



Small Business FORUM & EXPO

July 11-12, 2023 | New Orleans Marriott | New Orleans, Louisiana

AMERICAN CLEAN ENERGY POWERED BY SMALL BUSINESSES

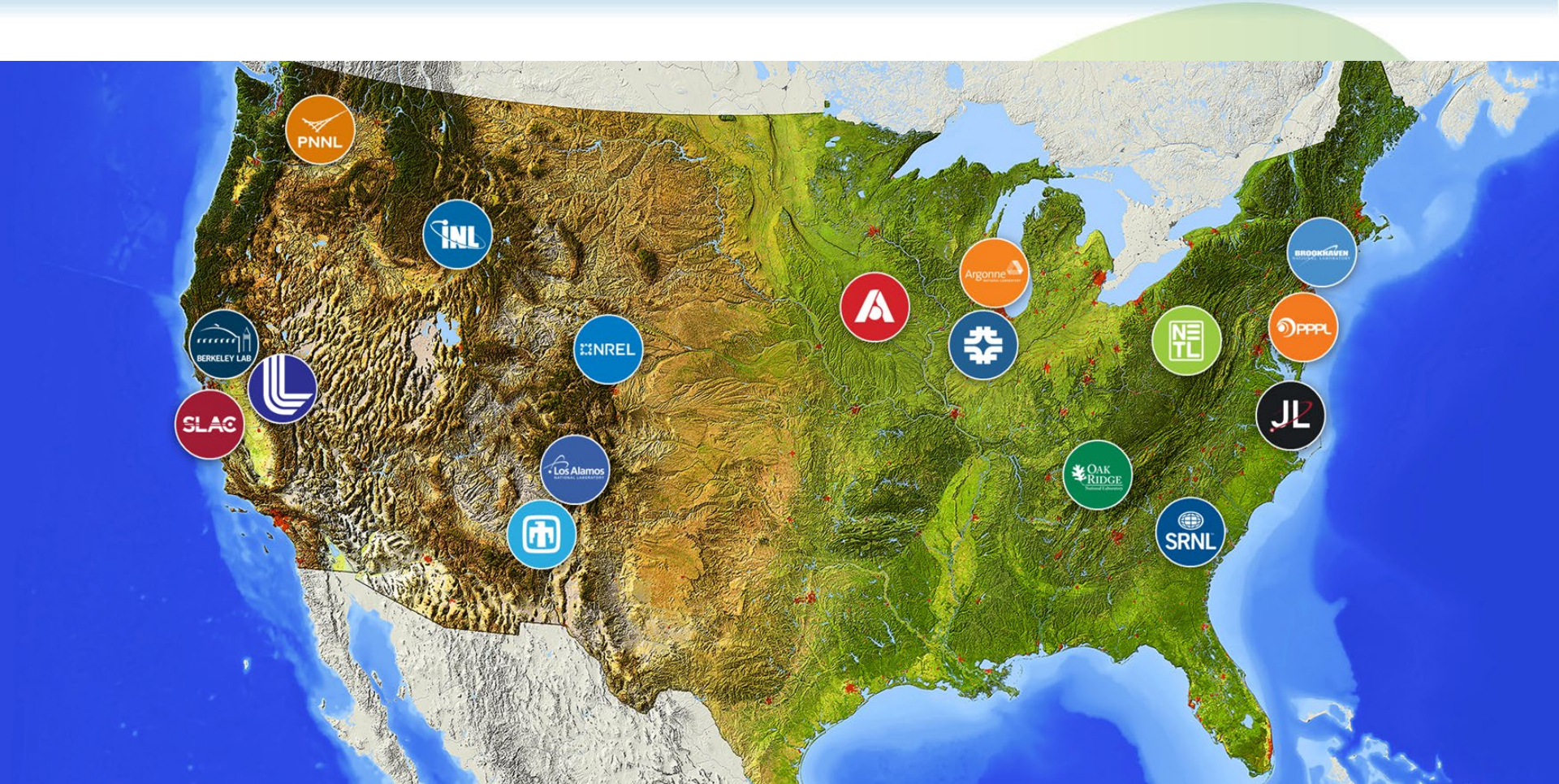


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Doing Business with the Pacific Northwest National Laboratory

Brianna Yi
Small Business Program Manager
Pacific Northwest National Laboratory

July 12, 2023



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About PNNL

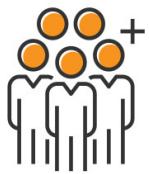
- DOE Office of Science national laboratory
- Operated by Battelle since 1965
- Mission-driven collaborations with government, academia and industry
- Environmental Molecular Sciences Laboratory global user facility



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PNNL is DOE's most diverse national laboratory

PNNL BY THE NUMBERS



5,702 (FY22)
Scientists, engineers
and professional staff
in FY22



\$1.34B
Research &
Development
expenditures in FY22



1,905
Peer-reviewed,
published articles
in FY22



5,526
Invention disclosures
(since 2000)



3,065
U.S. and foreign
patents (since 1965)



\$30.9M
in Community
investments (since 1965)



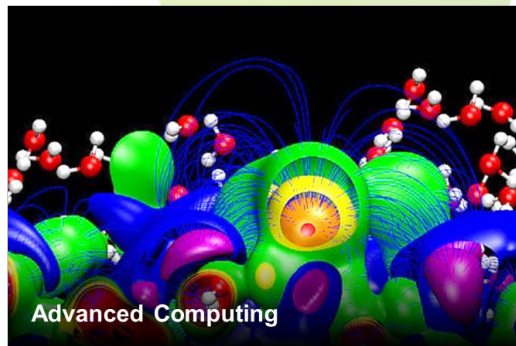
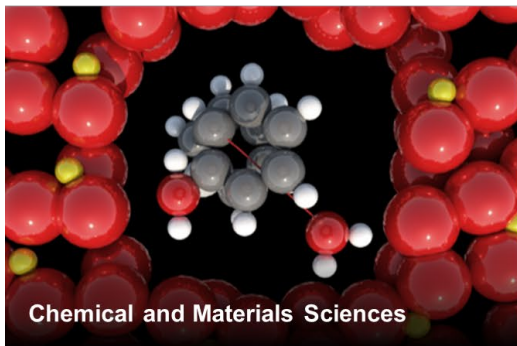
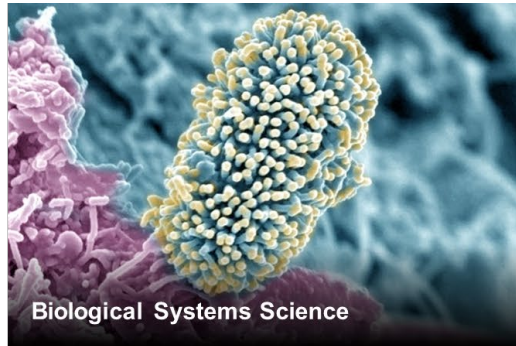
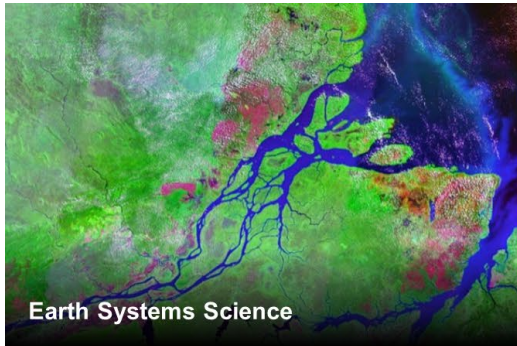
123
R&D 100 awards
(since 1969)

PNNL-SA-144869

PNNL.GOV

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



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PNNL's Energy and Environment mission delivers innovations for US energy future



Electricity and Energy Infrastructure



Energy Security and Emergency Response



Energy Efficiency and Renewable Energy



Nuclear Power and Regulatory Support



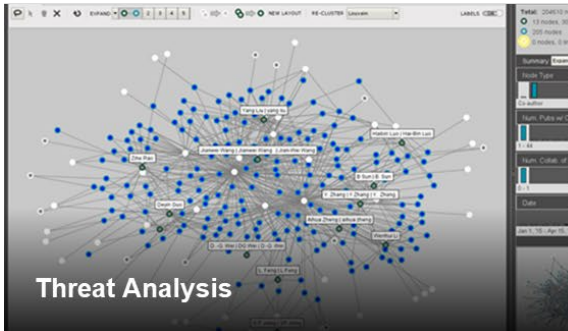
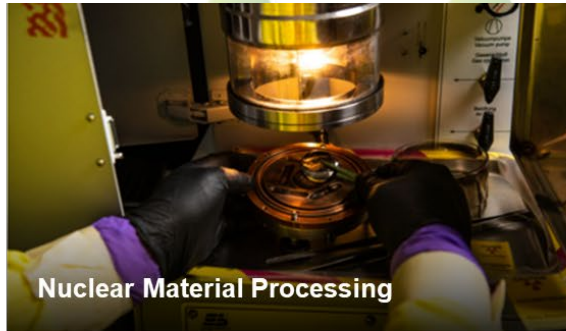
Carbon Management and Fossil Energy



Environmental Management

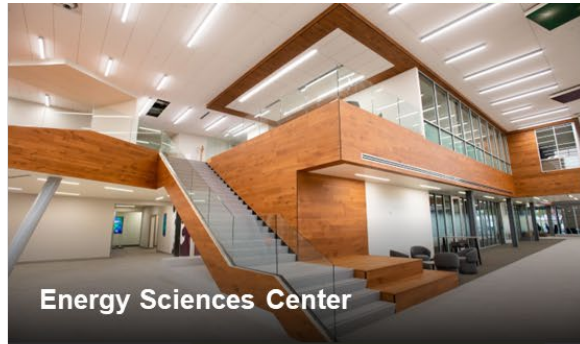
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PNNL's National Security mission is reducing the threat from weapons of mass effect



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State-of-the-art facilities enable world-class research



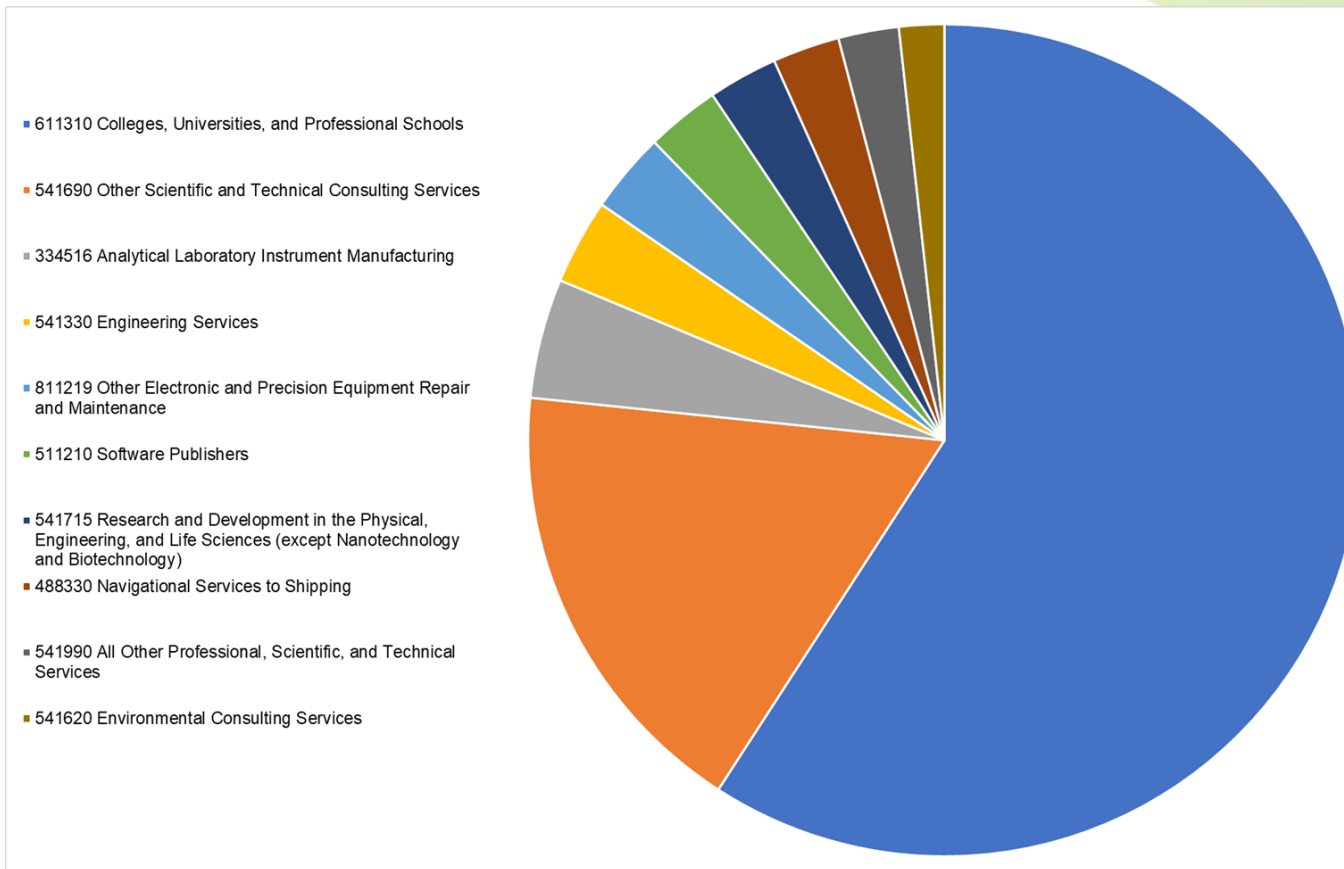
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What we buy and how we buy it

- Purchase a **BROAD** spectrum of goods and services through three mechanisms:
 - Subcontracts / Purchase Orders
 - High-risk, high dollar
 - \$515M in FY22
 - P-Card
 - Low dollar goods (<\$10k) and services (<\$2500)
 - \$27M in FY22
 - eProcurement – Business-to-Business (B2B)
 - Commercial, off-the-shelf goods (<\$35,000) via e-Commerce
 - \$12M in FY22
- Support DOE's small business objectives
- Typical purchases include scientific and lab equipment, energy and efficiency resources, security software systems and products, computational tools and IT services, construction and facilities infrastructure equipment

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Top NAICS Codes



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FY22 and FY23 Year to Date small business accomplishments

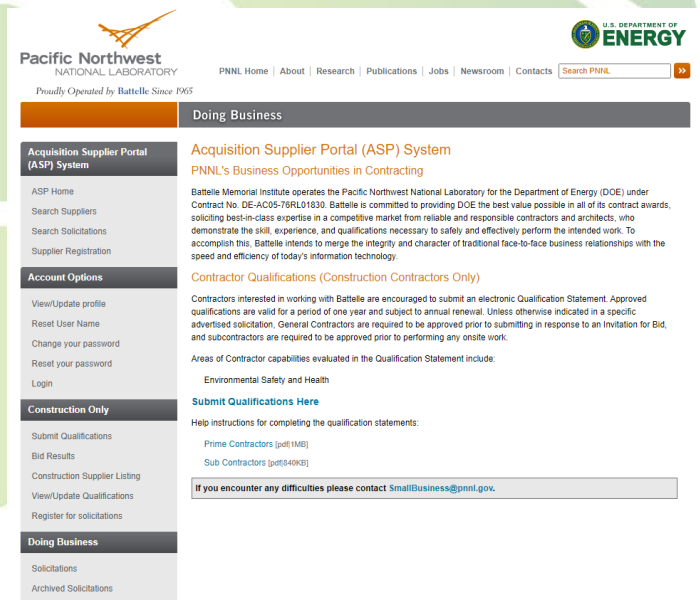
Total	Totals		Goal
	\$	%	%
Large	\$160,479,108	44.4%	49.0%
Small	\$201,323,458	55.6%	
Total	\$361,802,566		
SDB	\$25,531,216	7.1%	5.0%
WOB	\$21,911,235	6.1%	5.0%
HUBZ	\$16,132,273	4.5%	3.0%
VO	\$37,445,516	10.3%	5.0%
SDV	\$24,936,103	6.9%	3.0%

Total	Totals		Goal
	\$	%	%
Large	\$90,623,991	46.4%	50.0%
Small	\$104,718,009	53.6%	
Total	\$195,342,000		
SDB	\$13,575,114	6.9%	5.0%
WOB	\$11,921,623	6.1%	5.0%
HUBZ	\$6,948,921	3.6%	3.0%
VO	\$18,650,304	9.5%	5.0%
SDV	\$13,471,834	6.9%	3.0%

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Tips for working with PNNL

- Learn about PNNL and how you can help our mission
- View Battelle's Prime Contract with DOE for contract scope and requirements
- Contact PNNL's Small Business Program Manager to express interest and submit your Capability Statement/Line Card
- Register in PNNL's Acquisition Supplier Portal (ASP)
 - ASP-approved profile required for on-site construction



The screenshot shows the PNNL Acquisition Supplier Portal (ASP) website. The header includes the Pacific Northwest National Laboratory logo and navigation links for Home, About, Research, Publications, Jobs, Newsroom, and Contacts. A search bar is also present. The main content area is titled "Doing Business" and features several sections: "Acquisition Supplier Portal (ASP) System" with links for ASP Home, Search Suppliers, Search Solicitations, and Supplier Registration; "Account Options" with links for View/Update profile, Reset User Name, Change your password, Reset your password, and Login; "Construction Only" with links for Submit Qualifications, Bid Results, Construction Supplier Listing, View/Update Qualifications, and Register for solicitations; and "Doing Business" with links for Solicitations and Archived Solicitations. A section titled "Acquisition Supplier Portal (ASP) System" provides information about PNNL's Business Opportunities in Contracting, including details about the contract award process and contractor requirements. A "Contractor Qualifications (Construction Contractors Only)" section explains the qualification statement process and lists areas of contractor capabilities evaluated. A "Submit Qualifications Here" section provides help instructions and links for Prime Contractors and Sub-Contractors. A contact information box at the bottom states: "If you encounter any difficulties please contact SmallBusiness@pnnl.gov."

Tips for working with PNNL

- Partner with a small business (if large)
- Prior to Award/doing work with PNNL (continued)
 - Become familiar with the requirements for vendor setup –
 - SAM UEI # required
 - Registration in PNNL's Vendor Database and System for Award Management (SAM) or expect to fill out a MOSRC form
- Check Solicitation site often as it changes frequently
 - Competitive solicitations posted externally >\$250K

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Forecast Opportunities*

Program/Site Office Name: Pacific Northwest National Laboratory

Type of Acquisition: New

Acquisition Description: Training Building Construction for Volusia County in Daytona Beach, FL

Type of Action: Full and Open Competition **NAICS Code:** 236220

Estimated Dollar Range: >=\$250K and <\$1M

RFP Release Date: FY 2023 – 4th Quarter

Contact Info: Randy Dykes, randy.dykes@pnnl.gov, (509) 375-2023

Program/Site Office Name: Pacific Northwest National Laboratory

Type of Acquisition: New

Acquisition Description: Laboratory Modifications

Type of Action: Full and Open Competition **NAICS Code:** 236220

Estimated Dollar Range: >=\$250K and <\$1M

RFP Release Date: FY 2023 – 4th Quarter

Contact Info: Christina Ochs, christina.ochs@pnnl.gov, (509) 372-5937

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Forecast Opportunities*

Program/Site Office Name: Pacific Northwest National Laboratory

Type of Acquisition: New

Acquisition Description: 4U Dual Socket GPU Server

Type of Action: Full and Open Competition **NAICS Code:** 334111

Estimated Dollar Range: >=\$250K and <\$1M

RFP Release Date: FY 2023 – 4th Quarter

Contact Info: Denis Korotkov, denis.korotkov@pnnl.gov, (509) 371-7967

Program/Site Office Name: Pacific Northwest National Laboratory

Type of Acquisition: New

Acquisition Description: Professional Hydrologist Consulting Services/Construction of Geothermal Heat Pump System

Type of Action: Full and Open Competition **NAICS Code:** 236220

Estimated Dollar Range: >=\$250K and <\$1M

RFP Release Date: FY 2023 – 4th Quarter

Contact Info: Christina Ochs, christina.ochs@pnnl.gov, (509) 372-5937

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Forecast Opportunities*

Program/Site Office Name: Pacific Northwest National Laboratory

Type of Acquisition: Re compete

Acquisition Description: Managed Hardware Provider

Type of Action: Small Business Set-Aside **NAICS Code:** 334111

Estimated Dollar Range: >=\$5M and <\$25M

RFP Release Date: FY 2023 – 4th Quarter

Contact Info: Amber Bush, amber.bush@pnnl.gov, (509) 375-6429

Program/Site Office Name: Pacific Northwest National Laboratory

Type of Acquisition: New

Acquisition Description: Vacuum Chamber Fabrication

Type of Action: Full and Open Competition **NAICS Code:** 332313

Estimated Dollar Range: >=\$250K and <\$1M

RFP Release Date: FY 2025

Contact Info: Sandra Garcia, Sandra.Garcia@pnnl.gov, (509) 375-2466

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Forecast Opportunities*

Program/Site Office Name: Pacific Northwest National Laboratory

Type of Acquisition: New

Acquisition Description: Electron Beam Welding

Type of Action: Full and Open Competition | **NAICS Code:** 333992

Estimated Dollar Range: >=\$250K and <\$1M

RFP Release Date: FY 2023 – 4th Quarter

Contact Info: Cassie Hadley, cassie.hadley@pnnl.gov, (509) 375-7165

Program/Site Office Name: Pacific Northwest National Laboratory

Type of Acquisition: New

Acquisition Description: Port Construction Upgrades/Booth Replacements (Various Sites; 5 RFPs)

Type of Action: Full and Open Competition/Small Business Set-Aside **NAICS Code:** 236220

Estimated Dollar Range: >=\$1M and <\$5M

RFP Release Date: FY 2023 – 4th Quarter – FY 2024

Contact Info: Paula Miller, paula.miller@pnnl.gov, (509) 375-3616

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Small Business Program resources

- PNNL [Acquisition Supplier Portal](#)
- PNNL [Solicitation](#) website
- PNNL [Small Business Program Website](#)
- Contact PNNL's Small Business Program Manager at small.business@pnnl.gov

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Your Opinion Matters!



Please complete the session/speaker evaluation, found in the mobile app. Thank you.

Questions & Assistance

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U.S. Department of Energy
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Visit us at Booth # 502!