



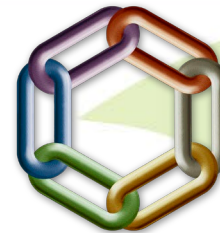
# Small Business FORUM & EXPO

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

**AMERICAN CLEAN ENERGY POWERED BY SMALL BUSINESSES**



July 11-12, 2023 | New Orleans, Louisiana



Supply Chain  
Management Center

# Strategic Sourcing Opportunities with DOE's Integrated Contractor Procurement Team (ICPT) and Supply Chain Management Center (SCMC)

July 12, 2023

July 11-12, 2023 | New Orleans, Louisiana

# Agenda

- Integrated Contractor Purchasing Team (ICPT)
  - ICPT Overview
  - Current Agreements
  - Upcoming Opportunities
- Supply Chain Management Center
  - SCMC Overview
  - Current Agreements
  - Upcoming Opportunities
- Open for Questions



# ICPT Overview

**Kathee Roque**, Procurement Manager, LBNL

**Nicole Colley**, Operations Strategy Manager, SLAC National Laboratory

**Brianna Yi**, Acquisitions Lead Specialist, PNNL

# What is ICPT?

- Established in 1997; collaboration among DOE sites to pursue strategic sourcing opportunities
- Standardized price lists for common commodities
- Competitively awarded or sole source
- 64% of Agreements with small businesses or small resellers
- Most deeply discounted
- Ability to be used by any DOE sites
- Managed by a volunteer Steering Committee
- Agreements awarded and administered by individual M&O sites

# Benefits of ICPT

- The primary benefit = time savings!
- Ease of use, efficiency in contract award process – “Golden Ticket” for competition and price reasonableness
- Competitive pricing with pre-negotiated discounts – no need to negotiate further!
- Terms and Conditions already negotiated/accepted
- Bringing more efficiency and cost savings to DOE - achieving their vision to:

*“create a comprehensive DOE (Federal and Contractor) approach that truly is enterprise wide and strategically driven to ensure maximum value for every acquisition dollar spent.”*

Average annual savings of >\$300M!

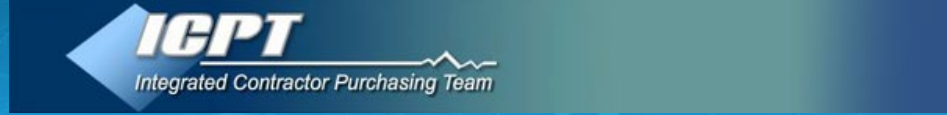
# Benefits of ICPT

- Small business partnerships – over half of ICPT Agreements are with small businesses or large business resellers
- Broader, easier supplier access to DOE M&O contractors to increase volume
- Ability for suppliers to gain DOE/government contracting experience

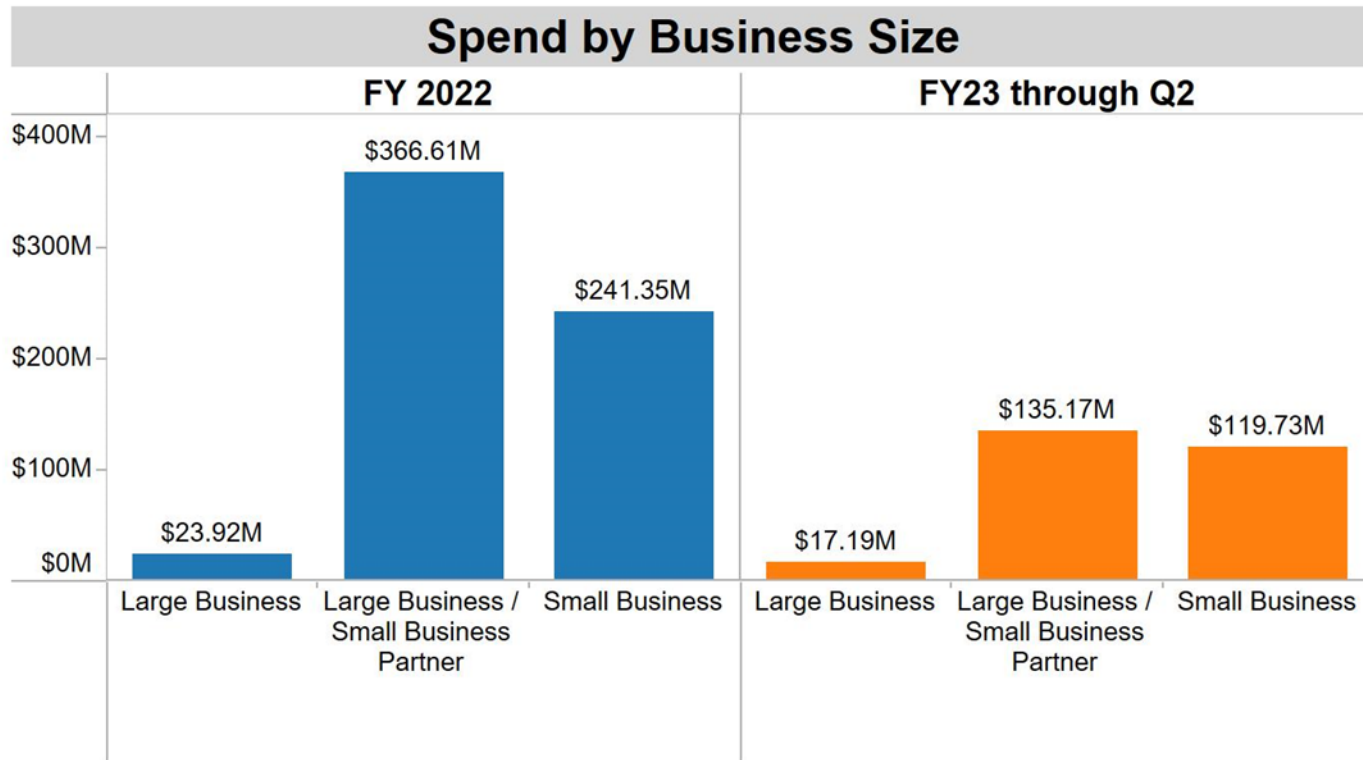
# 53 Current ICPT Agreements

- Computer Accessories & Hardware (7)
- Electronics (4)
- Industrial Supplies (6)
- Compressed Gas (2)
- Laboratory Supplies and Equipment (3)
- Office Supplies (1)
- Office Furniture (2)
- Publications/Scientific Journals (8)
- Staff Augmentation (9)
- Software (2)
- Rentals (1)
- Professional Services (3)
- Water Treatment (2)
- Vacuum Supplies (1)





# Our Focus is Small Businesses

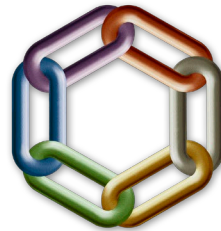


# ICPT Spend by Category

Spend by Category		
Category	FY 2022 =	FY23 through Q2
Computer   Hardware	\$339,724.84K	\$111,509.52K
Lab Supplies	\$144,804.52K	\$56,053.17K
Industrial Supplies	\$51,872.95K	\$29,863.08K
IT   Network Services	\$35,070.90K	\$17,425.76K
Electronic Components	\$23,835.96K	\$5,939.19K
Office Supplies	\$11,246.22K	\$6,256.84K
Publication / Journals	\$9,660.76K	\$21,037.86K
Software	\$5,645.56K	\$2,908.38K
Vacuum Supplies	\$4,663.60K	\$2,072.77K
Office Furniture	\$1,337.12K	\$1,959.89K
Safety Eyewear	\$1,101.41K	\$286.27K
Water Treatment	\$1,017.35K	\$905.14K
Staff Augmentation	\$668.18K	\$14,912.82K
Construction Equipment Rental Services	\$656.32K	\$599.78K
Management Consulting	\$463.26K	\$89.07K
Gas	\$115.06K	\$103.31K
Medical Testing		\$157.95K

# Upcoming Opportunities

- Office Supplies
  - Idaho National Laboratory currently accepting invitations for interest; anticipated award early FY24
- Office Furniture
  - RFP to be released July 2023; anticipated award September 2023
- Anticipated FY24 Activities:
  - Chemical Management Services
  - Compressed gas
  - Electronics
  - Fire-Rated Clothing Lease/Laundry Services
  - Laboratory supplies/equipment (small business set-aside)
  - Software resellers (small business set-aside)



**Supply Chain  
Management Center**

# Supply Chain Management Center Overview

**Robert Leuszler**, Sr. Commodities Manager, SCMC

**Bree Ramirez**, Commodity Manager, SCMC

**Pamela Diego**, Commodity Manager, SCMC

**Ken Whitehouse**, Commodity Manager, SCMC

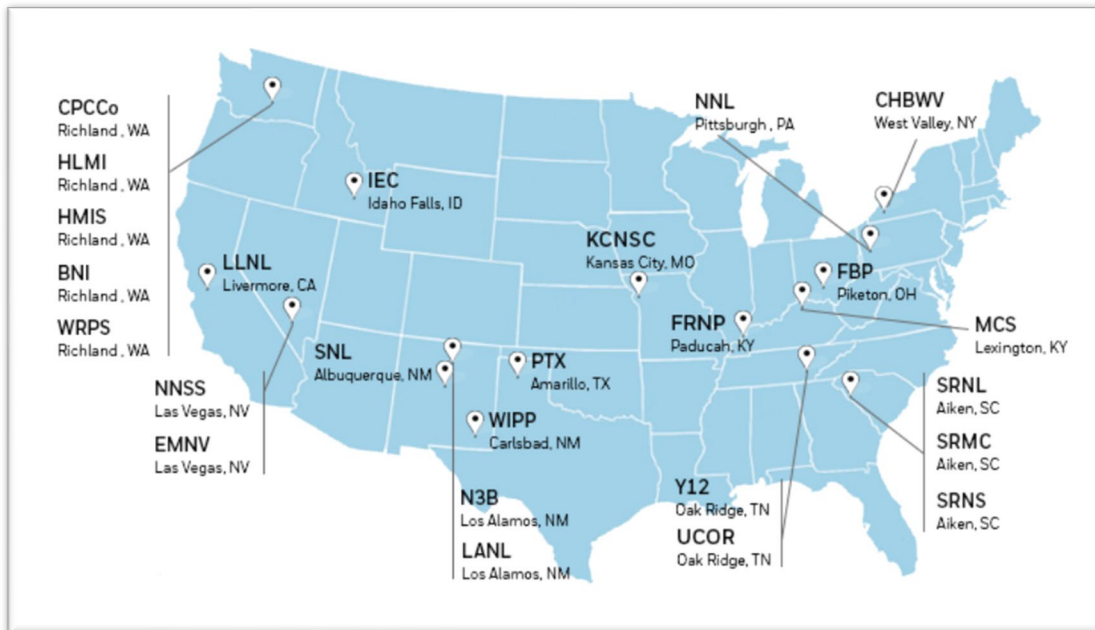


# What is the SCMC?

- Strategic supply chain management program founded in 2006, serving mainly NNSA and DOE EM sites
- A focused, funded approach to facilitate strategic sourcing to leverage a projected \$6.8B (FY2023) in spending across the enterprise
- Enables cost savings and/or cost avoidance
- Simplifies the buying process
- Improves operational efficiency



# 25 DOE Sites Nationwide



SCMC agreements can and have been extended beyond NNSA and EM sites through Contracting Officer, NNSA, EM, and SCMC approval along with a non-disclosure agreement



# SCMC by the Numbers



**25 DOE sites in 13 states**  
*(8 NNSA, 17 DOE EM)*



**\$6B+** annual enterprise spend



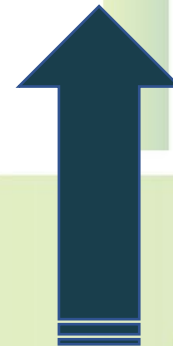
**126 agreements with 64% to SBs**  
*(16% SDB, 14% WOSB, 10% HUBZone, 7% VOSB, 6% SDVOSB)*



**20 employees in 8 states**



**\$324M saved w/ FY22 goal of \$254M**  
*\$1.6B+ enabled actual invoice savings since 2013*



**DELIVERING MORE MONEY FOR MORE MISSION**

**\$1.6B+** saved since **2013**

*(cumulative savings/avoidance)*

**\$2B** saved by **~ 2025**



# SCMC Value Proposition for Suppliers

## Focused on Small Business

SCMC looks to **small businesses first** to maximize their usage where and whenever practical.

- More than 60 percent of SCMC's current agreements are with small businesses.
- Over 90 percent of site spending year-to-date in 2021 has been with SCMC small business agreements.
- SCMC's Small Business Program Resource Center aids site small business program managers.

## Benefit for suppliers

Gain exposure to DOE contractors across the country.

- Nationwide supply chain offers a strong opportunity for small business to grow outside their traditional markets.
- High quality, technically superior, and competitively priced suppliers can be and have been selected for multi-site and enterprise-wide agreements.
- Agreements are awarded on a best value basis, not a lowest price basis.





# Characteristics of a Strategic Partner

## **NNSA/DOE EXPERIENCE**

Familiarity with NNSA/DOE  
Contractors' diverse,  
unique, and extensive  
requirements

## **VALUE-ADDED SERVICES**

Ability/staffing for  
barcoding, JIT, handling  
extensive customer  
services needs

## **eTOOL CAPABILITY**

eSourcing ability, eCatalog  
ability to meet carrying  
item and interface  
requirements

## **BEST-IN-CLASS PERFORMANCE**

Superior PO execution for  
quality & delivery;  
exceptional order history  
reporting

## **NATIONAL / REGIONAL FOOTPRINT**

Regional footprint with  
expansion capability;  
strategic alliances/national  
consortium



# Current SCMC Agreements

## Information Technology (IT)

26 Agreements covering the following Commodities:

- Amazon Web Services
- Apple Computer Products
- Bank Card
- Cisco Computer Products
- Dell Computer Products
- Design Engineering Software
- HP Computer Products
- HR Software
- IT Computer Storage
- Managed Print Services
- OEM Hardware and Software Products
- Source-to-Pay (S2P), catalogs, and eSourcing tools

*20 Agreements awarded to Small Businesses*

*6 Agreements awarded to Large Businesses*

## Recent Awards:

### 13 OEM Hardware & Software Agreements

- Arista, Juniper Networks, Nvidia, VMware, Corelight, ExtraHop, F5, Gigamon, Nutanix, Palo Alto Networks, Extreme Networks and Hitachi (Brocade)
- Awards directly with three small businesses



# Business Opportunities Information Technology

Information Technology			
<b>Cyber Security/Zero Trust Software</b>	541519	Other Computer Related Services	February 2025
<b>Telecommunications</b>	517121	Telecommunication Resellers	May 2025
<b>IT Hardware and Support (Non-PC)</b>	33411	Computer and Peripheral Equipment Manufacturing	March 2026
<b>ERP Software Maintenance/Support - Oracle, Peoplesoft, SAP, etc.</b>	511210	Software Publishers	February 2027
<b>Cloud Software &amp; Implementation</b>	513210	Software Publishers	July 2027



# Current SCMC Agreements

## Operating Supplies (OS)

46 Agreements covering the following Commodities:

- Bulk Fuel
- Bulk Industrial Gas
- Clothing Security Uniforms & Supplies
- Electrical Supplies
- Electronic Components
- Industrial Safety Supplies
- Industrial Supplies
- Janitorial Supplies
- Laboratory Equipment and Supplies
- Packaged Gas & Equipment
- Prescription Safety Glasses
- Test & Measurement Products

*31 Agreements awarded to Small Businesses*

*15 Agreements awarded to Large Businesses*

### Recent Awards:

#### **Clothing, Security Uniforms and Supplies**

- One award to Small Business
- One award to Large Business

#### **Office Supplies**

- One award to Small Business

#### **Electronic Components**

- Three awards to Small Business
- Three awards to Large Business



# Business Opportunities

## Operating Supplies

Operating Supplies			
<b>Office Suppliers (AbilityOne/NIB)</b>	339940 424120	Office Supplies (except Paper), Manufacturing Stationery and Office Supplies Merchant Wholesalers	July 2023
<b>Facilities Maintenance Supplies</b>	325510 331210 335110 335122	Paint and Coating Manufacturing Iron and Steel Pipe and Tube Manufacturing from Purchased Steel Electric Lamp Bulb and Part Manufacturing Commercial, Industrial, and Institutional Electric Lighting Fixture Manufacturing	February 2024
<b>Fittings and Valves</b>	332913 332912	Plumbing Fixture Fitting and Trim Manufacturing Fluid Power Valve and Hose Fitting Manufacturing	February 2024



# Business Opportunities Operating Supplies

Operating Supplies			
<b>Material Handling Equipment</b>	423830	Industrial Machinery and Equipment Merchant Wholesalers	October 2024
<b>Outdoor Equipment</b>	333112 423820 444210	Lawn and Garden Tractor and Home Lawn and Garden Equipment Manufacturing Farm and Garden Machinery and Equipment Merchant Wholesalers Outdoor Power Equipment Stores	January 2026



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# Current SCMC Agreements

## Professional Services (PS)

- 65 Agreements covering the following Commodities:
- Administrative Management & General Management Consulting Services
- Architect & Engineering Services – Phase I (Large Businesses)
- Architect & Engineering Services – Phase II (Small Businesses)
- Construction Site Monitoring and Escort Services
- Environmental Consulting Services
- Infrastructure Engineering Support
- Nuclear Safety Basis
- Recruitment Services
- Translation, Interpretation, Travel & Logistics Support Services

*38 Agreements awarded to Small Businesses*

*27 Agreements awarded to Large Businesses*

## Recent Awards:

### Architecture & Engineering Services

- Regional awards (I, II, III, IV, V, and VI)
- 15 suppliers awarded – Small Business



# Business Opportunities Professional Services

Professional Services			
<b>Phase 1: Construction Bid/Build - Large Businesses</b>	236220 238990	Commercial and Institutional Building Construction All Other Specialty Trade Contractors	October 2023
<b>IT Helpdesk</b>	541512 541413	Computer Systems Design Services Computer Facilities Management Services	January 2024
<b>Phase 2: Construction Bid/Build - Small Businesses</b>	236220 238991	Commercial and Institutional Building Construction All Other Specialty Trade Contractors	January 2025
<b>Environmental Restoration</b>	562910	Remediation Services	March 2025
<b>Facility Support Services</b>	561200	Facility Support Services	February 2026
<b>Maintenance &amp; Repair</b>	811000	Repair and Maintenance	February 2026
<b>Classified Document Disposal</b>	561990	Colleges, Universities, and Professional Schools	February 2027





# Visit Our Website

- Future business opportunities are posted on the SCMC website – [thescmcgroup.energy.gov](https://thescmcgroup.energy.gov)
- Complete a supplier profile to be considered for future opportunities

Supplier Profile

**DUNS and UEI numbers:**  
 Following April 4, 2022, SAM.gov has transitioned to a Unique Entity Identifier (UEI) in place of using a Dun & Bradstreet (DUNS) number. You must register directly with SAM.gov for your UEI. You are no longer required to obtain a DUNS number. This transition allows the government to streamline the entity identification and validation process, making it easier and less burdensome for entities to do business with the federal government.

**NAICS Codes:**  
 The SCMC is using the 2022 NAICS Codes and size standards that have been approved by the Small Business Administration (SBA) as of December 19, 2022 with an adjustment for inflation. A list of the size standards can be found on the [SBA website](#). A size standard, which is usually stated in number of employees or average annual receipts, represents the largest size that a business (including its subsidiaries and affiliates) may be to remain classified as a small business for SBA and federal contracting programs. The definition of "small" varies by industry.

General Information

First Name \*  Company Name \*

Last Name \*  Company Website

Email Address \*  Country \*

Telephone Number  State \*

City / Town \*

Zip Code \*

## Supplier Profile

Tell us about your company. The SCMC will use this information, along with other data points, when selecting suppliers that can best serve our purchasing customers.

Supplier Profile

- Repair & Operating
- Bulk Gas
- Bulk Supplies
- Packaged Gas
- Risk Components
- Fuel
- Risk Supplies
- Other
- Risk Supplies
- Capital Equipment
- Equipment and Supplies
- Facilities
- Fitness
- Furniture
- Handling Equipment & Supplies
- Medical Supplies
- Supplies
- Office Supplies
- Office Equipment
- Office Supplies
- Office Equipment
- Printing, Photographic, A/V Products
- Published Products
- Security Equipment and Supplies
- Test Equipment
- Tooling
- Vehicles
- Other
- Auto Supplies
- Telecommunications
- Consulting
- Engineering
- Environmental
- Human Resources
- Finance and Accounting
- Staffing
- Inspection/Testing
- Training
- Janitorial
- Laundry Service
- Materials - Direct
- Management/Business

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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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