



PITTSBURGH 2019

APRIL 16-18, 2019

Department of Energy's
Mentor-Protégé
Program

KCNSC – Mentor-
Protégé Success
Stories

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New American Energy Era



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

Agenda

- About KCNSC
- Why DOE Mentor Protégé Agreements?
- Supplier Development Areas
- KCNSC Strengths
- Success Stories
- Future Plans

About KCNSC



Kansas City National Security Campus is an NNSA production and engineering facility with campuses in Kansas City and Albuquerque.

- Honeywell is celebrating 70 years as M&O Contractor of KCNSC
- 4500 employees (and growing)
- Primary Missions
 - Manufacturing and Engineering for National Security
 - Secure Transportation
 - Emergency Response Support
- \$571M Spend in FY18
- Small Business Program Pillars: Spend, Outreach, Supplier Development, Innovation

Why DOE Mentor Protégé Agreements?

KCNSC Supplier Chain

- 4800 Total Suppliers
- 750 Small Business Suppliers
- 120 Small Business Suppliers that are Core to our business
- 4 DOE Mentor Protégé Agreements



The DOE Mentor Protégé program provides us with the framework, structure and accountability to invest time and expertise in helping a supplier with predetermined projects/tasks for a minimum of two years.

By helping our core small business suppliers get better, stronger, faster we are better able to achieve our national security mission.

Supplier Development Areas

We have entered into DOE Mentor Protégé Agreements that included mentoring a supplier in areas such as:

- Business Development
- Marketing and Communications
- Lean/Six-Sigma
 - Cycle Time Reduction
 - Tiered Accountability
 - Visual Management
 - 5S
- 3D Modeling
- Cyber Security
- Developing a Certified Welding Capability
- 3rd Party Auditing
- Accounting
- Physical Security
- Export Control
- Planning/Scheduling

KCNSC Strengths

Staff is primarily made up of:

- Engineering
- Business support
- Manufacturing

Key areas of subject matter expertise include:

- Lean/Six-Sigma
- Business Development
- Manufacturing Technologies
- Quality
- Marketing and Communications
- Safety
- Security (physical and cyber)
- Administrative Business Processes

Success Stories

Examples of Benefits to Suppliers

- Adding new manufacturing capability led to
 - an 18% increase in new employment opportunities.
 - 9 federal contracts valued at \$1.1M in first 9 months
- Cycle time on a family of parts was reduced by 15%
- Scrap percentage was reduced from 12% to 1.1%.
- 5S Kaizen in Shipping/Receiving area resulted in safety improvements and a packaging accuracy improvement from 93.7% to 96.2%.



Success Stories

Examples of Benefits to Honeywell

- Supplier provided feedback to KCNSC when developing its new Supplier Portal
- Supplier served on KCNSC's 9-member Small Business Supplier Council and provided input to ways Honeywell could further develop its small business suppliers.
- Supplier attended the KCNSC Small Business Supplier Symposiums and provided input before and after the event(s) to ensure maximum value to all participating suppliers.



Future Plans

- Honeywell intends to participate in two DOE Mentor Protégé Agreements at a time.
- Our current DOE Mentor Protégé Agreements expire in December 2019 and December 2020.
- We are currently accepting applications from our small business suppliers.
- We are looking for suppliers that are core to our business that need help in one or more of our primary areas of expertise.
- Supplier must be willing and able to devote their own resources (people/time/money) to leading the project(s)/change for their company.
- A link to DOE Mentor Protégé program information is available on our supplier portal: www.kcnscsupplier.com.

Session Evaluations

Reminder

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



USD E'19



Questions?



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