



## DOE & PNNL Small Business **SYNERGY DAY**

**November 8, 2023** | Richland, WA



# Opening Ceremony

**Brianna Yi**

PNNL Small Business Program Manager &

Mistress of Ceremony



PNNL is operated by Battelle for the U.S. Department of Energy





**Welcome to PNNL!**









# Welcome Remarks

**Dana Storms**

Executive Director for Performance Management &  
Chief Risk Officer



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# Welcome Remarks

**Ron Pierce**

Director, Office of Small and Disadvantaged Business  
Utilization (OSDBU), DOE



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# Doing Business with DOE and Engagement with OSDBU

**Mark Lochbaum**

Senior Small Business Advocate, OSDBU, DOE



PNNL is operated by Battelle for the U.S. Department of Energy





# DOING BUSINESS WITH THE U.S. DEPARTMENT OF ENERGY



Presented by:

Mark Lochbaum, Senior Small Business Advocate

OFFICE OF SMALL AND DISADVANTAGED BUSINESS  
UTILIZATION

NOVEMBER 8, 2023



# OSDBU Mission and Commitment

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## ▶ 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.

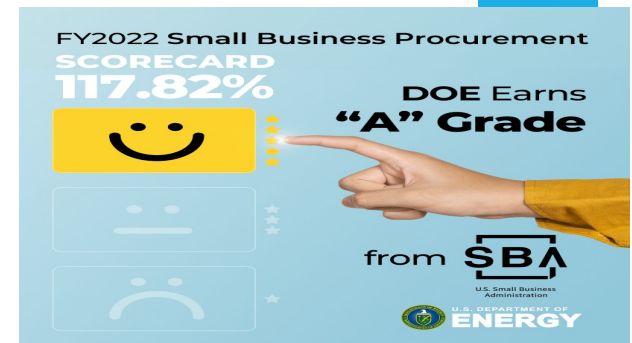
**B:** Build public and private industry relationships.

**U:** Utilize DOE Programs and best practices.



# 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
  - ▶ Over \$10.7B (\$40B base)
  - ▶ Socioeconomic Category Goal
    - ▶ Small Disadvantaged Business 5% (5.6%/\$2.9B)
    - ▶ Women-Owned SB 5% (4.3%/\$2.2B)
    - ▶ Service-Disabled Veteran-owned SB 3% (1.9%/\$914M)
    - ▶ HUBZone SB 3% (1.7%/\$878M)
- ▶ Earned an “A” Grade from the Small Business Administration (SBA) for FY22
- ▶ Dollars do not include financial assistance spend



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

FY 2018	\$6.16B	A
FY 2019	\$7.68B	A
FY 2020	\$8.7B	B
FY 2021	\$9.7B	A
<b>FY 2022</b>	<b>\$10.7B</b>	<b>A</b>

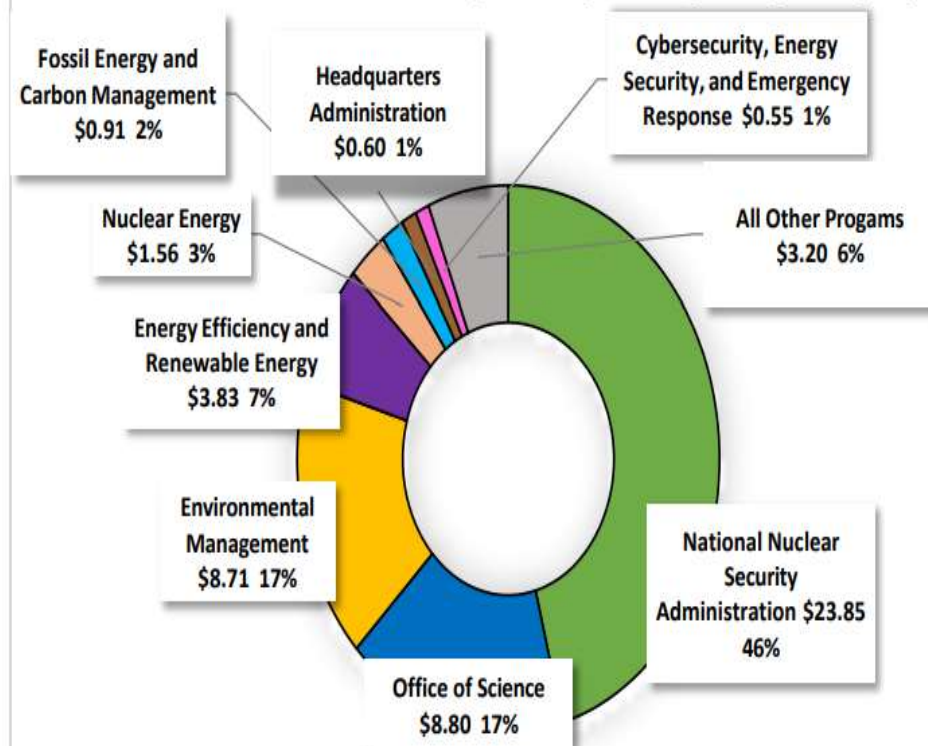
\* Management & Operating Subcontract Reporting Capability; DOE M&O first-tier subcontracts counted as prime contracts

[Individual Scorecard \(sba.gov\)](https://www.sba.gov/individual-scorecard)

# DOE FY 2024 Proposed Budget

<https://www.energy.gov/sites/default/files/2023-06/DOE-FY2024-Budget-in-Brief-V5.pdf>

**FY 2024 DOE Budget Request by Program (\$B)**



**Total = \$51.99 Billion**



# How DOE Procures & Funds

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Full & Open  
Competition

Full & Open  
Competition After the  
Exclusion of Sources  
(SB Set-asides)

Other than Full & Open  
Competition  
(Non-competitive)

Simplified Acquisition  
Procedures (SAP)

General Service  
Administration (GSA)  
Federal Supply  
Schedules (FSS)

Category Management  
strategic contracts,  
Blanket Purchases  
Agreements (BPAs),  
Indefinite Delivery  
Contracts, etc.

Unsolicited Proposals

Funding Opportunity  
Announcements

Prize Competitions

NAICS Code	NAICS Description	FY 22 Obligations
562910	REMEDIATION SERVICES	\$366,024,169.07
541330	ENGINEERING SERVICES	\$241,608,229.28
561210	FACILITIES SUPPORT SERVICES	\$153,917,298.14
541519	OTHER COMPUTER RELATED SERVICES	\$138,062,671.04
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$127,486,834.48
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES	\$83,613,335.08
541620	ENVIRONMENTAL CONSULTING SERVICES	\$74,858,483.41
237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$52,782,638.35
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$47,366,892.29
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$46,261,216.63

# Top Areas of Spend for Small Business

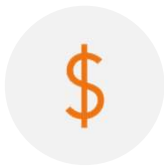
Top Ten North American Industry Classification System Codes (NAICS)

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

# 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 (SCMC): [Supply Chain Management Center \(doe.gov\)](#)



Register in site Supplier Registration database, as applicable



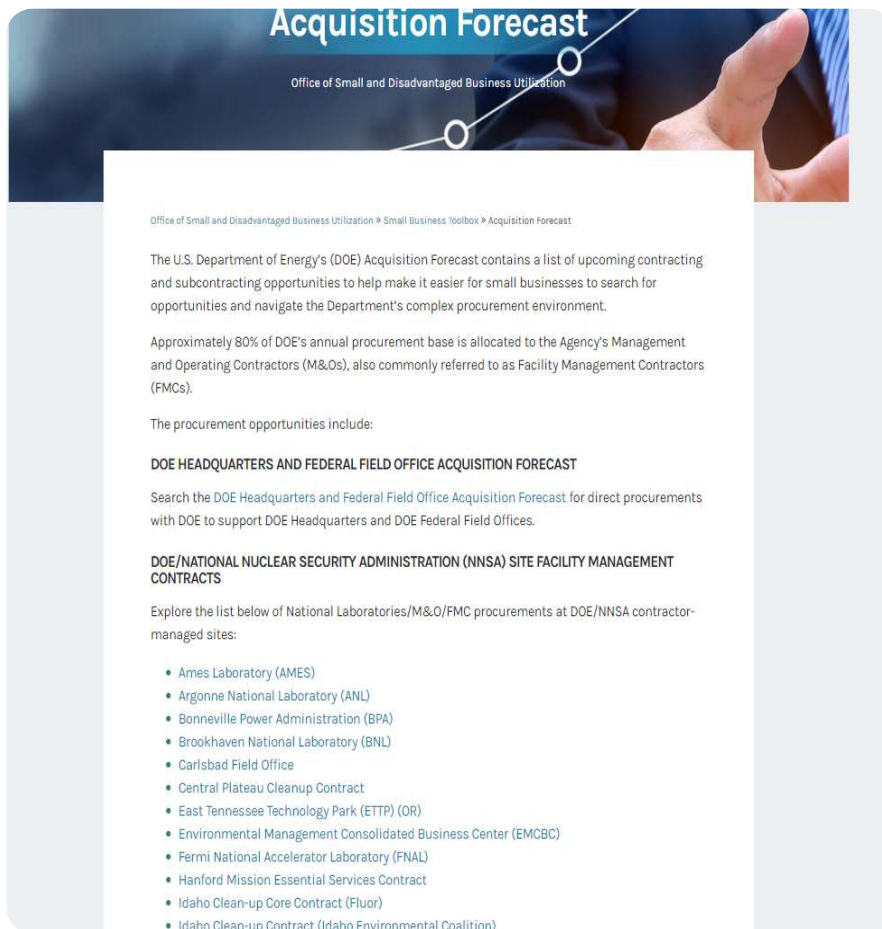
Contact site Small Business Program Manager

# Unique Operating Environment

**Diverse missions, decentralized business model, and complex requirements require a lot of diligence in research and precision in targeting work**

- ▶ **2 Senior Procurement Executives**
- ▶ **14 Heads of Contracting Activities**
- ▶ **80+ Small Business Program Managers**
- ▶ **Multiple SBA Procurement Center Representatives**
- ▶ **Over 20 Different Acquisition Forecasts**
- ▶ **37 Site Facility Management Contracts, including M&Os**
- ▶ **Complex Safety, Security and Cybersecurity Requirements**
- ▶ **High Cost of Entry**





# Acquisition Forecast Opportunities

- DOE Headquarters and Federal Field Office Acquisition Forecast  
<https://www.energy.gov/osdbu/acquisition-forecast>
- Provides list of headquarter prime forecast opportunities
- Provide hyperlinks to the various DOE laboratories for subcontracting opportunities. (You must search each lab individually for its opportunities).

# Mentor-Protégé Program

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- 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
- Utilizes Subcontracting for Protégé 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](#)



# Upcoming DOE OSDBU Hosted Events



## DOE & Pacific Northwest National Laboratory SB Synergy Day

Register today at

<https://app.smartsheetgov.com/b/form/016bbf6252d942779775c8815c9208d2>

Richland, WA

November 8, 2023

## DOE in Partnership with Elected Official to Protect America (EOPA)

Register today at:

<https://protectingamerica.net/doe-summit23>

Washington, DC

November 16, 2023

Additional Events: Upcoming Events Calendar | Department of Energy

Other Agency SB Events: Acquisition Gateway ([gsa.gov](https://gsa.gov))



# DOE OSDBU Support

**For individually-tailored customer care,  
feel free to contact our office:**

**Call: (202) 586-7377**

**Email: [smallbusiness@hq.doe.gov](mailto:smallbusiness@hq.doe.gov)**

**WOSB Program Manager (PM) - Nicola Ohaegbu:**  
**[Nicola.Ohaegbu@hq.doe.gov](mailto:Nicola.Ohaegbu@hq.doe.gov)**

**SDVOSB PM – Blake Clemmer: [Blake.Clemmer@hq.doe.gov](mailto:Blake.Clemmer@hq.doe.gov)**

**HUBZone SB PM – Kent Hibben: [Kent.Hibben@hq.doe.gov](mailto:Kent.Hibben@hq.doe.gov)**

**Small Disadvantaged Business PM - Mark Lochbaum:**  
**[Mark.Lochbaum@hq.doe.gov](mailto:Mark.Lochbaum@hq.doe.gov)**

**Small Business Advocacy – Michael Massello –**  
**[michael.massello@hq.doe.gov](mailto:michael.massello@hq.doe.gov)**

**Data Analyst & Small Business Advocacy - [daniel.duckwitz@hq.doe.gov](mailto:daniel.duckwitz@hq.doe.gov)**

**Deputy Director SB Programs: [Tamara.Miles@hq.doe.gov](mailto:Tamara.Miles@hq.doe.gov)**



# Increasing Success

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## 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.



## 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

# Locate Agency Opportunities

- ▶ **DOE and Major Contractor Acquisition Forecasts:** <https://www.energy.gov/osdbu/acquisition-forecast>
  - ▶ Provides headquarter prime opportunities
  - ▶ Provides hyperlinks to the various Agency laboratories for subcontracting opportunities.
  - ▶ Search each respective site forecast for its unique requirements
- ▶ **System for Award Management:** [SAM.gov](https://sam.gov) | [Contract Opportunities](#)
- ▶ **Clean Energy FOAs:** [Clean Energy Infrastructure Programs at Department of Energy](#) | [Department of Energy](#)
- ▶ **DOE Small Business Innovation Research and Small Business Technology Transfer FOAs:** [SBIR Funding Opportunity Announc...](#) | [U.S. DOE Office of Science \(SC\) \(osti.gov\)](#)
- ▶ **General Services Administration:** [www.ebuy.gsa.gov/ebuy/](http://www.ebuy.gsa.gov/ebuy/)
- ▶ **Federal Grants:** [www.grants.gov](http://www.grants.gov)
- ▶ **DOE Small Business Innovation Research and Small Business Technology Transfer:** <https://science.energy.gov/sbir/>
- ▶ **Prize Competitions:** [EERE Competitions, Challenges, and Industry Prizes](#) | [Department of Energy](#)
- ▶ **DOE Unsolicited Proposals:** [DOE Unsolicited Proposals | netl.doe.gov](http://netl.doe.gov)

# Other Important Links

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U.S. Small Business Administration: [Small Business Development Center](#) & [SBA Learning Platform](#)

APEX Accelerators (formerly PTACs): [Apex Accelerators](#)

Minority Business Development Centers: [MBDA Programs](#) | [Minority Business Development Agency](#)

DOE OSDBU Small Business Toolbox: [Small Business Toolbox](#) | [Department of Energy](#)

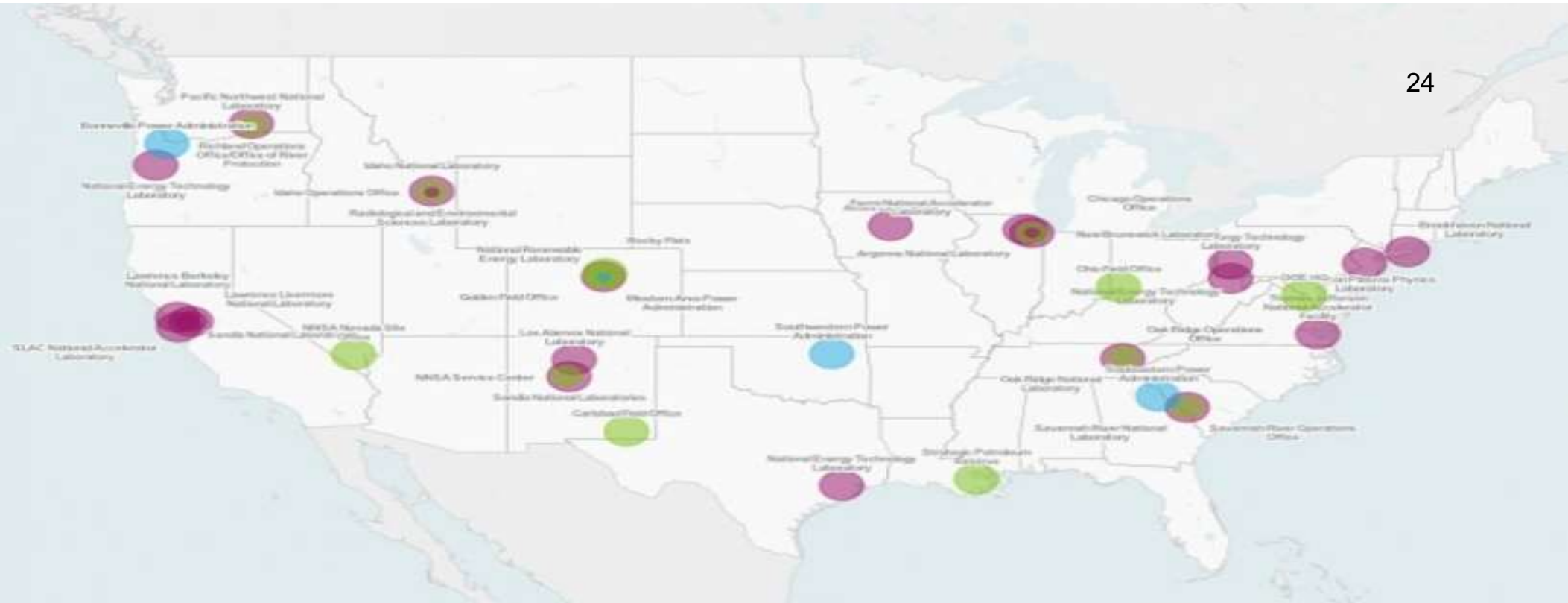
DOE Acquisition Forecasts:  
<https://www.energy.gov/osdbu/acquisition-forecast>

DOE Small Business Program Managers Directory:  
<https://www.energy.gov/osdbu/articles/small-business-program-managers-directory>

Alleged Undue Restrictions: <https://www.energy.gov/osdbu/small-business-services/submit-notice-alleged-undue-restriction>

North American Industry Classification System (NAICS):  
<https://www.census.gov/eos/www/naics>

Federal Grants: [www.grants.gov](http://www.grants.gov)



# DOE & National Nuclear Security Administration (NNSA) Sites





# Doing Business with DOE's Pacific Northwest Sites



PNNL is operated by Battelle for the U.S. Department of Energy







# Doing Business with PNNL

**Brianna Yi**

Small Business Program Manager

Pacific Northwest National Laboratory



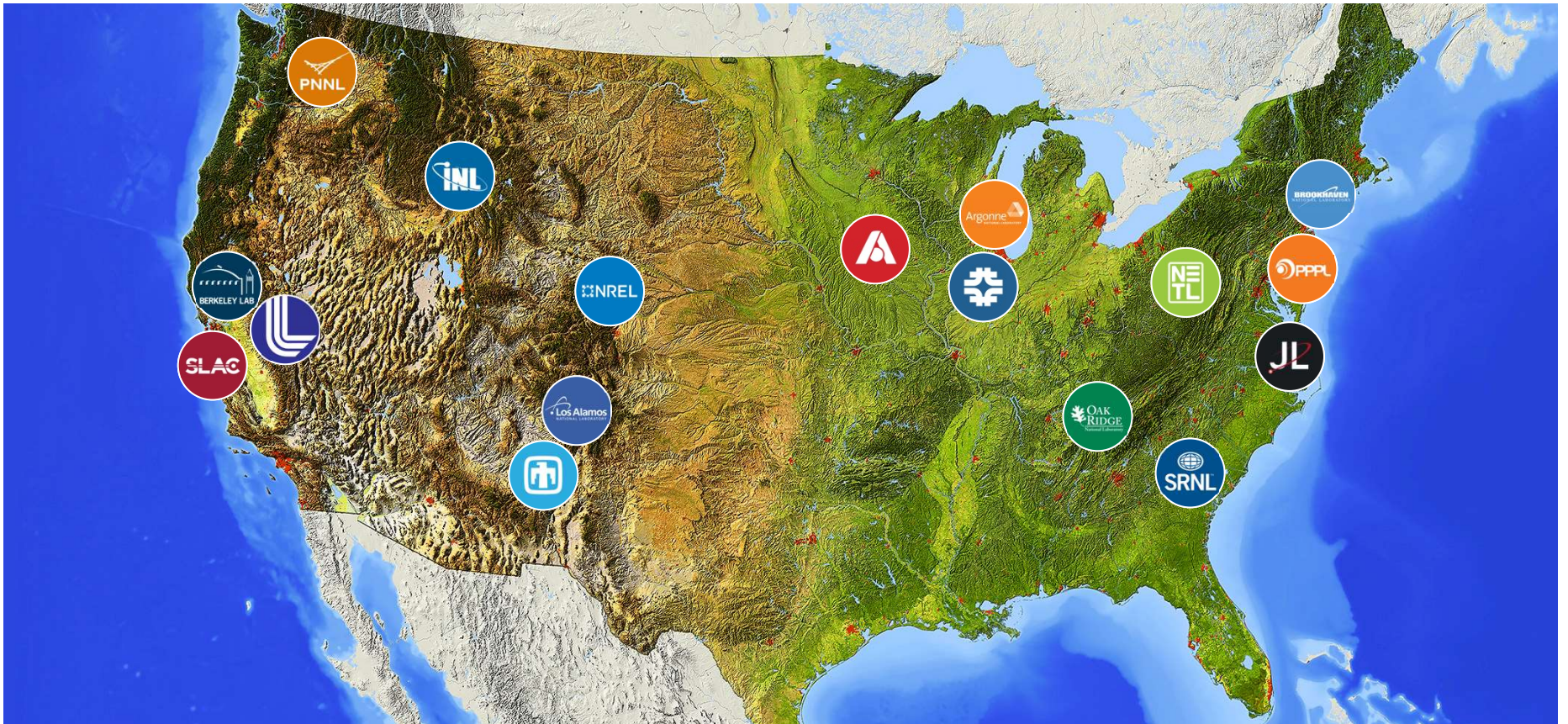
PNNL is operated by Battelle for the U.S. Department of Energy





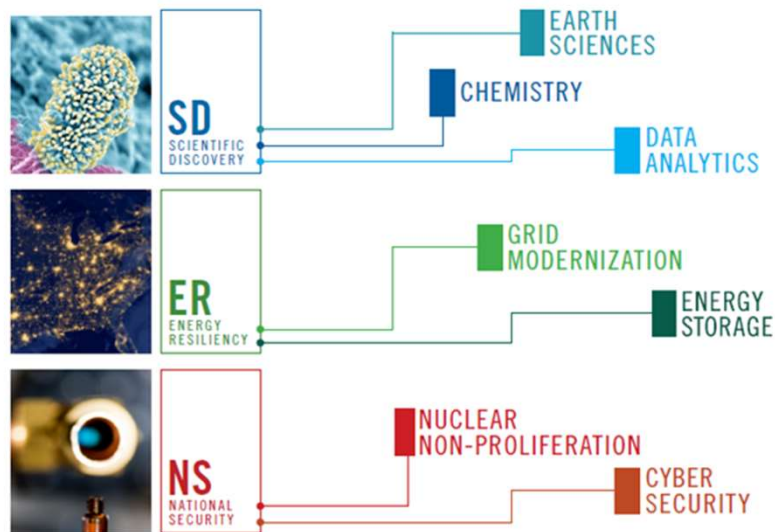


## DOE's 17 **national laboratories** tackle critical scientific challenges



## About PNNL

- 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



**\$1.55B**

Annual Budget



**5,702**

Scientists, engineers, and professional staff



**7**

FLC and R&D 100 awards



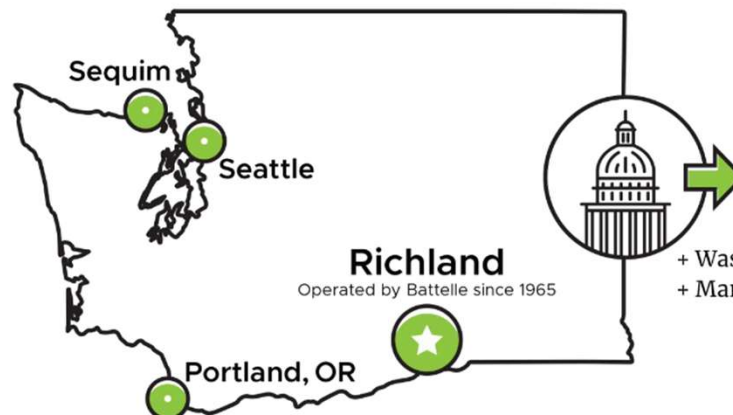
**84**

U.S. and foreign patents granted



**272**

Invention disclosures



**18**

Licenses granted



**1,755**

Peer-reviewed, published articles



**2,709**

Active S&T projects



**125+**

Countries where PNNL staff are actively engaged



**2,819**

Staff with advanced academic degrees



**204**

Companies with PNNL roots — IP or expertise (since 1965)



**1,914**

Cleared staff on site



PNNL is one of DOE's **most diverse** national laboratories



**\$1.34B** Spending



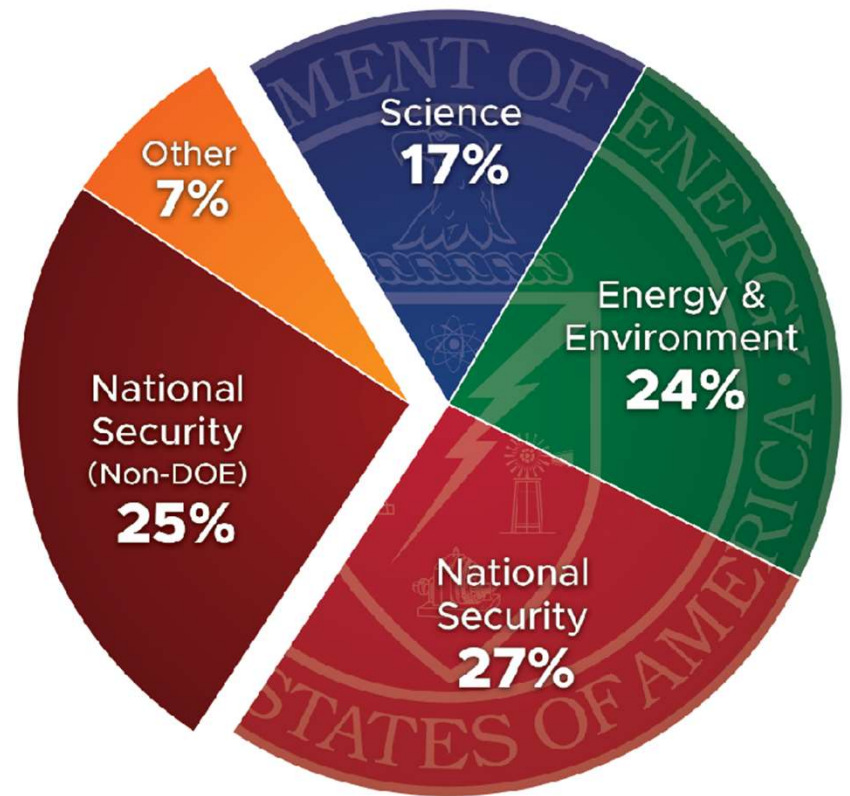
**5,700** Staff



**1,905** Peer-reviewed Publications



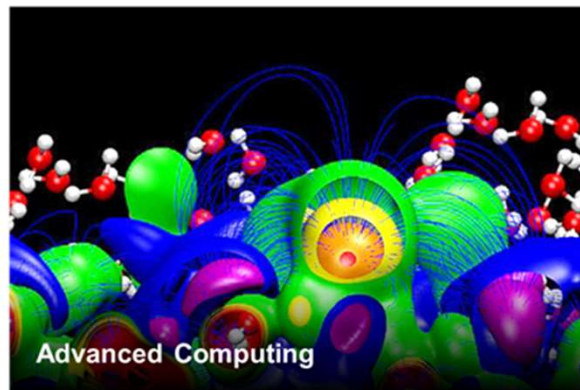
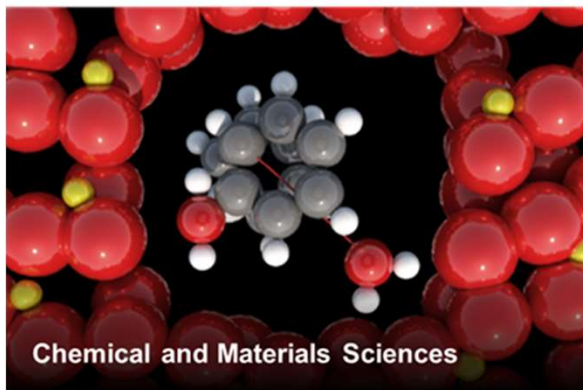
**272** Invention Disclosures



FY 2022 Spending



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





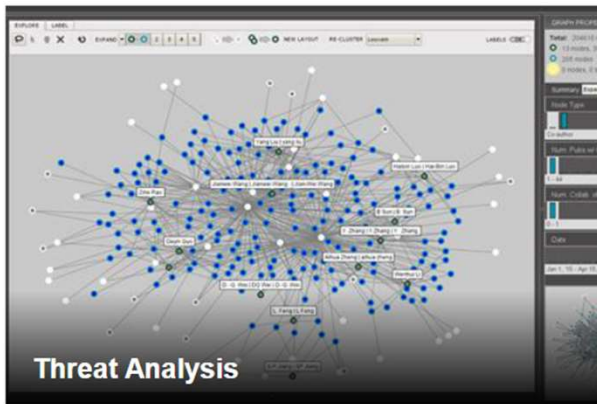


# PNNL's **Energy and Environment** mission delivers innovations for US energy future





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







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



## Grid Storage Launchpad under construction



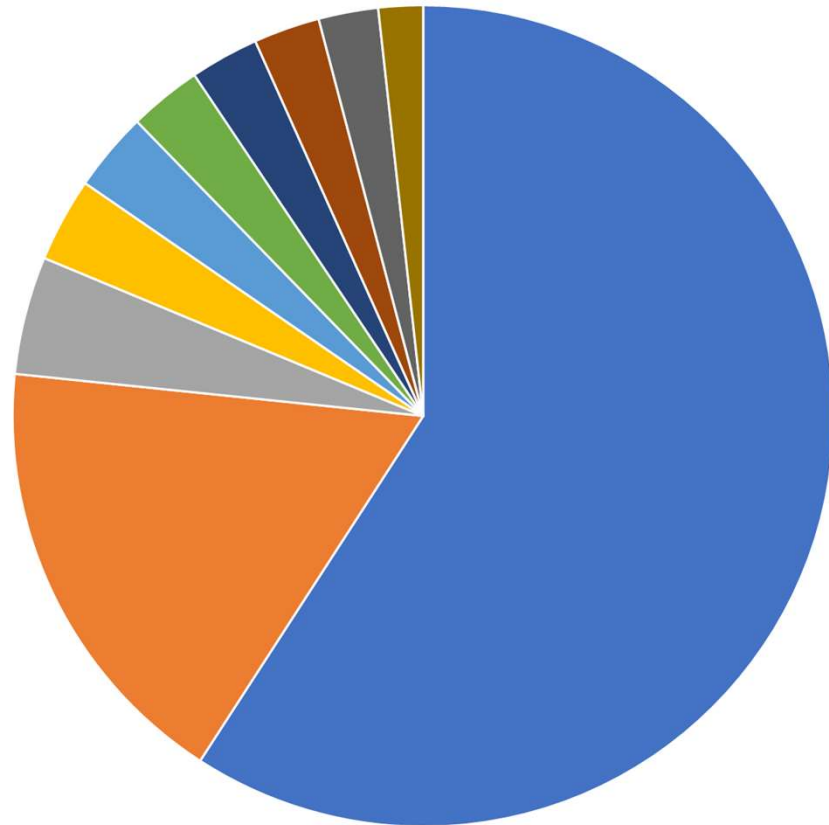


## What we buy and how we buy it

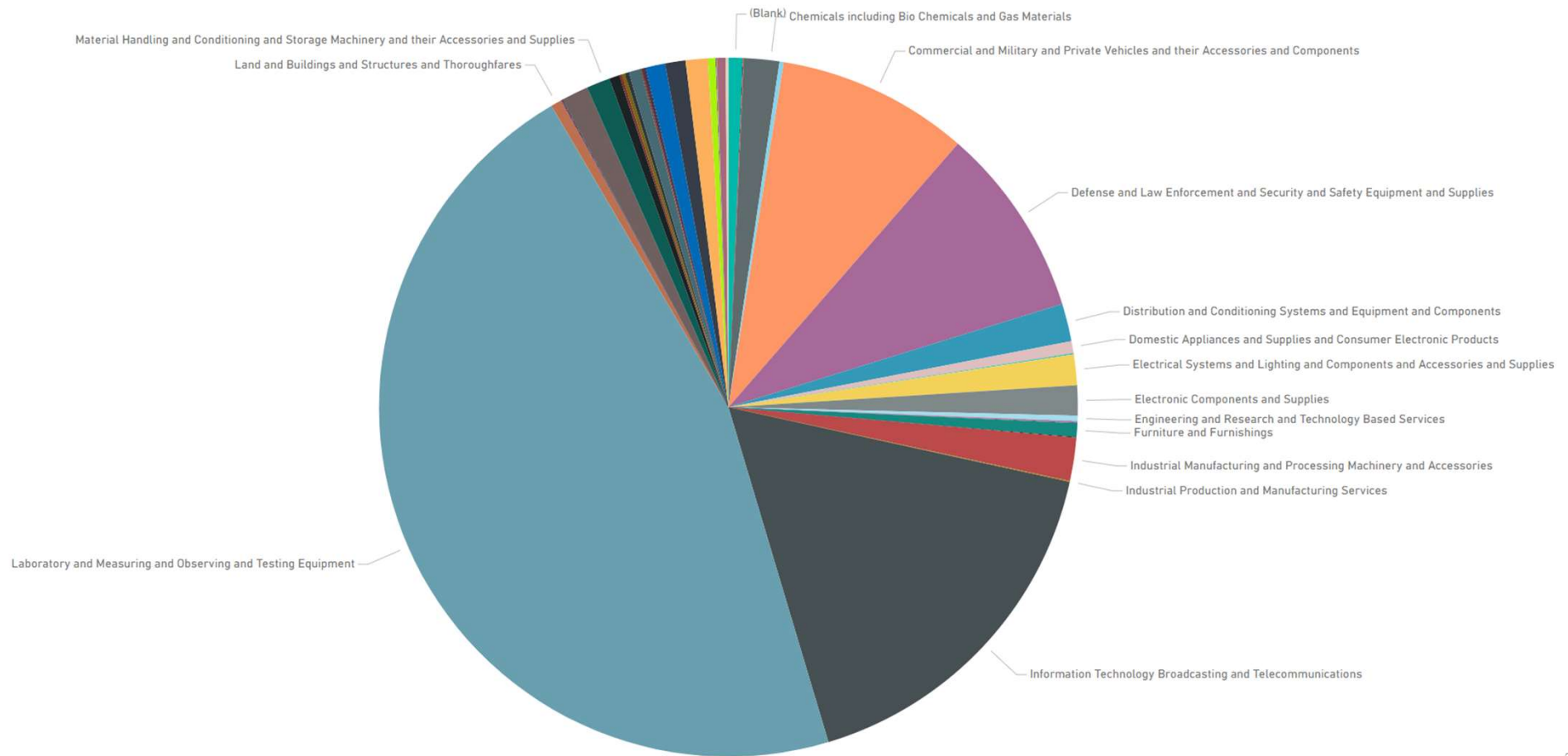
- PNNL purchases a VERY broad spectrum of goods and services through three purchasing mechanisms:
  - Subcontracts/Purchase Orders – high-risk/high dollar goods and services; \$517M in FY23
  - P-Card – low dollar goods (< \$10K) and services (<\$2,500); \$31M FY23
  - B2B – Commercial Off-The-Shelf goods (<\$35,000) via eCommerce; \$18M in FY23
- PNNL supports DOE's small business objectives
- Typical Purchases include scientific & laboratory equipment; energy & efficiency resources; security software systems and products; computational tools and information technology services; construction and facilities infrastructure equipment

## Top NAICS Codes

- 611310 Colleges, Universities, and Professional Schools
- 541690 Other Scientific and Technical Consulting Services
- 334516 Analytical Laboratory Instrument Manufacturing
- 541330 Engineering Services
- 811219 Other Electronic and Precision Equipment Repair and Maintenance
- 511210 Software Publishers
- 541715 Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)
- 488330 Navigational Services to Shipping
- 541990 All Other Professional, Scientific, and Technical Services
- 541620 Environmental Consulting Services



# Top Goods Categories for FY23



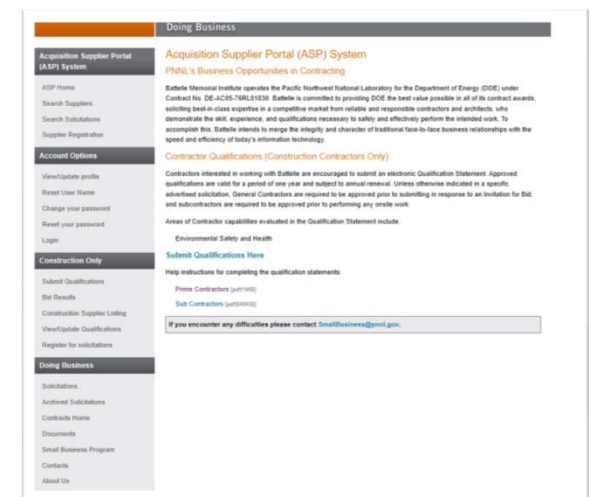
## FY23 Small Business accomplishments

Total	Totals		Goal
	\$	%	%
Large	\$149,297,397	41.2%	50.0%
Small	\$213,465,671	58.8%	
Total	\$362,763,068		
SDB	\$36,605,753	10.1%	5.0%
WOB	\$21,683,721	6.0%	5.0%
HUBZ	\$14,956,257	4.1%	3.0%
VO	\$38,402,725	10.6%	5.0%
SDV	\$27,248,400	7.5%	3.0%



## Tips for working with PNNL

- Prior to Award/doing work with PNNL, you should:
  - Take a few minutes to learn about PNNL and how you can help its mission
  - Become familiar with Battelle's [Prime Contract](#) with the DOE for contract scope and requirements
  - Reach out to 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 onsite construction
  - Partner with a small business (if large)



## Tips for working with PNNL

- 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
- Solicitation/Request for Proposal
  - Competitive solicitations posted externally >\$250K
- Review past “Doing Business with PNNL” webinars
  - <https://www.pnnl.gov/procurement/small-business-program>



## Forecast Opportunities

### Procurement of a Radar Wind Profiler - Full and Open

NAICS Code: 334519

Estimated Dollar Range: \$400,000-\$500,000

Anticipated Award Fiscal Year: Q1 or Q2 FY24

### Procurement of a Multicomponent Trace Gas Analyzer – Full and Open

NAICS Code: 334516

Estimated Dollar Range: \$200,000-\$300,000

Anticipated Award Fiscal Year: Q1 or Q2 FY24

### RPL 325 Building Systems Upgrade – Full and Open

NAICS Code: 236220

Estimated Dollar Range: \$14M - \$17M.

Anticipated Solicitation: FY 24, QTR 1

## Current Opportunities

<u>Solicitation Number</u>	<u>Title</u>	<u>Location</u>	<u>Issue Date</u>	<u>Due Date</u>	<u>Solicitation Type</u>
0000798065	EMC VxRail E660F	Richland, WA	11/2/2023	11/15/2023	Goods
0000781976	3020 EMSL ESC Backfill Construction Support	Richland, WA	10/19/2023	11/16/2023	Construction
0000794802	Cleaver Brooks Boiler Tuning and Repair	Richland, WA	11/7/2023	11/21/2023	Services
0000780131	LIMS SYSTEM	Richland, WA	11/3/2023	11/27/2023	Services
0000788210	Richland North Infrastructure Construction	Richland, WA	9/18/2023	11/30/2023	Construction
0000782191	Cold Spray Gas Trailer	Richland, WA	11/7/2023	11/30/2023	Goods & Services
0000796136	Terminal 18, Seattle, WA – Remote Operations / CR-Portal Upgrade	Seattle, WA	10/30/2023	12/04/2023	Construction
0000799968	Oakland RS-484 RPM Upgrade TraPac, ETS, and SSA Terminals	Oakland, CA	11/7/2023	12/11/2023	Construction



## Small Business Program resources and contacts

- PNNL [Acquisition Supplier Portal](#)
- PNNL [Solicitation](#) Website
- PNNL Doing Business with Procurement: [Directorate Listing](#)
- For more information about PNNL Small Business Program and its Small Business Program goals, please visit the [Small Business Program Website](#)
- Contact PNNL's Small Business Program Manager [small.business@pnnl.gov](mailto:small.business@pnnl.gov)





**Thank you**





# Doing Business with INL

**Stacey Francis**

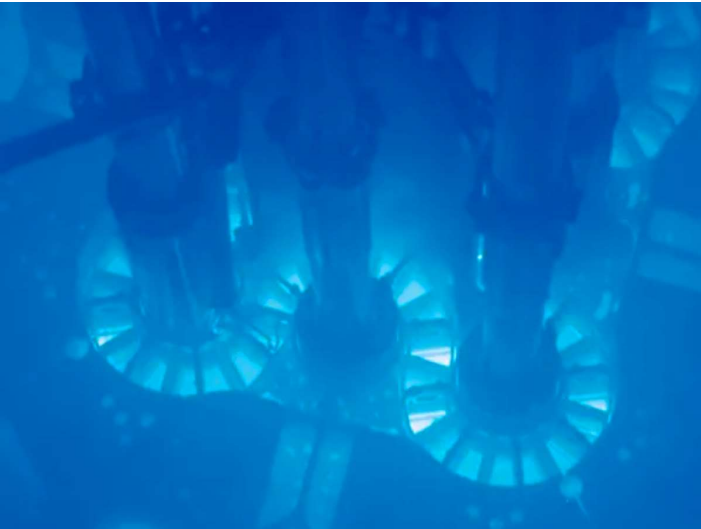
Small Business Program Manager

Idaho National Laboratory



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**Stacey Francis**

*Small Business Program Manager*

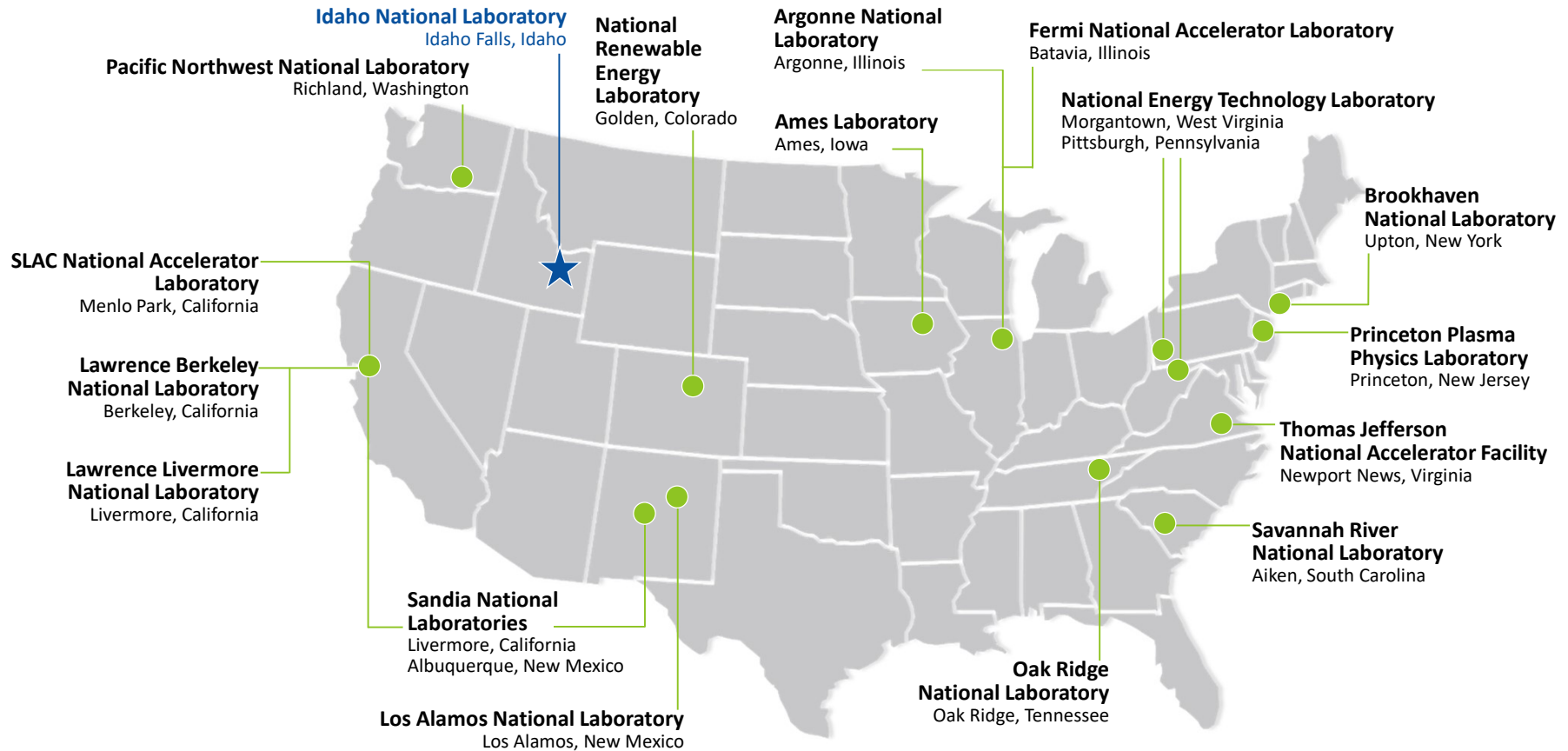


# Working with INL

## How to Become a Supplier



# DOE National Laboratories



IDAHO NATIONAL LABORATORY

# Addressing the world's most pressing challenges through research, development, and demonstration



## VISION

INL will change the world's energy future and secure our critical infrastructure.

## MISSION

Discover, demonstrate and secure innovative nuclear energy solutions, clean energy options and critical infrastructure.

## VALUES

Excellence, Inclusivity, Integrity, Ownership, Teamwork, Safety.





## Our Heritage: *The National Reactor Testing Station drove nuclear innovation in the U.S. and around the world*

1<sup>st</sup>

Nuclear power plant

U.S. city to be powered by nuclear energy

Submarine reactor tested; training of nearly 40,000 reactor operators until mid-1990s

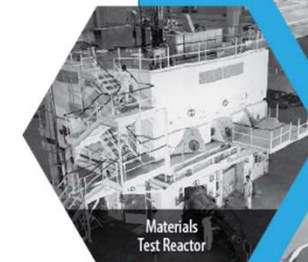
Mobile nuclear power plant for the army

Demonstration of self-sustaining fuel cycle

Basis for LWR reactor safety

Aircraft and aerospace reactor testing

Materials testing reactors



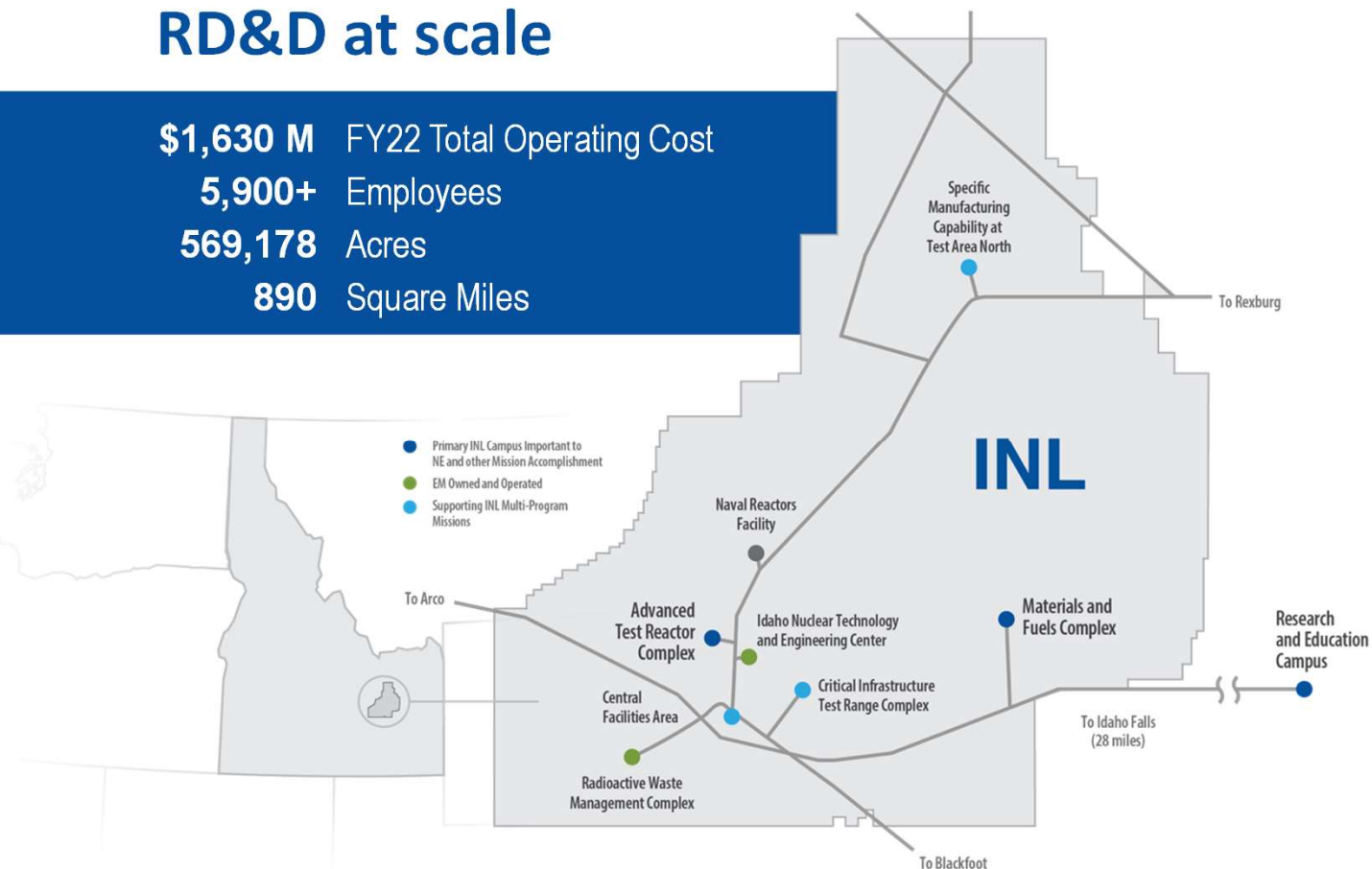
# Unique INL site, infrastructure, and facilities enable energy and security RD&D at scale

**\$1,630 M** FY22 Total Operating Cost

**5,900+** Employees

**569,178** Acres

**890** Square Miles



**4** Operating reactors

**22** Hazard Category II & III non-reactor facilities/ activities

**49** Radiological facilities/activities

**17.5** Miles railroad for shipping nuclear fuel

**44** Miles primary roads (125 miles total)

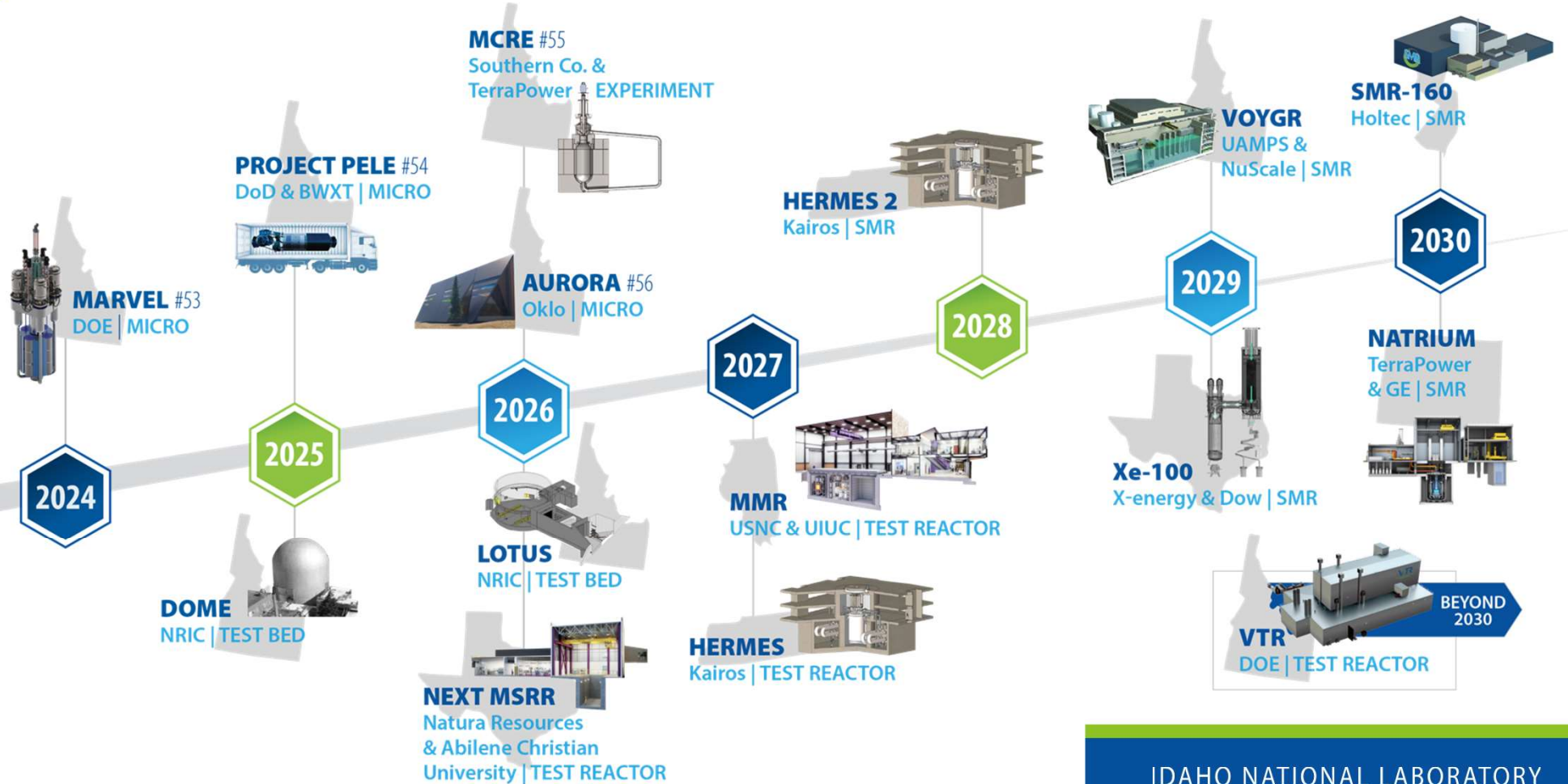
**9** Substations with interfaces to two power providers

**128** Miles high-voltage transmission & distribution lines

**3** Fire Stations

IDAHO NATIONAL LABORATORY

# Accelerating advanced reactor demonstration & deployment





# INL Small Business Goals

INL is committed to using small businesses to accomplish its diverse missions. This includes looking for minority and disadvantaged owned businesses.



# Opportunities – What We Buy

- The principle products and services to be procured in support of the INL Small Business Subcontracting Goals are those associated with an extremely diverse research and development environment and are vital to the vision and mission of the INL.

## INL Principle Procurement Categories:



### Commodities

Office supplies; chemicals; industrial supplies; fasteners; tools; clothing; gasses; petroleum



### Construction

New facilities; infrastructure upgrades; leased buildings



### Equipment

Capital equipment; heavy equipment; instrumentation; engineered hardware; nuclear fuels; reactor spare parts



### Information Technologies

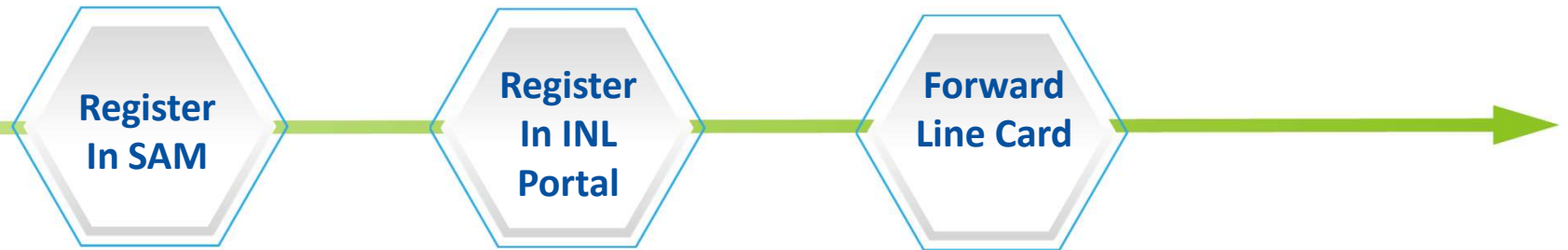
Specialty software; servers; programming telecommunications services and equipment; equipment systems



### Services

Technical services; engineering (civil, structural, mechanical, electrical) environmental support; facility support; janitorial; maintenance; university research and development

# Getting Started



- Register in the System for Awards Management at SAM.gov
  - Unique Entity Identifier assigned within SAM.gov
- Register in the INL Vendor Portal at [vendor.inl.gov](http://vendor.inl.gov)
- Forward line card or capability statement to Small Business Office at [small.business@inl.gov](mailto:small.business@inl.gov)

# Upcoming Opportunities

- Construction
  - New builds
  - Nuclear facility upgrades
  - Roofs
  - Infrastructure Upgrades
- Generator Replacements
- Switchgear
- New reactor design





Idaho National Laboratory

[WWW.INL.GOV](http://WWW.INL.GOV)



# Doing Business with One Hanford



PNNL is operated by Battelle for the U.S. Department of Energy





# THE HANFORD SITE

## Conducting Business with Hanford Primes

*October 24, 2023*

# Hanford Mission Integration Solutions

Rebecca Kolln/Amy Justice  
Small Business Program Manager





**About HMIS:** HMIS is the essential services provider for the Hanford site and is responsible for delivering a wide range of infrastructure services, including:

- Water, power, and road maintenance
- Information Technology (IT) including maintenance of IT infrastructure, Cybersecurity, management of site forms
- Safeguards and security (i.e., protective security force, physical security, information security, personnel security (badging), and management of the safeguards and security program)
- Environmental stewardship and land management
- Management of the HAMMER training center, providing hands-on training to Hanford Site workers, military, national and international emergency responders and Homeland Security personnel

**HMIS Procurement Website:** HMIS Procurement website (<https://hmis.hanford.gov>) has a lot of great information, including:

- Small Business Opportunities
- Solicitations and Notices
- Vendor Registration (VendReg)
- Commonly used subcontractor forms
- Tutorial on How to Do Business with HMIS

## HMIS Opportunities - Vendor Registration

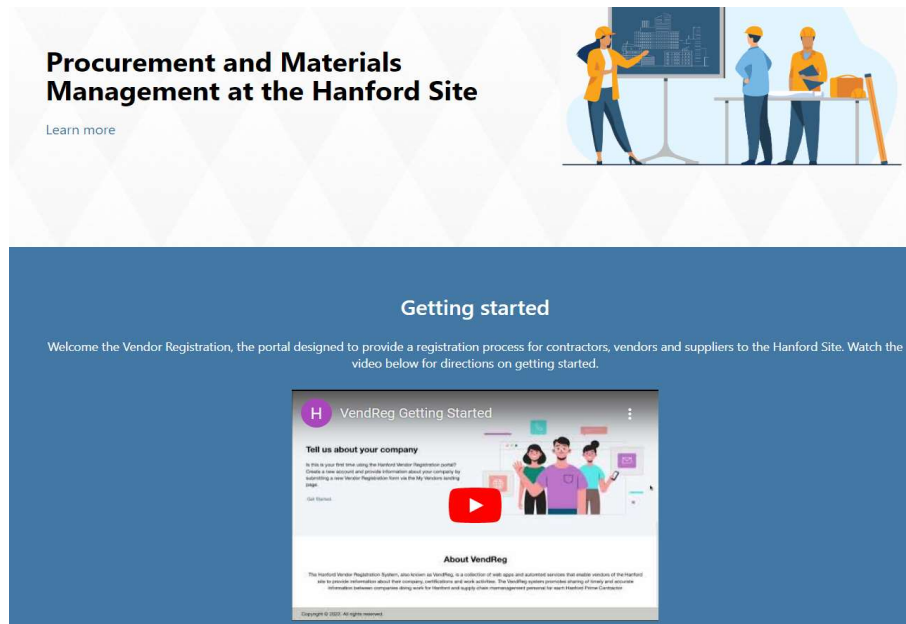
**HMIS Opportunities:** The Solicitations for current opportunities are posted on the HMIS Procurement website under Solicitations and Notices (<https://hmis.hanford.gov/page.cfm/SolicitationsandNotices>).

- Page is updated frequently with new requests and changes to current solicitations
- Contact the HMIS Small Business Program Manager (SBPM) at [Small\\_Business\\_Advocate@rl.gov](mailto:Small_Business_Advocate@rl.gov) if interested in an opportunity and they will get you in touch with appropriate Procurement Representative.
  - Have a list of company capabilities/offerings available to share with the SBPM

**Vendor Registration (VendReg):** HMIS manages the Vendor Registration System for HMIS, Washington River Protection Solutions (WRPS), Central Plateau Cleanup Company (CPCCo), and Navarro – ATL (formerly Hanford Laboratory Management and Integration - HLMI).

- Companies who desire to work with HMIS, WRPS, CPCCo and Navarro - ATL should consider registering in the VendReg system
- Registration in VendReg is required in order to be eligible for an award (this is in addition to System for Award Management (SAM) registration, also recommended)

The VendReg website also contains a video on how to complete your vendor registration:



You can also contact [VendorRegSupport@rl.gov](mailto:VendorRegSupport@rl.gov) with any questions/assistance needs.

Once you have registered, you will need to make sure you keep your company profile accurate and current, including changes to:

- Company information
- Points of contact
- Billing information
- Tax ID's
- Updating North American Industry Classification System (NAICS) codes within your company profile
- Updating your company's business size to the identified NAICS codes

The above can be completed by an update in the VendReg system, initiated by the assigned Point of Contact (POC) for your company.



## HMIS Upcoming Opportunities

Title	Description	Type (Construction, Material, Services)	Estimated RFP Release Date
Geophysical Scanning	Geophysical field services, including but not limited to ground scans, concrete scans, and/or interior wall and floor scans, within the Hanford Site in support of excavation permits, engineering studies, engineering designs, and construction activities	Services	November 2023
Building Trades Worker Trainer Support for HAMMER	Building and construction trades represented personnel to provide worker trainer support for training programs at HAMMER	Services	December 2023/ January 2024
RFP No. 369801	Provide instructor support for Hoisting & Rigging, Fall Protection, and other industrial safety training at HAMMER	Services	January 2024
RFP No. 369806	Asbestos/Asbestos Hazard Emergency response Act (AHERA) training support at HAMMER	Services	Spring 2024
Z-362	Fire Station 93 Habitability: electrical, mechanical and roofing upgrades	Construction	Spring 2024
Z-331	Set-up of 200W Portable Truck Fill Station	Construction	Spring/Summer 2024
Z-352	Installation of a New Above Ground Process Sewer Discharge Water Line	Construction	Spring/Summer 2024
Z-364	Installation of New Water Line to MO-256, MO-257 and MO-414	Construction	Spring/Summer 2024
Z-377	A9 Substation Fence Replacement	Construction	Spring/Summer 2024

## HMIS Upcoming Opportunities

Title	Description	Type (Construction, Material, Services)	Estimated RFP Release Date
Z-378	Move of Shielded Counting Enclosures to 851 Smart Park	Construction	Spring/Summer 2024
Z-380	WTP-96-Strand Fiber Installation	Construction	Spring/Summer 2024
Z-384	2701HV Heating Ventilation and Air Conditioning (HVAC) Replacement	Construction	Spring/Summer 2024
Engineering Services	Engineering Blanket Master Agreements (BMA's)	Engineering/ Construction	August – September 2024

Please check out our opportunities page:  
<https://hmis.hanford.gov/page.cfm/SolicitationsandNotices>

## HMIS Recurring Buys



- Respiratory Protection Equipment



- Water/Sewer Supplies



- Electrical Supplies

# Central Plateau Cleanup Company

Karisa Saywers  
Small Business Program Manager





# Introduction to CPCCo

**About CPCCo:** Central Plateau Cleanup Company (CPCCo) is responsible for safe, environmental cleanup of legacy nuclear waste at the Hanford Site along Hanford's Central Plateau and along the Columbia River Corridor, which includes:

- Management of site operation
- Facility deactivation, decommissioning, decontamination and demolition
- Waste-site remediation
- Transuranic waste management

**CPCCo Procurement Website:** The [CPCCo Suppliers and Contractors website](#) has a lot of very useful information, including:

- **[Contract Provisions](#):** Contract Terms and Conditions, listed by General Provisions and Special Provisions.
- **[Submittals, Forms, and Docs](#):** **Submittals, forms and documents** which are routinely accessed and used by Subcontractors in performance of their work for CPCCo.
- **[Safety Reference Documents](#):** Safety related documents and procedures applicable to work performed in support of CPCCo.

# CPCCo Opportunities

**Doing Business with CPCCo:** It is CPCCo's preference to do business with contractors who are responsible suppliers of products and services with a proven record of successful contract performance. Prospective contractors must be responsive to the solicitation requirements and meet responsibility criteria appropriate for the circumstances as described in FAR 9.1. This includes the following:

- **Representations and Certifications:** Prospective contractors are required to submit a signed certification with their proposals.
- **Working Onsite:** Workers and Visitors to the Hanford Site must understand and comply with Site Access Requirements.
- **E-Verify:** CPCCo contractors are required to comply with FAR 52.222-54 and verify their employees' eligibility. Visit the E-Verify website for registration information.

**CPCCo Opportunities:** Solicitations are posted on the CPCCo [Current Solicitations](#) page. This page can be accessed by clicking on the Suppliers & Contractors link.

- Page is updated frequently with new requests and changes to current solicitations.
- Contact the CPCCo Small Business Program Manager (SBPM) at [CPCCoSB@rl.gov](mailto:CPCCoSB@rl.gov) if interested in an opportunity and they will get you in touch with appropriate Procurement Representative.
  - Have a list of company capabilities/offerings available to share with the SBPM.

## CPCCo. Upcoming Opportunities

Title	Description	Type (Construction, Material, Services)	Estimated RFP Release Date
Soil & Groundwater Operations	Installations of wells	Construction	January 2024
Pre-Manhattan Project Facilities	Structural Roof Rehabilitation, Concrete Masonry Unity Repair and Repointing, Electrical Upgrades	Construction	February 2024
Waste Projects & Operations	T Plant PCMs	Material	March 2024
West Area Remediation Project	Relocate triple-wide trailer	Construction	March 2024

Please check out our opportunities page:  
<https://cpcco.hanford.gov/page.cfm/CurrentSolicitations>

# Washington River Protection Solutions

Staci Downing  
Small Business Program Manager





**About WRPS:** WRPS is an Amentum led company with partners: Atkins and Orano, employing 2,200+ employees, whose goal is to:

- Protect the public and the environment from the risk posed by 56 million gallons of radioactive and chemical waste stored in 177 tanks. The tank waste material are remains from years of World War II and post-war production of nuclear weapons
- Safely manage and retrieve waste from tanks and prepare the delivery system for the Waste Treatment Plant. These tanks are stored in 18 farms around the Hanford site
- Immobilize the waste at the Waste Treatment Plant

**Where to Locate Opportunities:** All posted solicitations can be located on the WRPS external webpage: <http://www.hanford.gov/tocpmm/>

- Contact the WRPS Small Business Program Manager (SBPM), Staci Downing at [WRPSSmallBusiness@rl.gov](mailto:WRPSSmallBusiness@rl.gov) if interested in an opportunity and they will get you in touch with appropriate Procurement Representative.
- Have a list of company capabilities/offerings available to share with the SBPM if you would like to set up a meeting to share your company/product information.

## WRPS Upcoming Opportunities

Title	Description	Type (Construction, Material, Services)	Estimated RFP Release Date
Waste Feed Delivery (WFD)	AP WFD Redundant Power Upgrades	Construction	November 2023
REQ 363089	Low Monitoring System Design, Procurement, Fabrication and Testing	Services	November 2023
REQ 368614	National Electrical Codes (NEC) Inspection Services. Basic Master Agreement (BMA) for multiple year performance	Services	November 2023
REQ TBD	AED Service and Maintenance Multiple Year Support	Services	November 2023
Effluent Treatment Facility (ETF)	ETF Paving and Lighting	Construction	December 2023
SY Farm	SY Change Tent Installation	Construction	December 2023
REQ 367596	AMPS and WARM Process Modules Design and Fabrication	Material	December 2024
Tank-Side Cesium Removal (TSCR)	TSCR Weather Enclosure Installation	Construction	January 2024
Effluent Treatment Facility (ETF) /Variable Frequency Drive (VFD)	ETF Vapor Compressor Motor/VFD Replacement	Construction	January 2024

## WRPS Upcoming Opportunities

Title	Description	Type (Construction, Material, Services)	Estimated RFP Release Date
REQ TBD	A-Farm ERSS Inlet Jumpers	Material	January 2024
REQ TBD	Fabricate Cover Plates & Shield Structures for A-106	Material	January 2024

Please check out our opportunities page:

<https://www.hanford.gov/tocpmm/>

# Navarro-ATL

Shannon Malisani  
Procurement Manager  
Navarro-ATL



# Introduction to Navarro-ATL

- Hanford Laboratory Management and Integration (d.b.a. Navarro-ATL) is a small business that operates, manages, and maintains the 222-S Laboratory.
- Unpopulated LLC formed by Navarro Research and Engineering, Inc. and Advanced Technologies and Laboratories International, Inc.
- We analyze highly radioactive air, liquid, soil, sludge, and biological samples in support of all Hanford projects.
- We study the physical and chemical characteristics of waste necessary to ensure safe storage and enable waste retrievals; provide data to support tank closure requirements; and support the Vadose Zone Program, which tests for potential threats to groundwater.
- During Direct-Feed Low-Activity Waste (DFLAW) operations, we will characterize tank waste to ensure it is suitable to be treated for vitrification. In glass form, the waste is stable and impervious to the environment, and its radioactivity will safely dissipate over hundreds to thousands of years.
- Contract scope includes analytical services, facility operations, facility maintenance, with core functions of engineering, environmental safety and health, assurance systems, interface management, and business services.

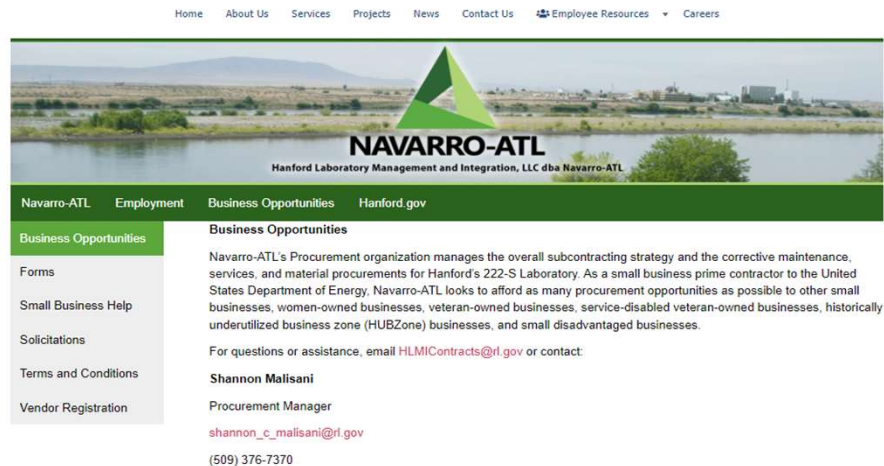


# Where to Find Information

Current website is: <https://navarro-inc.com/hlmi-business-opportunities/>

- [Forms](#) routinely used by Subcontractors in performance of their work for Navarro-ATL
- [Small Business Help](#) includes a variety of links to DOE and other state and federal government websites, as well as websites of other Hanford prime contractors
- [Solicitations](#) for current subcontract opportunities
- [Terms and Conditions](#) includes General Provisions, Supplemental Provisions, and other attachments cited in solicitations and subcontracts
- [Vendor Registration](#) link to the VendReg system as well as Representations and Certifications documents for the Subcontractor's completion to be considered eligible for an award

Contact Navarro-ATL at  
[HLMIContracts@rl.gov](mailto:HLMIContracts@rl.gov)



## Navarro - ATL Upcoming Opportunities

Title	Description	Type (Construction, Material, Services)	Estimated RFP Release Date
General Laboratory Items	Materials/Consumables for analytical services, facilities operations and maintenance (e.g., gases, breakers, belts, compressors, drums, fasteners)	Materials	Interested parties can email
PPE	Scrubs, shoe covers, gloves, safety glasses etc.	Materials	Interested parties can email
Conduct of Operations Mentor	Conduct of Operations Mentor to support HLMI Management and Operations	Services	November 2023
Office Supplies	Copier paper, folders, labels,	Materials	Interested parties can email
Laboratory Room Renovations	IDIQ for three room renovations within 222-S Laboratory with optional future room renovations	Construction	October 2023

Please check out our page:  
<https://navarro-inc.com/hlmi/>

# HPM Corporation

Jody O'Connor  
Small Business Administrator

HPMC OCCUPATIONAL  
MEDICAL SERVICES

**About HPM Corporation:** HPM Corporation (HPMC) was founded in July 2001. Recognizing a growing need to provide quality, cost-effective occupational medicine, occupational safety and health, and project management services.

As the prime contractor, HPMC has full responsibility and accountability for providing occupational medical and health services to over 9,000 Hanford workers.

**Becoming a Supplier of HPMC:** Prospective Suppliers and Contractors will need to complete the following:

- Be registered in the SAM
- Complete the federal web-based Representations and Certifications via SAM
- Suppliers or contractors are required to have a Unique Identity Number (UIE). The UEI is a 12-character alphanumeric identifier assigned to contractors by SAM.gov
- E-Verify is an Internet-based system that allows an employer, using information reported on an employee's Form I-9, to determine the eligibility of that employee to work in the United States. HPMC contractors are required to comply with FAR 52.222-54 and verify their employee's eligibility. Visit the E-Verify website for registration information

Solicitations for current opportunities are posted on the “Opportunities” tab, HPM [Solicitations and Notices](#) page.

- This page is updated frequently with new requests as well as changes to current posted solicitations
- Contact the HPMC Small Business Program Manager (SBPM) [j\\_l\\_oconnor@rl.gov](mailto:j_l_oconnor@rl.gov) if interested in an opportunity and they will get you in touch with appropriate Procurement Representative.
  - Have a list of company capabilities/offerings available to share with the SBPM.



## HPM Corporation Upcoming Opportunities

Title	Description	Type (Construction, Material, Services)	Estimated RFP Release Date
Medical Supplies	Gloves, Masks, Syringes, etc.	Material/Product	Continuous
Office Supplies	Paper, basic office supplies, various	Material/Product	Continuous

Please check out our opportunities page:

[HPMC | Occupational Medicine | United States hpmcorporation.com](#)

## New Hanford OccMed Contract

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HPMC's Contract will end 12/31/23.  
The new Hanford OccMed Prime Contractor's information is below

Inomedic Health Applications, Inc (IHA)

Link to their website: <https://ihamedical.com>  
(see the Hanford OMS tab)

Contact: Jody O'Connor  
[j\\_l\\_oconnor@rl.gov](mailto:j_l_oconnor@rl.gov)

509.376.1973

# Bechtel

Kylie Rolloson  
Small Business Program Manager



# Bechtel/WTP Introduction

**About Bechtel – Waste Treatment Plant (WTP):** Bechtel National, Inc. (BNI) is designing, constructing, and commissioning the world's largest radioactive waste treatment plant for the U.S. Department of Energy (DOE). When complete, the Hanford Tank Waste Treatment and Immobilization Plant, also known as the Vit Plant, will process and stabilize million gallons of radioactive and chemical waste currently stored at the Hanford Site.

## Becoming a Vit Plant Supplier

- Reach out to the SBPM if interested in an opportunity and they will get you in touch with appropriate Procurement Representative
  - Send your interest along with your capability statement to [wtpsba@bechtel.com](mailto:wtpsba@bechtel.com)
- Make sure you are registered with Bechtel. In order to submit interest on opportunities and be added to a bid list you need to be registered (Register at [Bechtel.com/Suppliers](https://www.bechtel.com/Suppliers))
- Find opportunities at [hanfordvitplant.com/business-opportunities](https://hanfordvitplant.com/business-opportunities)

## Bechtel/WTP Upcoming Opportunities

Title	Description	Type (Construction, Material, Services)	Estimated RFP Release Date
Crane Coatings/Rework	Refurbishment of two (2) commercial grade cranes. Disassemble cranes as necessary to repaint the cranes. Reassemble the cranes and correct any electrical/mechanical issues identified. Identify if parts are obsolete and replace as necessary. Perform a Factory Acceptance test on the crane to make sure it works as intended. Ship cranes back to WTP Warehouse (WTP provides transport from WTP to location)	Equipment	November 2023
CM Piping Bulks (Pipe/ Fittings/ Flanges)	Provide commercial grade bulk materials for pipe fittings, flanges and pipe.	Material	November 2023
Q Fasteners	Q and CM Fasteners for the project.	Material	November 2023
Steel	Fabricated Structural Steel, Miscellaneous Steel Shapes, Steel Embeds	Material	November 2023
Boilers, Heaters & Furnaces (General Services)	Repair and maintenance of boilers, heaters, and furnaces across the WTP Construction Site.	Technical Services	4th Quarter 2023
Civil General Services	Perform maintenance on civil commodities that have maintenance recommendations accepted by the Contractor, purchase CM parts as necessary to perform civil commodities maintenance.	Technical Services	4th Quarter 2023
Construction Equipment	Maintenance, repair, and rental of fleet equipment.	Construction Equipment	4th Quarter 2023



## Bechtel/WTP Upcoming Opportunities

Title	Description	Type (Construction, Material, Services)	Estimated RFP Release Date
*HLW Fire Protection	Potential Bidders must be licensed as required by Washington State law. Professionally engaged in the practice of fire protection, with experience necessary to perform all professional fire protection work to complete the requirements of the services.	Construction	4th Quarter 2023
*HLW Special Protective Coatings/Fire Proofing	Professional line architectural coating and touch-up, anti-dusting, anti-slip concrete clear floor sealer, and fireproofing As Low as Reasonably Achievable (ALARA) seal coat. Work consists of off-site and on-site installation and field documentation including surface preparation and auxiliary materials.	Construction	4th Quarter 2023
*HLW HVAC	Design, procure, and install all ductwork materials, supports, hangers, expansions joints, and inline components. Consider the seismic qualification of those items and components to furnish, install, and test the HVAC ductwork systems and inline components in the HLW facility.	Construction	4th Quarter 2023
*High-Level Waste (HLW): The HLW Building is a five-level structure, with a basement (-21') footprint of approximately 100,000 square feet and a three-story annex building of approximately 22,000 square feet. The main building roof is at 92-foot elevation.			

## Bechtel/WTP Upcoming Opportunities

Title	Description	Type (Construction, Material, Services)	Estimated RFP Release Date
HDH Vessel 3 Rebuy	Design and fabricate Commercial grade ASME Section VIII, Division 1 pressure vessel with U-Stamp. The procurement of the vessel will be completed as an Exchange/Sale. BNI currently has a pressure vessel that was previously procured but did not meet requirements. BNI will ship this vessel to the vendor in exchange for a credit and a new pressure vessel that meets the requirements.	Equipment	January 2024
Post Installed Concrete Anchors	CM Post Installed Concrete Anchors to anchor/support CM various commodities.	Material	January 2024
Q Valves (Gate/Globe/Check/Needle)	Provide NQA-1 grade valves in accordance with piping code B31.3, B16.34 and other applicable ASTM, ASME codes and standards.	Material	February 2024
Q Double Contained Fab Pipe Spools	Provide NQA-1 grade shop fabricated pipe spools in accordance with piping code B31.3 and other applicable ASTM, ASME codes and standards.	Material	February 2024

Please check out our opportunities page:  
<https://hanfordvitplant.com/business-opportunities>

# U.S. Department of Energy (DOE)

Susan Hiller

Small Business Program Manager



**Richland Operations Office ~ Office of River of Protection**  
Hanford Procurement Division

**Small Business Program Manager (SBPM) – Your Advocates**

- Support and assist the Office of Small & Disadvantaged Business Utilization and Small Business Administration.
- Help ensure procurement opportunities within each organization are made available for SBs to the maximum extent practicable.
- DOE Hanford Procurement Opportunities
  - [Acquisition Forecast | Department of Energy](#)
  - [Welcome to GSA Advantage!](#)
  - [NASA SEWP Home](#)
  - [Current Acquisition Websites \(doe.gov\)](#)

**Hanford Small Business Council**

- The Hanford Small Business Council (HSBC) includes both federal and prime contract SBPM's (including PNNL), a local Washington APEX Accelerator (formerly known as Procurement Technical Assistance Center (PTAC) Representative, and Chamber of Commerce participation
- Contractors can reach out to any of the SBPM's (preferably one associated with the contract action of question)
- Shared Vendor databases
- SBPM's work together to answer and resolve questions or concerns

- Work with Washington APEX Accelerator.
- Do your research before contacting buyers for the government and prime contractors
  - Do your company capabilities align with Contract scope and available subcontracting opportunities?
  - What types of supplies/services are included in the small business subcontracting plan?
- Read RFPs carefully and do not leave anything out in your response
- Check SAM.gov and the DOE Forecast site regularly for upcoming opportunities to plan for and/or propose across the DOE Cleanup Sites and National Laboratories
  - Forecast opportunities listed in the OSDBU website at Acquisition Forecast | Department of Energy (includes an expiring contracts listing)
    - [Acquisition Forecast | Department of Energy](#)
    - [Cleanup Sites | Department of Energy](#)
    - [DOE National Laboratories | Department of Energy](#)



## DOE Upcoming Opportunities

Title	Description	Type (Construction, Material, Services)	Estimated RFP Release Date
	No current opportunities at this time		



U.S. DEPARTMENT OF  
**ENERGY**



HANFORD SMALL BUSINESS COUNCIL



**Richland Operations Office ~ Office of River of Protection**  
**Hanford Procurement Division**

U.S. DEPARTMENT OF ENERGY

**Susan Hiller**

Small Business Program Manager  
[DOESB@rl.gov](mailto:DOESB@rl.gov)  
[www.hanford.gov/page.cfm/RL](http://www.hanford.gov/page.cfm/RL)

**Karisa Saywers**

Small Business Program Manager  
<https://cpcco.hanford.gov/page.cfm/suppliers-at-rl>  
[Contractors](#)



**Amy Justice**  
**Rebecca Kolln**

Small Business Program Manager  
[small\\_business\\_advocate@rl.gov](mailto:small_business_advocate@rl.gov)  
<https://hmis.hanford.gov/page.cfm/SolicitationsandNotices>



**Jody O'Connor** HPMC<sup>OCUPATIONAL MEDICAL SERVICES</sup>

Small Business Program Manager  
[j\\_l\\_oconnor@rl.gov](mailto:j_l_oconnor@rl.gov)  
<http://health.rl.gov>

**Kylie Rollososon**

Small Business Program Manager  
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**Staci Downing**

Small Business Program Manager  
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[www.hanford.gov/tocpmm](http://www.hanford.gov/tocpmm)



**Shannon Malisani** **HLMI**

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<https://navarro-inc.com/hlmi-business-opportunities/>



U.S. DEPARTMENT OF  
**ENERGY** | Office of  
Science

OFFICE OF SCIENCE

**DeWillican Middleton**

Procurement Analyst  
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**Brianna Yi**

Small Business Program Manager  
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<https://www.pnnl.gov/procurement>





# 10-Minute Break

U.S. DEPARTMENT OF  
**ENERGY** **BATTELLE**

PNNL is operated by Battelle for the U.S. Department of Energy





# Veteran's Resource Panel

**Fernando Cervantes**

Business Opportunity Specialist, U.S. Small  
Business Administration

**Christy Mastin**

International Trade Business Advisor, Washington  
Small Business Development Center

**Leslie Miller**

Washington APEX Accelerator, Thurston Economic  
Development Council



PNNL is operated by Battelle for the U.S. Department of Energy







# Doing Business with SBA

**Fernando Cervantes**

Business Opportunity Specialist, U.S. Small  
Business Administration



PNNL is operated by Battelle for the U.S. Department of Energy







U.S. Small Business  
Administration

**Veteran Owned Small Business**  
Fernando Cervantes - Seattle SBA District Office

## What Programs are available to Small Businesses in Federal Contracting?

The SBA provides several programs to help small businesses win federal contracts. Participating in these programs helps small businesses:

- Win a fair share of federal contracts
- Qualify for exclusive set-aside and sole-source contracts
- Partner with established contractors to win contracts
- Get business mentoring and education to learn how federal contracting works

# Government-wide Procurement Goals

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Small Business (SB) - 23%

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Small Disadvantaged Business (SDB) - 12% (15% by 2025)

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Women-Owned Small Business - (WOSB)- 5%

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HUBZone Small Business – 3%

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Veteran-Owned Small Business (VOSB) - 3%

# Is Your Business Ready?



Does the Government...  
Buy what you sell

Do you have...  
Federal contracting experience  
Cash, inventory, working capital

Are you capable...  
Of fulfilling a government contract

Do you know...  
Where to find contracting  
opportunities

# When Should You Apply?

## Are You Ready?

- Do you have the CAPACITY to deliver on federal contracts?
- Do you have sufficient CASH FLOW?
- Do you have demonstrated CAPABILITY (past performance)?
- Can you demonstrate successful PAST PERFORMANCE?
- Are you open to ADVICE on growing your business?

☐ Yes  
☐ No  
☐ Don't know





# Veteran Small Business Certification



Qualify for set-aside opportunities

Build capacity and grow

Establish joint ventures

Certification with SBA allows service-disabled veteran-owned small businesses (SDVOSBs) to compete for federal sole-source and set-aside contracts across the federal government. Certified veteran-owned small businesses (VOSBs) have additional opportunities to pursue sole-source and set-aside contracts at the U.S. Department of Veterans Affairs (VA) under the VA's Vets First program.

# Eligibility Requirements

To apply for certification with SBA as a VOSB or SDVOSB, a firm must meet the following requirements:

- Be considered a small business, as defined by the size standard corresponding to any NAICS code listed in the business's SAM profile.
- Have no less than 51% of the business owned and controlled by one or more veterans.
- For certification as a SDVOSB, have no less than 51% of the business owned and controlled by one or more veterans rated as service-disabled by the VA.
- For those veterans who are permanently and totally disabled and unable to manage the daily business operations of their business, their business may still qualify if their spouse or appointed, permanent caregiver is assisting in that management.



# Benefits

- All federal government purchases between \$10,000 and \$250,000 are automatically set aside for small businesses, as long as there are at least two companies that can provide the product or service at a fair and reasonable price.
- Getting certified by SBA as veteran-owned (VOSB) makes your business eligible to compete for sole-source and set-aside contracts at the Department of Veterans Affairs (VA)
- The VA sets aside at least 7% of its contracts each year specifically for certified VOSBs and SDVOSBs.
- Getting certified by SBA as service-disabled veteran-owned (SDVOSB) makes your business eligible to compete for sole-source and set-aside contracts. At least 3% of all federal contracting dollars each year are set aside specifically for certified SDVOSBs.



# How to Apply?

The screenshot shows the SBA's Veteran Small Business Certification (VetCert) website. The page has a dark blue header with the SBA logo and navigation links. The main content area is also dark blue with white text. The title 'Veteran Small Business Certification (VetCert)' is prominently displayed. Below the title, there is a brief description of the certification process and two buttons: 'Register' and 'Sign In'. A search bar is located below the description, with the placeholder text 'Search for a Certified Veteran Small Business'. Below the search bar, there are three blue boxes with white text and checkmark icons, each representing a certification eligibility requirement. Below these boxes, there is a section titled 'Register and Apply Today!' with a red 'Register' button. At the bottom, there is a section titled 'Certification Benefits' with an icon of a person holding a document and two blue boxes with white text describing the benefits.

**SBA** U.S. Small Business Administration

**Veteran Small Business Certification (VetCert)**

Veteran-owned small businesses can use this application to be certified by SBA to compete for federal contracts. Certified veteran-owned small businesses (VOSBs) will have the opportunity to pursue sole-source and set-aside contracts at the Department of Veterans Affairs under the VA's Vets First program. Certified service-disabled veteran-owned small businesses (SDVOSBs) will have the opportunity to compete for federal sole-source and set-aside contracts across the federal government.

[Register](#) [Sign In](#)

Search for a Certified Veteran Small Business

[Search by Business Name](#) |

**Certification Eligibility**

- Have at least 51% veteran ownership**
- Registered as a small business with SAM.gov**  
[Search Sam.gov](#)
- Be a small business according to SBA's size standards**  
[View Size Standards](#)

**Register and Apply Today!**

[Register](#)

**Certification Benefits**

- All federal government purchases between \$10,000 and \$500,000 are automatically set aside for small businesses, as long as there are at least two companies that can provide the product or service at a fair and reasonable price.
- Access to SBA tools to prepare for federal procurement, connect with commercial supply chains, meet your local business community, purchase surplus federal property, access capital, and mitigate disaster damage.

# How to Apply?

To establish an SBA account and apply for certification, visit <http://veterans.certify.sba.gov>

Through the application portal, you can:

- Access checklists and pre-application guides
- Check your firm's eligibility
- Request information
- Create an account, login and proceed with an application
- Search for a certified VOSB or SDVOSB

## Certification transfer from the VA and one-year extension

- Firms previously verified by the VA Center for Verification and Evaluation (CVE) as of January 1, 2023, were automatically granted certification by SBA for the remainder of the firm's eligibility period, along with a one-time, one-year extension.
- New applicants certified by SBA after January 1, 2023, will receive the standard three-year certification period.

## Grace period for self-certified firms

- The NDAA 2021 grants a one-year grace period for self-certified SDVOSBs until January 1, 2024. During the grace period, self-certified businesses have one year to file an application for SDVOSB certification and may continue to rely on their self-certification to compete for non-VA SDVOSB set-aside contracts.
- Self-certified SDVOSBs that apply before January 1, 2024, will maintain their eligibility through the expiration of the grace period until SBA issues a final eligibility decision.
- VOSBs and SDVOSBs seeking sole-source and set-aside opportunities with the VA must be certified – there is no grace period.



## Resources Available

### Contact SBA VetCert Support

Phone 800-862-8088

Online Support FAQ

Hours 8 a.m - 6 p.m. ET

## Veterans Business Outreach Center (VBOC) program

*The Veterans Business Outreach Center (VBOC) program offers resources to veterans who are interested in starting or growing a small business.*

### Pacific Northwest Region

- Business Impact NW
  - Coverage: Washington, Alaska, Idaho, Oregon
  - Address: 1437 S Jackson St, Seattle, WA 98144
  - Website: <https://businessimpactnw.org/vboc/>
  - Telephone: (206) 324-4330, ext.136
  - Email: [vboc@businessimpactnw.org](mailto:vboc@businessimpactnw.org)

## Resources Available

- Contact your [local SBA office](#)
- Visit the SBA [website](#)
- Visit the [Certify Help Desk](#)
- Go to [certify.sba.gov](https://certify.sba.gov) and visit the **Certify Knowledge Base** for all tools, FAQs, and program information for 8(a), Mentor-Protégé, WOSB, and HUBZone.
- [APEX Accelerator Directory of Buyers](#) – List of Federal, State, and Local Contracting Contacts in Pacific Northwest
- [USASPENDING.GOV](#) – Public Record of all Federal Contracts
- [Keep up with SBA by receiving emails on our programs and upcoming events](#)
- [SBA Subnet](#) – Small Business Subcontracting Opportunities
- [GSA Subcontracting Directory](#)
- [DoD Prime Contracting Directory](#)
- [MBE/DBE Certification – \(WAOMWBE\)](#)
- [SBA Surety Bond Guarantee Program](#) – The Small Business Administration (SBA) guarantees bid, performance, and payment surety bonds issued by certain surety companies

## Seattle District Office SBA Business Opportunity Specialists

Fernando Cervantes

202-365-1409

[Fernando.cervantes@sba.gov](mailto:Fernando.cervantes@sba.gov)



Ana Singh

206-553-7080

[Ranvir.singh@sba.gov](mailto:Ranvir.singh@sba.gov)



Desiree Albrecht

202-836-0662

[Desiree.Albrecht@sba.gov](mailto:Desiree.Albrecht@sba.gov)





U.S. Small Business  
Administration

# How are we doing?

Please take a minute to let us know

[www.sba.gov/feedback](https://www.sba.gov/feedback)





# Doing Business with SBDC

**Christy Mastin**

International Trade Business Advisor, Washington  
Small Business Development Center



PNNL is operated by Battelle for the U.S. Department of Energy







November 2023

# Small Business Development Centers - SBDC

Helping Washington Businesses  
Grow & Succeed

# America's SBDC

- Mission: Help start and grow small businesses
- Providing technical assistance through one-on-one advising
- Funded in part through the US Small Business Administration (SBA)
- Hosted by a variety of educational institutes, economic development agencies and private partners
- Nationwide network in all states and territories: nearly 1,000 centers

# What we do at SBDC

- no cost business advising
- support all phases of business
- confidential
- resources, tools and market research
- guide you through the process



# International Trade Advisors

- Providing resources and advising to prepare for export or imports of goods and services
- Trade Mission – March 2024 Specialty Beverages to South Korea



Washington State Trade Mission to South Korea  
**FOR WINERIES, CIDERIES, BREWERIES AND DISTILLERIES**

**MARCH 16 - 22, 2024 | SEOUL, SOUTH KOREA**

# Washington SBDC Contact Information:

Christy Mastin  
International Trade Business Advisor  
7130 W Grandridge Blvd #A  
Kennewick, WA 99336

**Phone: 509-992-7393**

***Email: [Christy.Mastin@wsbdc.org](mailto:Christy.Mastin@wsbdc.org)***

***[www.wsbdc.org](http://www.wsbdc.org)***



The Washington SBDC network, hosted by Washington State University, is an accredited member of America's SBDC. Funded in part through a cooperative agreement with the U.S. Small Business Administration, institutions of higher education, economic development organizations and other public and private funding partners.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Email or phone the Washington SBDC.



# Doing Business with APEX Accelerator

**Leslie Miller**

Washington APEX Accelerator



PNNL is operated by Battelle for the U.S. Department of Energy







WASHINGTON  
**APEX**  
ACCELERATOR  
FORMERLY WASHINGTON PTAC

# DOE & PNNL Small Business Synergy Day

November 8, 2023

# Washington PTAC is now Washington APEX Accelerator

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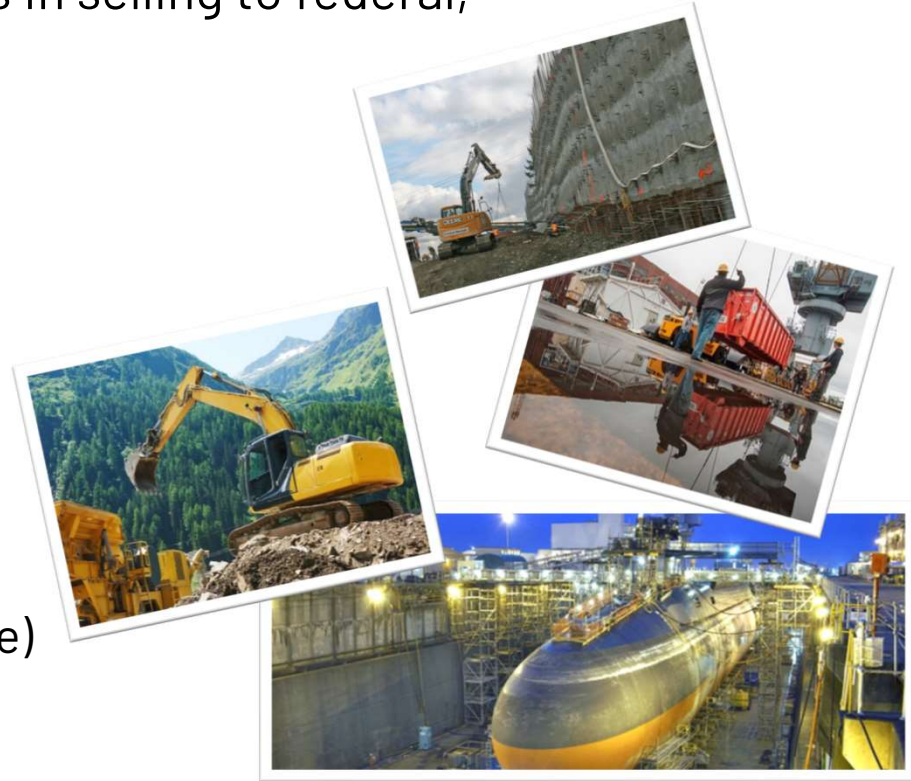
- 1:1 procurement technical assistance to Washington firms seeking to sell products and services to local, state, and federal government agencies and primes.
- Assist firms with innovative technologies the government needs (SBIR/STTR)
- Strong focus on serving small, women, veteran, and minority owned businesses throughout the state
- Warm referrals & communication with other resource partners in the state.
- Robust training calendar [washingtonapex.org/calendar](https://www.washingtonapex.org/calendar)
- Member of the Association of Procurement Technical Assistance Centers - <https://www.aptac-us.org/>
- Contact us > [info@washingtonapex.org](mailto:info@washingtonapex.org)



# Washington APEX Accelerator

---

- APEX assists Washington State businesses in selling to federal, state and local governments.
  - Finding Opportunities To Bid
  - Interpreting Solicitations And Regulations
  - Certifications & Registrations
  - Marketing To Government Buyers
- We provide these services through:
  - Workshops
  - One-on-one Counseling Sessions
  - Matchmaking Events
  - Optional Bid Match Service (fee-for service)



# Washington APEX Accelerator Funding Partners

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Washington APEX Accelerator is funded, in part, through a cooperative agreement with the US Department of Defense.

Other funders include:

- Program sub-recipient partner locations
- Washington State
- Port of Seattle

# Washington APEX Accelerator Partner Locations

---





*"Serving Those Who Served"*

<https://www.dva.wa.gov/>

## Washington State – DVA – Veteran Owned Small Business and Service-Disabled Veteran Owned Small Business Certification

### Required:

- DD214
- UBI
- NAICS
- SDVOSB or VOSB
- other documents

Access to the downloadable certification decal  
Only takes 30+ minutes to register





# Veteran Owned Small Business – WA State

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Federal Certified Veteran Entity (from SBA) does **NOT** make you an automatic State of Washington Veteran Owned Business

Washington Department of Veterans Affairs (DVA)

- Certified Veteran Owned Business - Who is eligible for the Registry?
- Veterans (defined in RCW 41.04.007) and U.S. Active Duty, Reserve or National Guard Service-Members are eligible for the registry. The Veteran or Service-Member must control and own at least 51% of the business and the business must be legally operating in the State of Washington. (Control means the authority or ability to direct, regulate or influence day to day operations.) If business is a 50/50 split, please contact DVA at 360-725-2169.

# Veteran Small Business Certification (VetCert)



<https://veterans.certify.sba.gov/>

## Certification Checklist

When you're ready to apply for either VOSB or SDVOSB certification, it's important to have all the documentation required on hand. These include your:

- Personal resume
- Driver's license
- Articles of organization
- Certificate of Formation
- Previous year's tax returns
- Previous year's payroll distribution ledger summary or W-2s
- Department of Defense Form 214 (DD214)

# Local APEX Accelerators Affiliated with APTAC

## [www.aptac-us.org](http://www.aptac-us.org)



PROCUREMENT TECHNICAL ASSISTANCE CENTER

... A NATIVE AMERICAN PROCUREMENT TECHNICAL ASSISTANCE CENTER

[aicef-ptac.org/](http://aicef-ptac.org/)



NORTHWEST  
NATIVE APEX  
ACCELERATOR

[nnapex.org/](http://nnapex.org/)



[idahoptac.org](http://idahoptac.org)



Government Contract Assistance Program

Oregon's Apex Accelerator

[www.gcap.org](http://www.gcap.org)

# How to Find the APEX Counselor Closest to You

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Washington State

<https://washingtonapex.org/>

All States

<https://www.aptac-us.org/>





WASHINGTON  
**APEX**  
ACCELERATOR  
FORMERLY WASHINGTON PTAC

**ALLIANCE NORTHWEST**  
Where government and business connect

**March 14, 2024**

**<https://alliancenorthwest.org/>**

Date	Calendar of Events - November 2023
11/8 & 11/9	<a href="#">10 Seconds to Impact - Creating Extraordinary Elevator Pitches ZOOM WORKSHOP</a>
11/8	<a href="#">Cost and Price Proposal Preparation (IN PERSON)</a>
11/8	<a href="#">DOE &amp; PNNL Small Business SYNERGY DAY</a>
11/8	<a href="#">PTAC: Prime Connect</a>
11/14	<a href="#">Contrato Estatal: Sesión Informativa de Oferta para Servicios de limpieza</a>
11/14	<a href="#">INDUSTRY DAY EVENT: USACE, Portland District &amp; Oregon National Guard</a>
11/14 & 11/15	<a href="#">Navigating Federal Government Contracts Northwest 2023</a>
11/14	<a href="#">Statewide Contract: Janitorial Bid Info Session</a>
11/15	<a href="#">Cost and Price Proposal Preparation (VIRTUAL)</a>
11/15	<a href="#">Small Business Summit: Highlighting Veterans and Transportation Innovation</a>
11/16	<a href="#">Doing Business with the State - DES</a>
11/16	<a href="#">King County Architecture &amp; Engineering Consultant Orientation</a>
11/16	<a href="#">Whatcom County US-Canada Projects Update</a>
11/29	<a href="#">Wednesday with the Deputies for Small Business</a>
11/30	<a href="#">Meet the Agencies - Pierce &amp; Thurston Counties</a>



### 1 Kitsap Economic Development Alliance

Mary Jo Juarez, Terry Homburg, James Davis  
[kitsap@washingtonapex.org](mailto:kitsap@washingtonapex.org)



### 2 Thurston Economic Development Council

Grady Smith  
[thurston@washingtonapex.org](mailto:thurston@washingtonapex.org)



### 3 Columbia River Economic Development Council

Julia Krivoruk  
[swwa@washingtonapex.org](mailto:swwa@washingtonapex.org)



### 4 Economic Alliance Snohomish County

Cara Buckingham  
[snohomish@washingtonapex.org](mailto:snohomish@washingtonapex.org)



### 5 Green River College

Darrell Sundell, Melinda Martirosian  
[king@washingtonapex.org](mailto:king@washingtonapex.org)



### 6 Washington APEX Accelerator in Pierce County

Trena Payton  
[pierce@washingtonapex.org](mailto:pierce@washingtonapex.org)  
Maryam Lynch-Tate  
[mlynchtate@washingtonapex.org](mailto:mlynchtate@washingtonapex.org)



### 7 Greater Spokane Incorporated

Aleesha Roedel  
[spokane@washingtonapex.org](mailto:spokane@washingtonapex.org)



### 8 Tri-City Regional Chamber of Commerce

Maria Alleman  
[tricity@washingtonapex.org](mailto:tricity@washingtonapex.org)

## Other APEX Accelerators Serving Washington State

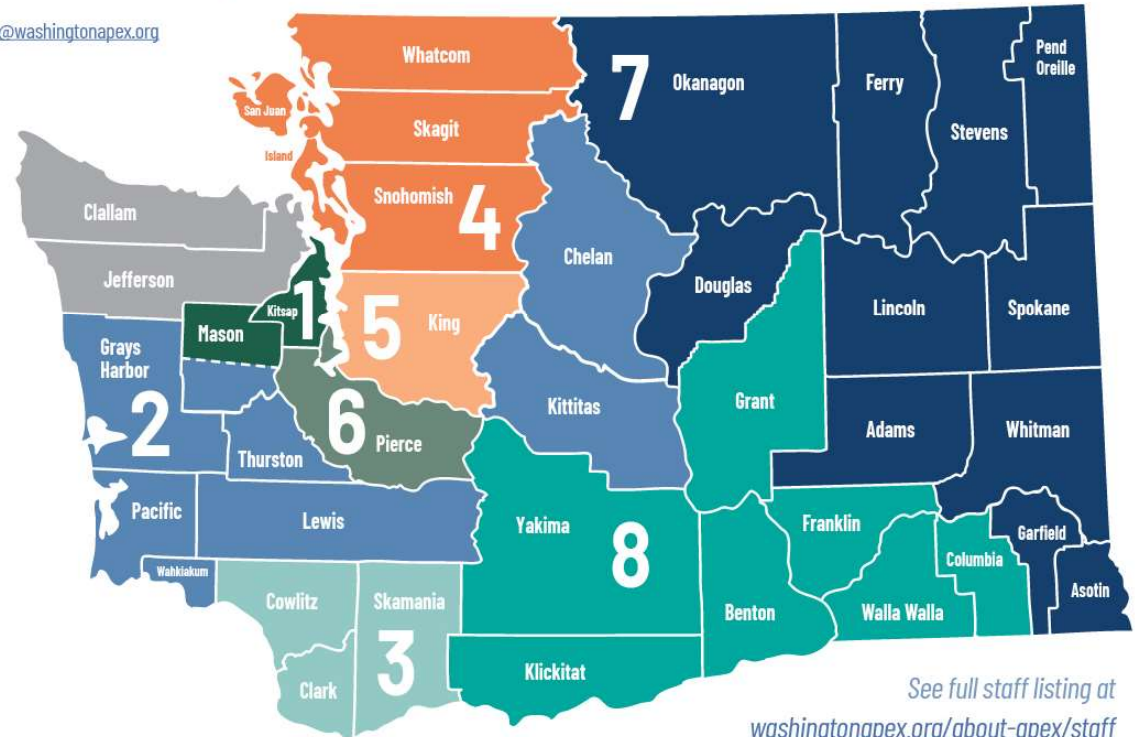
**North Olympic Peninsula APEX Accelerator:**  
Rebekah Miller  
[ptac@clallam.org](mailto:ptac@clallam.org)

**American Indian Chamber Education Fund PTAC:**  
Jeremy Sandoval  
[Jeremy.sandoval@aicccal.org](mailto:Jeremy.sandoval@aicccal.org)

**NW Native Apex Accelerator:**  
Chuck Jehle  
[cjehle@nnapex.org](mailto:cjehle@nnapex.org)

## Innovation & SBIR Program Manager

Kate Hoy  
[innovationstation@washingtonapex.org](mailto:innovationstation@washingtonapex.org)



See full staff listing at  
[washingtonapex.org/about-apex/staff](http://washingtonapex.org/about-apex/staff)

360.860.6945 [info@washingtonapex.org](mailto:info@washingtonapex.org) [washingtonapex.org](http://washingtonapex.org)





# Doing Business With DOE's California & Colorado Sites



PNNL is operated by Battelle for the U.S. Department of Energy





# Doing Business with LLNL

**Sherwin Sanchez**

Contract Analyst,

Lawrence Livermore National Laboratory



PNL is operated by Battelle for the U.S. Department of Energy



# Doing Business With the Lawrence Livermore National Laboratory

Sherwin Sanchez  
Supply Chain Management  
Contract Analyst

November 8, 2023



LLNL-PRES-804937

This work was performed under the auspices of the U.S. Department of Energy by Lawrence Livermore National Laboratory under contract DE-AC52-07NA27344. Lawrence Livermore National Security, LLC





# Agenda

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- About LLNL
- About me
- FY24 Forecast Opportunities
- Tips for Working with LLNL



# Lawrence Livermore National Laboratory



**~\$3.3B Budget**

**8400 Employees**

**\$1.2B Contract  
Spend**

**\$525.8M  
SB FY23 Spend**



## What We Buy

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Think of Lawrence Livermore National Laboratory as a small city...

We procure goods and services in support of our:

- Property
- Programs
- People





## FY 23 Top 5 Small Business Spend Profile

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NAICS CODE	NAICS DESCRIPTION
236220	Commercial and Institutional Building Construction
334111	Electronic Computer Manufacturing
561320	Temporary Help Services
513210	Software Publishers
332710	Machine Shops



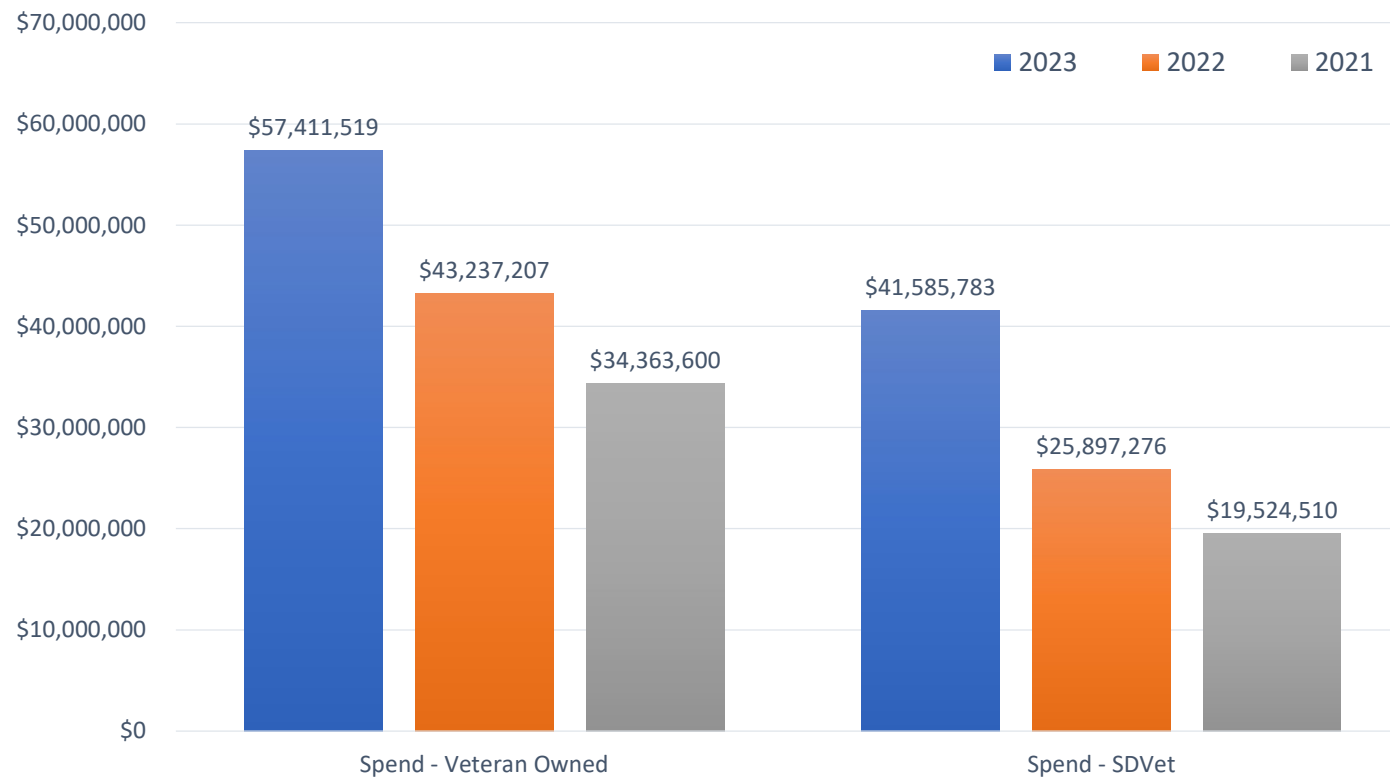
## FY24 Socioeconomic Spend Goals

---

- SB 45%
- SDB 12%
- WOSB 7%
- VOSB 4%
- SDVOSB 3%
- HUBZone 3%



## Veteran & Service-Disabled Veteran Owned spend



## FY24 Forecast Opportunities

B812E Concrete Pad & Drainage	541330 / 236210	- Design, civil engineer and construction of B812E Concrete Pad & Drainage.	FY24 Q1
Employee Service Award Program	339910	This is for the procurement of Service Awards through a Subcontractor-hosted e-Commerce website. Subcontractor shall provide and maintain a LLNS specific website that provide employees to view and select a Service Award.	FY24 Q2
Cryogenic Electron Microscopy (Cryo-EM) Services	334516/ 541380	The Cryo-TEM is needed in order to fulfill program needs. The system will be required to enable rapid biological structure determination, allowing more agile response to unforeseen biosecurity structural characterization needs.	FY24 Q1
Foreign payroll services	5412113	Potential need to Subcontract for Foreign payroll services for some of our employees on long-term assignment in the UK. The limited scope info I have is outlined below.	FY24 Q2
B825 Control Panel	3353113	The vendor will be responsible designing and informing us how to connect a control panel at S300. The control panel must be Enerpac model so this will likely be a Reseller. The program believes this can be done WAL A, but do foresee this being QL2 work. No EC is involved. The SOW is ~30 pages and is attached for reference. I'm also attaching their condensed SOW which we used for the ROM request.	FY24 Q2

## About Me

---

- Contract Analyst is the main POC between the supplier and the customer (i.e., program)
- Steward of taxpayer dollars
- Determine fair and reasonableness in pricing and obtain the best value for the government. Not always the lowest price

# Tips for Working With LLNL

- Market Survey: Looking for Sources
  - Engage the LLNS' Small Business Office (SBO)
  - Attend sponsored Industry Days
  - [Get on the Prospective Supplier List. Make it easy to find you!!](#)
  - [Check SAM.gov](#) regularly for RFI/Sources sought opportunities
- Solicitation: Inviting Sources to Participate
  - [Read All Documents Carefully\\*](#)
  - Understand the Technical and Contractual Requirements. Unsure? Ask!
- Post Award: Performance
  - Provide Submittals on Time or Early
  - Perform well, on time, and on budget





# Thank You!!!



**Sherwin Sanchez**  
**Contract Analyst**  
**sanchez91@lnl.gov**  
**925.423.7915**

## Jon Benjamin

## Small Business Program Manager

## Lawrence Livermore National Laboratory

**benjamin12@ltnl.gov**

**925.424.7613**

**www.inl.gov**



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# Doing Business with NREL

**Rexann Dunn**

Small Business Program Manager

National Renewable Energy Laboratory



PNNL is operated by Battelle for the U.S. Department of Energy







# Doing Business with NREL 11.8.23

NREL Small Business Partnerships  
Rexann Dunn, SBPM



# Overview

- About NREL
- Small Business Program
- Procurement Process
- Navigating the NREL website
- Mentor Protégé Program
- Contact information
- Questions



# About NREL



- Managed and Operated by the Alliance for Sustainable Energy LLC (“Alliance”)
- Started as Solar Energy Research Institute (SERI) in 1977
- Designated a National Laboratory in 1991
- Main campus – Golden, CO,  
Flatirons campus - Boulder, CO  
CCHRC – Fairbanks, AK



# About NREL

- NREL is the only federal laboratory dedicated to renewable energy and energy efficiency technologies
  - Research
  - Development
  - Commercialization and Deployment
- Backed by over 40 years of achievement, NREL pioneer's innovation to meet the growing demand for clean energy



# NREL at-a-Glance

2,926

## Workforce, including

219 postdoctoral researchers

60 graduate students

81 undergraduate students



## World-class

facilities, renowned  
technology experts

More than  
900

## Partnerships

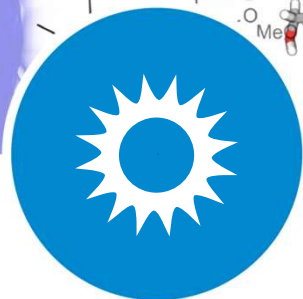
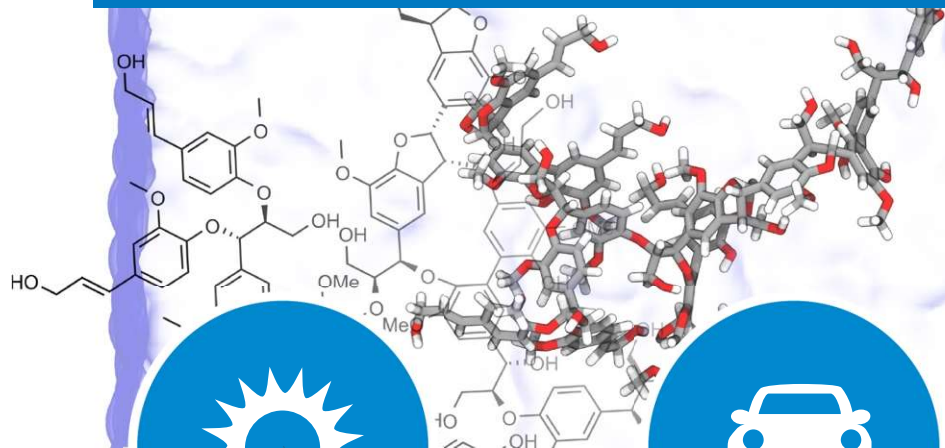
with industry,  
academia, and  
government



## Campus

operates as a  
living laboratory

# NREL Science Drives Innovation



## Renewable Power

Solar  
Wind  
Water  
Geothermal



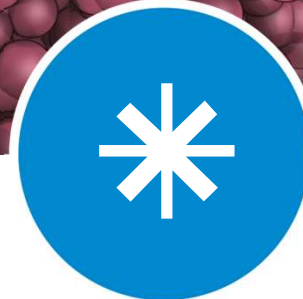
## Sustainable Transportation

Bioenergy  
Vehicle Technologies  
Hydrogen



## Energy Efficiency

Buildings  
Advanced Manufacturing  
Government Energy Management



## Energy Systems Integration

Grid Integration  
Hybrid Systems  
Security and Resilience





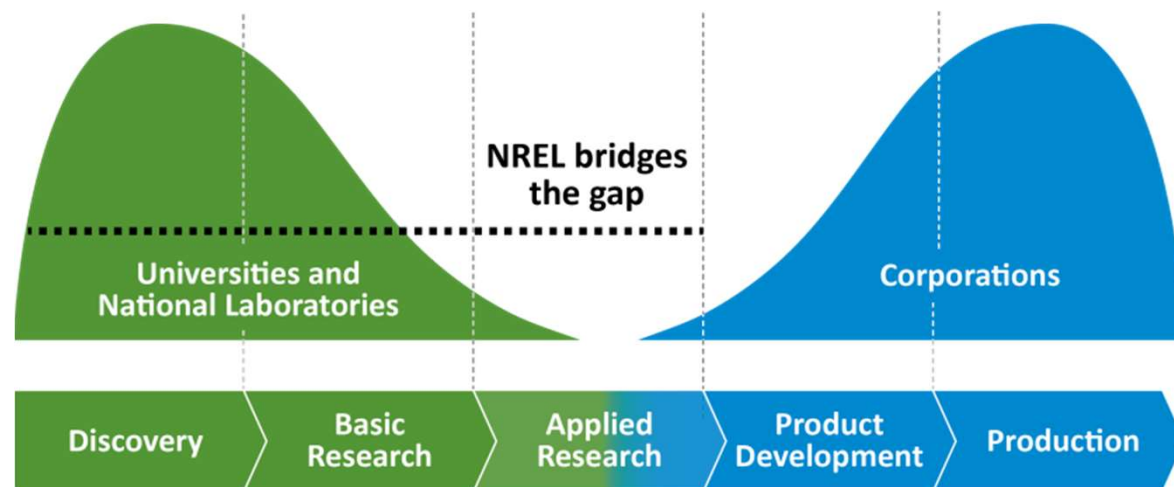
Creating a safer America  
through energy security

# Small Business Program

- SB Program is located in the Innovation Partnering and Outreach Directorate
  - Innovation and Entrepreneurship Center
    - Small Business Program
      - Mentor Protégé Program
    - Energy I-Corps
    - Wells Fargo Innovation Incubator (IN<sup>2</sup>)
    - Industry Growth Forum (IGF)
    - Shell GameChanger
    - Chevron Studio
- NREL's commitment to small business is central to our mission
- <https://www.nrel.gov/innovate/index.html>

## At NREL, we Reduce Risk in Bringing Innovations to Market

- NREL helps bridge the gap from basic science to commercial application
- Forward-thinking innovation yields disruptive and impactful results to benefit the entire U.S. economy
- Accelerated time to market delivers advantages to American businesses and consumers



Industry invests in short-term R&D where they are confident in a return on investment.

- We take a longer, broader view
- We take on early-stage, high-risk R&D
- NREL's research makes it possible for industry to bring important new solutions to the market



# Annual Spending

- NREL typically awards between \$150M - \$200M annually
- Types of Products & Services include:
  - IT Hardware/Software
  - IT Support Services
  - Equipment (research and otherwise)
  - Consulting –
    - Professional Services
    - Process Orientation
    - Subject Matter Expertise (SME)
  - Construction (Davis-Bacon Act Applicability)
  - Office Supplies
  - Leased Workers

# Procurement Process Overview

- Requirement identified
- Funds approved and received
- Request package submitted to Acquisition Services from requestor
- Subcontract Administrator engages Small Business Office for potential sources
  - GSA
  - Industry Partners
  - SBA DSBS
  - NREL SB Vendor Database
- Determination is made on how to market the opportunity
  - Sources Sought Notices (SSN) are posted on sam.gov (some SSN's will include a webinar)
  - Utilize industry partners
- SB set-asides  $\leq$  \$250,000
- SB Construction set-asides  $\leq$  \$5M
- Opportunity is marketed, responses/bids received and reviewed
- Award

## FY23 Goals

- Estimating \$215M in subcontracting opportunities
- 56% or \$120,400,000 to Small Business
- 7% or \$15,050,000 to Women Owned Small Business and Small Disadvantaged Business
- 3% or \$6,450,000 Veteran-Owned, Service-Disabled Veteran-Owned and HUBZone Small Businesses



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## Moving To House at a

NREL and Healthy H  
Native villages adapt  
and energy-efficiency

[Read more >](#)

## One

with, safety,

The National Renewable Energy Laboratory (NREL) is transforming energy through research, development  
renewable energy and energy efficiency technologies.

[Partner with us](#) to accelerate the transition of renewable energy and energy efficiency technologies to the n

Partner With Us 🏠

Our Partners

Public-Private Partnerships

Entrepreneurship

Universities

Licensing

Agreements

Procurement

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## Procurement

NREL offers numerous procurement opportunities to help commercialize renewable energy technologies and supply the laboratory with essential products and services.

NREL acquires a variety of products and services, all of which helps federally funded research and technologies reach the marketplace. The following types of goods or services are typically procured:

- Laboratory supplies/office supplies
- Scientific equipment and periodicals
- Computers/information technology
- Research and development services
- Technical support
- Construction
- Facilities management.

### Required

To receive NREL subcontracts and purchase orders, all vendors/subcontractors must be registered in the [Federal System For Award Management \(SAM\)](#). Registration is free but takes time, so please initiate the process as soon as possible.



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## Small Business Commitment

NREL is always looking for new vendors and subcontractors that can meet the lab's continuing requirements for goods, services, research and development, construction, and other laboratory needs.

Central to our mission is a strong commitment to small business, and we especially invite participation by small, disadvantaged, women-owned, HUBZone, veteran-owned, and disabled veteran-owned businesses. Also important to the laboratory are partnerships with suppliers that result in creative collaboration.

### Subcontracting

We can partner with your small, technology-based business to support the laboratory in the conduct of research and analysis and to improve the commercialization and deployment of clean energy technologies.

### Purchasing Equipment and Services

We purchase lab equipment supplies; office furnishings and supplies; and technical consulting, temporary staffing, and construction services.

### Resources

Download the [Transforming Energy Through Small Business brochure](#) [A](#).

Complete our [Small Business Registration form](#) to join our subcontractor vendor database.

Watch NREL's 2022 [Small Business Industry Day webinar](#).



SEARCH

- Our Partners
- Public-Private Partnerships
- Entrepreneurship
- Universities
- Licensing
- Agreements
- Procurement
- Opportunities
- Standard Terms & Conditions
- Forms
- Small Business

# Purchasing and Subcontracting Opportunities

NREL's procurement policy is based on effective and meaningful competition. View all purchasing and subcontracting opportunities below, and email the assigned contact for more information.

## Types of Postings

Below are different types of procurement opportunities—requests for proposals (RFP); requests for quotes (RFQ); and Sources Sought Notices (SSN).

SSN for contract opportunities are posted on SAM.gov, where NREL may also publish the associated request for proposal and use responses to invite vendors to propose to subsequent requests for proposal. Email the [programs and compliance team](#) with questions related to this process.

Type of Posting	Title of Procurement	North American Industry Classification System Code for Procurement
RFP	<a href="#">Construction Services – Field Test Laboratory Microbial Energetic Laboratory</a>	236220 – Commercial and Institutional Building Construction
RFP	<a href="#">Construction Services Needed for Labwide Emergency Fixture Upgrades</a>	236220 – Commercial and Institutional Building Construction

[Our Partners](#)[Public-Private Partnerships](#)[Entrepreneurship](#)[Universities](#)[Licensing](#)[Agreements](#)[Procurement](#)[Opportunities](#)[Standard Terms & Conditions](#)[Forms](#)[Small Business](#)

## Upcoming Opportunities

Recurring Products and Services (All Opportunities Pending Funding)	Solicitation Time Frame	Point of Contact
Construction	Winter 2022	<a href="mailto:Construction@nrel.gov">Construction@nrel.gov</a>
Janitorial/Custodial Services	Summer 2023	<a href="mailto:Construction@nrel.gov">Construction@nrel.gov</a>
Banking Agreement	Fall 2023	<a href="mailto:ASP.Team@nrel.gov">ASP.Team@nrel.gov</a>
Human Resources Insurance Broker	Spring 2024	<a href="mailto:ASP.Team@nrel.gov">ASP.Team@nrel.gov</a>
Architectural and Engineering Services	Spring/Summer 2024	<a href="mailto:Construction@nrel.gov">Construction@nrel.gov</a>

# Mentor Protégé Program

The program seeks to foster long-term business relationships between small business entities and DOE prime contractors, and to increase the overall number of these small business entities that receive DOE prime and subcontracts.

- NREL's MPP began in 2008.
- We have entered into 18 Mentor Protégé Agreements in the following areas:
  - Construction
  - Video Production
  - Energy Modeling
  - Information Technology
  - Environmental Services
  - Communications
  - Resiliency
- Currently have three active Mentor Protégé Agreements

## Remember To:

- 1** Visit NREL's website at [www.nrel.gov](http://www.nrel.gov)
- 2** Register your business in NREL's SB Vendor Database & include keywords
- 3** Visit NREL's Upcoming Opportunities page
- 4** Visit NREL's Missions and Programs
- 5** Register your business in [sam.gov](http://sam.gov)
- 6** Email your capability statement
- 7** Visit NREL's Innovation and Entrepreneurship Center page





Rexann Dunn, Small Business Program Manager

[Rexann.Dunn@nrel.gov](mailto:Rexann.Dunn@nrel.gov)

303.275.4322



# Doing Business with SLAC

**Nicole Colley**

Small Business Program Manager

SLAC National Laboratory



PNNL is operated by Battelle for the U.S. Department of Energy





# Pacific Northwest National Laboratories Synergy Day: SLAC Small Business Program

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Nicole Colley  
Operation Strategy Manager  
8 November 2023



# Outline

About SLAC National Accelerator Laboratory

Small Business and Supplier Diversity Program @ SLAC

SLAC Small Business Metrics

Partner with SLAC

Find Opportunities

SLAC Opportunities



# About SLAC National Accelerator Laboratory



## Multi program laboratory

- Founded in **1962** with **200** employees. Today we have **1,600** employees from **55** countries plus **470** postdocs and grad students.
- SLAC works with Stanford in **5** joint research centers and facilities that focus on cosmology and astrophysics, materials and energy science, cryogenic electron microscopy, catalysis and ultrafast science
- Our LCLS-II X-ray laser beam will be **10,000x** brighter and fire **8,000x** faster than the first LCLS beam, up to **1** million pulses per second.
- In **1991** we opened the **1st** website in North America. It helped physicists share their research results.



# SLAC National Accelerator Laboratory

One of 17 Department of Energy national labs.

SLAC invents the tools that make those discoveries possible and share them with researchers all over the world.



## Key Partnerships

Stanford University operates SLAC for the DOE Office of Science.

Location in Silicon Valley connection with DOE and Stanford and other research centers speed our progress

## X-rays Reveal the Atomic World

Our 2-mile-long particle accelerator is the lab's backbone. Today it generates the world's brightest X-rays for our revolutionary X-ray laser, the Linac Coherent Light Source (LCLS)

## Fundamental Science, Practical Benefits

Research has contributed to the development of medications for melanoma, flu and HIV and is aiding the fight against COVID-19, Ebola, high blood pressure and other ills.

# Small Business and Supplier Diversity Program @ SLAC

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The Small Business and Supplier Diversity Program @ SLAC is an extension of SLAC's commitment to diversity equity and inclusion through its support of communities in which we live and work by providing equitable opportunities to compete which drives down cost and increases innovation in support of SLAC's mission to help solve real-world problems and advancing the interests of the nation.

## Procurement Mission and Vision

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.

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.

# SLAC Small Business Goal vs Actual

## Socio-economic metrics

It is SLAC's policy to provide opportunities to small business concerns in accordance with our prime contract with the Department of Energy.

Business Classification	Actual % FY22	Target % FY23	Actual % FY23	Actual \$ FY23	Target % FY24
Small Business	62.86%	50%	70.39%	\$90,260,794	50%
Small Disadvantaged Business	16.91%	5%	29.29%	\$37,562,920	5%
Hub Zone	1.92%	3%	.53%	\$673,384	3%
Veteran Owned	12.13%	2%	11.01%	\$14,112,083	4%
Service-Disabled Veteran	3.91%	1%	Small Business Award: <ul style="list-style-type: none"> <li>• FY22 \$62,950,694</li> <li>• FY23 \$90,260,794</li> </ul>		
Women-Owned	9.24%	5%	2.98%	\$3,821,352	3%

# SLAC Small Business Suppliers

## Socio-economic metrics

It is SLAC's policy to provide opportunities to small business concerns in accordance with our prime contract with the Department of Energy.

Business Classification	Actual % FY23	Actual \$ FY23	# of Suppliers FY23	# of Suppliers Q4-FY23 Only
Small Business	70.39%	\$90,260,794	548	253
Small Disadvantaged Business	29.29%	\$37,562,920	113	51
Hub Zone	.53%	\$673,384	8	0
Veteran Owned	11.01%	\$14,112,083	37	17
Service-Disabled Veteran	1.99%	\$2,556,288	32	14
SLAC Women-Owned	2.98%	\$3,821,352	71	36

# Partner with SLAC


**Suppliers**

Search

BECOME A SUPPLIERFIND OPPORTUNITIESWORKING WITH SLACABOUT & CONTACT

HOW TO

## Partner with SLAC



The Procurement Group manages suppliers, supports small business growth, and buys goods and services according to government rules and SLAC's policies. Stanford University operates SLAC for the U.S. Department of Energy (DOE).

Therefore, SLAC must report all purchasing activity to the DOE. SLAC strives to contract with the best suppliers, so we've made registering to be a supplier with SLAC as simple as possible.


Once suppliers have completed the Prospective Supplier Information Form(s), they will be listed in a searchable database which all SLAC employees can access.

## How to Become a Supplier

- Ensure you are registered on SAM.gov AND maintain your registration!
- Register in our searchable database (*coming soon*)
- Register in our ERP tool to facilitate payment
- Construction Suppliers
  - Get to know SLAC qualifications
  - Pre-qualify (*coming soon*)




# Find Opportunities



## Suppliers

BECOME A SUPPLIER FIND OPPORTUNITIES WORKING WITH SLAC ABOUT &



**FIND OPPORTUNITIES**

**Learn about contract opportunities with SLAC**

SLAC Procurement welcomes all suppliers to do business with SLAC, including small businesses and minority business enterprises. Find contract opportunities, upcoming outreach events, and more below.

## Events and Opportunities

- Check periodically learn of new events and opportunities where the Small Business office will be participating



The Official U.S. Government System for:

**Contract Opportunities**

**Contract Data**

(Reports ONLY from fpds.gov)

**Wage Determinations**

**Federal Hierarchy**

Departments and Subtiers

**Assistance Listings**

**Entity Information**

Entities, Disaster Response Registry,  
Exclusions, and Responsibility/  
Qualification (was fapiis.gov)

**Entity Reporting**

SCR and Bio-Preferred Reporting

## SAM.gov

- Check periodically for new opportunities.
- Add “SLAC” and “Sources Sought” to your search criteria
- Ensure you respond to “Sources Sought” opportunities for consideration for when the RFP is released

# LCLS II/HE and Construction

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## 480V Distribution Panel

- Scope: Four Distribution Panels
- NAICS Code: 339264
- Estimated Project Cost: ~\$450,000
- Estimated Time of Solicitation: RFP release Q2 - 2024

## Cryomodule Repair & Maintenance Facility

- Scope: Construction of building and infrastructure for Cryomodule Repair and Maintenance Facility. Project deliver method is design - build
- Estimated Time of Solicitation: RFP Release – April 2025 and Award – November 2025

## Critical Utilities Infrastructure Revitalization

- Scope: The Critical Utilities Infrastructure Revitalization (CUIR) project aims to modernize SLAC's utilities infrastructure. Many of these systems were installed in the 1960s when the laboratory was initially built. Project delivery method is design – build.
- Estimated Time of Solicitation: RFP planned release date of March 2024 and expected award Spring 2025.

# Construction / High Value Science

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## ChemRIXS SVLS Spectrometer Mechanical System

- Scope: ChemRIXS SVLS Spectrometer Mechanical System built to SLAC specifications.
- NAICS Code: 334516 – Analytical Laboratory Instrument & Manufacturing
- Estimated Time of Solicitation: RFP is on SAM.gov; Offers due November 16, 2023

## A&E Design for Tunneling and Convention Facilities

- Scope: Engineering and design of a subterranean experimental hall (XEH), an above ground support building to house control rooms and laboratories, a connecting tunnel between the XEH and the support building, and a connecting tunnel between the XEH and Far Experimental Hall (existing).
- NAICS Code: 541310 - Architectural Services
- Estimated Time of Solicitation: Estimated RFP release and posting Q4 2024

# Construction / High Value Science

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## Sector 14 Culvert Repair Project

- Scope: Storm drain repair of corrugated metal pipe in Sector 14. The inlets and outlets of the pipe are rusted out.
- NAICS Code: 562910
- Estimated Project Cost: >\$250,000
- Estimated Timeline of Solicitation: Q4-FY2023

## Master Substation High Voltage Transformer

- Scope: A Master Substation (MSS) High Voltage Transformer to replace two 230kV / 12.47kV, 50MVA stepdown transformers
- NAICS Code: 335311
- Estimated Project Cost: >\$2 million
- Estimated Timeline of Solicitation: Anticipated RFP release date is March 2024.

# Construction / High Value Science

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## 15 M Detector

- Scope: Procurement of one (1) 15M detector for LCLS high speed large area x-ray detector. Jungfrau 15M detector with high repetition rate large imaging area X-ray detector system.
- NAICS: 334418 – Printed Circuit Assembly (Electronic Assembly) Manufacturing
- Estimated Project Cost: ~ >\$1.5 million
- Estimated Time of Solicitation: Estimated RFP release and posting November 23, 2023

## CUIR Sector 4 Switchgear

- Scope: Purchase Medium Voltage Switchgear to provide alternate connection from MSS to Cryoplant
- NAICS: 333769
- Estimated Project Cost: ~ \$600,000
- Estimated Time of Solicitation: November / December 2023



# Commodity

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## HE LCL5004-001216 BELLOWS

- Scope: Fabricate bellows assemblies for the LCLS-II-HE project to SLAC specifications.
- NAICS Code: 332999
- Estimated Project Cost: ~\$45,000
- Estimated Timeline of Solicitation: Award estimated before December 2024

## HE Safety-Personal Protection System Stopper

- Scope: Fabricate chamber for use in ultra high vacuum (UHV) conditions.
- NAICS Code: 332313
- Estimated Project Cost: ~\$100,000
- Estimated Timeline of Solicitation: RFP release in November; Award estimated December 2023

# Services

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## Security

- Scope: Security contract to include security administration and services including security guards and emergency medical technician. Responsible for patrolling all buildings and all other structures at SLAC including roads and 426 acres.
- NAICS Code: 561612
- Estimated Timeline of Solicitation: This will be rebid in FY2026

## ES&H Professional Services Support

- Scope: 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
- NAICS Code: 562910
- Estimated Project Cost: >= \$1 Million
- Estimated Timeline of Solicitation: FY2024 Q2 / FY2024 Q3. Current agreement expires June 2024

An aerial photograph of the SLAC National Accelerator Laboratory campus. The image shows several large, modern buildings with red-tiled roofs and glass facades, surrounded by lush green lawns and trees. In the center, there is a circular green area with a fountain and people sitting on benches. The background features rolling hills and a dramatic sky with large, dark clouds. The text "Thank you" is overlaid in the center of the image in a large, white, serif font.

# Thank you

**SLAC**

NATIONAL  
ACCELERATOR  
LABORATORY

Stanford  
University



U.S. DEPARTMENT OF  
**ENERGY**





**Thank you for  
coming!**



PNNL is operated by Battelle for the U.S. Department of Energy

