To ignition and beyond!

PRESENTED BY:  D. E. Hinkel
Fusion powers the sun …

... and maybe one day our communities ...

- Global energy crisis
- Pollution (long-lived radioactive waste)
- Clean energy solutions to meet increasing demands
- Fusion is a potential clean and limitless energy source
- The Sun is powered by fusion – and we have replicated this on earth, demonstrating energy gain

Discovery is never just for the sake of discovery... but for the sake of human survival
Fusion energy is attractive for many reasons.
Fusion occurs when two light nuclei combine

Hydrogen Nucleus

Deuterium Nucleus

Tritium Nucleus

Deuterium Nucleus

Tritium Nucleus

Helium Nucleus

Neutron

PRESENTED BY: D. E. Hinkel
The total mass of the products after fusing is less.
The “missing mass” is converted to energy

\[ E = mc^2 \]

- Deuterium Nucleus
- Tritium Nucleus
- Helium Nucleus
- Neutron

Speed of light
Fusion fuel is awesome

Fusion fuel releases ~ 4x more energy than an equivalent amount of fission fuel
We use the world’s most energetic laser to drive the fusion process
At NIF, we use inertial confinement fusion (ICF) to create a “mini-star” in the laboratory
Our approach uses x-rays created by the laser to compress and heat the fuel to ignition conditions.
The fusion fuel briefly reaches conditions like those at the center of the sun

- Temperatures > 5x Sun’s center
- Pressures > 2x Sun’s center
- But for 90 trillionths of a second!
On December 5, 2022, NIF achieved more fusion energy released than laser energy used.

- Laser = 2.05 Million Joules
- 480 trillion watts

- Fusion energy > 3 million Joules
- >30 quadrillion watts!

- Temperatures >5x center of the Sun
- Pressures >2X center of the Sun

PRESENTED BY: D. E. Hinkel
We created extreme enough conditions – for long enough – that the fuel ignited

We did this by optimizing the design, target quality, and driver capability ....

...to maximize heating of the plasma while minimizing cooling – in a race against time
We have a long way to go – but we have taken a very important step forward

- How large of a gain can we achieve at NIF?
- Higher gain designs
- More NIF energy
- Less costly targets and more efficient lasers

 Powered by NIF and an international collaboration

PRESENTED BY: D. E. Hinkel
Many women have been involved in achieving this result!

For design and simulation:

- **Annie Kritcher** – this ignition design, design team lead, group leader
- **Debbie Callahan** – NIF ignition designs, previous design lead, division leader
- **Denise Hinkel** – NIF ignition designs, design team lead, associate division leader
- **Laura Berzak Hopkins** – NIF ignition designs, associate program director
- **Kelli Humbird** – NIF ignition predictions using machine learning
THANK YOU
OUR MISSION
Maximize contract opportunities for small businesses while advancing the Agency’s missions.

OUR COMMITMENT
O: Open the lines of communication through outreach and training.
S: Serve as small business advocates.
D: Deliver useful information.
B: Build public and private industry relationships.
U: Utilize DOE Programs and best practices.

http://smallbusiness.energy.gov
DOE Creates Opportunity for Small Businesses

- Approximately 1 in 4 procurement dollars in DOE goes to Small Businesses
- DOE has exceeded its FY22 prime (14%) and subcontracting (49%) small business contracting goals
  - To date approximately $8.7B (still being counted)
  - Socioeconomic Category Goal (YTD)
    - Small Disadvantaged Business 5% (5.6%)
    - Women-Owned SB 5% (4.3%)
    - Service-Disabled Veteran-owned SB 3% (1.9%)
    - HUBZone SB 3% (1.7%)
- Anticipated to earn an “A” Grade from the Small Business Administration (SBA)
- Dollars do not include financial assistance spend
- FY 2023 prime goal 17%

Total Small Business Obligations (Prime + MOSRC* + Subcontracts)

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Obligations</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2015</td>
<td>$5.7B</td>
</tr>
<tr>
<td>FY 2016</td>
<td>$6.5B</td>
</tr>
<tr>
<td>FY 2017</td>
<td>$6.85B</td>
</tr>
<tr>
<td>FY 2018</td>
<td>$6.16B</td>
</tr>
<tr>
<td>FY 2019</td>
<td>$7.68B</td>
</tr>
<tr>
<td>FY 2020</td>
<td>$8.7B</td>
</tr>
<tr>
<td>FY 2021</td>
<td>$9.7B</td>
</tr>
<tr>
<td>FY 2022</td>
<td>TBD</td>
</tr>
</tbody>
</table>

Individual Scorecard (sba.gov)
## Top Areas of Small Business Spend

Top Ten North American Industry Classification System Codes (NAICS)

Small Business Size is determined by Size Standard under each NAICS code

<table>
<thead>
<tr>
<th>NAICS CODE</th>
<th>NAICS DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>561210</td>
<td>Facilities Support Services</td>
</tr>
<tr>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
</tr>
<tr>
<td>562910</td>
<td>Remediation Services</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>541990</td>
<td>All Other Professional, Scientific, and Technical Services</td>
</tr>
<tr>
<td>541620</td>
<td>Environmental Consulting Services</td>
</tr>
<tr>
<td>234930</td>
<td>Industrial Nonbuilding Structure Construction</td>
</tr>
<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
</tr>
<tr>
<td>541512</td>
<td>Computer Systems Design Services</td>
</tr>
<tr>
<td>236220</td>
<td>Commercial and Institutional Building Construction</td>
</tr>
</tbody>
</table>

http://smallbusiness.energy.gov
<table>
<thead>
<tr>
<th><strong>Locate Agency Opportunities</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>DOE and Major Contractor Acquisition Forecasts: <a href="https://www.energy.gov/osdbu/acquisition-forecast">https://www.energy.gov/osdbu/acquisition-forecast</a></td>
</tr>
<tr>
<td>Provides headquarter prime opportunities</td>
</tr>
<tr>
<td>Provides hyperlinks to the various Agency laboratories for subcontracting opportunities.</td>
</tr>
<tr>
<td>Search each respective site forecast for its unique requirements</td>
</tr>
<tr>
<td>System for Award Management: <a href="http://www.sam.gov">SAM.gov</a></td>
</tr>
<tr>
<td>Clean Energy FOAs: <a href="http://www.energy.gov">Clean Energy Infrastructure Programs at Department of Energy</a></td>
</tr>
<tr>
<td>General Services Administration: <a href="http://www.ebuy.gsa.gov/ebuy/">www.ebuy.gsa.gov/ebuy/</a></td>
</tr>
<tr>
<td>Federal Grants: <a href="http://www.grants.gov">www.grants.gov</a></td>
</tr>
<tr>
<td>DOE Small Business Innovation Research and Small Business Technology Transfer: <a href="https://science.energy.gov/sbir/">https://science.energy.gov/sbir/</a></td>
</tr>
<tr>
<td>Prize Competitions: <a href="http://www.energy.gov">EERE Competitions, Challenges, and Industry Prizes</a></td>
</tr>
<tr>
<td>DOE Unsolicited Proposals: <a href="http://www.energy.gov">DOE Unsolicited Proposals</a></td>
</tr>
</tbody>
</table>
Subcontracting Opportunities

DOE Prime Contractors are required to subcontract with SDB, WOSB, SDVOSB, and HUBZone SBs.

Approximately 80% of DOE Small Business $ through subcontracts with Prime Contractors.

Major DOE Prime Contractors:
- DOE/NNSA Site Facility Management Contracts
- Department of Energy Supply Chain Management Center (doe.gov)

Register in site Supplier Registration database, as applicable.

Contact site Small Business Program Manager.

DOE/NNSA Site Facility Management Contracts | Department of Energy

http://smallbusiness.energy.gov
Mentor-Protégé Program

- Incubator program to doing business with DOE
- Increases participant’s capabilities to better perform and compete for DOE prime contracts and subcontracts
- Focused on helping disadvantaged and other socio-economic small businesses, MSI, and HBCUs
- Utilizes subcontracting for Protégés’ development
- Participation in the DOE MPP is a contractual requirement for many large dollar DOE Facility Management Contracts

For more DOE MPP Info: Mentor-Protégé Program | Department of Energy

SBA MPP: SBA Mentor-Protégé program

http://smallbusiness.energy.gov
Tips to Increase Success

**LEVERAGE**
- Engage SBA, Small Business Development Centers, Procurement Technical Assistance Centers, Minority Business Development Agency,
- Understand and pursue Key DOE Programs like MPP
- Join Trade Organizations
- Review DOE OSDBU Small Business Toolbox
- Engage OSDBU and sites’ Small Business Program Managers

**PREPARE**
- Learn what products and services DOE buys at its different sites
- Review DOE and Major Contractor acquisition forecasts and SAM.gov
- Ensure socio-economic certifications and security classifications are current
- Stay current with regulations, laws, policy, etc.
- Establish teaming arrangements, joint ventures, etc.
- Create strong capability statement-

**TARGET**
- Market/match up your capabilities against DOE/Prime requirements
- Pursue low dollar requirements to build past performance
- Pursue all levels of opportunities
- Participate in outreach events
- Adequately respond to Sources Sought/Request for Information/Request for Proposals
- Register in DOE Supplier databases

http://smallbusiness.energy.gov
Upcoming OSDBU Hosted Events

<table>
<thead>
<tr>
<th>Event Name</th>
<th>Date</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>HUBZone Opportunity Day</td>
<td>May 3, 2023</td>
<td>National Energy Technology Laboratory (NETL) - Morgantown, WV</td>
</tr>
<tr>
<td>OSDBU National SB Forum &amp; Expo</td>
<td>July 11-12, 2023</td>
<td>New Orleans, LA</td>
</tr>
<tr>
<td>MPP Forum Opportunity Day</td>
<td>TBD</td>
<td>Sandia National Laboratory (SNL) - Albuquerque, NM</td>
</tr>
</tbody>
</table>

Register today at energy.gov/DOEForum

http://smallbusiness.energy.gov
Other Important Links

U.S. Small Business Administration: [Small Business Development Center & SBA Learning Platform](https://www.sba.gov)

Procurement Technical Assistance Centers: [https://www.aptac-us.org/](https://www.aptac-us.org/)

Minority Business Development Centers: [MBDA Programs | Minority Business Development Agency](https://www.mbda.gov)

DOE OSDBU Small Business Toolbox: [Small Business Toolbox | Department of Energy](https://www.energy.gov)

DOE Acquisition Forecasts: [https://www.energy.gov/osdbu/acquisition-forecast](https://www.energy.gov/osdbu/acquisition-forecast)

DOE Small Business Program Managers Directory: [https://www.energy.gov/osdbu/articles/small-business-program-managers-directory](https://www.energy.gov/osdbu/articles/small-business-program-managers-directory)


Federal Grants: [www.grants.gov](http://www.grants.gov)
For individually-tailored customer care, feel free to contact our office:

Call: (202) 586-7377
Email: smallbusiness@hq.doe.gov

WOSB Program Manager (PM) - Natasha White:
Natasha.White@hq.doe.gov

SDVOSB PM – Nicola Ohaegbu:
Nicola.Ohaegbu@hq.doe.gov

HUBZone SB PM – Kent Hibben:
Kent.Hibben@hq.doe.gov

Small Disadvantaged Business PM - Mark Lochbaum:
Mark.Lochbaum@hq.doe.gov

Deputy Director SB Programs: Tamara.Miles@hq.doe.gov
THANK YOU
DOE/NNSA Small Business Opportunities

Chelsea Murphy
DOE/NNSA Small Business Program Manager
Office of Partnership and Acquisition Services
Our Mission

The mission of the National Nuclear Security Administration (NNSA) is to enhance national security through the military application of nuclear science. NNSA maintains and enhances the safety, security, and effectiveness of the U.S. nuclear weapons stockpile, works to reduce the global danger from weapons of mass destruction, provides the U.S. Navy with safe and militarily effective nuclear propulsion, and responds to nuclear and radiological emergencies in the United States and abroad.
Our Services

- **Maintaining the Stockpile** - One of NNSA’s core missions is to ensure the United States maintains a safe, secure, and reliable nuclear stockpile through the application of unparalleled science, technology, engineering, and manufacturing.

- **Non-proliferation** - Preventing nuclear weapons proliferation and reducing the threat of nuclear and radiological terrorism around the world are key U.S national security strategic objectives that require constant vigilance.

- **Counterterrorism and Counterproliferation** - The capabilities of NNSA’s Office of Counterterrorism and Counterproliferation (CTCP) are integral to the U.S. Government’s layered defense against nuclear terrorism and nuclear proliferation.

- **Powering the Navy** - The Naval Nuclear Propulsion Program provides militarily effective nuclear propulsion plants and ensures their safe, reliable and long-lived operation.
DOE/NNSA Non-M&O Programs

- NA-10: Defense Programs
- NA-20: Defense Nuclear Non-proliferation
- NA-30: Naval Reactors
- NA-40: Emergency Operations
- NA-70: Defense Nuclear Security
- NA-80: Counterterrorism & Counter-proliferation
- NA-90: Infrastructure
- NA-CI: Congressional & Intergovernmental Affairs
- NA-ESH: Environment, Safety, and Health
- NA-GC: General Counsel
- NA-IM: Information Management and CIO
- NA-PA: Public Affairs
- NA-PAS: Partnership and Acquisition Services
• NR - Naval Reactors
• KCP - Kansas City Plant
• LLNL - Lawrence Livermore National Laboratory
• LANL - Los Alamos National Laboratory
• SRNL - Savannah River National Laboratory
• NFO - Nevada Field Office & Nevada Test Site
• NPO - NNSA Production Office (Pantex/Y-12 Oakridge National Laboratory)
• Sandia - Sandia National Laboratory
### FY 2023 DOE SB Goals

<table>
<thead>
<tr>
<th></th>
<th>Total SB</th>
<th>SDB</th>
<th>WOSB</th>
<th>HZSB</th>
<th>VOSB</th>
<th>SDVOSB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average M&amp;O Sites</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Goal</td>
<td>49.86%</td>
<td>10.38%</td>
<td>8.10%</td>
<td>4.28%</td>
<td>5.11%</td>
<td>3.71%</td>
</tr>
<tr>
<td></td>
<td>(from 51.63%)</td>
<td>(from 11.60%)</td>
<td>(from 8.99%)</td>
<td>(from 5.37%)</td>
<td>(from 6.86%)</td>
<td>(from 4.52%)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Total SB</th>
<th>8(a) SDB</th>
<th>Non-8(a) SDB</th>
<th>WOSB</th>
<th>HZSB</th>
<th>SDVOSB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average NNSA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Overall Goal</td>
<td>2.0%</td>
<td>.15%</td>
<td>.01%</td>
<td>.25%</td>
<td>.13%</td>
<td>.20%</td>
</tr>
<tr>
<td></td>
<td>(from 1.84%)</td>
<td>(from .12%)</td>
<td>(same)</td>
<td>(from .35%)</td>
<td>(from .07%)</td>
<td>(from .30%)</td>
</tr>
</tbody>
</table>
## FY 2022 Small Business Scorecard based on Annual Goals as of 30-Sep-2022

<table>
<thead>
<tr>
<th>Program Element</th>
<th>[C] Annual SB Goal % (B/A)</th>
<th>[D] Achieved Procurement Base</th>
<th>[E] Achieved SB $</th>
<th>[F] Achieved SB % (E/D)</th>
<th>[G] Achievement Indicator (F/C)</th>
</tr>
</thead>
<tbody>
<tr>
<td>NNSA</td>
<td>1.84%</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>NA-WCF</td>
<td>366,650</td>
<td>0</td>
<td>0</td>
<td>0.00%</td>
<td></td>
</tr>
<tr>
<td>NA-MS</td>
<td>5,268,021,236</td>
<td>108,825,286</td>
<td>2.07%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NA-80</td>
<td>400,434,687</td>
<td>62,238,360</td>
<td>15.54%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NA-70</td>
<td>907,955,593</td>
<td>38,618,400</td>
<td>4.25%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NA-50</td>
<td>2,535,246,247</td>
<td>21,582,456</td>
<td>0.85%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NA-40</td>
<td>16,799,271</td>
<td>10,973,887</td>
<td>65.32%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NA-30</td>
<td>1,868,611,786</td>
<td>737,070</td>
<td>0.04%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NA-20</td>
<td>1,912,668,182</td>
<td>110,474,185</td>
<td>5.78%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>NA-10</td>
<td>7,401,531,251</td>
<td>116,467,735</td>
<td>1.57%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>NNSA Total</strong></td>
<td><strong>1.84%</strong></td>
<td><strong>20,311,634,904</strong></td>
<td><strong>469,917,379</strong></td>
<td><strong>2.31%</strong></td>
<td><strong>125.46%</strong></td>
</tr>
</tbody>
</table>
1. Raises governmentwide SDB contracting goal to 12% for FY23, on the way to 15% by 2025

2. Seeks to increase “new entrants” and reverse the decline in the small business supplier base
1. Supply Chain Management Center (SCMC) - Recommend getting on the supplier list for the Supply Chain Management Center (SCMC) which goes out to all our DOE sites first, and then follow up with individual site processes — Supply Chain Management Center (energy.gov)

2. DOE/NNSA Acquisition Forecast - Filter the NNSA “acquisition forecast” spreadsheet by NAICS code or CTRL+F word search would be the most efficient way to find upcoming contracting opportunities (for non-M&O opportunities) followed by a determination of capability based on the description. If you believe there are opportunities within your wheelhouse, the CO can provide more detailed information (statement of work, performance work statement, etc) for further consideration. — Acquisition Forecast | Department of Energy

3. DOE Small Business Program Managers - The SBPMs assist small businesses in marketing to their respective program element/offices, and if applicable to their site and/or facility — Small Business Points of Contact | Department of Energy

4. DOE Integrated Contractor Purchasing Team (ICPT) - The ICPT was established to aggressively pursue strategic sourcing opportunities that represent procurement leveraged spend that results in a lower total cost of ownership for DOE Complex Wide Site and Facility Contractors — DOE Integrated Contractor Purchasing Team Home Page

5. DOE/NNSA Mentor Protégé Program (MPP) - Small Businesses under an SBA MPA JV can be considered for much larger requirements; past performance considered individually by each JV partner as well as any work done by the JV itself; builds additional capabilities for use by DOE/NNSA; and reduces program risk by ensuring that an established Mentor is performing work as well. — See additional MPP resources on next slide.
MPP References

MPP Site
https://www.sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-protege-program

Active List of MPP MPAs

Joint Venture Guide
Review 13 CFR 124.513(c)

Federal Register: 85 FR 66194, October 16, 2020
# DOE/NNSA Small Business Program Managers

## NNSA (NA-PAS)
Gary Lyttek  
Headquarters Senior Business Source Manager  
(202) 586-8304  
gary.lyttek@nnsa.doe.gov

Chelsea Murphy  
NNSA Field Small Business Program Manager  
(505) 845-6404  
chelsea.murphy@nnsa.doe.gov

## NA-10
Shany Philip  
Small Business Coordinator  
(240) 449-5393  
shany.philip@nnsa.doe.gov

## NA-20
Alethea Carter  
Small Business Program Manager  
(202) 586-9834  
Alethea.f.carter@nnsa.doe.gov

## NA-30
Yonnick Hammond  
Acquisition Manager  
(202) 781-5936  
yonnick.g.hammond.civ@us.navy.mil

## NA-40
Tonya Keys  
Emergency Management Specialist  
(202) 586-3277  
tonya.keys@nnsa.doe.gov

Jonathan Rosen  
Chief of Staff  
(202) 586-5609  
jonathan.rosen@nnsa.doe.gov

## NA-70
TBD

## NA-80
Mark Scheuer  
Small Business Coordinator  
(202) 586-1700  
mark.scheuer@nnsa.doe.gov

Charmaine Neunez  
Alternate Small Business Coordinator  
(202) 586-0304  
charmaine.nunez@nnsa.doe.gov

## NA-90
Catherine Williams  
Program Analyst  
(301) 903-1464  
catherine.williams@nnsa.doe.gov

## NA-MS
Annie Davis  
Small Business Program Manager  
(202) 586-0538  
anne.davis@nnsa.doe.gov
The Department of Energy’s (DOE’s) Program Elements/Offices are primarily located at DOE’s Headquarters (Washington, DC, L’Enfant Plaza, and Germantown, MD).

The contacts embedded in this directory have been identified as the Small Business Program Manager (SBPM). The SBPMs assist small businesses in marketing to their respective program element/offices, and if applicable to their site and/or facility.

NOTE: Double click on imbedded PDF file to open and view document.
THANK YOU
The Intersectionality of Business and Policy

Amy Roland, CEO & President, Pangea Medical and WIPP Leadership Advisory Council
Agenda

- The WIPP Story
- 2023 Policy Priorities for Women in Business
- Engage with WIPP
- Thank You
The WIPP Story
Mission

WIPP is a national nonpartisan organization advocating on behalf of women entrepreneurs — strengthening their impact on our nation’s public policy, creating economic opportunities, and forging alliances with other business organizations.
The ACE Principle

WIPP MEMBER VALUE
THE ACE PRINCIPLE

A — C — E
ADVOCACY — COMMUNITY — EDUCATION
2023 Policy Priorities for Women in Business
WIPP Policy Priorities

- Create equality, equity and parity for WOSBs in federal contracting
- Increase access to capital for women-owned businesses
- Rethink workplace development
- Infrastructure Accountability and Broadband Access
- Demystify global economics
Engage with WIPP
Upcoming Events at WIPP

March 30th – ChallengeHER

April 3rd – PRO Table Talk

April 19th – EngageHER Networking

Visit www.wipp.org/events to register

ChallengeHER.us/catalog
Engaging with WIPP

facebook.com/wippwedecide
linkedin.com/company/women-impacting-public-policy
twitter.com/wippwedecide

WIPP ACE Help Desk:
Membership@wipp.org

WIPP Advocacy Desk:
Advocacy@wipp.org
Certification for Women-Owned Businesses

WBENC.org
WBENC Certification is the most widely recognized and respected national certification for women-owned businesses in the U.S. Through certification, women-owned businesses gain access to a vast network of support, including targeted business opportunities for certified women-owned firms, increased visibility in corporate and government supply chains, education and development programs to spur growth and increase capacity, and networking and mentorship opportunities with thousands of women entrepreneurs and those who support them.

WBENC is also an approved third-party certifier for the SBA’s Women-Owned Small Business (WOSB) Federal Contracting Program.
Denotes Headquarters
- Denotes Satellite Office
Eligibility

WBENC Certification validates that a business is at least 51 percent owned, controlled, operated, and managed by a woman or women. This means one or more women must have unrestricted control of the business, a demonstrated management of day-to-day operations, and a proportionate investment of capital or expertise. To become certified, business owners undergo a thorough vetting process, including review of business documentation and a site visit.
Eligibility

Because of this thorough process, WBENC Certification is considered the gold standard for women-owned business certification and is accepted by more than 1,000 corporations, in addition to some states, cities, and other entities.

Once certified, women-owned businesses are designated as WBENC-Certified Women’s Business Enterprises, or commonly referred to as WBEs.

Certification Eligibility Criteria

• Majority (at least 51%) ownership by one or more women
• Demonstrated proof of female management and control of business
• Unrestricted female control of the business in legal documents and day-to-day operations
• A woman holding the highest defined title in the company’s legal documents
• Documented evidence of female contribution of capital and/or industry expertise
• Status of U.S. Citizenship or Legal Resident Alien for woman owner(s) constituting majority ownership

Before applying for certification, WBENC highly recommends you review the list of required documentation and the guidelines outlined in our Standards & Procedures.
Benefits

WBENC Certification is a pathway to new business opportunities.
Benefits of certification for women-owned businesses includes:

1. Access to supplier diversity and procurement executives at hundreds of major U.S. corporations and federal, state, and local government entities that accept WBENC Certification.

2. Formal and informal opportunities to pursue business with Corporate and Government Members, as well as other WBENC-Certified WBEs.

3. Access to networking events and programs, procurement opportunities, mentoring, executive education, capacity development programs, and other business tools and resources.

4. Eligibility for regional and national awards and recognition.

5. Use of Women Owned Logo and Women’s Business Enterprise Seal as a marketing tool to promote your business and expand your company’s visibility.

6. Community of support from other female business owners and like-minded professionals all dedicated to the growth and success of women-owned businesses.
WBENC partners with 14 Regional Partner Organizations authorized to administer WBENC and WOSB certification for women-owned businesses across the United States, including Puerto Rico, Guam, and the Virgin Islands.

To achieve certification as a Women’s Business Enterprise, women-owned businesses complete a thorough documentation and site visit process.
Certification Process

1 Determine if you are eligible
WBENC Certification validates that a business is at least 51 percent owned, controlled, operated, and managed by a woman or women. This means one or more women must have unrestricted control of the business, a demonstrated management of day-to-day operations, and a proportionate investment of capital or expertise. View Eligibility Criteria

2 Compile Required Documentation
Before applying for certification online, we recommend gathering all of the required documents in advance. You will be providing general business information, owner eligibility, financial structure, personnel & management information, and governance information. View Required Documentation

3 Complete Online Application
Once you have ensured you meet the certification criteria and gathered your documentation, the next step is to register and complete an online application on WBENCLink2.0. Review your application carefully before submitting. Be prepared to pay a non-refundable processing fee.

4 Review & Site Visit
The Regional Partner Organization near you will process your application, a thorough review of the documentation presented and a site visit interview with the female owner(s). The review process takes approximately 90 days from the date your file is deemed complete. Find the RPO nearest you

5 Certification Determination
Your Regional Partner Organization will notify you via email and letter when a determination has been made.

6 You’re in!
As a WBENC-Certified WBE, you will have access to a wide range of benefits. Once you are certified, use our checklist to get acquainted with the network, download logos, and best leverage your certification. And don’t forget to set a calendar reminder for recertification!
THANK YOU
Lunch Break

**In Person:** Join us for lunch across the street in the LVOC Courtyard and surrounding buildings.

**Virtual:** WebEx will remain open during the break.

See you back here at 1PM
WOMEN-OWNED SMALL BUSINESS OPPORTUNITY DAY

HOSTED BY

SDBU
Lawrence Livermore National Laboratory
Oak Ridge National Laboratory
Agenda

• LLNL in a Nutshell
• Do You Want a Slice of Pie?
• Upcoming Opportunities
Department of Energy National Laboratories

PRESENTED BY: Svetlana Lee
- Established: 1952
- Management & Operator: Lawrence Livermore National Security, LLC
- Mission: Enable US security, global security, and resilience
- Site 200: 1 square mile, 515 buildings + Site 300*
- Employees: 8,400
- Federal Budget: ~ $2.9B in FY22
- Procurement: $1.1B in FY22
- WOSB: $64.8M (1/3 Construction)
- Things We Buy: Everything!

Experimental Test Site
(11 miles² near Tracy, CA)
Tips on Getting a Piece of the LLNL Procurement Pie

• Market Survey: Looking for Sources
  • Get on the Prospective Supplier List
  • 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

* Read All Documents Carefully
Time for Pie! Opportunity in Services

• Scope/Title
• Brief Description
• Estimated Value
• Anticipated Solicitation
• Contact: smallbusiness@llnl.gov
Time for Pie! Construction Opportunities

• Scope/Title
• Brief Description
• Estimated Value
• Anticipated Solicitation
• Contact: smallbusiness@llnl.gov
THANK YOU
Laura Lovato
Supply Chain Risk Management & Supplier Diversity Manager
Sandia is unique entity

Sandia is government-owned, contractor-operated.

It is a Federally Funded Research and Development Center (FFRDC) managed and operated by National Technology & Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International Inc.

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.

It’s history is traced back to the 1945 Manhattan Project.
Sandia is a multimission national security laboratory with five major program portfolios.
Our budget covers a broad range of government and other work

- **NNSA Weapons**: 58.5%
- **DoD-Nuclear Deterrence**: 4.5%
- **Other DoD**: 17.2%
- **Other DOE**: 7.0%
- **Other**: 5.9%
- **Nonproliferation**: 6.9%

**Other**
- Department of Homeland Security
- Other federal agencies | nonfederal entities
- CRADAs, licenses, royalties | inter-entity work

**DoD**
- Air Force | Army | Navy
- Defense Threat Reduction Agency
- Ballistic Missile Defense Organization
- Office of the Secretary of Defense
- Defense Advanced Research Projects Agency
- Intelligence Community

**Other DOE**
- Science
- Energy Efficiency and Renewable Energy
- Nuclear Energy
- Environmental Management
- Electricity Delivery and Energy Reliability
- Other DOE

**Nonproliferation**
- NNSA/NA20 | NNSA/NA80
Labs’ spending tops $4.2 billion

FY22 TOTAL LAB EXPENDITURES:
- LABOR AND NON-SUBCONTRACT-RELATED PAYMENTS: $2,529,937,000
- SUBCONTRACT-RELATED PAYMENTS: $1,501,532,000
- NM GROSS RECEIPTS TAXES: $111,700,000
- PROCUREMENT CARD PAYMENTS: $72,646,000
FY22 Small-business contracting is a priority

67% of all Sandia suppliers are small businesses.

>500 new small-business suppliers added to Sandia's supplier base.

New Mexico small-business subcontracting payments are:
- Small Business*: $391M
- Disadvantaged: $292M
- Woman-Owned: $183M
- Veteran-Owned: $159M
- Service-Disabled Veteran-Owned: $111M
- HubZone: $84M

New Mexico small-business subcontracting payments are:
- Small Business*: $127M
- Disadvantaged: $91M
- Woman-Owned: $61M
- Veteran-Owned: $36M
- Service-Disabled Veteran-Owned: $27M

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>60.5%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>15.5%</td>
</tr>
<tr>
<td>Woman-Owned Small Business</td>
<td>10.5%</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>7%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>6%</td>
</tr>
</tbody>
</table>
How to work with Sandia

Create company account in iSupplier

Subscribe to the Business Opportunities Website

Attend Outreach Events
Register in iSupplier

Supplier Registration

Step 1: Access iSupplier Portal Registration Page

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

To Register:

- Navigate: www.sandia.gov
- Partnerships
- Prospective Suppliers
- Supplier Registration
- “Register Here”
Presented by:

View & Subscribe to the Business Opportunities Website

To View:
- Navigate: www.sandia.gov
- Click: Partnerships
- Click: Prospective Suppliers dropdown
- Click: Business Opportunities
- Select: View Business Opportunities

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

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, which can take a few days. Once registered, use the "Login" link to log in. Register Login

BOW List

<table>
<thead>
<tr>
<th>Id</th>
<th>NAICS</th>
<th>Posting Type</th>
<th>Posting Title</th>
<th>Posted</th>
<th>Posting Close</th>
<th>Competition Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>2673</td>
<td>333244: All Other Industrial Machinery Manufacturing</td>
<td>Sources Sought</td>
<td>USA Made: VL400Q, Linear Motor Driven Wire EDM</td>
<td>30-Jan-2023</td>
<td>02-Feb-2023 06:47</td>
<td>Competitive</td>
</tr>
<tr>
<td>2670</td>
<td>334419: Other Electronic Component Manufacturing</td>
<td>RFQ</td>
<td>Non-evaporable Getter Pumps</td>
<td>26-Jan-2023</td>
<td>31-Jan-2023 06:07</td>
<td>Small Business First</td>
</tr>
<tr>
<td>2669</td>
<td>334419: Other Electronic Component Manufacturing</td>
<td>RFQ</td>
<td>COTS Electronics</td>
<td>25-Jan-2023</td>
<td>30-Jan-2023 14:16</td>
<td>Small Business First</td>
</tr>
<tr>
<td>2662</td>
<td>337110: Water and Sewer Line and Related Structures Construction</td>
<td>Sources Sought</td>
<td>Drilling in Nevada (Tungsten Mountain)</td>
<td>19-Jan-2023</td>
<td>03-Feb-2023 09:58</td>
<td>Set-Aside - Small Business</td>
</tr>
<tr>
<td>2642</td>
<td>334519: Other Measuring and Controlling Device Manufacturing</td>
<td>Sources Sought</td>
<td>Gamma Detection Modules</td>
<td>13-Jan-2023</td>
<td>01-Feb-2023 18:13</td>
<td>Competitive</td>
</tr>
</tbody>
</table>

Sandia is committed to providing maximum, practicable opportunities for small businesses. All postings to this site solicit small and diverse small businesses to respond to the business opportunities listed. Responses received will enable Sandia to evaluate the interest, availability and technical capability of responsible 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

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-NA-0003525.
Upcoming Opportunities for Sandia CA

- CA Site Security Services – NAICS: 561612
- CA Site Landscape Maintenance Services – NAICS: 561730
- CA Construction Materials – NAICS: 33510
- CA Site Cryogenics Maintenance – NAICS: 238220
- Large Capital Construction Project for CA Site
Outreach Events

May 17\textsuperscript{th}, 2023
Service-Disabled Veteran-Owned Small Business

August 29\textsuperscript{th}, 2023
Partnership with DOE OSDBU & Local Small Business Resources

Request a Virtual, 30 Minute, 1:1 Supplier Engagement

- Hosted every 3\textsuperscript{rd} Wednesday of the Month
  - Email, supplier@sandia.gov
Supplier Diversity Advocates

Patricia Brown
Science Technology/Universities
Integrated IT
Infrastructure Operations
pgbrown@sandia.gov

Eric Lochausen
National Security Program
Nuclear Weapons
ND Stockpile Components & Production
Security & International
ewloch@sandia.gov
Supplier Diversity Advocates

Zach Hernandez
Business Point of Contact
supplier@sandia.gov

Megan Vandergriff
Streamline Acquisitions
mvvande@sandia.gov
THANK YOU
Oak Ridge National Laboratory (ORNL) Small Business Programs Office

- Award-Winning Outreach and Advocacy
- Mentor-Protégé Program
- ORNL Small Business Policy
  - Ensure small businesses have “Maximum Practicable Opportunity” to do business with ORNL
    - Example - $100M small business BOAs

Cassandra McGee Stuart
Manager, Strategy and Performance
The national laboratories of the U.S. Department of Energy constitute a network for discovery and innovation.
ORNL facts and figures

- Nation’s most diverse energy portfolio
- 3,200 research guests annually
- Nation’s largest materials research portfolio
- World’s most intense neutron source
- World-class research reactor
- Forefront scientific computing facilities
- Managing major DOE projects: US ITER, exascale computing
- 2,511 journal articles published in FY21
- 241 invention disclosures in FY21
- 52 patents issued in FY21

- 6,000 employees
- $2.4B annual expenditures
- $750M modernization investment
- 3,200 research guests annually
- 2,511 journal articles published in FY21
- 241 invention disclosures in FY21
- 52 patents issued in FY21
Delivering advances in science and technology

Advance the impact and application of neutron science

Discover and design next-generation materials and chemical processes for energy

Enhance scientific basis for breakthrough nuclear technologies and systems

Scale computing and data analytics to exascale and beyond

Provide strategic capabilities in isotopes

Understand complexity in biological and environmental systems

Accelerate R&D and manufacturing of integrated energy systems

Deliver S&T to address pressing national security challenges

PRESENTED BY:

U.S. Department of Energy

Women-Owned Small Business Opportunity Day

Oak Ridge National Laboratory
ORNL Business Opportunities

• https://smallbusiness.ornl.gov
Business Opportunities

- Foreign Payroll Services - $6.5M – Small business set-aside
  - Payroll processing for placement of employees at laboratory work sites physically located in foreign countries.

- Professional Services - $1.5M
  - Managed Services for Microsoft Office 365 and SAP BASIS / HANA

- Upcoming:
  - Request for Information for Chemical Inventory Management Services
Business Opportunities

• Construction:
  o This Fall:
    ▪ 6000 Area Facility
    ▪ Paving
  o Construction Expression of Interest:
    Advanced Microscopy Lab
  o FY24:
    ▪ 4500N Library Renovations
    ▪ 4508 Modernization

• Equipment - $200K
  o MPEX Corrugated Waveguide
We exceeded all but two of our small business goals.
ORNL Small Business Programs Office

• Cassandra McGee Stuart
  – Manager, Strategy & Performance
  • Email: mcgeecm@ornl.gov
  • Web: https://smallbusiness.ornl.gov/
  • Office: 865-576-3560

• Leah Swaggerty
  – Small Business Program Officer
  • Email: swaggertylb@ornl.gov
15 Minute Break
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

- 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

Supply Chain Management (SCM)

- Procurement Operations
- Strategy, Small Business & Training
- Shipping & Receiving
- Property Control
  - Services
  - Commodities
  - Construction & Projects
  - LCLS-II/ HE Project

Nicole Colley, Small Business Program Manager
Procurement Process Overview

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
## Small Business Program

### Women Owned Small Business Spend

<table>
<thead>
<tr>
<th></th>
<th>FY2021</th>
<th>FY2022</th>
<th>FY2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Reportable Spend</td>
<td>$68,299,683</td>
<td>$62,950,694</td>
<td></td>
</tr>
<tr>
<td>Small Business Spend Target</td>
<td>41%</td>
<td>45%</td>
<td>50%</td>
</tr>
<tr>
<td>Small Business Spend Actual</td>
<td>52.5%</td>
<td>62.9%</td>
<td></td>
</tr>
<tr>
<td>Women Owned Small Business Target</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>Women Owned Small Business Actual</td>
<td>6.7%</td>
<td>9.2%</td>
<td></td>
</tr>
</tbody>
</table>
Procurement Process Overview

- **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/

- SLAC 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. Active SAM.gov Account
     • SAM.gov Registration: https://sam.gov/
     • No-charge (free) registration
     • Unique Entity Identification (UEI) Number

- Prospective Supplier Information
Supplier Solicitation Expectations

Competition is encouraged for federal spending

• SLAC competes more than 85% of our acquisition needs
• Effective competition exists when two or more qualified offers/proposals are received
• 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

RFP Amendments
- Changes to an issued solicitation
  - 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)
- Amendments issued *after* proposal due date will be issued to only 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

RFP 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 bidder
Supplier Solicitation Expectations

Solicitation Timeline Considerations

- Varies by acquisition value, complexity, and category (goods/services/construction)
- 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

  *Lead time review in progress due to changes in the Federal Acquisition Regulations (FAR)
- 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
Upcoming Solicitation – (ESUI) East Campus Site and Utility Improvements

Description
• This project is a design-bid-build (DBB), best value trade off (BVTO). The scope includes site and utility improvements for future development in the east campus located at SLAC.

Timeline
• The work is planned for FY24 and FY25.
• The design is currently in the last stages of finalization and the SOW for RFP is anticipated to be completed late April.
• RFP release is tentatively planned for September - October 2023.

Estimated Project Cost
• $5M – $6M Range
Upcoming Solicitation – Demolition and Disposal of 6 Trailers

Description
• This project is a design-bid-build (DBB), lowest price technically acceptable (LPTA.) The base scope is for demolition and disposal of 6 trailers.

Timeline
• RFP release is tentatively planned for week of 4/17.
• Substantial completion is no later than (NLT) September 29th, 2023 during SLAC program Stanford Synchrotron Radiation Lightsource (SSRL) downtime (8/15/23 through 9/29/23). Any extension beyond September 29, 2023 requires advance planning and approval by SLAC stakeholders.

Estimated Project Cost
• $500K – $1M Range (TBD)
Upcoming Solicitation – ES&H Professional Services Support

Description
• This project is for an Indefinite Delivery Indefinite Quantity (IDIQ) five (5) year agreement. The base scope is for Environmental Safety & Health professional services support in the area of approximately twenty-seven (27) labor categories.

Timeline
• RFP release is tentatively planned for Q2 Fiscal Year (FY) 24 (January – March 2024).
• Current agreement expires June 2024.

Estimated Project Cost
• $2M
Upcoming Solicitation – Crane and Rigging

Description
• This project is for an Indefinite Delivery Indefinite Quantity (IDIQ) five (5) year agreement. The base scope is to provide Facilities and Operations crane and rigging services for the lab.

Timeline
• RFP release is tentatively planned for Q1 FY24 October – November 2023.

Estimated Project Cost
• $5M
Upcoming Solicitation - Chemicals

Description
• This project is for a chemical provider. The base scope is to provide a broad spectrum of chemicals. May also include scope to integrate acquisition of chemicals with SLAC ERP system.

Timeline
• Release of solicitation is anticipated by Q4 FY23 (July – September 2023).

Estimated Project Cost
• $2.1M
THANK YOU
WORKING WITH LAWRENCE BERKELEY NATIONAL LABORATORY (LBNL)
AGENDA

- WHO WE ARE
- INTRODUCTION
- UPCOMING SOLICITATIONS
- SUPPLIER SELECTION
- SMALL BUSINESS PROGRAM
- QUESTIONS
UPCOMING SOLICITATIONS

• Global Relocation Services - 5 year term, expires 6/23/24, ~$1.5M, new solicitation end of 2023

• Printer & Copier Services - 6 year term, expires 3/31/24, ~$2.5M, new solicitation end of 2023

• Freezers Preventative Maintenance and Repairs - 5 year term, expires 4/15/24, ~$200K, new solicitation end of 2023
UPCOMING SOLICITATIONS

• Project Control Services - 5 year term, expires 2/28/25, ~$22M, new solicitation early 2024

• Commercial Laundry Services - 5 year term, expires 9/14/25, ~$515K, new solicitation early 2025

• Software Support Services - 5 year term, expires 12/22/25, ~$875K, new solicitation early 2025

• Contract Labor - 5 year term, expires 5/2/26, ~$16M, new solicitation mid 2025
SUPPLIER SELECTION

- Identify Potential Suppliers from LBNL Supplier Database
- Operational and Technical Capability Evaluation
- Negotiation
- Award
SMALL BUSINESS PROGRAM

• LBNL has an award-winning Small Business Program designed to create opportunities for small business suppliers to obtain Laboratory contracts for goods and services

• Our program objectives include regular 1 x 1 engagement sessions with prospective suppliers, as well as internal and external promoting of those small businesses that have successfully performed LBNL projects

• Ways to become a Small Business Supplier:
  o Small Business Fridays
  o Visit our website’s “How to Become a Small Business Supplier” page: https://procurement.lbl.gov/welcome-to-procurement-property/small-business-program/for-small-business-suppliers/
### WOSB 2-Year Track Record

<table>
<thead>
<tr>
<th>FISCAL YEAR</th>
<th>TOTAL SPEND</th>
<th>WOSB SPEND</th>
<th>PERCENTAGE</th>
<th>WOSB GOAL</th>
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<td>21</td>
<td>$310,040,584</td>
<td>$25,258,539</td>
<td>8.1%</td>
<td>5%</td>
</tr>
<tr>
<td>22</td>
<td>$349,573,271</td>
<td>$28,777,182</td>
<td>8.2%</td>
<td>5%</td>
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</table>
THANK YOU