

PITTSBURGH 2019

APRIL 16-18, 2019

Doing Business with the
Department of Energy's
Office of Science,
featuring
Pacific Northwest
National Laboratory

Brianna Yi

Small Business Program Manager
Pacific Northwest National Laboratory
U.S. Department of Energy

New American Energy Era



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

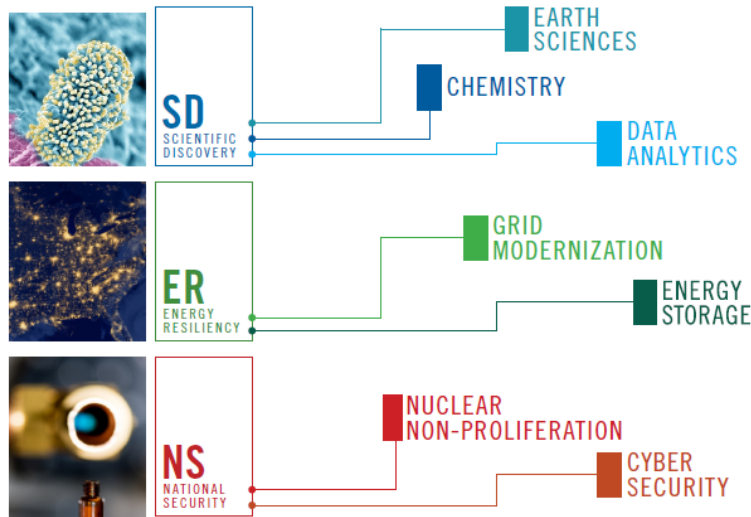
Agenda

- About PNNL
- PNNL Mission
- What We Buy & How We Buy
- Procurement Spend & Small Business Accomplishments
- FY 2018 Purchases
- FY 2019 Small Business Goals
- What Can You Do to Partner with PNNL?
- Small Business Contact Information



About PNNL

- DOE Office of Science national laboratory
- Operated by Battelle Memorial Institute since 1965
- Mission-driven collaborations with government, academia and industry; Environmental Molecular Sciences Laboratory global user facility



PNNL BY THE NUMBERS:



4,414

Scientists, engineers, and support professionals



2,700

U.S. and foreign patents since 1965



208

Inventions and licensed technologies



1,124

Peer-reviewed, published articles in 2017



\$960M

Annual operating budget



197

FLC and R&D100 awards



187

Companies with PNNL roots



\$465M

Total payroll



Optical digital recording: Basis for music, video, and data storage



Reducing harmful vehicle emissions: Technology used in millions of diesel-engine vehicles



U.S. border protection: 1,300 systems installed to detect illicit nuclear materials entering the United States



179 startup businesses, with 2,326 jobs, \$586M in revenues in WA for FY16

Cancer treatment: 10,000 patients treated with targeted medical isotope "seeds"



Nanotechnology for waste cleanup worldwide and air purification in Navy submarines



Grid cybersecurity: U.S. utilities receiving threat awareness updates for 75% of U.S. electricity transmission infrastructure



Airport security technology: Scanned 100+ million airport passengers worldwide for concealed threats



Stable and resilient electric grid: Stationary energy storage systems operating in multiple states

1960s

1970s

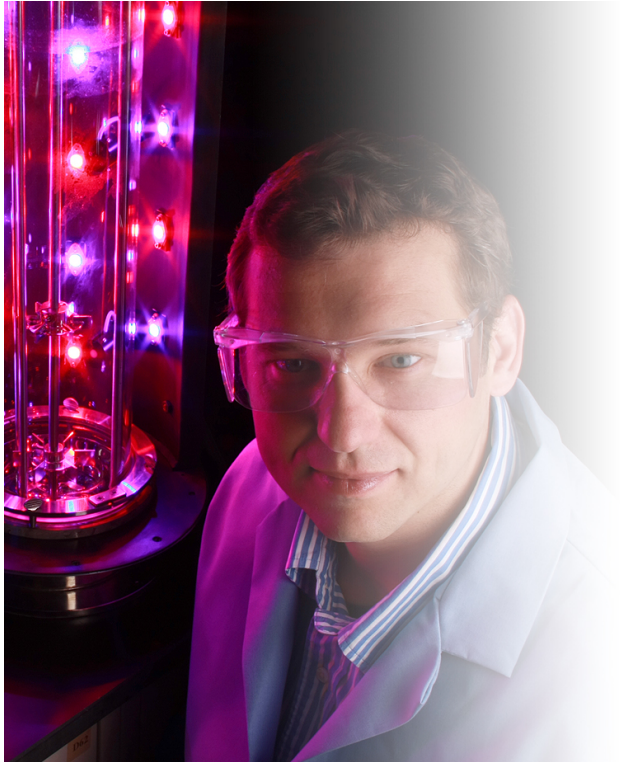
1980s

1990s

2000s

2010s

Commercializing Science & Technology

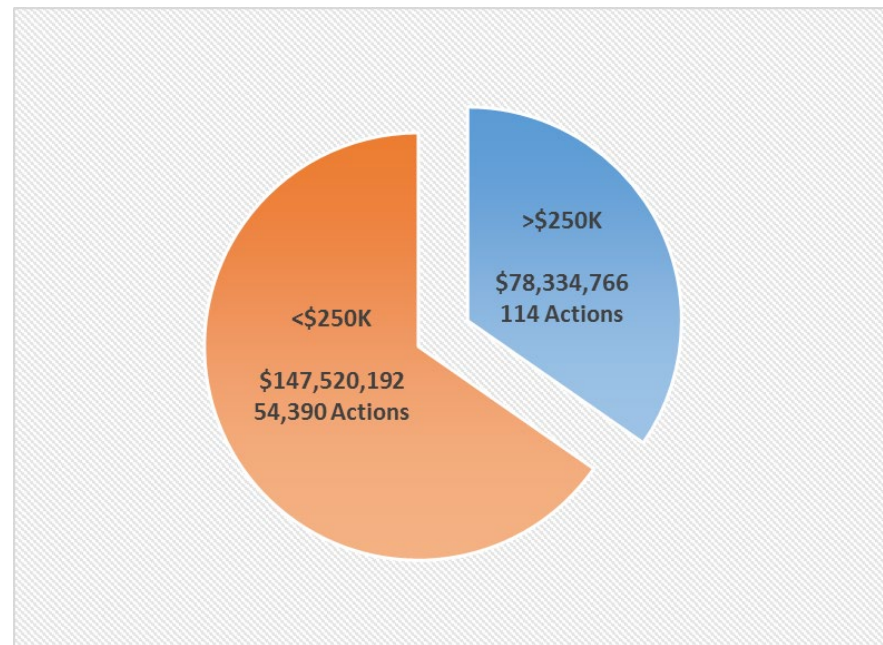
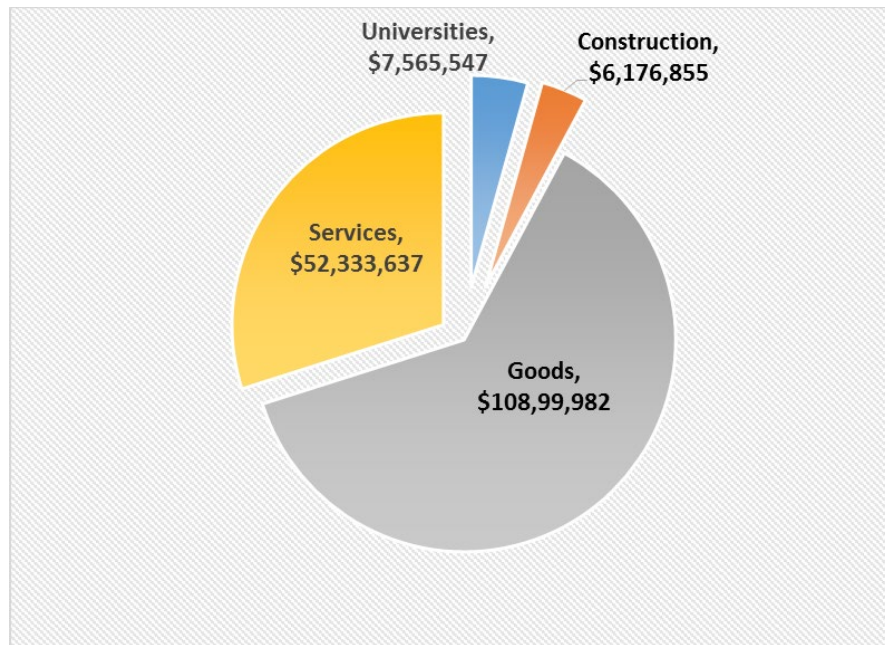


- 179 business can trace origins to Battelle / PNNL
 - This represents 3,701 total jobs and 2,293 in Washington state
- Creating a more diversified, technology-based economy
- Working with partners through:
 - Collaborative research
 - Technology transfer
 - Programs and resources to assist technology-based businesses

What We Buy & How We Buy

- **Typical Purchases:** scientific & laboratory equipment; energy & efficiency resources; security software systems and products; computational tools and information technology services; construction and facilities infrastructure equipment
- **PNNL purchases a broad spectrum of goods and services through three (3) purchasing mechanisms:**
 - **Subcontracts/Purchase Orders – high-risk, high dollar**
 - >\$278M in FY18
 - 67 Contracts Specialists
 - **P-Card – low dollar goods (< \$5,000) and services (<\$2,500)**
 - \$20M in FY18
 - 260 card holders
 - **B2B – COTS materials (<\$25,000), 16 suppliers, via ecommerce**
 - \$15M in FY18
 - 606 trained users

FY 2018 Purchases



Small Business Accomplishments

FY	Overall Spend (excluding foreign)	Small Business (SB) Spend	% to SBs
2018	\$208,215,306	\$117,128,394	56.3%
2017	\$217,066,682	\$89,429,439	41.2%
2016	\$226,640,459	\$111,710,601	49.3%
2015	\$237,478,408	\$135,965,919	57.3%

FY 2019 Small Business Goals

Category	FY2019 SB Goals
Small Business (SB)	45%
Small Disadvantaged Business (SDB)	5%
Women-Owned Small Business (WOSB)	5%
HUBZone Small Business (HUBZone)	3%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	3%

What Can You Do To Partner with PNNL?

- Register on PNNL **Supplier Portal** – only takes a moment!
- Watch the PNNL **Solicitation website** – it changes frequently!
- Look at our **forecasts** on the DOE Acquisition Forecast and PNNL Solicitations website
- Make sure your profile is up to date in **www.SAM.gov**
- Take a few minutes to learn about us (www.pnnl.gov) and then reach out:
 - Submit your **Capability Statement** to me (make sure it is current, informative, concise)
 - **Reach out to the Directorate Contracts Managers** who buy the types of goods & services that you sell
 - Periodically **check back with me!**

Small Business Program Contact Information

- **PNNL Supplier Registration** <https://ebs.pnnl.gov>
- **PNNL Solicitation Website** <https://ebs.pnnl.gov/advertised.aspx>
- **PNNL Contracts POC Listing**
<https://www.pnnl.gov/contracts/Contacts.aspx?area=Procurement>
- **PNNL Small Business Program Website**
https://www.pnnl.gov/contracts/homepage.aspx?area=Small_Business_Program
- **Brianna Yi, PNNL Small Business Program Manager**
(509) 371-7742, brianna.yi@pnnl.gov

Session Evaluations

Reminder

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



USD E'19



Questions?

Brianna Yi

Small Business Program Manager

Acquisitions Management

Pacific Northwest National Laboratory

Brianna.yi@pnnl.gov

(509) 371-7742

www.pnnl.gov

Come see us at Booth #67!