

PITTSBURGH 2019

APRIL 16-18, 2019

**Working with the
Supply Chain
Management Center:**
*Multi-Site and Enterprise-Wide
Procurement Tools and Services*

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New American Energy Era



18th Annual DOE Small Business Forum & Expo
APRIL 16 – 18, 2019 | PITTSBURGH, PA

SCMC is NNSA and EM's official enterprise acquisition program

- **A focused, funded strategic approach**
- **Simplifies the buying process**
- **Enables savings**
 - Built-in cost avoidance
 - Combined Contractor purchasing power
 - Allows more money to be focused on more mission
- **Technology platforms improve operational efficiency**
 - Innovative solutions (eCatalogs, eSourcing, Spend Analytics)
- **Center of excellence and collaboration**
 - Best practice sharing and training
 - Fair market competition that values small business participation

Program Synopsis



Program Origin 2006

Transformation to shape a “one business” supply chain, thru enterprise acquisition



National Enterprise

22 Locations / 12 different states; ~\$4B annual spend; 30,000+ suppliers



Collaboration Model

Federal, Contractor and Supplier



Small Business

Increase the role small businesses play within the enterprise



Acquisition Effectiveness

Desire to improve supply chain efficiencies and value through commercial practices



SCMC Objective

Enable Prime Contractor acquisition funding to go farther

Tools and Services

Tools and services are designed to help contractors

- Enhance current acquisition processes
- Create an effective, efficient and strategically driven sourcing/procurement function
- Enable leveraging of the aggregate spend across the enterprise for cost containment

Program Tools



Program Services



Program = focused, funded, and strategic approach to facilitate enterprise acquisition activities

Our value proposition for suppliers

NNSA and EM's nationwide supply chain represents a strong opportunity.

The SCMC looks to small businesses first in order to maximize their usage where and whenever practical.

More than 60 percent of SCMC's currently awarded agreements are with small businesses nationwide.

We can help expose your small business to DOE contractors across the country as part of the strategic sourcing program, as well through its Small Business Program Resource Center, which provides assistance to site small business program managers.

What's in it for You?

The SCMC values small business; they have an important role to play in NNSA and EM's strategic sourcing program.

High quality, technically superior, and competitively priced suppliers can be and have been selected for multi-site and enterprise-wide agreements.

Small Business Impact Nationwide



Overall

- 22 DOE locations across 12 states
- ~\$4B annual spend
- 30,000+ enterprise suppliers

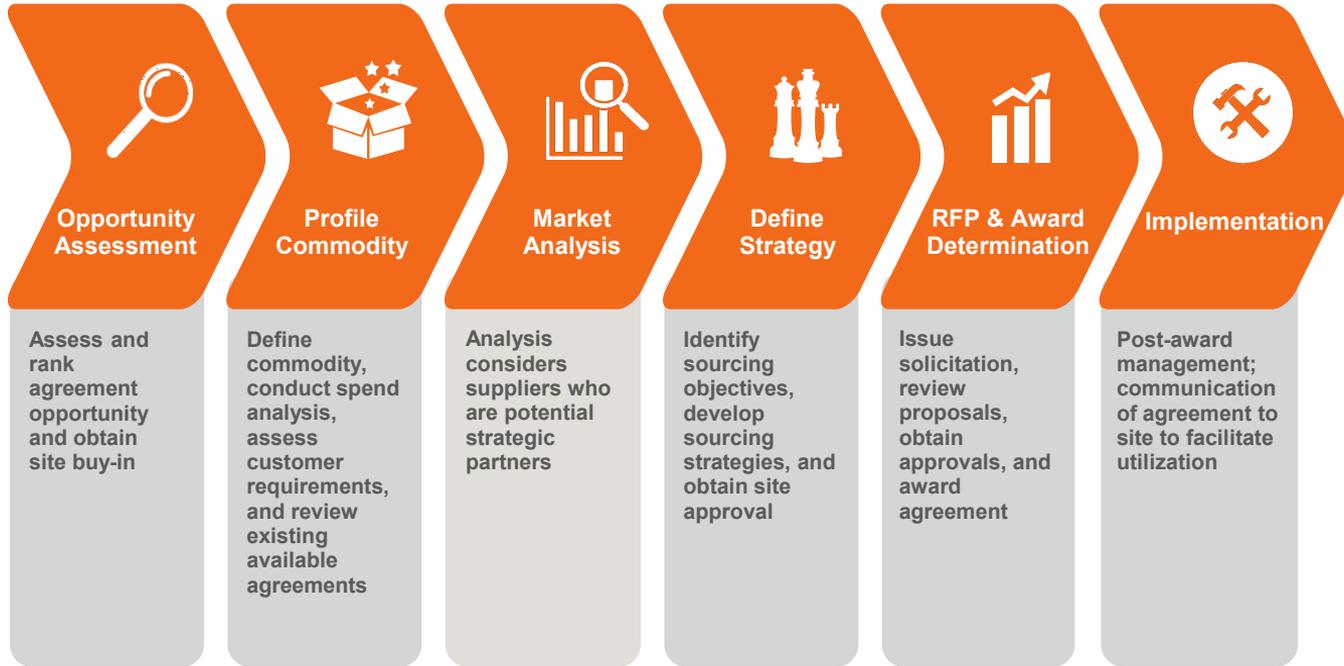
Commodity Agreements

- 65 agreements across 22 states
 - 42 small business awards (76%)
- \$545M average SCT annual award value
 - \$389M small business annual award value (72%)



SCMC supports and provides opportunities for growth of small businesses

SCMC Strategic Sourcing Process



SCMC follows approved commercial best practice methodologies

Characteristics of a Strategic Partner



NNSA / DOE Experience

Familiarity with NNSA / DOE Contractors' diverse, unique and extensive requirements



Value-Added Services

Ability / staffing for barcoding, JIT, handling extensive customer service needs, etc.



eTool Capability

eSourcing ability, eCatalog capability to meet varying item and interface requirements



Best-in-Class Performance

Superior P.O. execution for quality & delivery; exceptional order history reporting

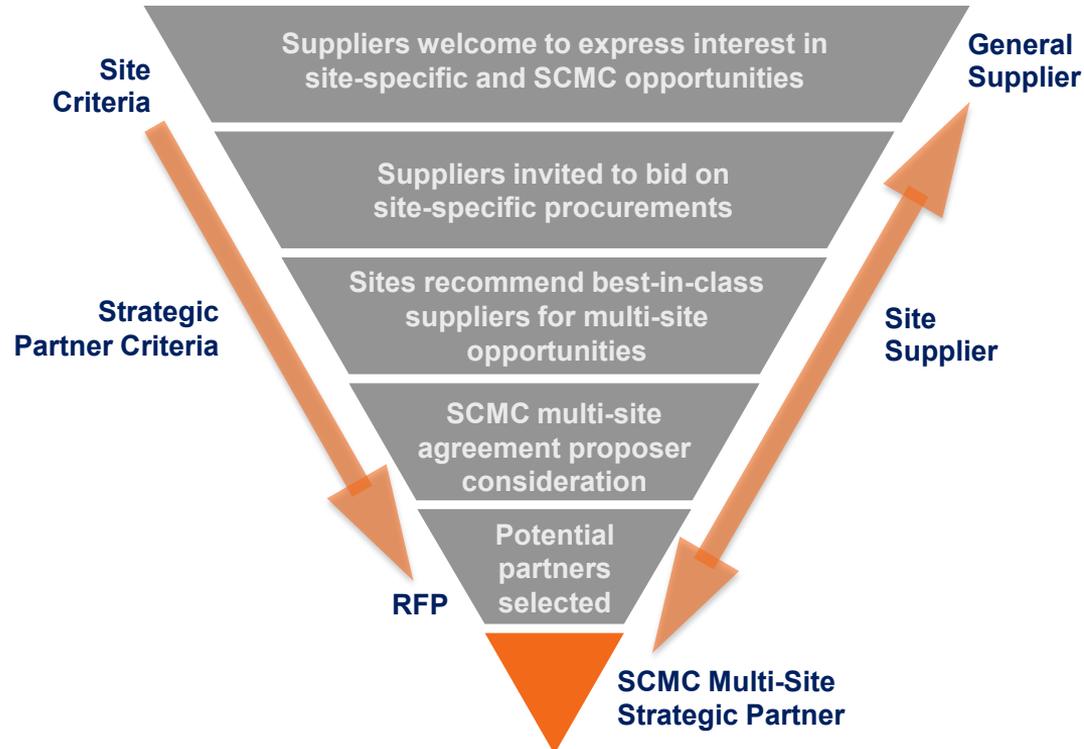


National / Regional Footprint

Regional footprint with expansion capability; strategic alliances / national consortium

Supplier characteristics aligned with agreement requirements

Levels of Small Business Partnership



One way to be considered: thescmgroup.com

• SCMC Website

Your gateway to learn more

- Our Vision
- Our Mission
- Focus Areas
- Our Clients
- Agreements and Opportunities
- Strategic Tools
- Highlights
- Potential Partnerships
- Contact

The SCMC seeks competitive and qualified suppliers

Supply Chain Management Center (SCMC)

The Supply Chain Management Center (SCMC) is a service organization that works closely with Department of Energy (DOE) contractors to leverage \$4B of annual spend, to yield lower prices and optimize business systems, providing cost savings and value to our customer, the DOE. Our success is attributed to our close working relationships with the contractor locations, as well our focus on achieving the mission & vision, while measuring performance to established goals. See our [highlights](#) page.

Our Vision

To enhance National Security Enterprise and Environmental Management Contractor acquisition processes creating an effective, efficient, and strategically driven enterprise-wide Sourcing and Procurement function.

Our Mission

What the SCMC is:

- An Enterprise-wide sourcing system leveraging EM and National Nuclear Security Administration spend
- A structured, dedicated, funded approach to acquisition cost savings
- Commodity teams responsible for data collection, commodity strategy, reporting and delivering savings
- A commercial best practice which includes acquisition process

Business Opportunities

Commodity / Sub-Commodity	NAICS Code	Commodity Manager	Email	
Professional Services				
Engineering Support (Infrastructure)	541330	Jody Detten	jdetten@kcnscc.doe.gov	
Recruitment Services	561312	Joe Langenderfer	jlangerfer@kcnscc.doe.gov	
Operating Supplies				
Audio/Visual	334310	Doug Ward	dward@kcnscc.doe.gov	Aug.-Oct. 2019
IT				
Managed Print Services	811212	Andy Wilkens	awilkens@kcnscc.doe.gov	Sep.-Oct. 2019

NOTE 1: RFP RELEASE DATES AND NAICS CODES MAY CHANGE. RELEASES MAY BE CANCELED.

Supplier Profile

Tell us about your company. The SCMC will use this information, along with other data points, when selecting suppliers that can best serve our purchasing customers.

[Supplier Profile](#)

Future Business Opportunities

Commodity / Sub-Commodity	NAICS Code	Commodity Manager	Email	Anticipated RFP Release Date
Professional Services				
Engineering Support (Infrastructure)	541330	Jody Detten	jdetten@kcncsc.doe.gov	Oct. 2019
Recruitment Services	561312	Joe Langenderfer	jangenderfer@kcncsc.doe.gov	Sep. 2019
Operating Supplies				
Audio/Visual	334310	Doug Ward	dward@kcncsc.doe.gov	Aug. – Oct. 2019
Information Technology				
Managed Print Services	811212	Andy Wilkens	awilkens@kcncsc.doe.gov	Sep. – Oct. 2019

Visit thescmgroup.com for the latest opportunities and information

Other Tips for Working with the Enterprise

- Develop a comprehensive capability statement.
 - Identify the NAICS codes and DUNS number that align with your capabilities.
- Register with the System for Award Management (SAM) and FedBizOpps database.
- Identify mentor-protégé and small business programs offered by individual DOE sites and labs
- Participate in the DOE's annual small business conference
- Visit your local OSDBU Procurement Technical Assistance Center
- Visit the SBA's online Government Contracting Classroom

Source: U.S. Department of Energy

Conclusions

- The SCMC leverages commercial best practices for strategic sourcing, which is different than the Federal Procurement System
- The SCMC supports small businesses and provides an opportunity for business growth
- The SCMC is dedicated to continuously improving its approach and communications
- There are several strategic ways for suppliers to become involved with the SCMC, as well as the rest of the NNSA and EM contractor locations
- Visit thescmcgroup.com to register your business



Roundtable Discussion

- What has been your experience with the DOE?
- How might you scale your business for growth outside of your traditional region?
- Do you see opportunities for multi-site or enterprise-wide agreements?
- Are there best practices when working with the sites you'd like to share?
- If you've worked with more than one site ...
 - How are they similar?
 - How are they different?

We want to hear from you

Tool Demonstrations: eSourcing



- A secure web-hosted eSourcing application for DOE NNSA and EM contractors
 - Supporting eAuctions, sealed bid-by-rank and sealed bid sourcing events
 - Provides the NNSA and EM contractors a tool to enhance price competitiveness and add business value to their customer
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- Allows sellers, in real time, to compete for business
 - Sellers receive immediate feedback the competitiveness of bids
 - Sellers are able to submit multiple bids during the eSourcing event
 - Sellers know where their bid stood at the completion of the event
 - Limits proposers' bidding expenditures through improved networking and reduced marketing and proposal costs
 - Supplier event performance can positively impact opportunities to grow their business

Tool Demonstrations: eCatalog



- A secure, hosted, online marketplace with electronic catalogs for DOE NNSA and EM contractors
- Providing a business-to-business shopping solution with a consumer-like experience
- Supporting enterprise-wide strategic sourcing and leveraging spend on common commodities
- Levels the playing field for smaller companies who may not have the technology to host their own eCommerce site
- Supplier opportunity to increase existing business
- Allows shoppers to search by keyword or part number
 - Side-by-side comparison of search results
 - Search multiple catalogs concurrently
 - Sort search results by high-to-low pricing or low-to-high pricing
 - Filter search results by supplier

Session Evaluations

Reminder

Please complete the Speaker/Session Evaluation Form located in the Mobile App!



USD E'19



Questions?

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