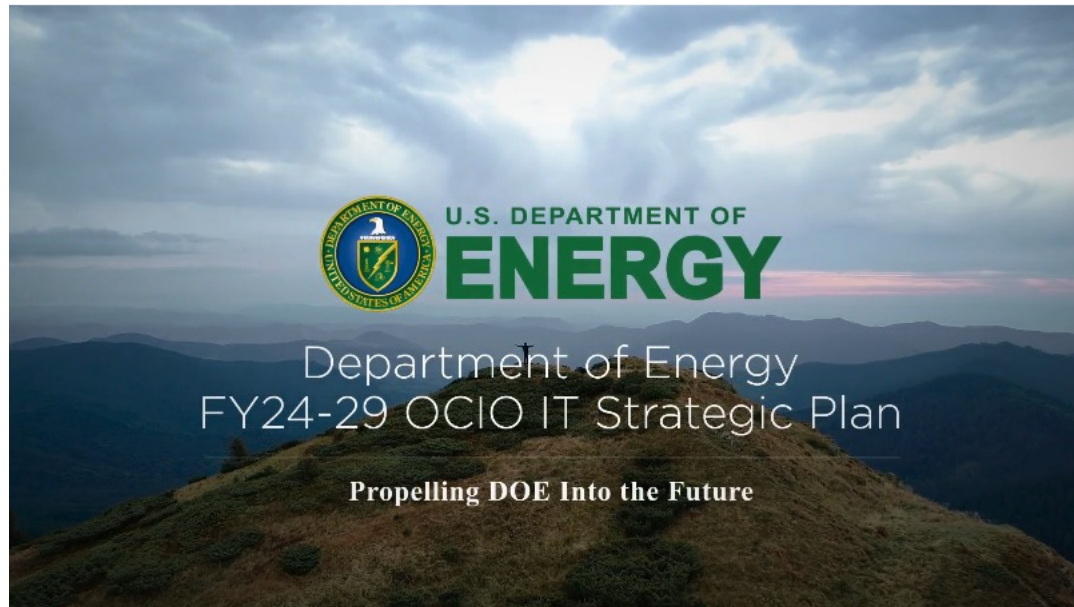
## OCIO Mission

- To advance the Department's missions through policy, standards, and services, which meet mission requirements, balance risk and innovation, and set clear performance goals and expectations for the enterprise information ecosystem.

## OCIO Vision

- To be the DOE Trusted Partner for Information Management, Cybersecurity, Innovation, and Enterprise Solutions.
- Guiding Principles  
Understanding, Innovation, Enablement, Collaboration, and Stewardship

# Opening Remarks – OCIO Strategy Video



<https://f.io/iFlDhrem>

## A Bright Future for OCIO

### What's Next in 2024 & Beyond?

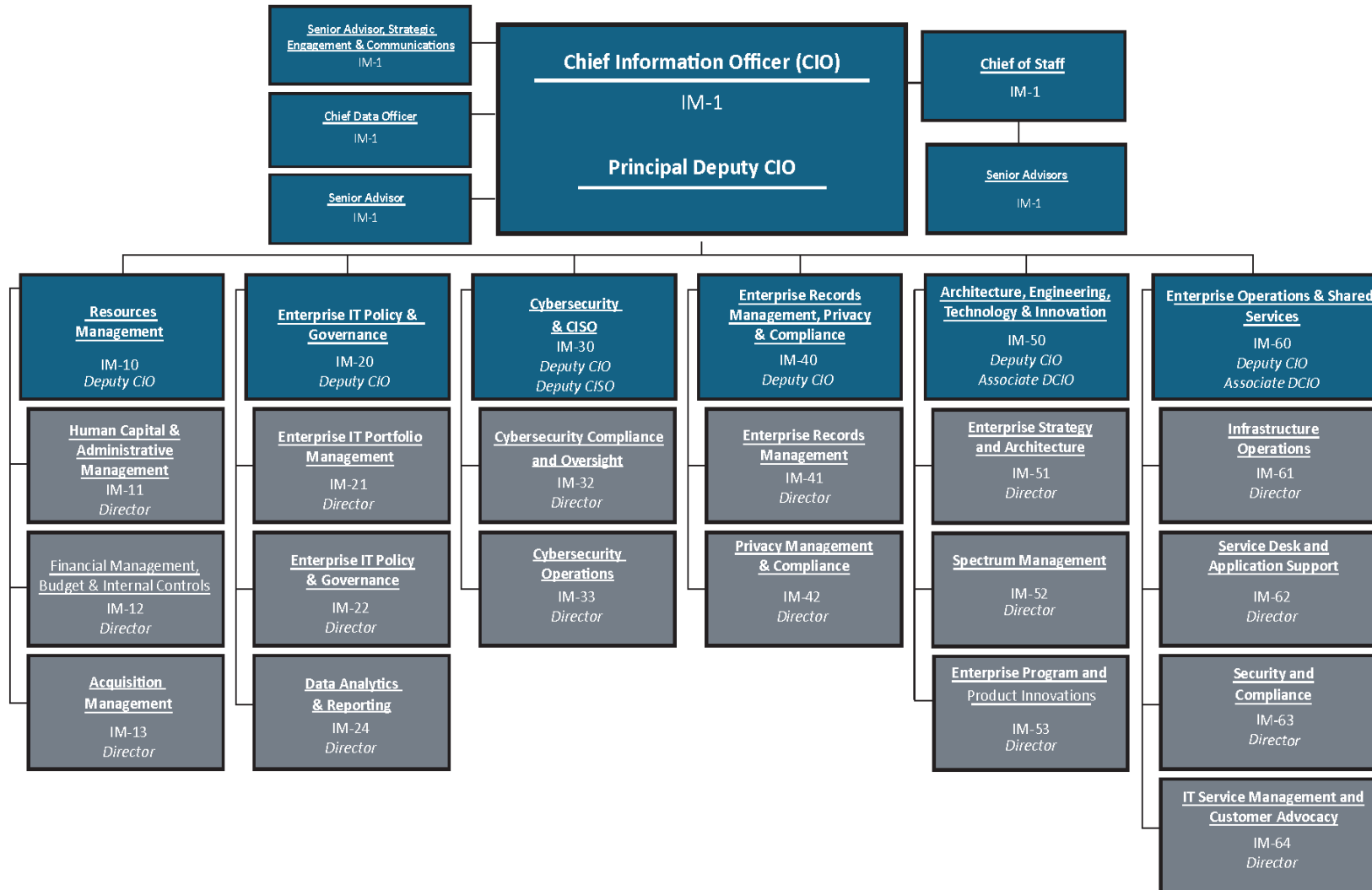
**Mission**  
The Office of the Chief Information Officer (OCIO) enables the Department of Energy's missions in energy, science, and nuclear security through the power of information and technology in a manner that balances risk with outcomes

**Vision**  
To be the DOE Trusted Partner for Information Management, Cybersecurity, Innovation, and Enterprise Solutions

**Guiding Principles**  
Understanding | Innovation | Enablement | Collaboration | Stewardship

<b>Goal 1</b> Advance DOE into the Future	<ul style="list-style-type: none"> <li>Strategically improve and enhance mission operations through innovation and collaboration</li> <li>Drive enterprise-wide technology modernization</li> <li>Enhance enterprise data sharing, governance, integration, and interoperability</li> <li>Transform legacy data environment through digitization and electronic records management</li> </ul>
<b>Goal 2</b> Emphasize Experience	<ul style="list-style-type: none"> <li>Foster a user-centric culture and build user-focused business services and practices</li> <li>Deliver industry-leading IT Service Management (ITSM)</li> <li>Promote Customer Experience (CX)/User Experience (UX)</li> </ul>
<b>Goal 3</b> Champion Shared Services	<ul style="list-style-type: none"> <li>Provide shared services in alignment with mission priorities</li> <li>Enable strategic shared services partnerships across the Department</li> <li>Optimize IT investments and DOE product/service marketplace</li> </ul>
<b>Goal 4</b> Secure the Enterprise	<ul style="list-style-type: none"> <li>Advance DOE's risk management and compliance program</li> <li>Achieve and sustain cybersecurity posture visibility across the enterprise</li> <li>Lead Department-wide collaboration in key cybersecurity areas</li> </ul>
<b>Goal 5</b> Evolve the Workforce	<ul style="list-style-type: none"> <li>Champion an OCIO talent strategy that encompasses recruitment, upskilling, and retention</li> <li>Foster an engaged IT workforce</li> <li>Collaborate across the Department and Labs to share knowledge, training, and opportunities</li> </ul>

# OCIO Organizational Chart





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## SLAC IT Overview and Opportunities

Jonathan Russell, Chief Information Technology Officer



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# Break

15 minutes



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# SLAC Cyber Security Overview and Opportunities

Erwin Lopez, Chief Information Security Officer



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## Opportunities with SLAC National Accelerator Laboratory

Jennifer Aral, Procurement Manager





# SLAC HUBZone and Service-Disabled Veteran Small Business Opportunity Day

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Jennifer Aral  
Procurement Operations Manager  
Supply Chain Management

30 April 2024

# Outline

- About SLAC National Accelerator Laboratory
- SCM Procurement Organization
- Small Business & Supplier Diversity Program
- Procurement Process Overview
- Solicitation Expectations
- IT Opportunities

# About SLAC National Accelerator Laboratory



## Multi program laboratory

- Founded in **1962** with **200** employees. Today we have **1,600** employees from **55** countries plus **470** postdocs and grad students.
- SLAC works with Stanford in **5** joint research centers and facilities that focus on cosmology and astrophysics, materials and energy science, cryogenic electron microscopy, catalysis and ultrafast science
- Our LCLS-II X-ray laser beam will be **10,000x** brighter and fire **8,000x** faster than the first LCLS beam, up to **1** million pulses per second.
- In **1991** we opened the **1st** website in North America. It helped physicists share their research results.



# SLAC National Accelerator Laboratory

One of 17 Department of Energy national labs.

SLAC invents the tools that make those discoveries possible and share them with researchers all over the world.



## Key Partnerships

Stanford University operates SLAC for the DOE Office of Science.

Location in Silicon Valley connection with DOE and Stanford and other research centers speed our progress

## X-rays Reveal the Atomic World

Our 2-mile-long particle accelerator is the lab's backbone. Today it generates the world's brightest X-rays for our revolutionary X-ray laser, the Linac Coherent Light Source (LCLS)

## Fundamental Science, Practical Benefits

Research has contributed to the development of medications for melanoma, flu and HIV and is aiding the fight against COVID-19, Ebola, high blood pressure and other ills.

# Supply Chain Management Procurement Organization

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## Procurement Mission

- The **Mission** of the SCM Procurement Department is to provide acquisition services to support the accomplishment of the goals and objectives of SLAC's world class research program activities.

## Procurement Vision

- The **Vision** of the SCM Procurement Department is to deliver products or services to our customers on a timely basis that provide the best value, are responsive to customer needs, in accordance with established compliance requirements, and employ the best business practices to the maximum extent possible.

# Supply Chain Management Procurement Organization

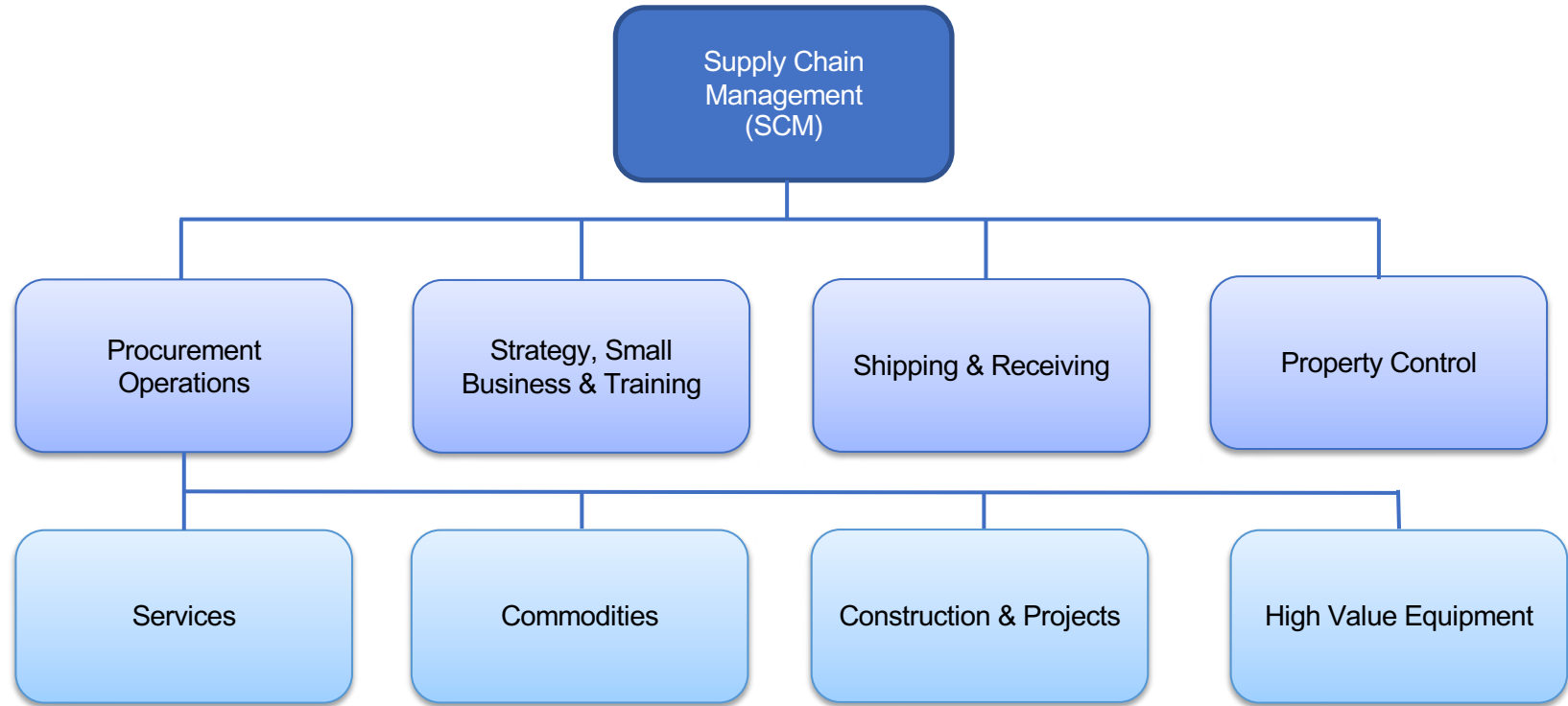
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- SLAC is a Federally Funded Research & Development Center (FFRDC) managed and operated by Stanford University, in accordance with its prime contract with the Department of Energy (DOE)
- Congressional appropriated (taxpayer) funds
- SLAC General Terms and Conditions are in line with the prime contract with the DOE
  - Includes *specific* Federal Acquisition Regulations (FAR)
- Procurement policy and processes are developed to ensure compliance to the prime contract
  - Multiple routine internal and external audits
  - Focus is on the process of how we procure
- Only Procurement is authorized to contractually obligate SLAC to spend or delegate DOE Funds

**Do not start work until a Purchase Order/Subcontract is issued by SLAC Procurement!**

# Supply Chain Management Procurement Organization

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# Small Business and Supplier Diversity Program @ SLAC

The Small Business and Supplier Diversity Program at SLAC is an extension of SLAC's commitment to diversity, equity, and inclusion by providing equitable competitive contract opportunities to our communities to drive down cost and increase innovation in support of SLAC's mission.

## Socio-economic metrics

It is SLAC's policy to provide opportunities to small business concerns, in accordance with our prime contract with the Department of Energy.

Business Classification	Actual % FY22	Actual % FY23	Target % FY24	Actual % FY24 - YTD	# of Suppliers FY24 - YTD
Small Business	62.86%	70.39%	50%	70.60%	393
Small Disadvantaged Business	16.91%	29.29%	5%	15.25%	76
<b>Hub Zone</b>	1.92%	.53%	3%	.60%	6
Veteran Owned	12.13%	11.01%	4%	10.57%	20
<b>Service-Disabled Veteran</b>	3.91%	1.99%	3%	2.99%	5
Women-Owned	9.24%	2.98%	3%	14.33%	54

### Small Business Award Value:

- FY22 \$62,950,694
- FY23 \$90,260,794

# Procurement Process Overview

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## What do we buy?

- Construction
- Facilities & Operations (F&O)/ Environment, Safety, and Health (ES&H) Services
- Scientific Equipment/Technology
- Supplies
- Chemicals/Gases
- IT Hardware/Software
- Staff Augmentation
- Consulting/Engineering Services
- Fabricated Goods

# What does SLAC Purchase?

## SLAC Top UNSPC by Total Spend for FY23

UNSPC	UNSPC Description	FY23 Total Spend
64800000	MPO-Goods and Services	\$41.2M
26000000	Power Generation, Distribution Machinery and Accessories	\$20.3M
41000000	Laboratory, Measuring, Observing and Testing Equipment	\$8.5M
81000000	Engineering and Research and Technology Based Services	\$8.1M
31000000	Manufacturing Components and Supplies	\$7.6M
00000001	All Item Categories Root Node	\$6.1M
39120000	Electrical equipment and components	\$5.5M
81100000	Professional engineering services	\$5.3M
43230000	Software	\$5.2M
99999999	Default Category	\$4.5M
43211501	Computer servers	\$4.0M



# HUBZone and Service-Disabled Veterans Small Businesses

HUBZone Top 5 UNSPC	Awards FY-24 YTD	Service-Disabled Veteran Top 5 UNSPC	Awards FY-24 YTD
43230000 – Software	\$312,658	43211500 – Computers	\$1,839,997
41000000 - Laboratory, Measuring, Observing and Testing Equipment	\$28,406	30190000 - Construction and maintenance service	\$1,065,558
43232200 - Content management software	\$20,000	43230000 – Software	\$393,685
26120000 - Electrical wire and cable and harness	\$9,431	43211900 - Computer displays	\$162,527
48000000 - Service Industry Machinery and Equipment and Supplies	\$1,305	43000000 - Information Technology Broadcasting and Telecommunications	\$98,107

# Procurement Process Overview

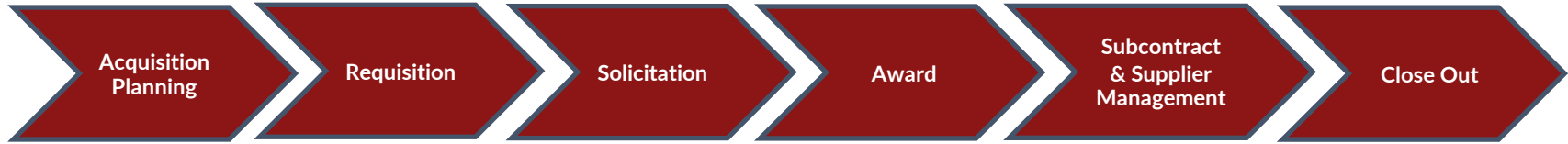
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## Four (4) Spend Channels to acquire goods and services

- **E-Shop** – Online ordering service for regular Commercial Off-the-Shelf/Catalog commodities
  - Purchase Orders are auto-generated and sent electronically to our eShop Supplier for fulfillment
- **Pcard** – Used for one-time purchases via SLAC issued credit card
  - Typical single purchase limit is \$3,000 (varies by card holder)
- **IT Marketplace (ITMP)** – One-stop shop to research and order SLAC IT approved standard desktop computers, laptops, and accessories
- **ERP Requisitions** – Traditional purchasing process via DOE approved ERP system for goods and services not available via Pcard / eShop / ITMP

# Procurement Process Overview

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- **Acquisition Planning:**
  - Ensures SLAC meets its needs in the most effective, economical, and timely manner
- **Requisition:**
  - Submitted via ERP System; provides the funding source and initiates the Procurement process
- **Solicitation:**
  - Ranges from an oral request for quote to formal Requests for Proposal (RFP)
- **Award:**
  - Subcontract/Purchase Order is signed and issued for the Subcontractor to begin work or deliver goods
- **Subcontract & Supplier Management:**
  - Manage and track Subcontract and Supplier performance
- **Close Out:**
  - Notify Subcontract Administrator (SCA) / Buyers that there has been a completion of goods, services or construction

# How to become a SLAC Supplier

Register at SLAC's Website: <https://suppliers.slac.stanford.edu/become-slac-supplier>

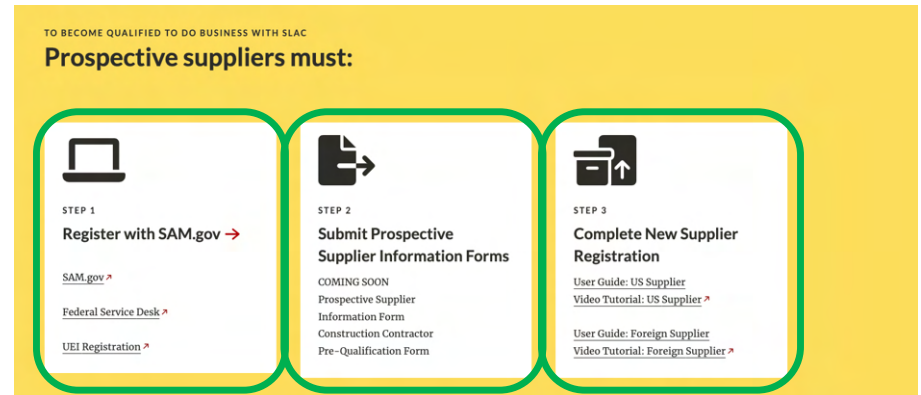
- **Supplier Registration Requirements:**

1. Completed/signed current IRS W9 Form
2. *Address Information:* Main, Order/Invoice, and Remittance
3. Current billing/Accounts Receivable and Main Point of Contact (name, title, phone, and email)
4. Bank information on company or bank letterhead
5. Must have an **active** SAM.gov Account
  - SAM.gov Registration: <https://sam.gov/>
  - No-charge (**free**) registration
  - Unique Entity Identification (UEI) Number



- **Prospective Supplier Information**

*Reminder:* SAM.gov and SLAC Supplier accounts must be maintained



# Solicitation Expectations

**SLAC competes more than 85% of our acquisition needs**

- SLAC utilizes SEWP (Solutions for Enterprise-Wide Procurements) primarily for software needs
  - Bidders must be an approved authorized Reseller
- Request for Proposal (RFP) packages may be posted full and open on SAM.gov Contract Opportunities and/or directed to known and qualified sources
- RFP packages provide detailed guidance for the development, issuance and evaluation of offers
  - Technical and Business Documentation
  - Evaluation Criteria and Evaluation Method
  - SLAC Terms and Conditions
- Competitive Evaluation Methods:
  - Lowest Price Technically Acceptable (LPTA)
  - Best Value / Trade-Off (BVTO)



# Supplier Solicitation Expectations

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## Solicitation Amendments

- Issued only by the noted SLAC Procurement Specialist
- Requires acknowledgement by the potential Bidder
- Amendments issued **before** proposal due date will be issued to all suppliers receiving the solicitation (including updating the public posting on SAM.gov or SEWP)
- Amendments issued **after** proposal due date will be issued only to the suppliers that are eligible for award
- SLAC can cancel original solicitation and issue a new one for **significant** changes
- Proposals may be modified if the request is made **before** the proposal due date

## Solicitation Questions/Clarifications

- Complex acquisitions may include a Questions/Clarification deadline (typically 2 weeks after RFP release)
  - Bidder may submit questions/clarification in the form provided for SLAC response
  - Full Questions/Clarifications document will be posted to all potential bidders

**Direct communications during an open solicitation is only permitted with the noted Procurement Specialist**

# Supplier Solicitation Expectations

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## Solicitation Timeline Considerations

- Varies by acquisition value, complexity, category (goods/services/construction), or if there are changes in the Federal Acquisition Regulations (FAR)
- Estimated Procurement Award Lead Times (business days)\*
  - <\$25K = 1 to 10 days
  - \$25K - \$250K = 15 to 45 days
  - \$250K - \$500K = 30 to 60 days
  - \$500K - \$25M = 90 to 180+ days
  - >\$25M = 180 to 365+ days
- Each threshold has different policy and procedural requirements
- Any procurement can have its own set of challenges leading to variation in time to award.

Actual Subcontract awards in each threshold may be more or less than noted lead times



# IT Opportunities – S3DF

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A diverse portfolio of experiments, initiatives and research programs at SLAC demands *cutting edge scientific computing*

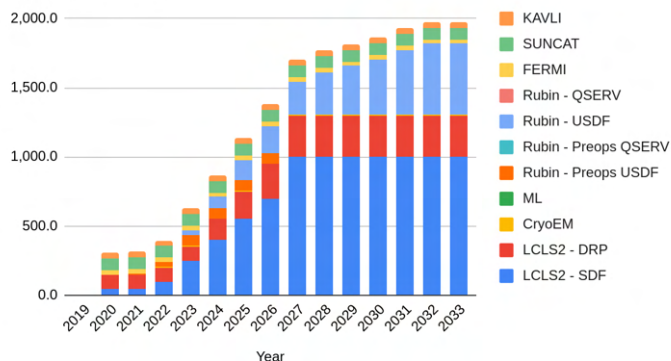
## SLAC Shared Science Data Facility (S3DF)

- S3DF provides modern hardware for massive scale analytics in a modern data center designed ground-up for research computing
- Storage solutions capable of supporting data-intensive pipelines/applications and scaling to 100s of Petabytes
- Support for the entire data pipeline from detector input through to results publication
- Funding plans that incorporate hardware lifecycle
- Raising the bar for baseline SLAC Scientific Computing – benefits from a shared resource model

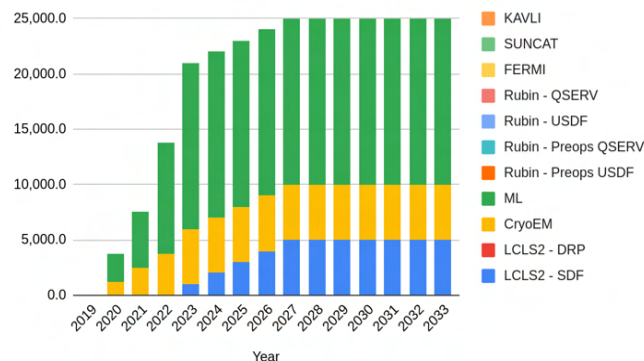
S3DF is in production, but has continued needs over several years for: servers, storage, networking, and datacenter components over several years

# S3DF Projected Compute/Storage Needs

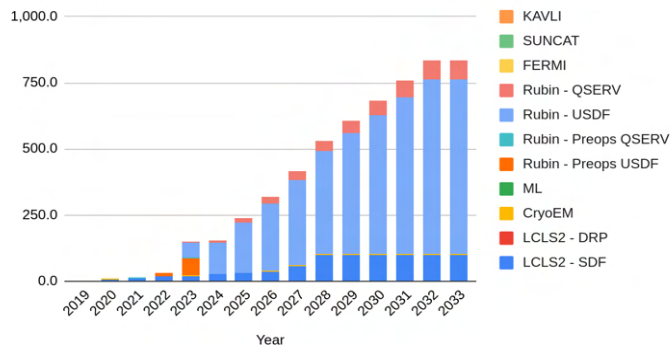
CPU (TFLOPS)



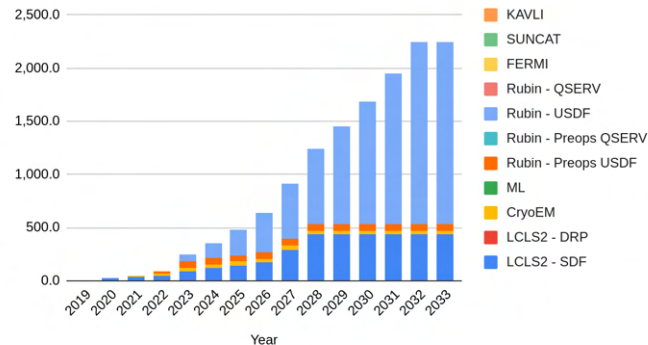
GPU (TFLOPS)



Disk (PB)

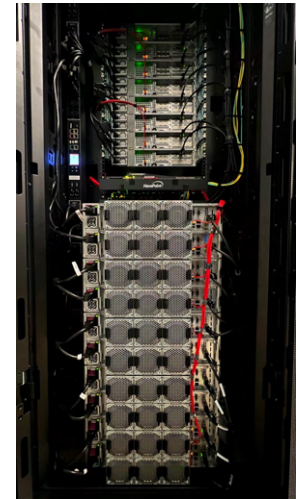
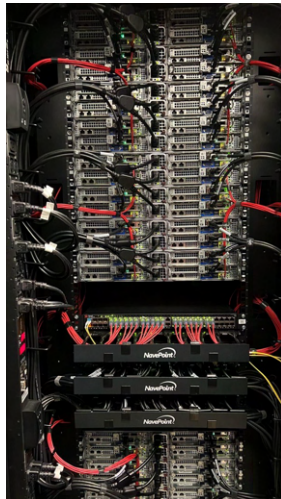


Tape (PB)



# S3DF Storage Platforms and Rack Deployment

- S3DF online capacity is projected to exceed 250PB by 2026, reaching 750PB by 2031
- 24x7 production workflows require scalable throughput, I/O performance and resiliency
- Storage has proven to be the most critical and impactful service
- Integrating analytics from input to final publication requires access to storage platforms in all phases





Thank You!

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## Opportunities with Pacific Northwest National Laboratory

Brianna Yi, Small Business Program Manager







# Doing Business with PNNL

**Brianna Yi**

Small Business Program Manager



PNNL is operated by Battelle for the U.S. Department of Energy



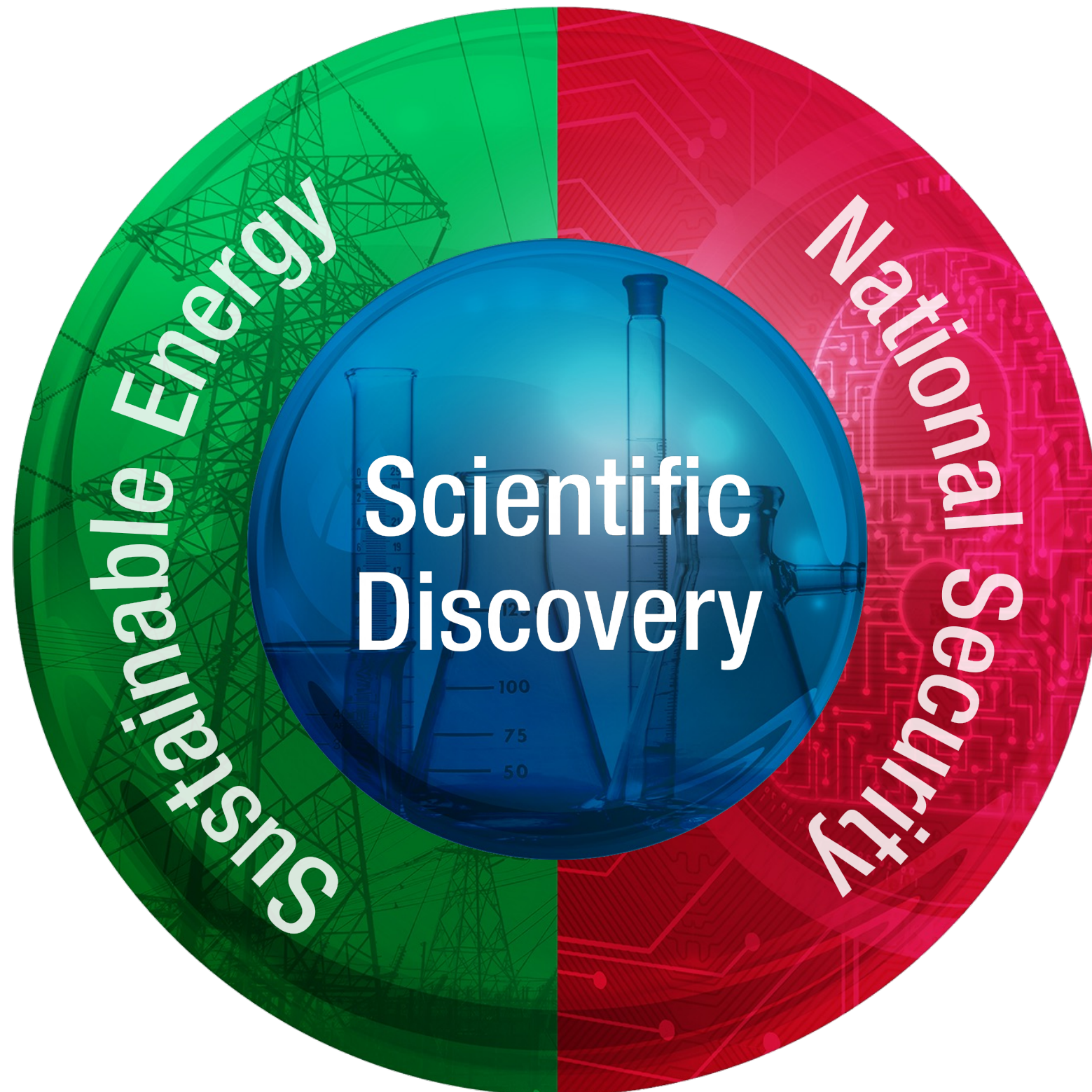


# DOE's 17 **national laboratories** tackle critical scientific challenges



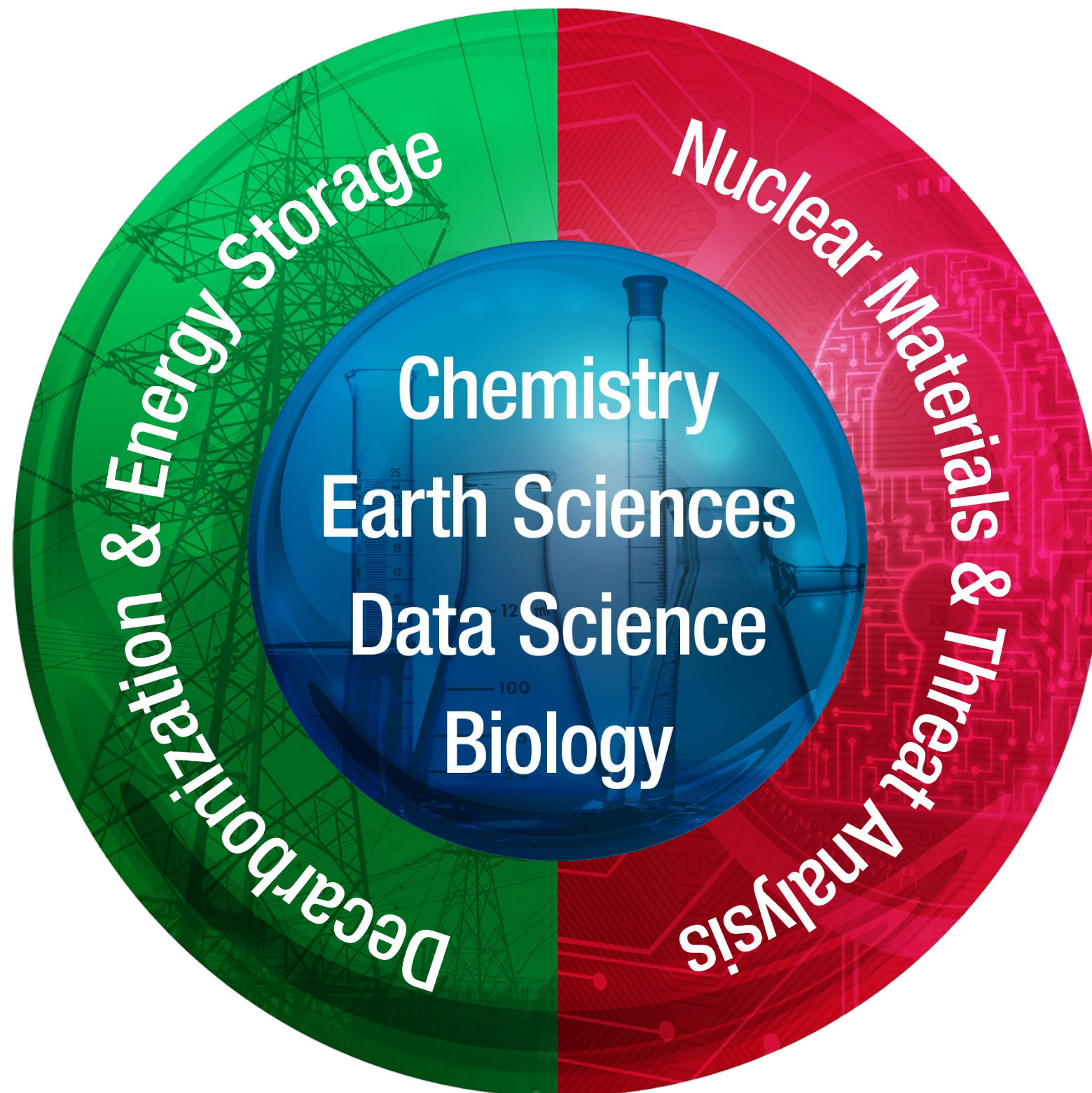


PNNL is **advancing  
scientific frontiers**  
and **providing  
solutions** to critical  
national needs





PNNL's distinguishing  
**strengths** enable  
mission **impact**



# PNNL is **one of DOE's most diversified** national laboratories



**\$1.5B** Spending



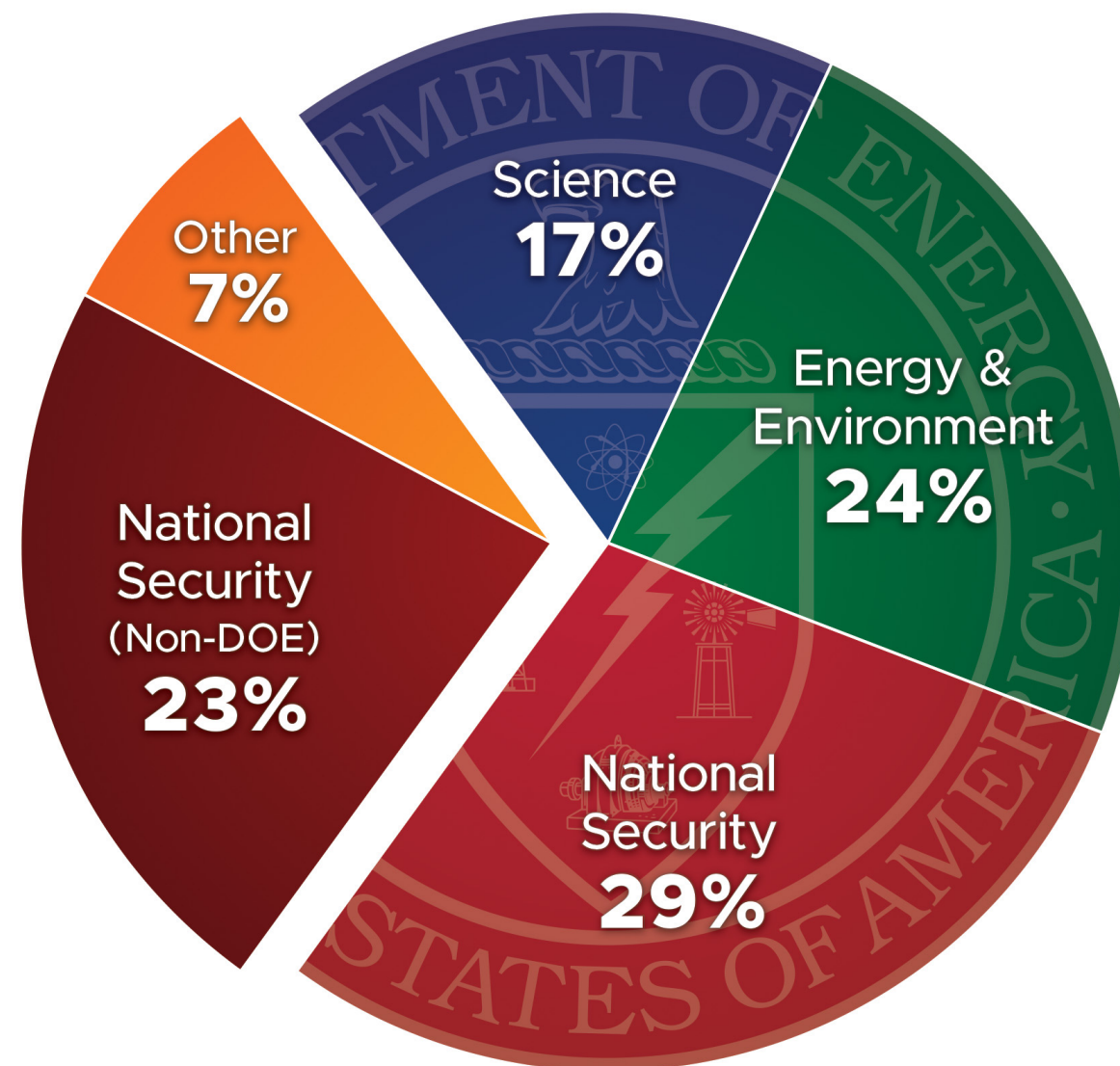
**6,088** Staff



**1,980** Peer-reviewed Publications



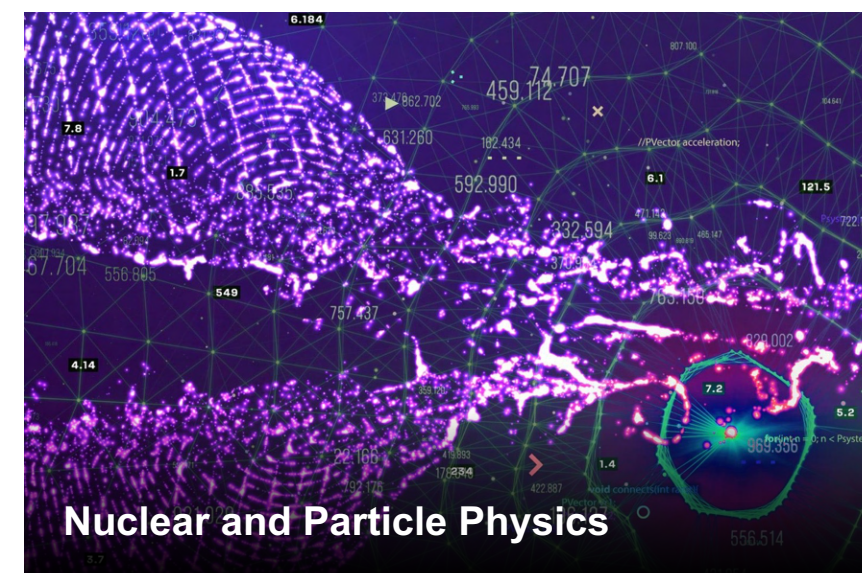
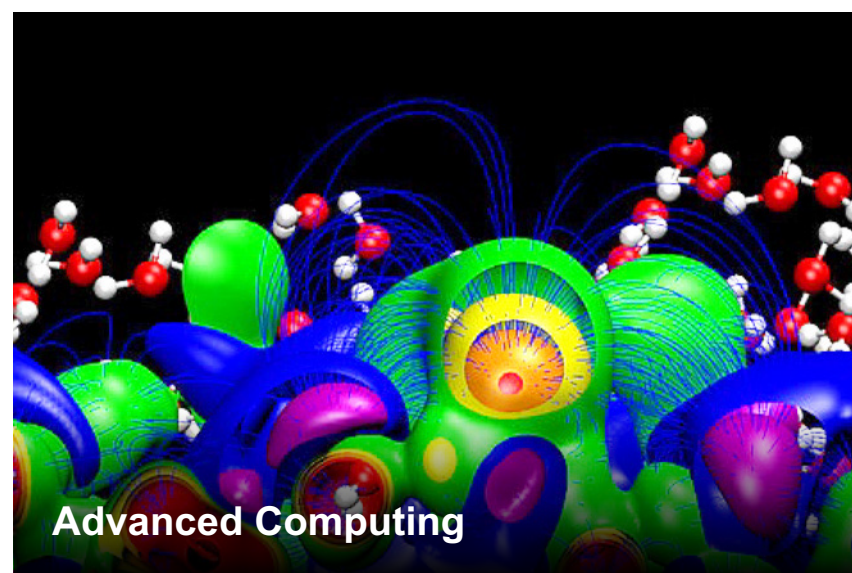
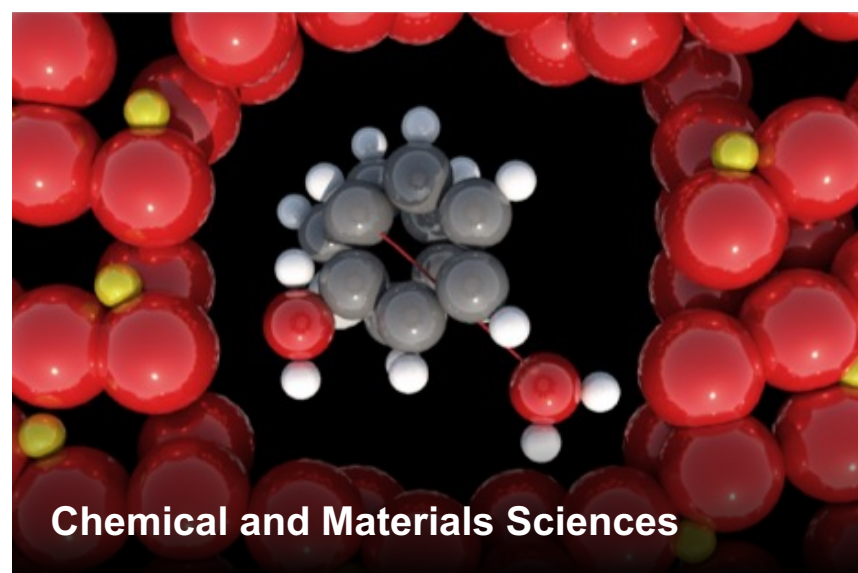
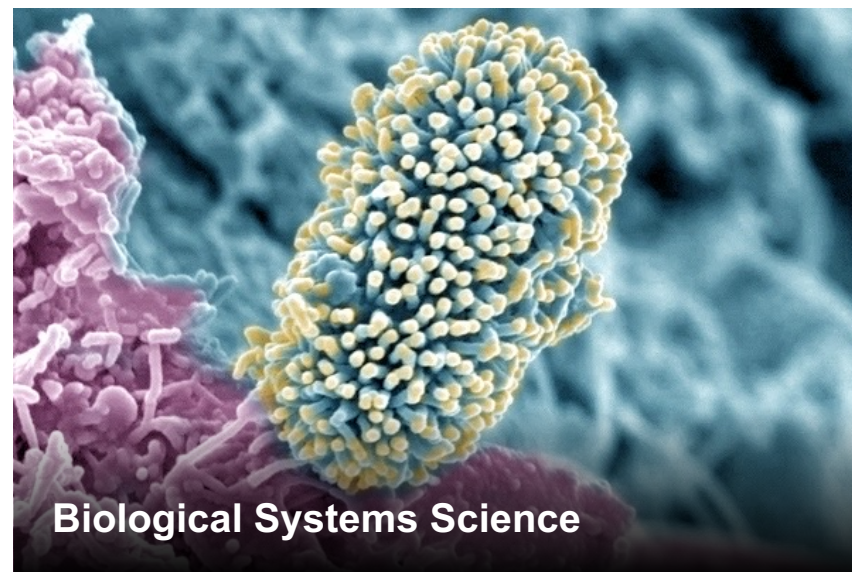
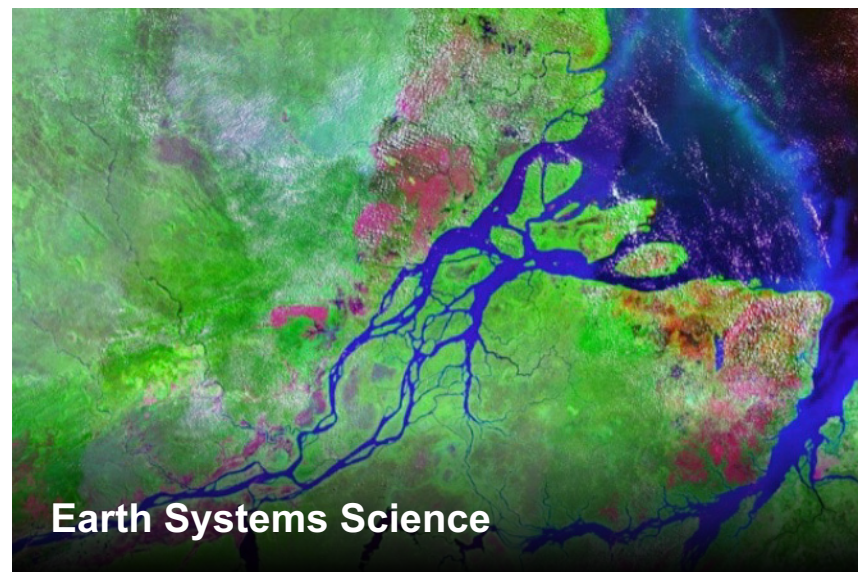
**301** Invention Disclosures



**FY 2023 Spending**



# PNNL's **Science** mission advances understanding of the world around us



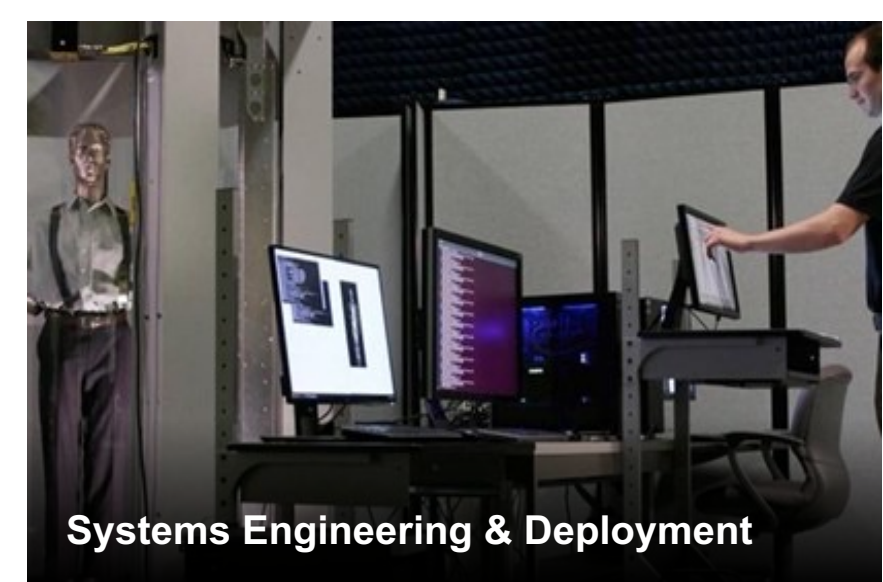
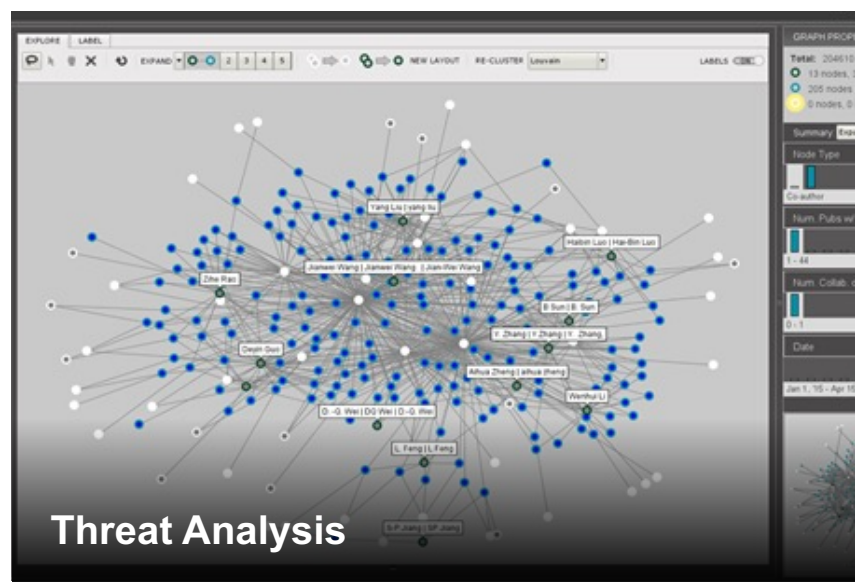
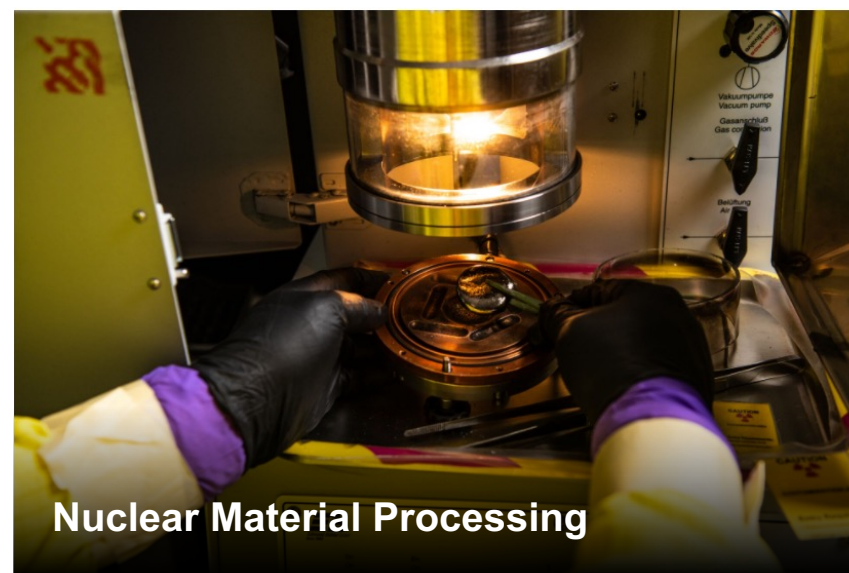
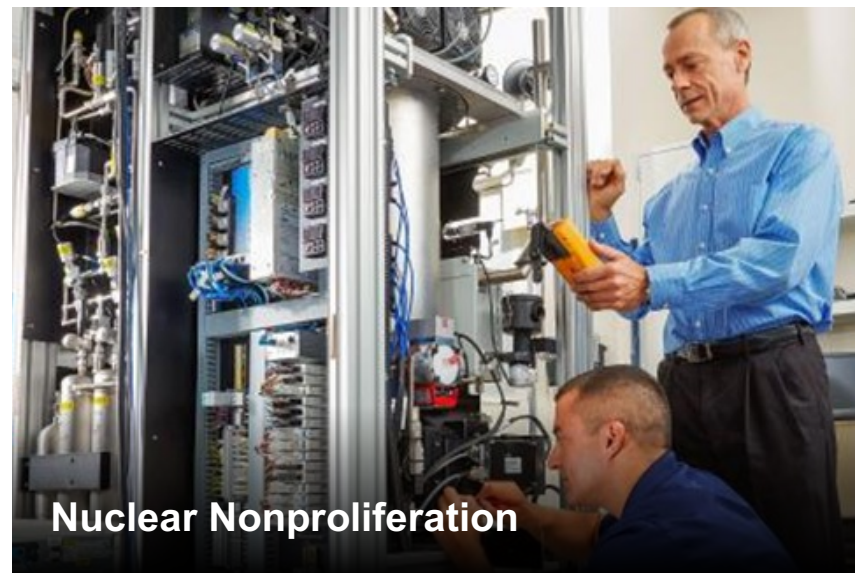


# PNNL's **Energy and Environment** mission delivers innovations for our energy future



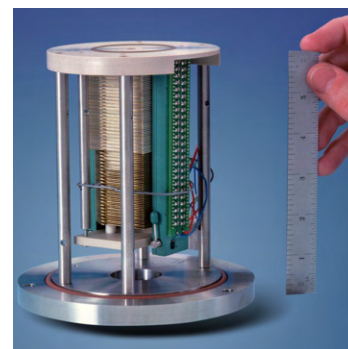
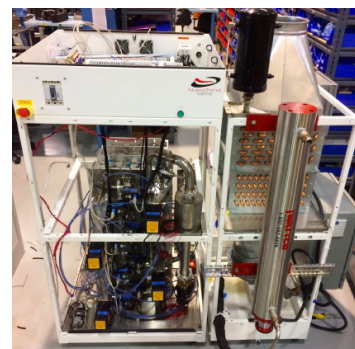
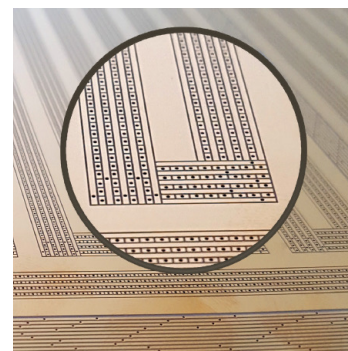
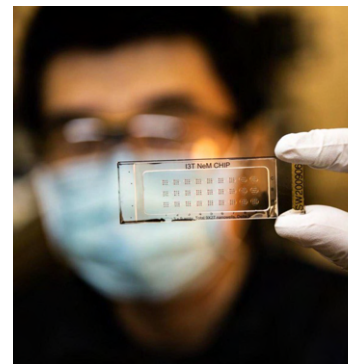
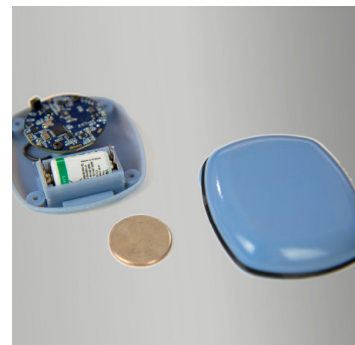


# PNNL's **National Security** mission is reducing the threat from weapons of mass effect





# We are transitioning our **technology** to **industry**



In FY 2023:



**73**

U.S. and International  
Patents



**13**

Licenses and Options

**ONE**  
**INVENTION**  
nearly every day

Nearly  
**1.5**  
**PATENTS**  
received per week

**99**  
Active  
**BUSINESSES**  
with PNNL roots  
since 1965





## Innovations to Industry **HIGHLIGHT**

Improving **air travel safety**  
through deployment of  
holographic millimeter wave  
**imaging technology** at  
airports worldwide



**R&D  
100**

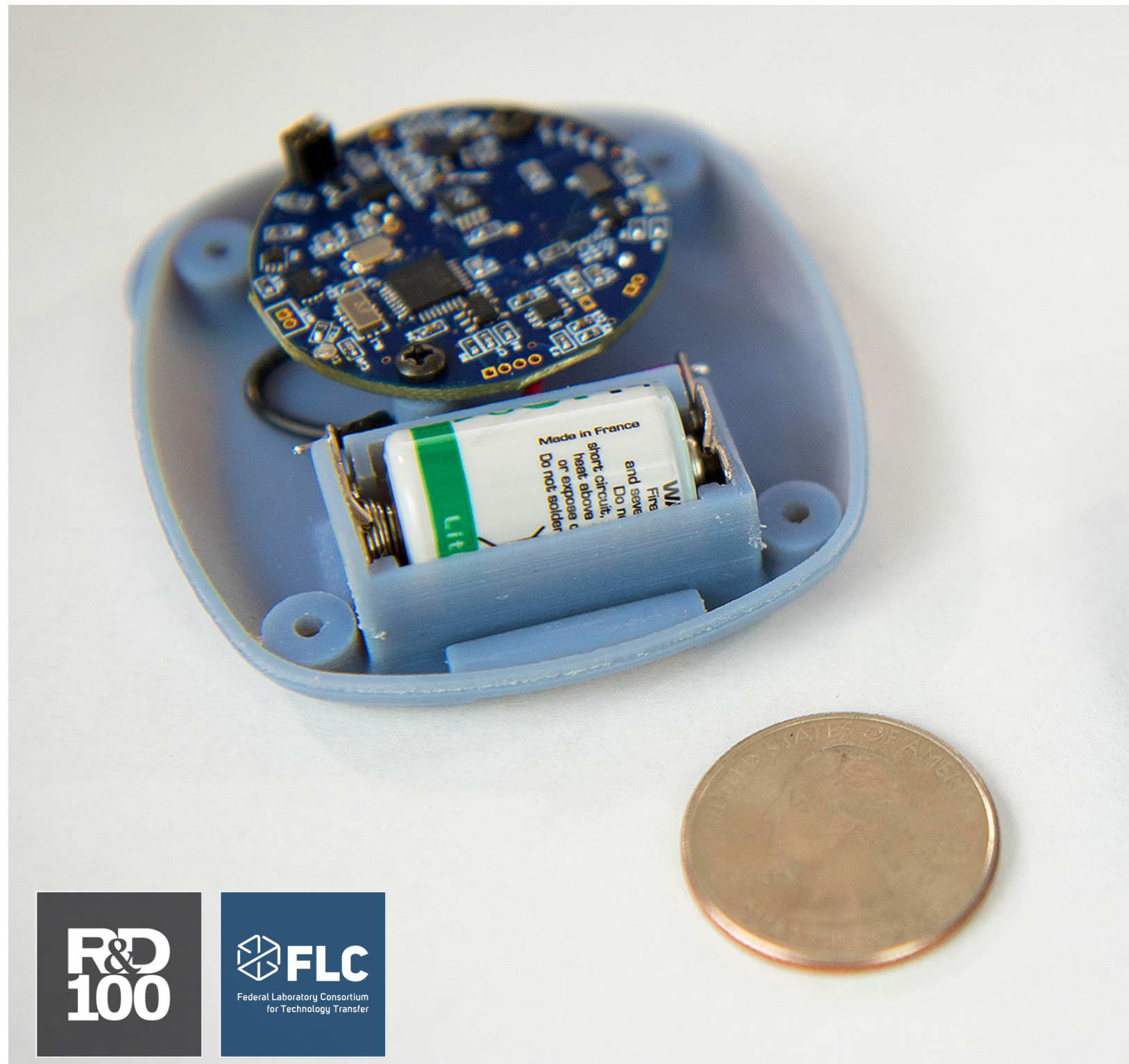
**FLC**  
Federal Laboratory Consortium  
for Technology Transfer





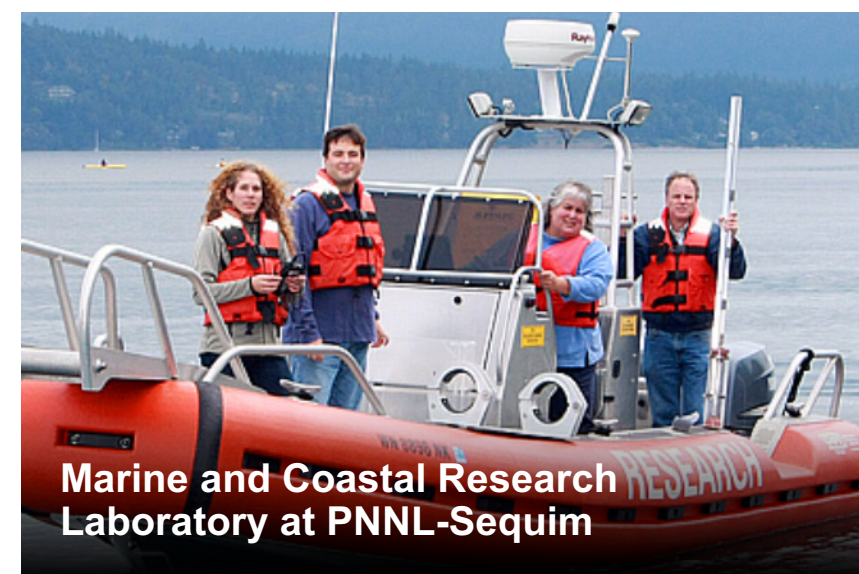
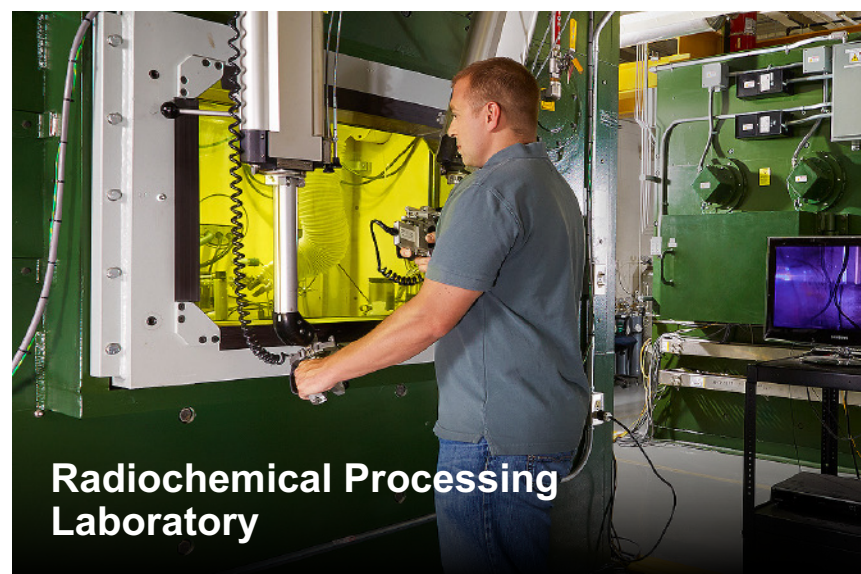
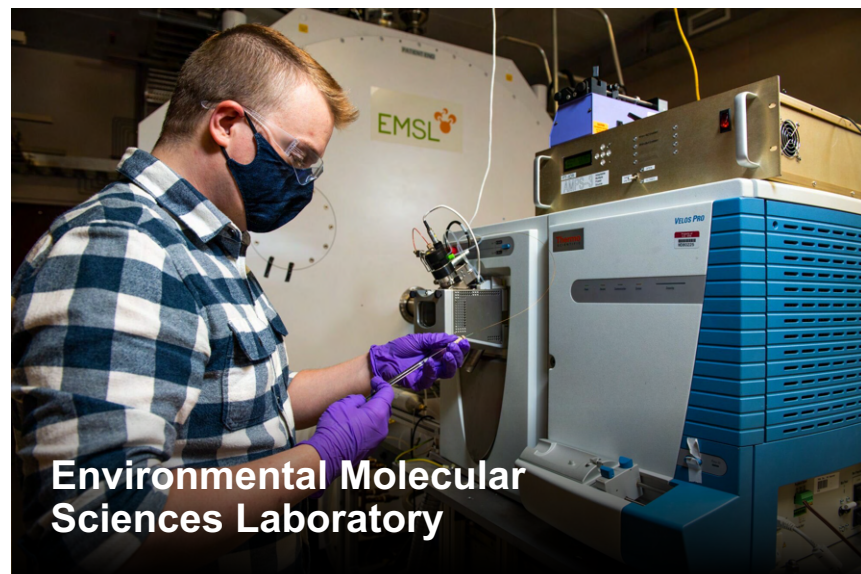
## Innovations to Industry **HIGHLIGHT**

**Protecting schools** with  
Acoustic Gunshot  
Detection technology that  
can **detect a gunshot** and  
automatically trigger  
lockdowns and alert  
emergency responders





# State-of-the-art capabilities enable world-class research





# Building for the future – Richland Campus 10- Year Vision

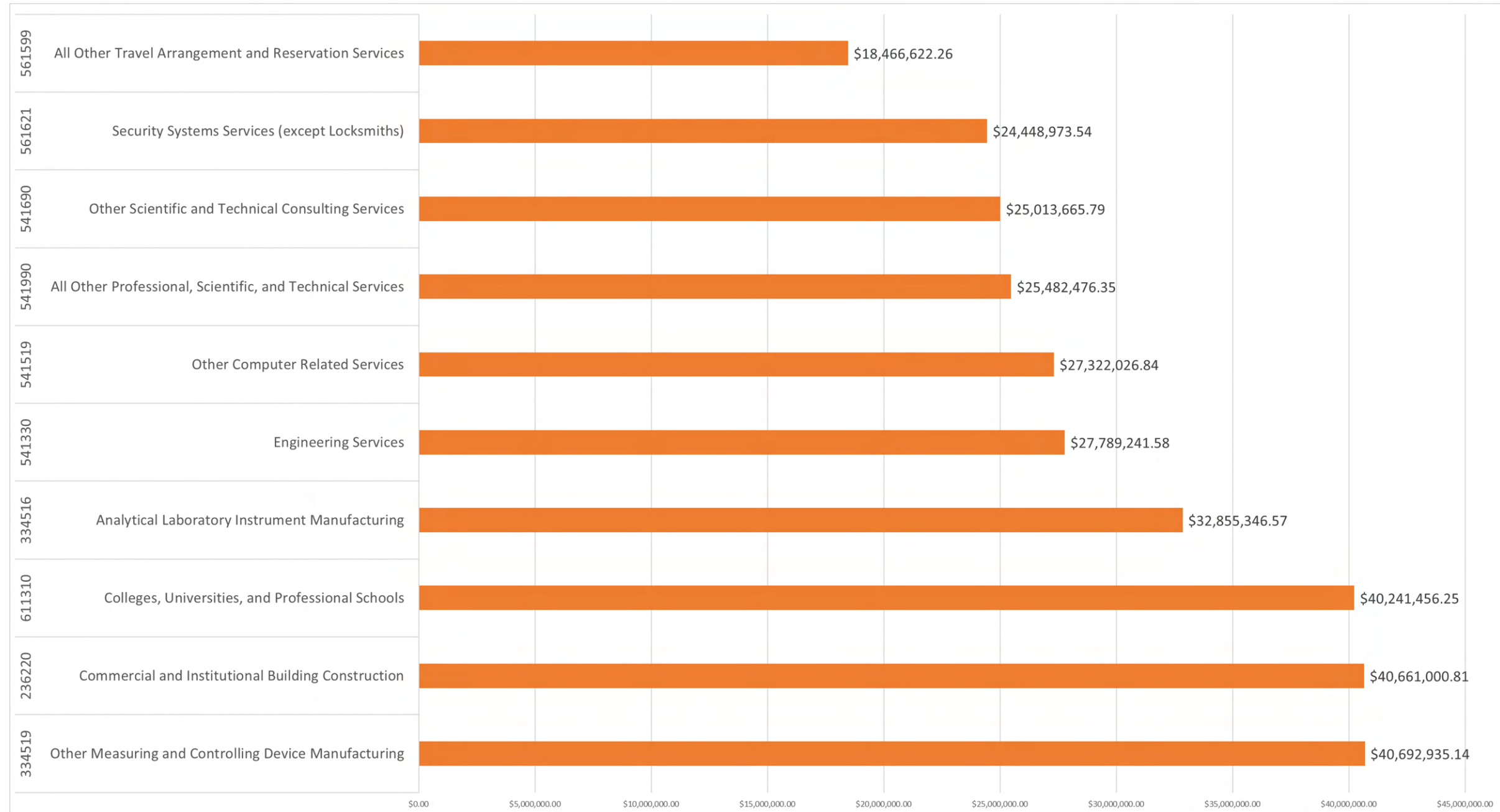


## What we buy and how we buy it

- PNNL purchases a VERY broad spectrum of goods and services through three purchasing mechanisms:
  - Subcontracts/Purchase Orders – high-risk/high dollar goods and services; \$517M in FY23
  - P-Card – low dollar goods (< \$10K) and services (<\$2,500); \$31M FY23
  - B2B – Commercial Off-The-Shelf goods (<\$35,000) via eCommerce; \$18M in FY23
- PNNL supports DOE's small business objectives
  - Exceeded all goals in FY23
  - Goal for FY24 include:
    - ✓ Small Business – 49%
    - ✓ SDB – 8.15%
    - ✓ WOB – 5%
    - ✓ HUBZone – 3%
    - ✓ VO – 5%
    - ✓ SDVO – 5%

Total	Totals		Goal
	\$	%	%
Large	\$149,297,397	41.2%	50.0%
Small	\$213,465,671	58.8%	
Total	\$362,763,068		
SDB	\$36,605,753	10.1%	5.0%
WOB	\$21,683,721	6.0%	5.0%
HUBZ	\$14,956,257	4.1%	3.0%
VO	\$38,402,725	10.6%	5.0%
SDV	\$27,248,400	7.5%	3.0%

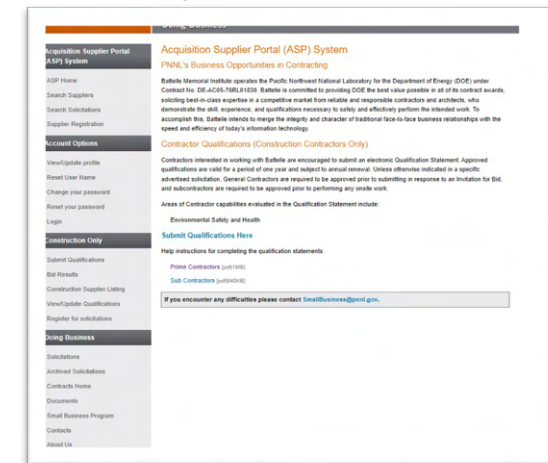
# FY23 Top NAICS Codes





# Tips for working with PNNL

- Prior to Award/doing work with PNNL, you should:
  - Take a few minutes to learn about PNNL and how you can help its mission
  - Become familiar with Battelle's [Prime Contract](#) with the DOE for scope and requirements
  - Reach out to PNNL's [Small Business Program Manager](#) to submit your Capability Statement/Line Card
  - Register in PNNL's [Acquisition Supplier Portal](#) (ASP)
    - ✓ ASP approved profile required for onsite construction
  - Partner with a small business (if large)
  - Become familiar with the requirements for vendor setup –
    - ✓ SAM UEI # required
    - ✓ Registration in PNNL's Vendor Database
  - Review past “Doing Business with PNNL” webinars on website
  - PNNL utilizes leveraged agreements to purchase many of its services
    - ✓ GSA Schedules and ICPT Agreements
    - ✓ NASA Solution for Enterprise-Wide Procurement (SEWP) for enterprise software and IT needs



# Current & Forecasted Opportunities

- Solicitation/Request for Proposal
  - Competitive solicitations posted externally >\$250K

<u>Solicitation Number</u>	<u>Title</u>	<u>Location</u>	<u>Issue Date</u>	<u>Due Date</u>	<u>Solicitation Type</u>
0000803517	VxRail Servers	Richland, WA	2/10/2024	04/29/2024	Goods & Services
0000774349	Relocation Services	Richland, WA	3/27/2024	05/03/2024	Services
0000828772	Provide and Launder Shop Towels	Richland, WA	4/25/2024	05/06/2024	Services
0000822404	EIK Power Supply	Richland, WA	4/9/2024	05/07/2024	Goods
0000822573	Request for Information - Overtime Callout Tool	Richland, WA	4/20/2024	05/20/2024	Services
0000828131	Matson Terminal (B-63): RPM Lane Redeployment – Replacement RPMs and Remote Operations	Oakland, CA	4/16/2024	05/20/2024	Construction
0000826778	Occupational Medical Services	Richland, WA	4/9/2024	05/24/2024	Services
0000800955	Enterprise Resource Planning System Implementation	Richland, WA	3/12/2024	06/13/2024	Services



# Current & Forecast Opportunities

NAICS Code	Type of Acquisition	Acquisition Description	Place of Performance	Anticipated Award Fiscal Year	Contract Type	Estimated Dollar Range
541512	Services	ERP Systems Integrator* *Requires NDA prior to receiving RFP documents	Virtual	FY24	IDIQ	Min \$2.5M
334519	Goods	Personal Radiation Detectors (PRDs)	N/A	FY 24	FFP	>\$500,000
561621	Goods & Services	Alternative Technology Devices (x-ray irradiators) - Foreign Supply & Install	Varies - International	FY24-FY26	FFP	Varies; >\$100k each
334517	Goods & Services	Security System Upgrades, Install, and Refresh	Varies - Domestic & International	FY24-FY26	FFP	Varies; >\$100k each
561621	Goods & Services	Security System Supply, Warranty, Maintenance, and Monitoring	Varies - Domestic & International	FY24-FY26	FFP	Varies; >\$50k - \$500k+ each
513210	Goods & Services	80+ Software/hardware maintenance renewals (mostly posted on SEWP)	N/A	FY24 Q4	FFP	\$5M (total)
334419	Goods & Services	Audio/Video hardware to remotely power cycle conference room MTRs	Richland, WA	FY24 Q4	FFP	\$200K
334111	Goods & Services	Splunk Server replacements	Richland, WA	FY24 Q4	FFP	\$160K
334111	Goods & Services	Data Center Lifecycle replacements – servers, UPS, LAN closet battery replacements	Richland, WA	FY24 Q4	FFP	\$420K

**Come see us** at upcoming outreach events



**DOE Small Business FORUM & EXPO**

June 4-5, 2024 | Hyatt Regency Minneapolis | Minneapolis, Minnesota

**AMERICAN CLEAN ENERGY POWERED BY SMALL BUSINESSES**

At the DOE's 2024 Small Business Forum and Expo, hundreds of small businesses from across the country will come together for education, solutions, and connections to maximize contract opportunities and grow their bottom line. Make plans now to join us!

**REGISTER TODAY!**  
[energy.gov/DOEForum](https://www.energy.gov/DOEForum)

<https://www.energy.gov/osdbu/2024-small-business-forum-expo>



## Small Business Program resources and contacts

- PNNL [Acquisition Supplier Portal](#)
- PNNL [Solicitation](#) Website
- PNNL Doing Business with Procurement: [Directorate Listing](#)
- For more information about PNNL Small Business Program and its Small Business Program goals, please visit the [Small Business Program Website](#)
- Contact PNNL's Small Business Program Manager [small.business@pnnl.gov](mailto:small.business@pnnl.gov)





Thank you





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## Opportunities with Lawrence Berkeley National Laboratory

Phillip McCants, Small Business Program Manager





Phillip McCants  
Small Business Liaison Officer  
*[pmccants@lbl.gov](mailto:pmccants@lbl.gov)*



# Who Are We?



BERKELEY LAB



# Scientific Breakthroughs

**Invention of the cyclotron** - circular particle accelerator

**Heart disease gene identified** - new evidence links atherosclerosis to a single dominant gene

**Human Genome Project begins** - mapping and sequencing human genome

**First proton linear accelerator invented** - used in oncology clinics today for cancer treatments

**Advanced light source opens** - generates world's brightest beams of soft x-rays and ultraviolet light

**Smart Windows invented** - electrodes enable glass to respond to changes in sunlight

**Good and bad cholesterol identified** - two forms of lipoproteins found in cholesterol

**Hybrid solar cells developed** - photovoltaic devices that can be mass-produced

**Dark energy discovered** - Supernova Cosmology Project reveals antigravity force

# Berkeley Lab Small Business Program

## Mission

To support the growth and development of small businesses

## Vision

To be a role model in creating small and minority business success stories in support of the world-class science at Berkeley Lab

## Philosophy

Small Business First



# Small Business Strategies

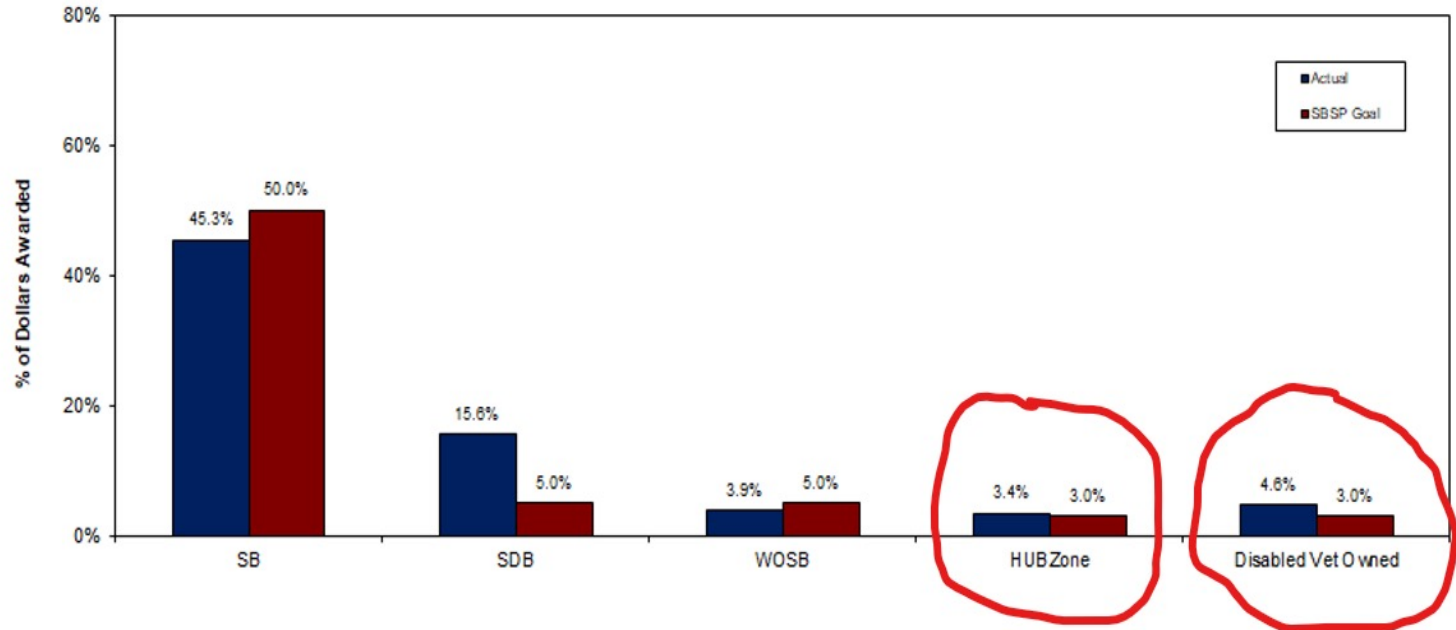
- Subcontracts up to \$250K set-aside for small businesses
- Subcontracts exceeding \$250K set-aside using rule of 2
- Construction subcontracts up to \$3M set-aside to small business
- **SDVOSB Non-Competitive Award up to \$4m**
- **HUBZone Non-Competitive Award up to \$4.5m**



# FY24 Socio-Economics

Through March

FY24 Year-to-Date Socioeconomic Performance



Whole Year (from YTD Reports):

	POs	PCards	Total Year	%
Purchase Base:	\$ 264,018,860	\$ 7,668,038	\$ 271,686,898	100.0%
SB Awards:	\$ 118,353,323	\$ 4,831,736	\$ 123,185,059	45.3%
BB Awards:	\$ 145,665,537	\$ 2,836,302	\$ 148,501,839	54.7%
SDB Awards:	\$ 42,158,874	\$ 248,386	\$ 42,407,260	15.6%
SWO Awards:	\$ 10,482,215	\$ 199,078	\$ 10,681,293	3.9%
SB Set-Asides:	\$ 52,718,279	\$ -	\$ 52,718,279	19.4%
8(a) Awards:	\$ 2,728,522	\$ 39,618	\$ 2,768,140	1.0%
HUBZone SB:	\$ 9,203,615	\$ 1,452	\$ 9,205,067	3.4%
Veteran-Owned:	\$ 18,184,127	\$ 84,010	\$ 18,268,137	6.7%
Disabled Vet:	\$ 12,546,515	\$ 5,314	\$ 12,551,829	4.6%

# Getting Started with LBNL

## **Register in SAM.Gov**

- [www.sam.gov](http://www.sam.gov)

## **Become familiar with requirements**

- <https://procurement.lbl.gov/welcome-to-procurement-property/become-a-supplier/general-provisions/>

## **Register with LBNL**

- <https://procurement.lbl.gov/welcome-to-procurement-property/become-a-supplier/>

# Gotten Started with LBNL

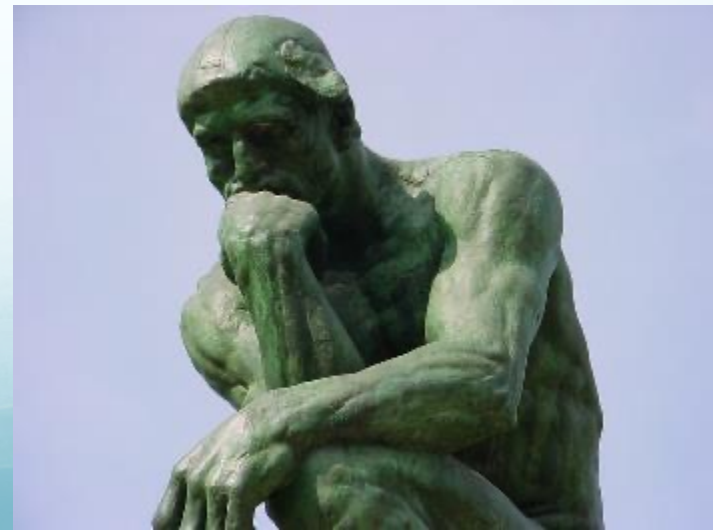
## Monitor Forecasting Page

- <https://procurement.lbl.gov/welcome-to-procurement-property/become-a-supplier/project-opportunities/>

## Engage with SBLO

- Meetings
- Capabilities Statement

**Patience > Passive**





Upcoming Solicitations			
Project Name	Lab Area	Anticipated RFP	Estimated Value
Linux Cluster Compute Nodes for Scientific Computations	Chemical Sciences	3 <sup>rd</sup> Qtr FY24	\$500k+
Geant Managed Wavelength Service delivered via Data Center Interconnect and Open Line System Equipment	Computing Sciences	3 <sup>rd</sup> Qtr FY24	\$1.5M+
Cloud Vision – Network Fabric Manager + Hardware/Software	NERSC	3 <sup>rd</sup> Qtr FY24	\$500k+
160 Application Specific RF System on Chip Field Programmable Gate Arrays	Advanced Light Source	3 <sup>rd</sup> Qtr FY24	\$500k+

# Upcoming Solicitations

Project Name	Lab Area	Anticipated RFP	Estimated Value
Dell Catalog on eBuy	OCFO	3 <sup>rd</sup> Qtr FY24	\$3M+
DELL XE9680 Additions in support of LLM	Information Technology	3 <sup>rd</sup> Qtr FY24	\$500k+



Phillip McCants

Small Business Liaison Officer

Lawrence Berkeley National Laboratory

[pmccants@lbl.gov](mailto:pmccants@lbl.gov)



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## Opportunities with Sandia National Laboratories

Patricia A. Brown, Supplier Diversity Advocate





*Exceptional service in the national interest*

# SANDIA NATIONAL LABORATORIES

## *Business Opportunities*

Patricia A. Brown

*Supplier Diversity Advocate*

April 30, 2024



Sandia National Laboratories is a multimission laboratory managed and operated by National Technology and Engineering Solutions of Sandia LLC, a wholly owned subsidiary of Honeywell International Inc. for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-NA0003525.

SAND2024-XXXXXX

# SANDIA IS A FEDERALLY FUNDED RESEARCH AND DEVELOPMENT CENTER MANAGED AND OPERATED BY



National Technology & Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International Inc.

Government-owned, contractor-operated

FFRDCs are long-term strategic partners to the federal government, operating in the public interest with objectivity and independence and maintaining core competencies in missions of national significance

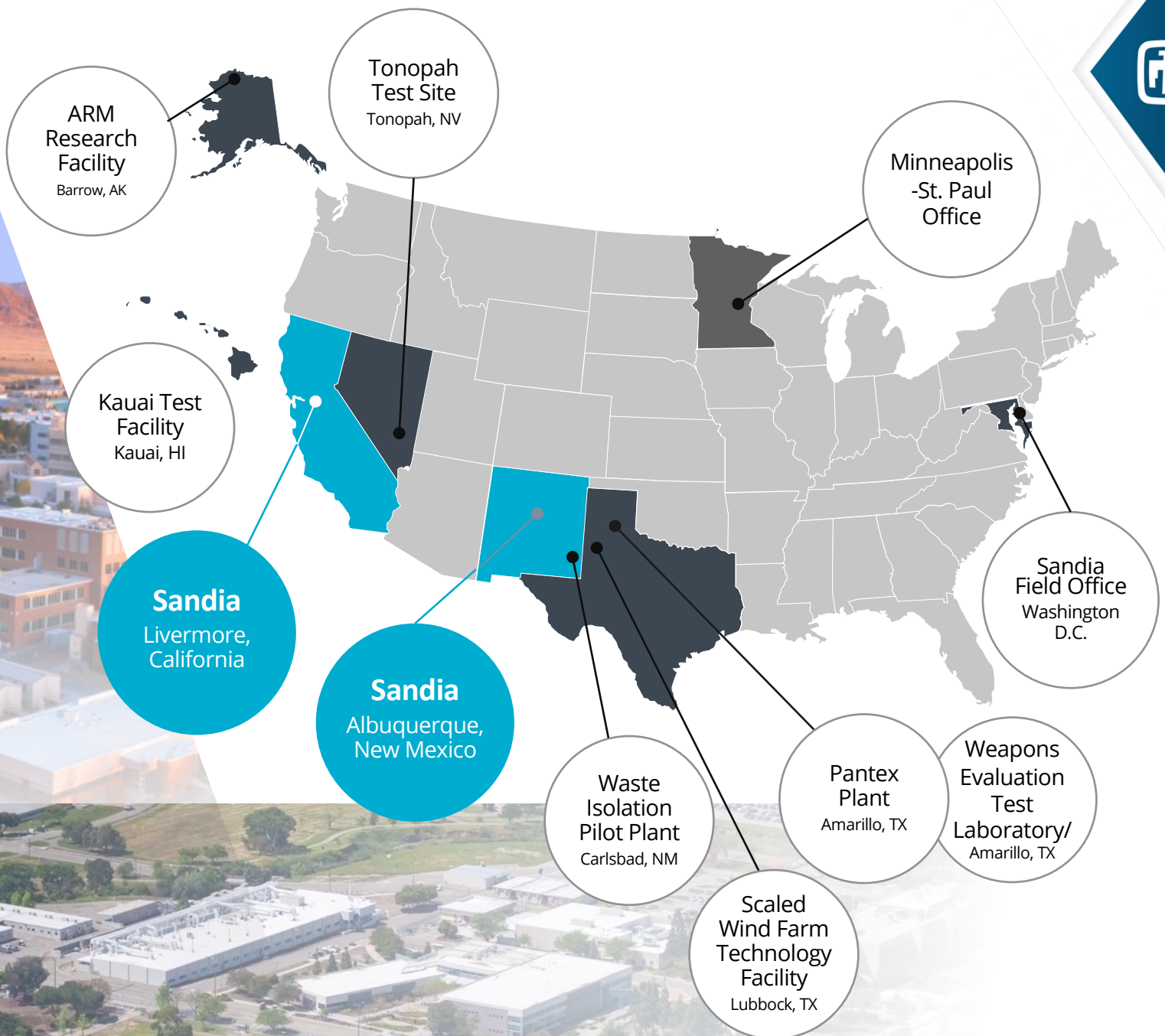


# WE HAVE FACILITIES ACROSS THE NATION



## Main Sites

Albuquerque, New Mexico  
Livermore, California

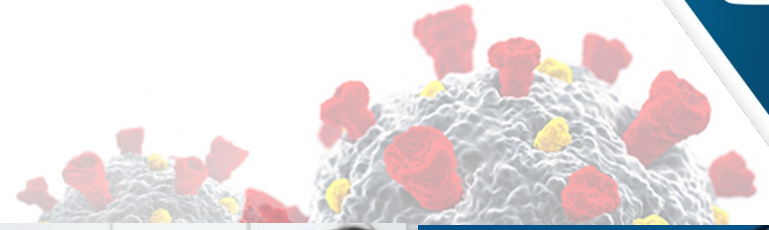




# NATIONAL SECURITY IS OUR MISSION



Sandia delivers essential science and technology to address the nation's most challenging security issues



## PURPOSE

We render exceptional service in the national interest

## VISION

We make Sandia a leader in keeping the world safe and secure

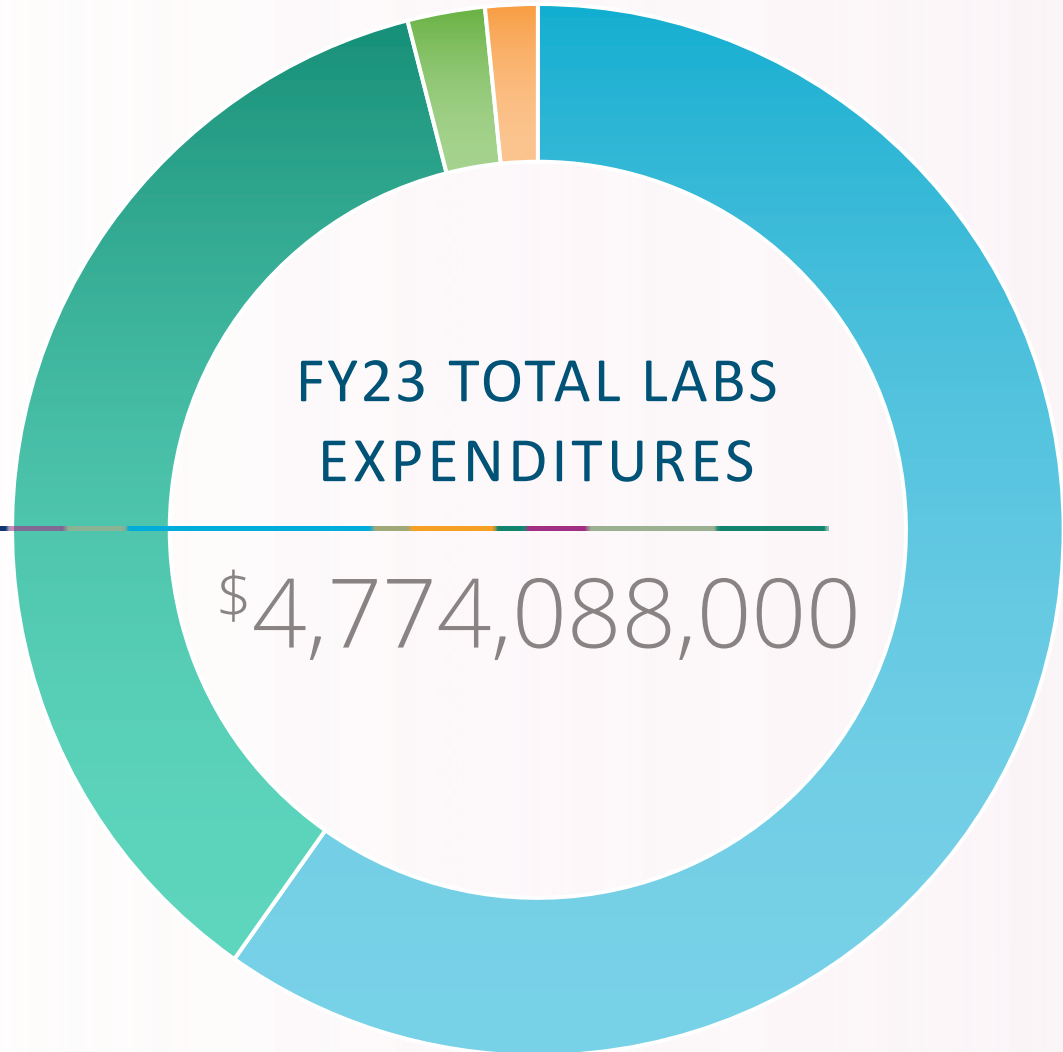
## MISSION

We use innovative science and engineering to anticipate and solve the most challenging national security problems

## OBJECTIVE

In 10 years, we will have unleashed high-velocity engineering to counter global threats

# LABS' SPENDING TOPS \$4.7 BILLION



LABOR AND  
NON-SUBCONTRACT-  
RELATED PAYMENTS

\$2,852,023,000



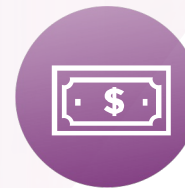
SUBCONTRACT-RELATED  
PAYMENTS

\$1,727,315,000



NM GROSS RECEIPTS TAXES

\$113,559,000



PROCUREMENT CARD  
PAYMENTS

\$76,672,000



# SMALL-BUSINESS CONTRACTING IS A PRIORITY



SMALL BUSINESS*	\$460M
DISADVANTAGED	\$324M
WOMAN-OWNED	\$224M
VETERAN-OWNED	\$178M
SERVICE-DISABLED VETERAN-OWNED	\$132M
HUBZONE	\$81M



DISADVANTAGED	\$193M
SMALL BUSINESS*	\$156M
WOMAN-OWNED	\$111M
VETERAN-OWNED	\$77M
HUBZONE	\$42M
SERVICE-DISABLED VETERAN-OWNED	\$42M

67% OF ALL SANDIA SUPPLIERS  
ARE SMALL BUSINESSES

506 NEW SMALL-BUSINESS SUPPLIERS  
ADDED TO SANDIA'S  
SUPPLIER BASE

NEW MEXICO SMALL BUSINESS  
SUBCONTRACTING PAYMENTS ARE:

44% OF TOTAL SMALL-BUSINESS  
SUBCONTRACTING  
PAYMENTS

81% OF TOTAL NEW MEXICO  
SUBCONTRACTING  
PAYMENTS

*\*Small Businesses not categorized as Small Disadvantaged Business, Women-Owned Small Business, HUBZone Small Business, Veteran-Owned Small Business or Service-Disabled Veteran-Owned Small Business.*

## FY 24 SMALL BUSINESS GOALS



Category	Goal
Small Business	61.00%
Small Disadvantaged Business	16.00%
Woman-Owned Small Business	10.50%
HUBZone Small Business	3.75%
Veteran-Owned Small Business	7.00%
Service-Disabled Veteran Owned Small Business	6.25%

# REGISTER IN ISUPPLIER PORTAL



## Supplier Registration

### Step 1: Access iSupplier Portal Registration Page

iSupplier Registration page: [Register here](#)

To register in Sandia's iSupplier Portal go to the Registration Page and fill out both of the required pages before clicking the register button.

IMPORTANT: Upon completion of the iSupplier registration you will receive an email containing a username and a temporary password. You will need to change your password within 3 days upon receipt of the email.

### Step 2: Enter Company Name & Contact Information

To begin your company's registration, you must enter the required information:

- Legal Company Name
- Tax Country
- Non-US Tax Registration Number
- Federal Tax ID Number
- DUNS Number
- Additional Contact Information

#### CONTACTS

For questions regarding iSupplier Registration email: [supreg@sandia.gov](mailto:supreg@sandia.gov)

For questions regarding existing iSupplier account concerns email: [isupplier@sandia.gov](mailto:isupplier@sandia.gov)

For assistance from our Supplier Diversity & Small Business Team email: [supplier@sandia.gov](mailto:supplier@sandia.gov)

Questions for Electronic Invoicing email: [einvoice@sandia.gov](mailto:einvoice@sandia.gov)

Questions regarding Payments or General Accounts payable email: [aphelp@sandia.gov](mailto:aphelp@sandia.gov)

## Register:

- Navigate: [www.sandia.gov](http://www.sandia.gov)
- Partnerships
- Prospective Suppliers
- Supplier Registration
- "Register Here"



# BUSINESS OPPORTUNITY WEBSITE



## Sandia Business Opportunities Website (BOW)

### Information about Subscribing and Responding to BOW Postings

You must register as a Sandia supplier to respond to an opportunity or to subscribe to BOW postings. Use the "Register" link to register, use the "Login" link to log in. [Register](#) [Login](#)

### BOW List

Click the Id link in the first column to view details.

<a href="#">Id</a>	<a href="#">NAICS</a>	<a href="#">Posting Type</a>	<a href="#">Posting Title</a>
<a href="#">2673</a>	333248: All Other Industrial Machinery Manufacturing	Sources Sought	USA Made: VL400Q, Linear Motor Driven Wire EDM
<a href="#">2670</a>	334419: Other Electronic Component Manufacturing	RFQ	Non-evaporable Getter Pumps
<a href="#">2669</a>	334419: Other Electronic Component Manufacturing	RFQ	COTS Electronics
<a href="#">2662</a>	237110: Water and Sewer Line and Related Structures Construction	Sources Sought	Drilling in Nevada (Tungsten Mountain)
<a href="#">2642</a>	334519: Other Measuring and Controlling Device Manufacturing	Sources Sought	Gamma Detection Modules

Sandia is committed to providing maximum, practicable opportunities for small businesses. All postings to this site are for small businesses only. Responses received will enable Sandia to evaluate the interest, availability and technical capability of responsive small businesses to determine the feasibility of making any opportunity listed a small business set-aside.

[Small Business Commitment](#)  
[Requirements of Socioeconomic and Business Classifications](#)  
[Qualification Requirements](#)  
[Top NAICS Codes](#)  
[Legal Disclosure](#)

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## View:

- Navigate: [www.sandia.gov](http://www.sandia.gov)
- Click: Partnerships
- Click: Prospective Suppliers dropdown
- Click: Business Opportunities
- Select: View Business Opportunities

# BUSINESS OPPORTUNITY WEBSITE



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## Subscribe:

- Access your iSupplier Account
- Click: Navigator Tool: SNL iSupplier
- Click: Home
- Click: Sandia Business Opportunities
- Select: Email Contact and Subscriptions

## ATTEND OUTREACH EVENTS



# Small Business Forum

## Sandia National Laboratories Opportunities Fair

May 2<sup>nd</sup>, 2024 – Marriott ABQ Uptown – 9:00am-1:30pm

---

9:00a – 9:30a	Registration
9:30a – 10:00a	How to do Business with Sandia National Laboratories Presentation
10:15a – 12:10p	Breakout Sessions
10:15a – 1:30p	Opportunities Fair



# ATTEND OUTREACH EVENTS



Sandia National Laboratories in partnership  
with the Office of Small Disadvantaged  
Business Utilization



**Save the Date: August 21, 2024**

## **Empower through Mentoring Strengthening the Department of Energy's Small Business Supply Chains**

Interested in becoming a Protégé? Interested in becoming a Mentor? Already a Protégé and want to expand your opportunities in DOE?

The forum taking place in Albuquerque, NM is for you!

**Space is limited - Don't miss your chance to:**

- **Learn about DOE's new Mentor-Protégé Program (MPP) initiatives.**
- **Attend educational breakout sessions** on how to become a Mentor in DOE's program, how to become a Protégé, differences between SBA and DOE MPP, Joint Ventures, and understanding DOE requirements and landscape.
- **Engage in one-on-one matchmaking sessions** between small businesses and DOE program offices.
- **Meet with current DOE Protégés** in an exhibit hall.
- **Connect with interested and current** small businesses, Protégés, Mentors, DOE's National Laboratories, program offices, and prime contractors through networking opportunities.

## 1:1 SUPPLIER ENGAGEMENTS

- Request a Virtual 1:1 Supplier Engagement , 30 Minutes
  - Email, [supplier@sandia.gov](mailto:supplier@sandia.gov)



# BUSINESS OPPORTUNITIES

- Kauai Test Facility Construction
- Design of Weapons Engineering Science and Technology (WEST) Laboratory - California
- Commissioning Services
- Sitewide Custodial Services
- Maintenance services for our Fire Suppression System at the CA Site
- Recompete of Sandia's Employee Recreation Program (SERP)





## REQUESTS FOR INFORMATION – ID 3180



Sandia is seeking to identify options for **collaborative construction project management software**. The technical solution shall include the following:

- Construction Project Document Management workflows
- Features for collaboration and file sharing with external users
- Features for tracking of Requests for Information (RFIs), submittals and change orders
- Support for multi-factor authentication
- Support for Security Assertion Markup Language (SAML) or OpenID Connect authentication
- Single Sign-On for internal users
- FedRAMP certification for any cloud computing capabilities
- System architecture supporting segregation of public and internal network services

## REQUEST FOR INFORMATION – ID 3172



Sandia is seeking for ways to best structure a public private partnership that advances needed **Pulsed Power Innovation.**

- Advance pulsed power technologies that would enable a more cost-effective and more reliable large scale pulsed power machine
- Develop privately-owned pulsed power capabilities that advance private interests
- Execute a mutually beneficial milestone-based program that could advance a future pulsed power facility more quickly and at lower cost, while at the same time serving to advance commercial industry capabilities in the United States.

## REQUEST FOR INFORMATION – ID 3169

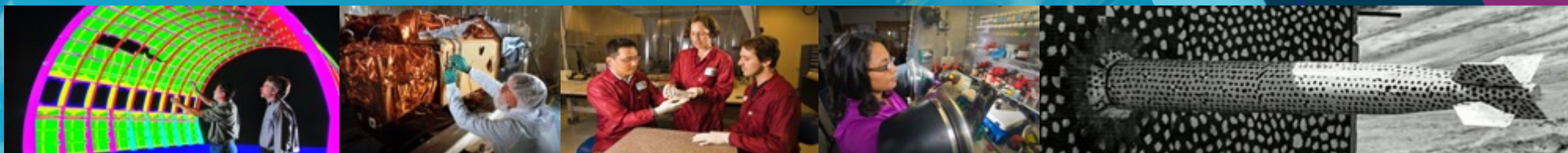


Sandia is seeking information regarding **emerging advanced memory** and associated technologies and approaches to achieve goals of the three NNSA laboratories (Sandia National Laboratories, Lawrence Livermore National Laboratory and Los Alamos National Laboratory).

- US-based manufacturer
- Manufacturer of large-scale memory systems and memory semantic storage



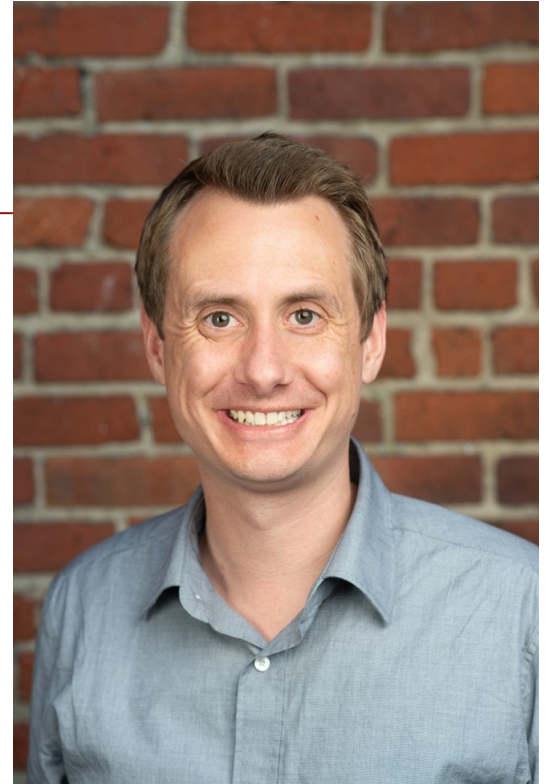
*Exceptional service in the national interest*



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## Opportunities with Lawrence Livermore National Laboratory

Jordan Clark, Business Analyst





# Doing Business With the Lawrence Livermore National Laboratory

Jordan Clark  
Small Business Program Office

April 30, 2024





# Agenda

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- About LLNL
- Tips for Working with LLNL
- Upcoming Opportunities



# Science and Technology on a Mission

- LLNL established in 1952
- ~9,300 employees
- 1 square mile and 521 facilities
- Annual procurement: \$1.2B
- 45% SB Goal
- Operated by LLNS, LLC for U.S. Dept. of Energy

(LLNS: University of California, Bechtel, BWXT, and Amentum)



Experimental Test Site  
(11 square miles near Tracy, CA)



# LLNL's Socioeconomic Goals

Small Business Type or Socioeconomic Category	LLNL's 2024 Socioeconomic Spend Goals
Small Business (SB)	45%
Small Disadvantaged Business (SDB)	12%
Hubzone (historically underutilized business)	3%
Women-Owned SB (WOSB)	7%
Service-Disabled Veteran Owned SB (SDVOSB)	3%
Veteran Owned SB (VOSB)	4%



# What We Buy

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Think of Lawrence Livermore National Laboratory as a small city...

We procure goods and services in support of our:

- Property
- Programs
- People



# FY23 Small Business Spend Profile

Category	NAICS Code	% of Small Business Spend
<b>Construction</b> <i>25% of total small business spend</i>	236220 <i>Commercial and Institutional Building Construction</i>	21%
	237110 <i>Water and Sewer Line and Related Structures Construction</i>	2.0%
	237990 <i>Other Heavy and Civil Engineering Construction</i>	1.5%
<b>Electronics</b> <i>15% of total small business spend</i>	334111 <i>Electronic Computer Manufacturing</i>	9%
	334118 <i>Computer Terminal and Other Computer Peripheral Equipment Manufacturing</i>	2.5%
	334112 <i>Computer Storage Device Manufacturing</i>	2%
<b>Laboratory Equipment</b> <i>5% of total small business spend</i>	334516 <i>Analytical Laboratory Instrument Manufacturing</i>	3%
	334515 <i>Instrument Manufacturing for Measuring and Testing Electricity and Electrical Signals</i>	1.5%

# Tips for Working With LLNL

- Market Survey: Looking for Sources
  - Get on the Prospective Supplier List ([vendor.llnl.gov](http://vendor.llnl.gov))
  - Sources Sought/RFI in SAM and Industry Days
  - Small Business Program Office
- Solicitation: Inviting Sources to Participate
  - Understand the Requirements. Unsure? Ask!
  - Read All Documents Carefully
  - Provide Requested Items
- Post Award: Performance
  - Understand the Terms of the Subcontract
  - Provide Submittals on Time or Early
  - Perform well, on time, and on budget



# Construction Opportunities FY24-25

SB set-aside

Acquisition Type	Execution Method	NAICS	Project Title	Estimated Contract Value	Estimated Project Start (Quarter Starting)
Construction	D/B/B	236220	Bldg 543 Auditorium and Conference Room Revitalizations	<\$2M	Oct 2024
Construction	D/B/B	236220	Site 200 Mechanical Utility Valve and Piping Replacement	>\$2M	Oct 2024
Construction	D/B/B	236220	U291 Cooling Tower Replacement	>\$10M	Oct 2024
Construction	Demo	238910	3700 Block Demo	>\$5M	Oct 2024
Construction	D/B	238210	9781 ERICA SF6 Sectionalizing Switch Replacements	<\$2M	Oct 2024
Construction	D/B	236220	B170 Refresh Antiquated Central Alarm System Station and Equipment	>\$2M	Oct 2024
Construction	D/B/B	236220	Bldg 131 Second Floor Restroom Revitalization	<\$2M	Oct 2024
Construction	D/B/B	236220	Bldg 132S Rm 1133 Upgrade	<\$2M	Oct 2024
Construction	D/B	238990	Bldg 262 Exterior Lighting Revitalization	<\$2M	Oct 2024
Construction	D/B	238330	Bldg 194 Office and Hallway Flooring and Paint Replacements	<\$2M	Oct 2024
Construction	D/B/B	236220	Bldg 194 Network Upgrade	<\$2M	Oct 2024
Construction	D/B	238190	Bldg 262 Pathway Revitalization	<\$2M	Oct 2024
Construction	D/B/B	236220	Bldg 316 stairway replacement	<\$2M	Oct 2024
Construction	D/B	236220	Bldg 361 Rooms 1642, 1646, 1542, 1546 Upgrade	>\$2M	Jul 2024
Construction	D/B	236220	Bldg 365 Generator Replacement	<\$2M	Oct 2024
Construction	D/B	236220	Fume Hood and Alarm Compliance	<\$2M	Oct 2024
Construction	D/B	236220	New Employee Center	>\$10M	Jan 2025
Construction	D/B	236220	Bldg 543 Auditorium and Conference Room Revitalizations	<\$2M	Oct 2024
Construction	D/B	238990	Site 300 Property Protected Area Fence Replacements Northeast	<\$2M	Oct 2024
Design	Design Only	541310	B132N R1610 Labs	<\$2M	Oct 2024
Design	Design Only	541310	Site 200 Mocho Hetch Hetchy Pump Station Revitalization	<\$2M	Oct 2024
Design	Design Only	541310	B132S R1110 Upgrade	<\$2M	Oct 2024
Construction	Build Only	236220	B834 Complex Roadway Replacement	<\$2M	Jan 2025
Construction	D/B	236220	B251 Slab/Soil removal	>\$5M	Apr 2025
Construction	D/B/B	541310/ 236220	8389 Network Intelligence Research Office Facility	>\$20M	Oct 2025
Construction	D/B/B	541310/ 236220	National Security Innovation Campus (NSIC), Bldg 1	>\$20M	Oct 2026
Construction	D/B/B	541310/ 236220	New Integrated Bio-Resilience Laboratory (IBRL)	>\$20M	TBD
Design	Design Only	541310	STAR - New Bldg 420 Maintenance Shop	<\$2M	Oct 2024



# Learn About Upcoming Opportunities

## DOE Small Business Capability Database

- Searchable repository for the DOE acquisition community
- Scan the QR code or click [this link](#).

## LLNL Contracting Opportunities:

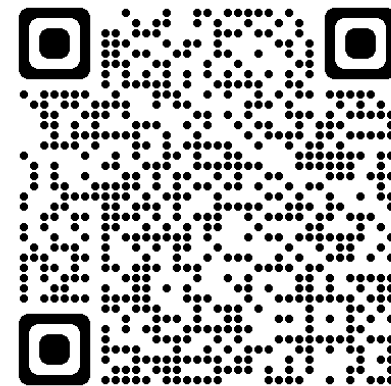
- Sign up as a prospective supplier: [vendor.llnl.gov](https://vendor.llnl.gov)
- Some opportunities are posted on [SAM.gov](https://sam.gov)

## LLNL Construction:

- Construction Opportunities Page:  
<https://supplychain.llnl.gov/opportunities>
- Pre-qualification: contact Jon/Jordan

## LLNL Small Business Office

- Jon Benjamin/Jordan Clark: [smallbusiness@llnl.gov](mailto:smallbusiness@llnl.gov)



# Questions?

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**Jon Benjamin**

*Small Business  
Program Manager*

**Jordan Clark**

*Business Analyst, Small  
Business Program Office*

**Lawrence Livermore National Laboratory**

**smallbusiness@llnl.gov**

**www.llnl.gov**







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## Morning Wrap Up

Nicole Colley, Operations Strategy Manager





**QUESTION**

**ANSWER**