



Small Business FORUM & EXPO

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

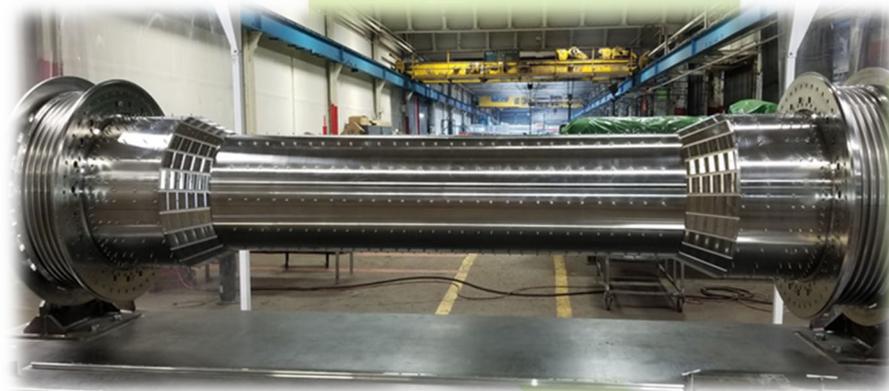
AMERICAN CLEAN ENERGY POWERED BY SMALL BUSINESSES



July 11-12, 2023 | New Orleans, Louisiana

DOE's Mentor-Protégé Program

Myron M. Kaczmarsky
Vice President
Holtec Government Services

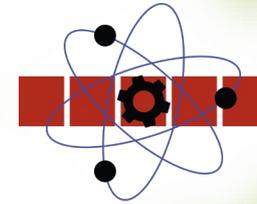


July 12, 2023

energy.gov/DOEForum

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Oak Ridge Technologies



Oak Ridge
Technologies

A Gilmartin Engineering Works and
Holtec International
SBA Approved JV Company

Background

- A Small Business Joint Venture Company between Gilmartin Engineering and Holtec International
- US SBA Approval under All Small Mentor Protégé Program received September 16, 2018
 - The Joint Venture companies between the protégé small business and mentor as authorized by 13 CFR Section 125.9, receives an exclusion from affiliation on government prime contracts and subcontracts.
- Women owned small business registered in Tennessee, registered in the System for Award Management.
- ORT offers project management services, NQA-1 manufacturing and design, used nuclear fuel and high rad management services, decommissioning services, and container design, engineering, licensing, and fabrication.

Mentor and Protégé Background

Holtec International (Mentor)

- Privately held company Founded in 1986.
- US-based multi-national manufacturing and energy technology company.
- Three heavy manufacturing plants in the US with 1.4 million ft² manufacturing space.
- Projects delivered in over 35 countries.

Gilmartin Engineering Works (Protégé)

- Women owned small business established and incorporated in 2010.
- Expertise in project management, engineering, conduct of operations, quality assurance, and procurement on federal and commercial contracts.
- Security clearances and approved FOCI determination.

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Key Areas of Mentor Support

- Marketing and sales; strategic business planning, communications, trade shows, trade associations, promotional material, proposal preparation.
- Developing contacts and target opportunities.
- Project and proposal estimating process.
- Government approved accounting procedures; overhead and G&A rate establishment (project accounting and accelerated progress payments for improved cash-flow).
- Covid management; virtual meetings and meeting protocols.
- Crisis business support and navigation of ownership changes.
- Project management systems.
- Lessons learned reviews and realistic modifications for improvement.

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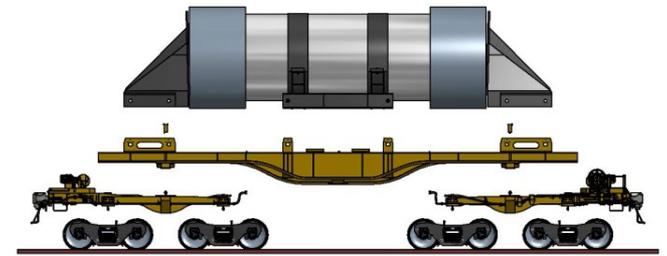
Statistical Success

- Responses to Sources Sought/Requests for Information
 - ✓ 2018 through 2023: 12 responses provided for new business
- Proposals submitted to DOE and Prime Contractors
 - ✓ 2018 through 2023: Nine significant proposals submitted
- Contract Awards
 - ✓ Five contract awards, including a preselected small business subcontractor on the DOE EM Idaho Cleanup Contract with IEC Team, a ten-year IDIQ closure contract with multiple potential task orders.

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Notable ORT Project Awards

- Idaho Cleanup Project – Spent Nuclear Management Scope on IEC Team, through SB JV Oak Ridge Technologies (DOE EM Prime Contract)
- Fabrication of 5B UF₆ Cylinders for Transportation of HALEU for TRISO Fuel Production (DOE NE)
- Fabrication and testing of Fortis 8-Axle Rail Car for Spent Nuclear Fuel Casks (DOE NE)
- Fabricate, Inspect, Test and Deliver Center Stack Casing for National Spherical Torus Experiment Upgrade (PPPL)



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Challenges and Observations

- Communications (Need to be frequent and scheduled).
- Plan, establish goals and track progress for Protégé improvement.
- Staying focused on actionable milestones and progress (opportunity and contract tracking)
- Knowing what opportunities can be realistically developed, bid, win, and execute to completion (avoid resource distractions).
- **Keys to success:**
 - Start early, work closely and responsively to approving MP sponsors: Primes, SBA, DOE, NNSA, and DOD.
 - Choose teaming partners carefully. Due diligence is critical.
 - Mutual benefit must be realized, meaningful and recognized by both MP parties.

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Questions & Assistance

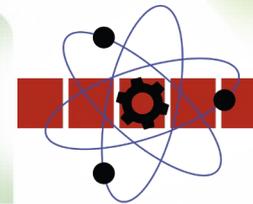
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