

KCNSC HUBZone OPEN HOUSE

Co-hosted by DOE OSDBU



Tuesday, March 5, 2024



AGENDA

- 8:30 AM Check-In and Badging
- 9:00 AM Introduction/Agenda/Logistics: Karen West
- 9:05 AM Welcome to KCNSC: Jacque Coleman
- 9:15 AM Opening Remarks: Ron Pierce
- 9:25 AM SBA HUBZone Presentation: Igor Soares
- 10:15 AM Break
- 10:30 AM KCNSC Cybersecurity Workshop
- 11:00 AM HUBZone Supplier Panel
- 11:30 AM Working Lunch: How to Do Business with DOE/Sites
- 12:30 PM HUBZone Supplier Spotlights
- 1:45 PM Networking
- 3:00 PM End of Event

WELCOME TO KCNSC

Jacque Coleman
Honeywell FM&T Director of Procurement

ABOUT KCNSC



QUICK FACTS:

- \$900M Annual Spend
- 7,000 employees and growing
- Invest \$1 Million into our communities annually: MO, KS, NM

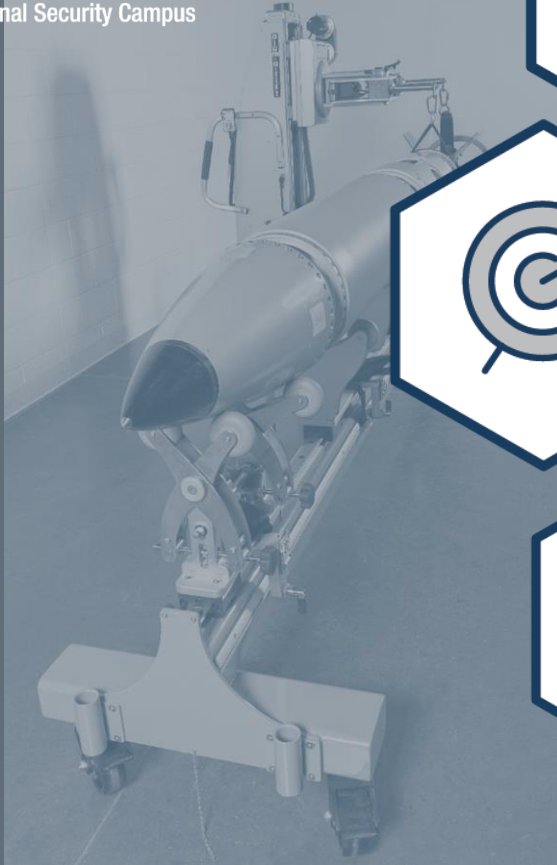
Honeywell Federal Manufacturing & Technologies, LLC, has been the sole managing and operating contractor of the Department of Energy's (DOE) Kansas City National Security Campus (KCNSC) for 75 years.

KCNSC is a multi-mission engineering and manufacturing enterprise delivering trusted national security products and government services; producing 80% of the country's non-nuclear components.

MISSION AREAS

- **NUCLEAR WEAPON PROGRAMS:** Three modernization weapon programs in production; three modernization weapon programs in development and stockpile systems; planning for subsequent modernization and continuation of stockpile systems
- **GLOBAL SECURITY:** Strategic partnership and strategic intelligence partnership programs with DOE Intelligence oversight - primary operations are in a SCIF
- **SUPPLY CHAIN MANAGEMENT CENTER (SCMC):** Enables cost savings and/or cost avoidance, yielding more money for more mission by reducing duplication of effort and fragmented approaches to strategic sourcing

ABOUT KCNSC



VISION

To deliver **INNOVATIVE** national security **SOLUTIONS** for **GENERATIONS TO COME**



MISSION

One team developing and delivering **QUALITY** products and services to advance our nuclear deterrent in **DEFENSE OF OUR NATION**



VALUES

INTEGRITY

We lead by upholding high standards in all we do, with a commitment to execution where our actions match our words and foster trust.

TEAMWORK

We deliver on our mission as a united team driving innovation and accountability for success today, tomorrow and beyond.

RESPECT

We cultivate an inclusive environment which values our unique strengths and diverse perspectives.

NEW MEXICO OPERATIONS



NEW MEXICO OPERATIONS:

- Depot services
- Quality auditing
- Security access control systems
- Custom components and systems for the NNSA's Office of Secure Transportation (OST)

KCNCS EXPECTATIONS OF SUPPLIERS

- Integrity
- Compliance with all applicable laws (including export control)
- Safety
- Active registration in System for Award Management (SAM.gov)
- Timely response to KCNCS requests for quotes and information
- Awareness of and adherence to all purchase order terms and conditions
- Exceptions (if any) to requirements documented in response to RFQ/RFP
- 100% conformance to the specification
- 100% on-time delivery
- Fair and reasonable pricing
- Continuous improvement culture
- IT suppliers provide hardware and software capable of operating in an IPv6-only environment

GOAL FOR TODAY'S HUBZONE OPEN HOUSE

- KCNSC/Sandia/MSTS make connections with HUBZones that result in increased HUBZone spend in FY24 and beyond
- SCMC to connect with HUBZones that they can include in future Multi-Site Agreement solicitations
- Prime Contractors and HUBZones get their questions about the HUBZone Program answered from Small Business Administration
- Prime Contractors and HUBZones connect with DOE OSDBU to find out about other resources/opportunities available within the DOE and other government agencies
- HUBZones gain some insight and ideas about assessing/improving their cybersecurity

Thank you for being here today!

U.S. DEPARTMENT OF ENERGY

Ron Pierce

**Director, DOE Office of Small and
Disadvantaged Business Utilization**



U.S. Small Business
Administration

HUBZone Program

Presenter: Igor Soares

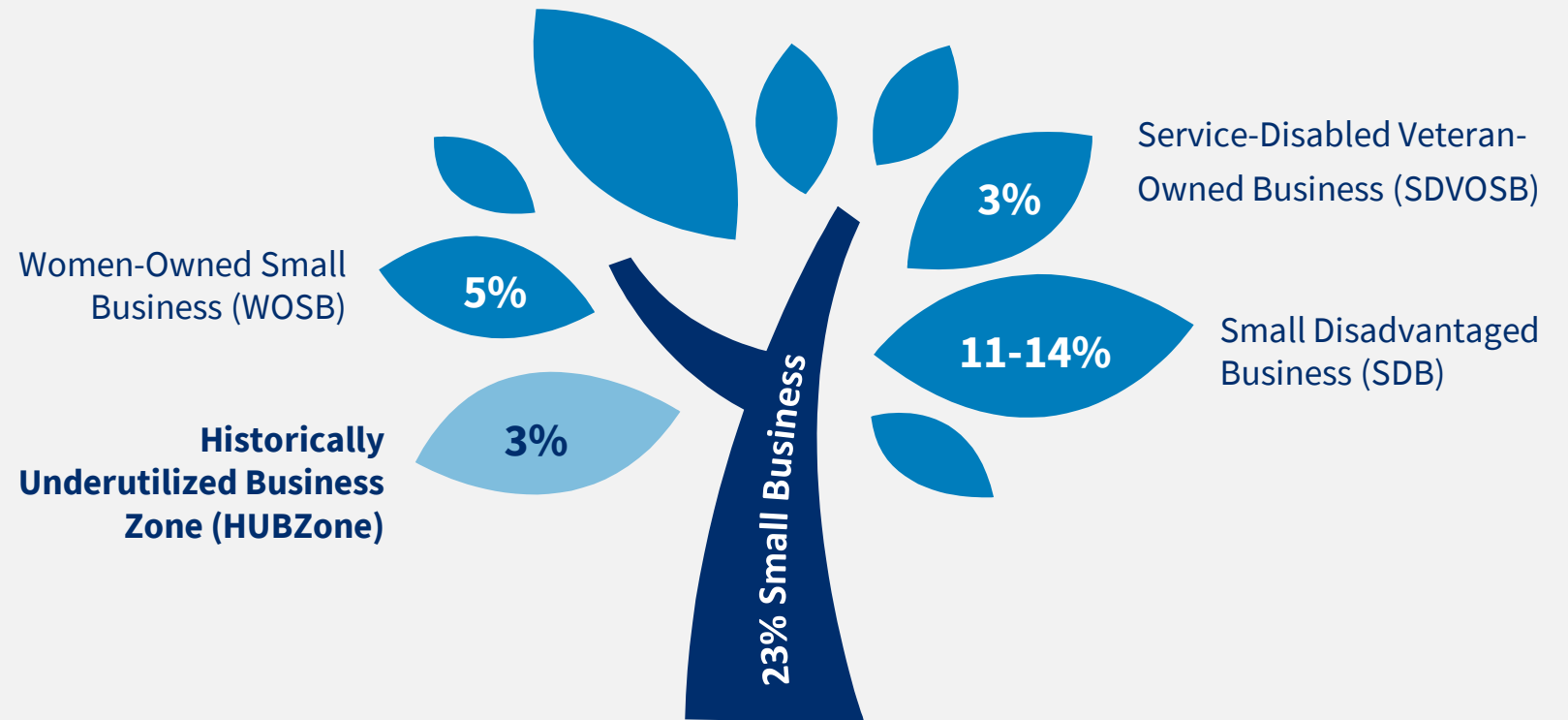
Business Opportunity Specialist

Kansas City District Office



The Federal Procurement Scorecard: Small Business Goals

The federal government's objective to drive 23% of all federal procurement opportunities to small businesses also includes goals to expand opportunities for disadvantaged enterprises and communities.

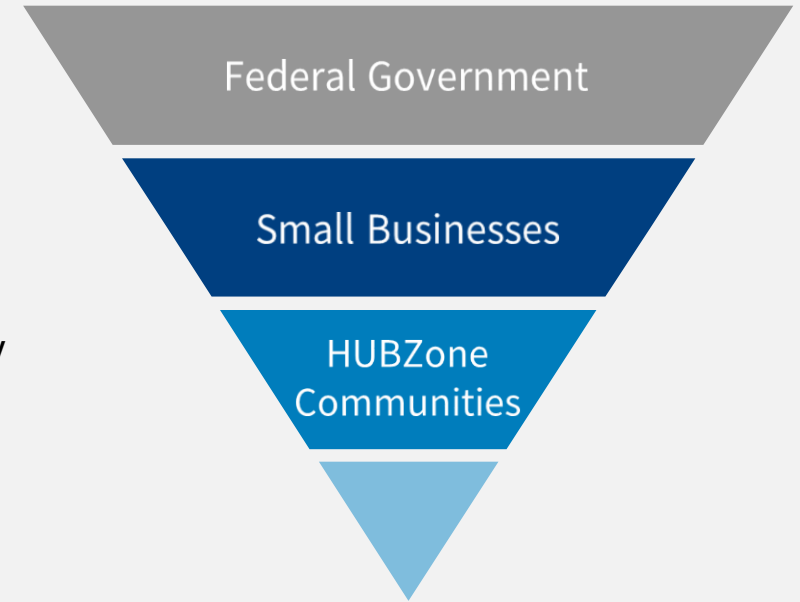




HUBZone Program Mission

Launched in 1999, the HUBZone Program fuels the development of distressed communities by providing small businesses preferential access to federal government contracts.

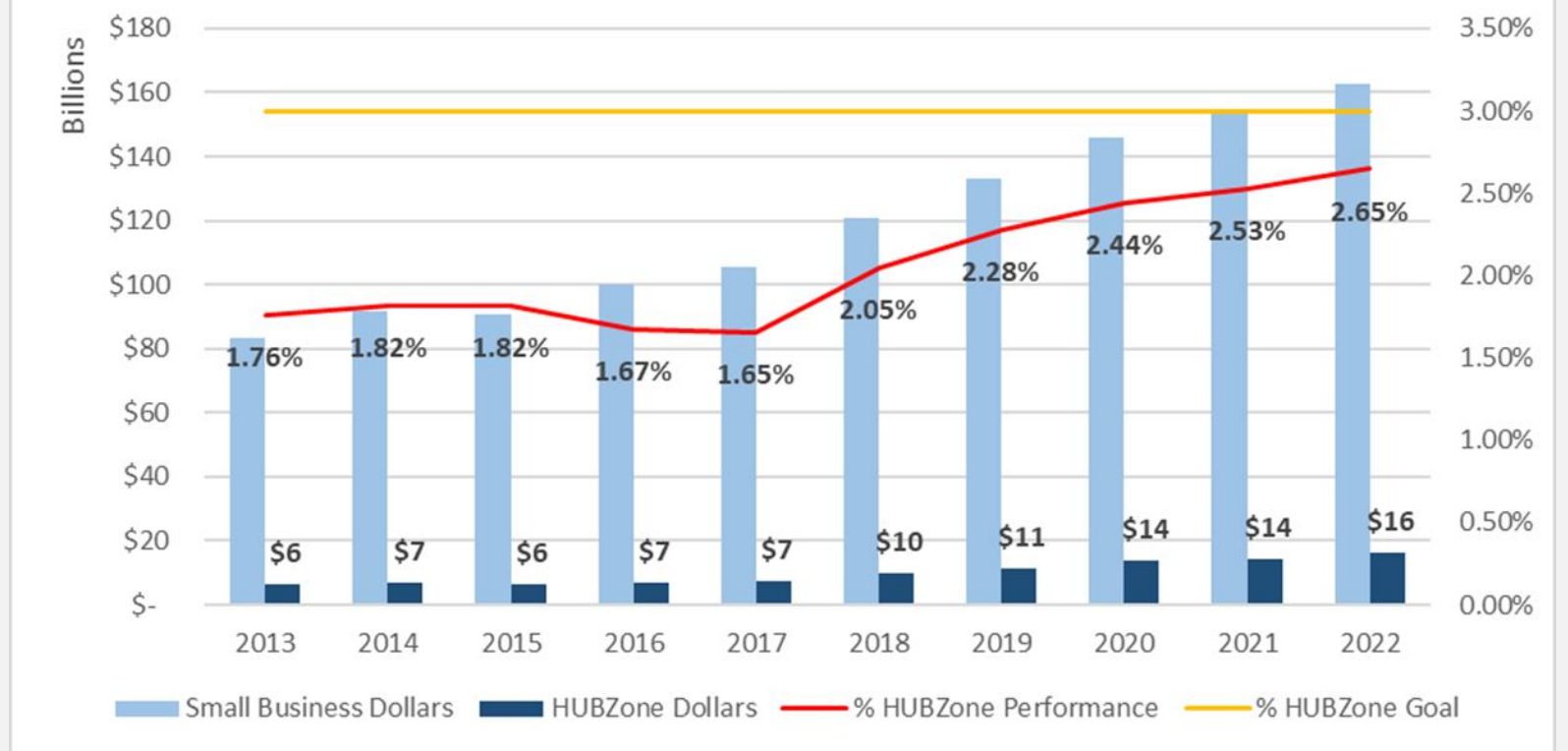
- **Federal Government** has goal to award 3% of procurement to HUBZone-certified small businesses via set-aside and price preference awards.
- **Small businesses** become certified by locating in and employing residents (35%) from qualified HUBZones.
- **HUBZone communities** benefit from jobs and investment.



Federal Scorecard Performance

3% GOAL

Government Wide - HUBZone Scorecard Achievement | FY 2013-2022





Benefits of HUBZone Certification



Qualify for a set-aside or sole source contract, or a 10% price preference in full and open competition, available only to certified HUBZone firms



Build past performance history as a prime, sub, or joint venture partner by contributing a valuable certification to non-HUBZone set-aside proposals



Access specialized training and assistance reserved only for SBA certified firms



Make an impact in an underserved area by investing in the community and creating jobs



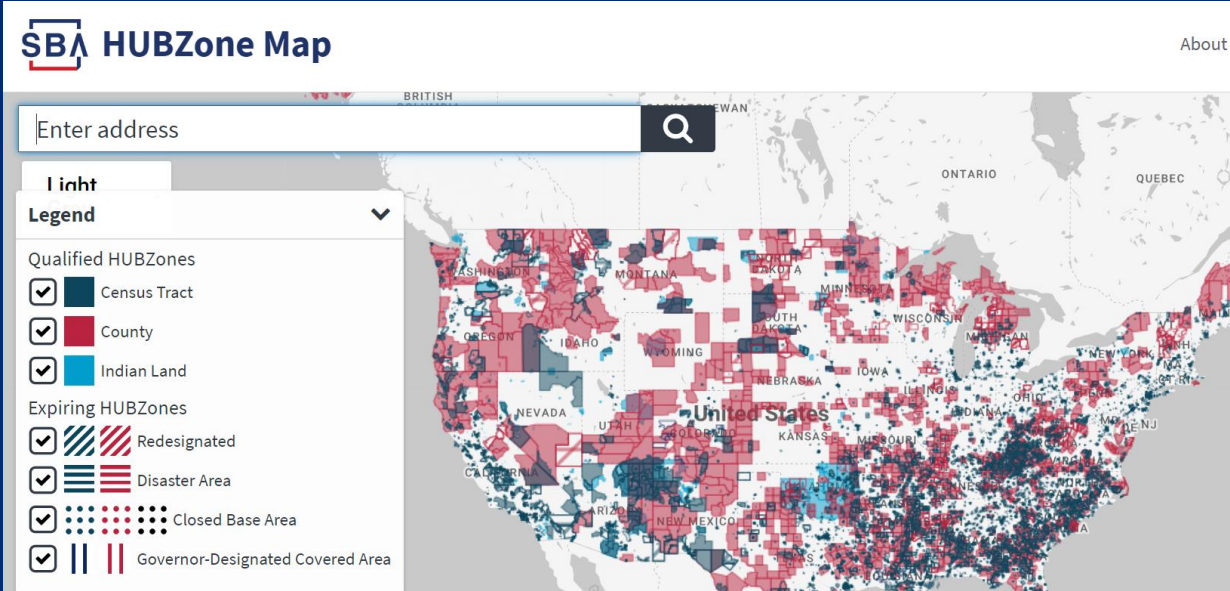
HUBZone Contracts

(13 CFR 126.600)

HUBZone contracts are contracts awarded to certified HUBZone small business concerns, regardless of the place of performance, through any of the following procurement methods:

- **Sole source awards** (CO does not expect to receive offers from at least 2 HUBZone SBCs and anticipated price of the contract (including options) will not exceed—
 - \$7 M for a requirement assigned a manufacturing NAICS code; or
 - \$4.5 M for all other requirements
- **HUBZone set-aside awards** and partial set-asides (CO must have a reasonable expectation that offers will be received from at least 2 HUBZone SBCs at fair market price)
- **Full and open competition**, where the **HUBZone price evaluation preference is applied** (application of a 10% price evaluation preference applied in full and open competition only applies if initial low offer is from a large business, not if low bidder is a small business)
- Reserves for HUBZone SBCs under Multiple Award Contracts (MAC)
- **Orders set-aside** for HUBZone SBCs against a MAC, where the MAC was awarded in full and open competition

HUBZone Designations



The screenshot shows the SBA HUBZone Map interface. At the top left is the SBA logo and the text "HUBZone Map". To the right is an "About" link. Below the header is a search bar with the placeholder text "Enter address" and a magnifying glass icon. A legend is open on the left side, showing various designations with checkboxes and corresponding symbols. The map itself shows the United States with numerous colored areas representing different HUBZone designations.

Legend

- Qualified HUBZones
 - Census Tract
 - County
 - Indian Land
- Expiring HUBZones
 - Redesignated
 - Disaster Area
 - Closed Base Area
 - Governor-Designated Covered Area

- **More than 22,000 communities**
- **Footprint expanding**

- There are six different designations:**
1. Qualified Census Tract
 2. Qualified Non-Metropolitan County
 3. Indian Land
 4. Disaster Area
 5. Redesignated (transition)
 6. **New in 2020: Governor's Designated (rural) Areas.**



Snapshot of HUBZone Firms



+/- 4,000 certified HUBZone enterprises



40% of HUBZone firms are dual certified
65% self-certified as SDB



70% of HUBZone firms are in **Professional and Technical Services or Construction**

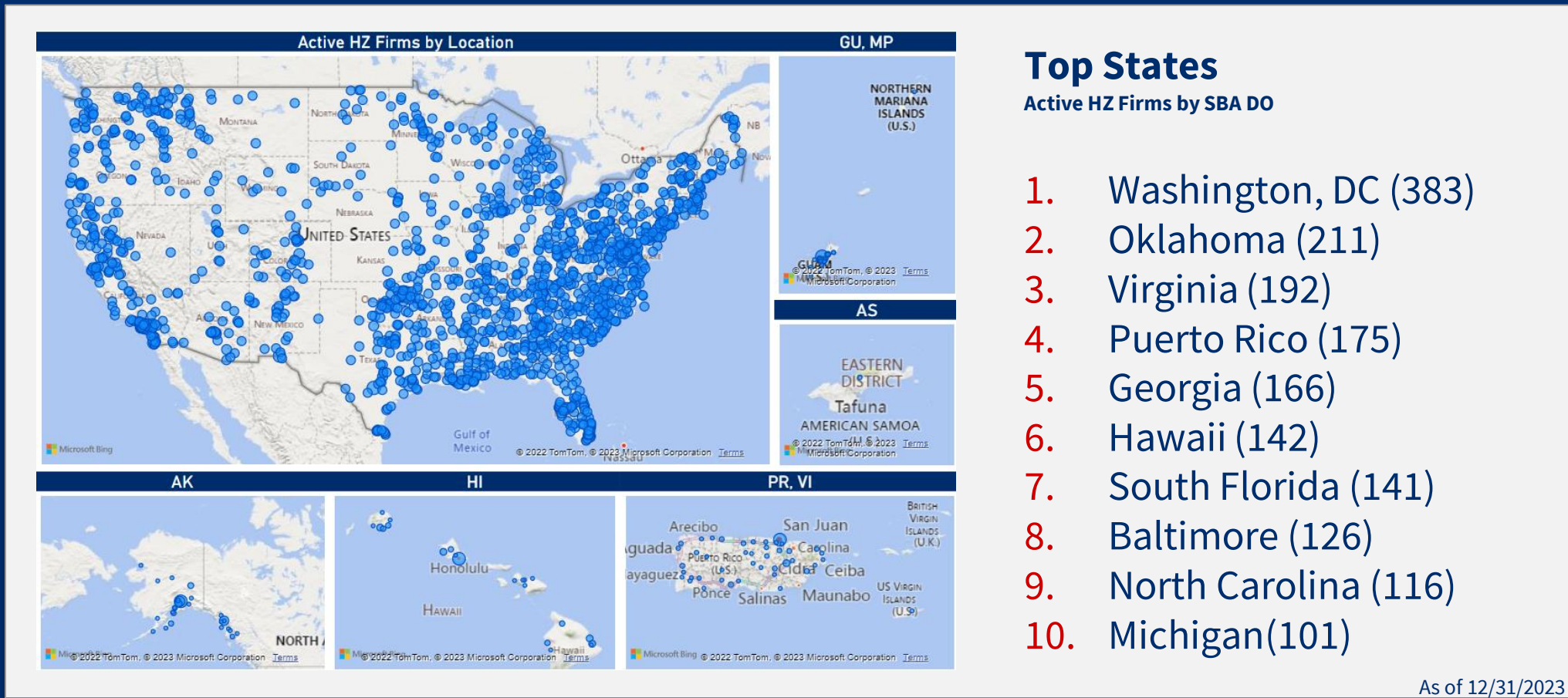


2,550 HUBZone firms were awarded contracts totaling more than **\$16.3 billion** in FY22, equating to more than **71,000 jobs**.



Typical firm entering: \$400K AGI, 5 employees, 8 years old
5 years later: \$1 million, 8 employees

Map of HUBZone Firms





Top NAICS

1. 236220 - Commercial and Institutional Building Construction (383)
2. 541611 - Administrative Management & General Management Consulting Services (304)
3. 541330 - Engineering Services (189)
4. 541512 - Computer Systems Design Services (168)
5. 541511 - Custom Computer Programming Services (161)
6. 541519 - Other Computer Related Services / Information Technology Value Added Resellers (118)
7. 237310 - Highway, Street, and Bridge Construction (107)
8. 237990 - Other Heavy and Civil Engineering Construction (107)
9. 561210 - Facilities Support Services (72)
10. 115310 - Support Activities for Forestry (69)

HUBZone Continuing Eligibility

Firms must:

- Complete an annual recertification attestation.
- Participate in a program examination at least once every three years; more often if they receive a HUBZone set aside contract.
- Notify SBA if their business is involved in a merger or acquisition.
- Not drop below 20% HUBZone residency while performing on a HUBZone contract.
- Comply with regulations.

Firms may:

- Continue in the program for as long as they qualify.
- Fall in and out of compliance throughout the year but must meet eligibility requirements each year on the certification anniversary date.



HUBZone Results

SAM Engineering and Surveying (SAMES) Inc.



\$400,000   **\$500 million** 

INTEC Group, LLC



\$495 million contract    **>50%**

Pearl River Technologies Joint Venture



 **3 employees**   **122 employees**

Surety Bonds

The SBA guarantees bid, performance, and payment surety bonds issued by certain surety companies.



A variety of bond types and amounts:

1 Bid

2 Performance

3 Payment

4 Maintenance

For each government and private sector contract **up to \$6.5 million.**

For each direct federal contract, the limit is **\$10 million.**

<https://www.sba.gov/funding-programs/surety-bonds>

Certification and Continuing Eligibility Support

REACH OUT IN ADVANCE FOR ELIGIBILITY QUESTIONS AND APPLICATION HELP



EMAIL

HUBZone Help Desk
HUBZone@sba.gov



CALL

Tuesdays/Thursdays
2 p.m. ET
1-208-391-5817
ID: 278449067#



WEBSITE

- SBA.gov/HUBZone



SBA RESOURCES

Get local assistance
SBA.gov/local-assistance



U.S. Small Business
Administration

CYBER SECURITY

Damon Randolph
Honeywell FM&T Cyber Security Manager

What is Cybersecurity?

- **Cybersecurity is the practice of protecting computer systems, networks, devices, and data from unauthorized access or digital attacks.**
 - Basic principles of cybersecurity is often referred to as the CIA Triad.
 - Confidentiality
 - The goal is to prevent or minimize unauthorized access to your business data by the wrong people and ensuring the right people have the necessary access.
 - Integrity
 - The goal is to protect the reliability and accuracy of your business data while preventing unauthorized modifications to the data by unauthorized people.
 - Availability
 - The goal is to ensure authorized people have timely and uninterrupted access to your business data when they need it.

Top 5 Cybersecurity Threats Facing Small Businesses

- **Phishing and Social Engineering**

- Attacker tricks a user into clicking a malicious link or downloading a malicious file.
- Implement security awareness training to reduce risk.

- **Ransomware and Malware**

- Malicious file or download is used to gain unauthorized access to networks, systems, or data. Make company data inaccessible and demand a ransom.
- Implement data backup and recovery.

- **Weak Passwords**

- Attackers steal weak passwords and gain unauthorized access to networks, systems, or data.
- Implement a strong password policy and consider a business password manager.

Top 5 Cybersecurity Threats Facing Small Businesses

- **Poor Patch Management**

- Attacker exploits software vulnerabilities with malware or ransomware.
- Implement patch management, endpoint management, and/or vulnerability tools.

- **Insider Threats**

- Risk to business data caused by employees, former employees, or contractors.
- Implement least privilege principles that ensure people only have the minimum amount of access needed to do their job.

Security 101

1. Why is cybersecurity important?
2. Cybersecurity is the sole responsibility of IT? True or False
3. A cybersecurity strategy should support the business objectives, mission, and goals of the organization? True or False

What can I do to protect myself and my business?

- Use the NIST Cybersecurity Framework as a blueprint for operational activities that can be performed on an ongoing basis to support and improve security over time.
- <https://www.nist.gov/cyberframework/framework>



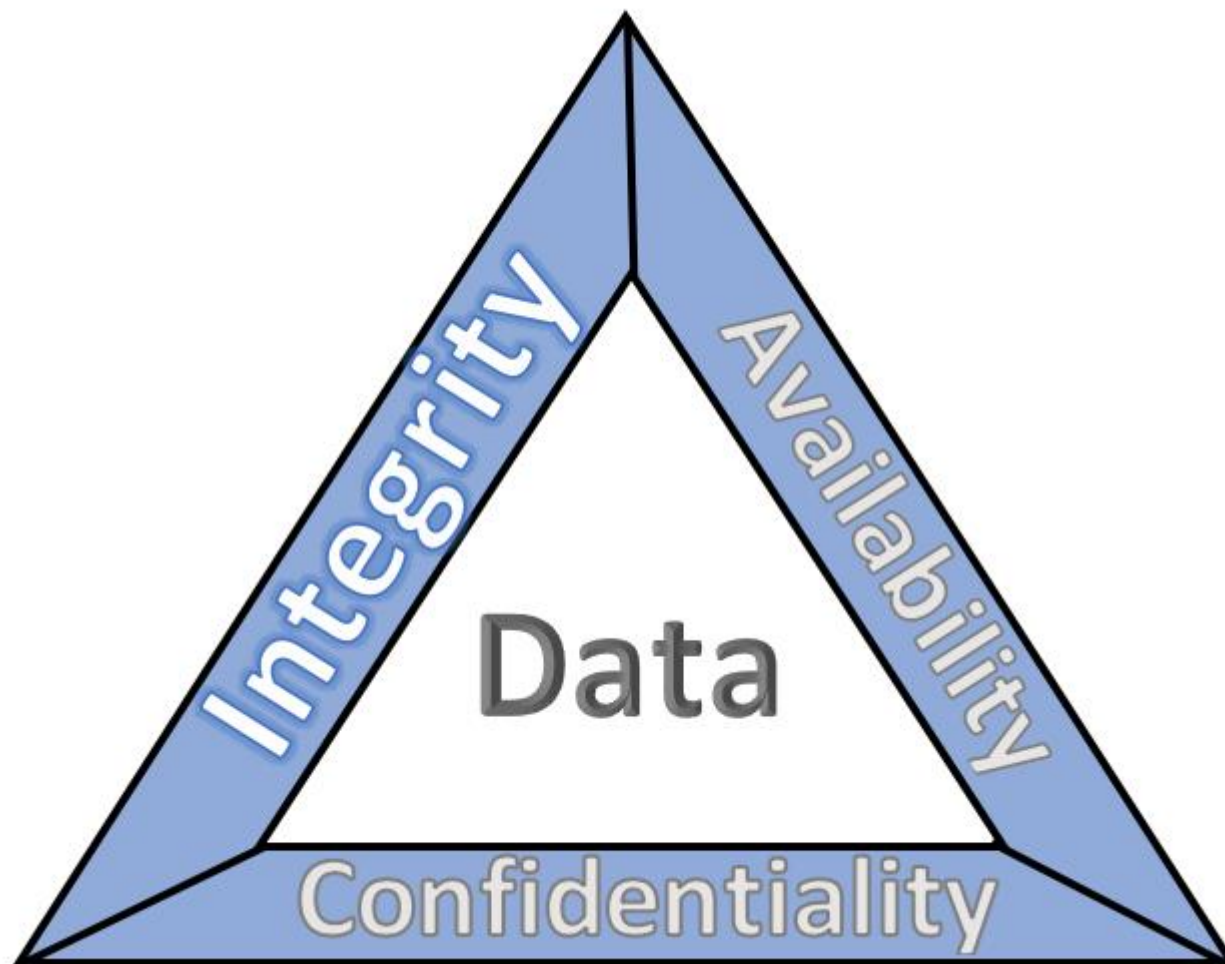
Best Practices for Preventing Cyberattacks

- Train your employees
- Secure your networks
- Use antivirus software and keep all software updated
- Enable multi-factor authentication
- Monitor and manage cloud service provider (CSP) accounts
- Secure, protect, and backup sensitive data
- Assess your business risk

Cybersecurity Resources

- Cyber Guidance for Small Businesses
 - <https://www.cisa.gov/cyber-guidance-small-businesses>
- Cybersecurity Framework
 - <https://www.nist.gov/cyberframework>
- Stopransomware.gov
 - <https://www.cisa.gov/stopransomware>
- Free Cybersecurity Tools and Resources
 - <https://www.cisa.gov/resources-tools/resources/free-cybersecurity-services-and-tools>

Questions?



How to do Business with DOE/DOE Sites

- OSDBU Perspective: Kent Hibben, Senior SB Advocate
- KCNSC: Karen West, Purchasing Program Manager
- MSTS (Nevada): Alexzandria Williams, SBLO
- Sandia National Lab: Zach Mikelson, SBPM
- Supply Chain Management Center: Rob Leuszler, Senior Manager
Commodities/Small Business Program Resource Center

Presentations will begin at 11:50 AM

DOING BUSINESS WITH THE U.S. DEPARTMENT OF ENERGY



Presented by:

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION



NSC-614-5991 02/2024 Unclassified Unlimited Release

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).

Acquisition Forecast

Office of Small and Disadvantaged Business Utilization

Office of Small and Disadvantaged Business Utilization » Small Business Toolbox » Acquisition Forecast

The U.S. Department of Energy's (DOE) Acquisition Forecast contains a list of upcoming contracting and subcontracting opportunities to help make it easier for small businesses to search for opportunities and navigate the Department's complex procurement environment.

Approximately 80% of DOE's annual procurement base is allocated to the Agency's Management and Operating Contractors (M&Os), also commonly referred to as Facility Management Contractors (FMCs).

The procurement opportunities include:

DOE HEADQUARTERS AND FEDERAL FIELD OFFICE ACQUISITION FORECAST

Search the DOE Headquarters and Federal Field Office Acquisition Forecast for direct procurements with DOE to support DOE Headquarters and DOE Federal Field Offices.

DOE/NATIONAL NUCLEAR SECURITY ADMINISTRATION (NNSA) SITE FACILITY MANAGEMENT CONTRACTS

Explore the list below of National Laboratories/M&O/FMC procurements at DOE/NNSA contractor-managed sites:

- Ames Laboratory (AMES)
- Argonne National Laboratory (ANL)
- Bonneville Power Administration (BPA)
- Brookhaven National Laboratory (BNL)
- Carlsbad Field Office
- Central Plateau Cleanup Contract
- East Tennessee Technology Park (ETTP) (OR)
- Environmental Management Consolidated Business Center (EMCBC)
- Fermi National Accelerator Laboratory (FNAL)
- Hanford Mission Essential Services Contract
- Idaho Clean-up Core Contract (Fluor)
- Idaho Clean-up Contract (Idaho Environmental Coalition)

Subcontracting Opportunities



[DOE/NNSA Site Facility Management Contracts | Department of Energy](#)



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



[https://www.energy.gov/osdbu/small-business-points-contact](#)

Other Important Links

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



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

Call: (202) 586-7377

Email: smallbusiness@hq.doe.gov

HUBZone Program Manager (PM) – Kent Hibben:

Kent.Hibben@hq.doe.gov

SDB PM - Mark Lochbaum:

Mark.Lochbaum@hq.doe.gov

SDVOSB PM – Blake Clemmer:

Blake.Clemmer@hq.doe.gov

WOSB PM - Nicola Ohaegbu:

Nicola.Ohaegbu@hq.doe.gov

Deputy Director SB Programs: Tamara.Miles@hq.doe.gov

DOE OSDBU Support

HOW TO DO BUSINESS WITH KCNSC

Karen West

Honeywell FM&T Purchasing Program Manager

SMALL BUSINESS PROGRAM: INNOVATION

- Forecasting Tool for Small Business Steering Committee
- Small Business Portal Page
- Department Specific Dashboard of SB Performance for Purchasing
- Strategic Sourcing SB Impact Reports
- HUBZone Open House



SMALL BUSINESS PROGRAM: SUPPLIER DEVELOPMENT

- DOE Mentor Protégé Agreements
 - Lean
 - Business Development
 - Cybersecurity
 - Quality
 - Precision Cleaning
 - Additive Manufacturing
 - You name it
- Supply Base Management: Commodity Teams, Purchased Product Teams
- Supplier Development Team
- Supplier Kaizens: Value Stream Mapping, 5S, Visual Management



SMALL BUSINESS PROGRAM: OUTREACH

Honeywell FM&T's commitment to Small Business in the Subcontracting Plan includes Small Business Outreach

Kansas City

- KCPRT Small Business Supplier Diversity Initiatives
- Metropolitan Community College Small Business Events
- KC Asian Chamber Supplier Events
- KS SBDC Encountering Innovation

Albuquerque

- NM PTAC Outreach Events
- Albuquerque Hispano Chamber Events
- NMVBA Events
- Sandia/DOE Small Business Forum

National

- DOE's Small Business Expo & Forum
- Government Procurement Conference
- National 8(a) Procurement Conference
- National HUBZone Conference
- WBENC National Conference



Upcoming Small Business Outreach Events Listed at www.kcnscsupplier.com

SMALL BUSINESS SUPPLY BASE

FY23	Total # Suppliers	Small	Small Disadvantaged	Woman Owned Small	HUBZone	Veteran Owned Small	Service-Disabled VOS
Purchasing	1644	1081	128	138	29	103	48
PCard/DO	4302	120	23	26	4	7	3



WE NEED MORE HUBZONES!!

KCNCS FORECAST OPPORTUNITIES*

Program/Site Office Name: Kansas City National Security Campus managed by Honeywell FM&T

Type of Acquisition: Capital Equipment Reseller IDIQ

Acquisition Description: 3rd party procurement of capital equipment for new campus

Type of Action: Small Business | **NAICS Code:** 333248

Estimated Dollar Range: \$60M

RFP Release Date: Q4 2024

Contact Info: Erin Weathersbee eweathersbee@kcncsc.doe.gov

Program/Site Office Name: Kansas City National Security Campus managed by Honeywell FM&T

Type of Acquisition: Building Maintenance and Operations Contract through 2031

Acquisition Description: Building maintenance and operations contract for B23 and KC NEXt

Type of Action: Small Business | **NAICS Code:** 561210

Estimated Dollar Range: \$200 – 225M (Could be split up into smaller contracts.)

RFP Release Date: Q2 2024

Contact Info: Crysten Morgan cmorgan@kcncsc.doe.gov

**Opportunity forecasts are subject to change at the discretion of the Contracting Officer.*

KCNSC FORCAST OPPORTUNITIES*

Program/Site Office Name: Kansas City National Security Campus managed by Honeywell FM&T

Type of Acquisition: IDIQ Contract

Acquisition Description: Office furniture and installation for new buildings

Type of Action: Small Business | **NAICS Code:** 337215

Estimated Dollar Range: \$50M

RFP Release Date: Q1 - 2024

Contact Info: Crysten Morgan cmorgan@kcncsc.doe.gov

Program/Site Office Name: Kansas City National Security Campus managed by Honeywell FM&T

Type of Acquisition: IDIQ Contracts

Acquisition Description: MRO Items

Type of Action: Small Business | **NAICS Code:** Varies per contract

Estimated Dollar Ranges: \$3-\$5M total

RFP Release Dates: Q3 2024 thru Q4 2024

Contact Info: Lori Greene lgreene@kcncsc.doe.gov

**Opportunity forecasts are subject to change at the discretion of the Contracting Officer.*

DOING BUSINESS WITH KCNSC

1. Visit www.kcnscsupplier.com and fill out a Supplier Interest Form
2. Receive follow up contact from KCNSC Small Business Advocate
3. KCNSC Small Business Advocate will share your information with appropriate buyers/business customers
4. Buyers/business customers will reach out when opportunities arise
5. Respond when receiving an RFI or RFP



Karen West
Purchasing Program Manager
KCNSC managed by Honeywell FM&T
(816) 488-7741
kwest@kcnsc.doe.gov



Tina Krstulic
Small Business Advocate
KCNSC managed by Honeywell FM&T
(816) 488-5191
ckrstulic@kcnsc.doe.gov

HOW TO DO BUSINESS WITH MISSION SUPPORT AND TEST SERVICES (MSTS)

Alexzandria Williams
Small Business Liaison Officer

ABOUT US



MSTS is a limited liability company consisting of Honeywell International Inc. Jacobs Engineering Group Inc., and HII Nuclear, Inc.

With some 2,200 employees, MSTS manages operations at the Nevada National Security Site or the NNSS formally known as the Nevada Test Site and at its related facilities and laboratories for the Department of Energy’s National Nuclear Security Administration (NNSA).

WHAT WE BUY

- ▶ Aircraft, services and parts
- ▶ Audio/visual equipment/supplies
- ▶ Automotive supplies and services
- ▶ Chemicals
- ▶ Cleaning equipment and supplies
- ▶ Clothing
- ▶ Communication equipment/supplies
- ▶ Computer hardware/software
- ▶ Construction services and materials
- ▶ Consulting services
- ▶ Electrical services
- ▶ Electronics and electronic supplies
- ▶ Engineering services
- ▶ Fabrication
- ▶ Food service equipment/supplies
- ▶ Furniture
- ▶ Gases
- ▶ Machinery
- ▶ Mechanical services
- ▶ Metals
- ▶ Office equipment and supplies
- ▶ Personal protective equipment
- ▶ Pharmaceuticals
- ▶ Photographic equipment/supplies
- ▶ Repair and maintenance services
- ▶ Facility/equipment rentals/leases
- ▶ Signage
- ▶ Staffing services
- ▶ Tools
- ▶ Vehicles



UPCOMING PROCUREMENTS

Performance End Date	NAICS Code	Acquisition Description	Estimated Dollar Value	Location
Mar-24	332722	Custom Fasteners	>\$1,000,000.00	NLV / NNSS
Apr-24	541611	Deltek Support Services	\$250,000.00 - \$999,999.00	Multiple
Apr-24	336413	Bell Helicopter Products	\$10,000.00 - \$249,000.00	RSL-Nellis / RSL-Andrews
Jul-24	492110	Mail Services	>\$1,000,000.00	NLV / NNSS
Jul-24	541612	Recruiting Services	\$10,000.00 - \$249,000.00	Multiple
Jul-24	541330	A&E Services	>\$1,000,000.00	NLV / NNSS
Oct-24	811310	Machine Shop Preventative Maintenance & Repair	>\$1,000,000.00	NLV / NNSS
Oct-24	541380	Environmental Lab Analysis	\$250,000.00 - \$999,999.00	NNSS
Dec-24	525110	Acturial Support Services	>\$1,000,000.00	NLV / NNSS
Dec-24	541211	Audit Services	\$250,000.00 - \$999,999.00	NLV / NNSS
Dec-24	561990	Shredding Services	\$10,000.00 - \$249,000.00	NLV / NNSS
Jul-25	525120	Investment Consulting Services	>\$1,000,000.00	Multiple
Jul-25	561720	Janitorial Services	>\$1,000,000.00	NLV / RSL-Nellis
Jul-25	488190	Avionics Services	\$250,000.00 - \$999,999.00	RSL-Andrews

For more information visit: nss.gov, Partnerships, Procurement, NNSS Management & Operating (M&O) Prime Contractor
Or contact: SmallBusinessAdminGroup@nv.doe.gov



Exceptional service in the national interest

UPCOMING OPPORTUNITIES

Sandia National Laboratories

Zach Mikelson

Small Business Program Manager

March 5, 2024

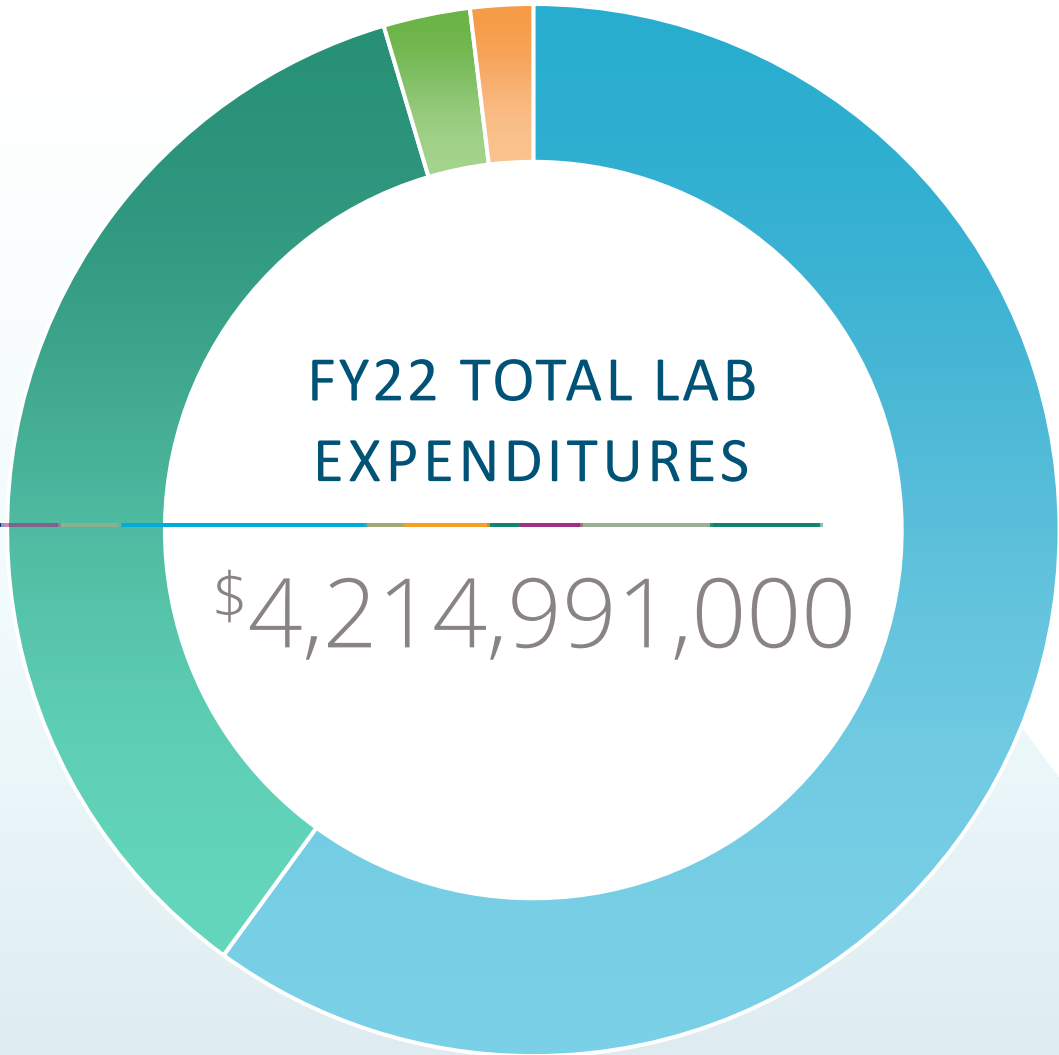


Sandia National Laboratories is a multimission laboratory managed and operated by National Technology and Engineering Solutions of Sandia LLC, a wholly owned subsidiary of Honeywell International Inc. for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-NA0003525.



ZACH MIKELSON, SMALL BUSINESS PROGRAM MANAGER

LABS' SPENDING TOPS \$4.2 BILLION



**LABOR AND
NON-SUBCONTRACT-
RELATED PAYMENTS**
\$2,529,937,000



**SUBCONTRACT-RELATED
PAYMENTS**
\$1,501,532,000



NM GROSS RECEIPTS TAXES
\$111,700,000



**PROCUREMENT CARD
PAYMENTS**
\$72,645,000

SMALL-BUSINESS CONTRACTING IS A PRIORITY



SMALL BUSINESS*	\$391M
DISADVANTAGED	\$292M
WOMAN-OWNED	\$183M
VETERAN-OWNED	\$159M
SERVICE-DISABLED VETERAN-OWNED	\$111M
HUBZONE	\$84M



DISADVANTAGED	\$177M
SMALL BUSINESS*	\$127M
WOMAN-OWNED	\$91M
VETERAN-OWNED	\$61M
HUBZONE	\$36M
SERVICE-DISABLED VETERAN-OWNED	\$27M

67% OF ALL SANDIA SUPPLIERS ARE SMALL BUSINESSES

>500 NEW SMALL-BUSINESS SUPPLIERS ADDED TO SANDIA'S SUPPLIER BASE

NEW MEXICO SMALL BUSINESS SUBCONTRACTING PAYMENTS ARE:

45% OF TOTAL SMALL-BUSINESS SUBCONTRACTING PAYMENTS

87% OF TOTAL NEW MEXICO SUBCONTRACTING PAYMENTS

**Small Businesses not categorized as Small Disadvantaged Business, Women-Owned Small Business, HUBZone Small Business, Veteran-Owned Small Business or Service-Disabled Veteran-Owned Small Business*

Note that some businesses fall into multiple categories

FY 24 SMALL BUSINESS GOALS



Category	Goal
Small Business	61.00%
Small Disadvantaged Business	16.00%
Woman-Owned Small Business	10.50%
HUBZone Small Business	3.75%
Veteran-Owned Small Business	7.00%
Service-Disabled Veteran Owned Small Business	6.25%



HOW TO WORK WITH US

- Register in our iSupplier Portal
- Subscribe to our Business Opportunities Website
- Attend our Outreach Event in Albuquerque, NM
 - May 2, 2024 – Small Business Opportunities Fair
- Request a virtual 1:1 Supplier Engagement – send email to supplier@sandia.gov



BUSINESS OPPORTUNITIES

- Design and construction to replace and centralize two existing gas bulk hydrogen systems
- Kauai Test Facility Construction
- Design of Weapons Engineering Science and Technology (WEST) Laboratory - California
- Commissioning Services
- Capital Equipment
- Sitewide Custodial Services
- Maintenance services for our Fire Suppression System at the CA Site
- Recompete of Sandia's Employee Recreation Program (SERP)



View Business Opportunities

COME MEET WITH US

- Zach Mikelson, Small Business Program Manager
- Patricia Brown, Supplier Diversity Advocate



SUPPLY CHAIN MANAGEMENT CENTER

OVERVIEW

ROBERT LEUSZLER
SENIOR MANAGER COMMODITIES





AN ENTERPRISE STRATEGIC SUPPLY CHAIN PROGRAM



Proposed by KCNSC and founded in 2006 by the NNSA to provide strategic supply chain solutions and effectively manage \$6B+ in enterprise spend.



Primarily focused on NNSA and DOE EM sites. (8 NNSA, 17 EM)



Mission to save time and money by reducing redundancy and improving processes. SCMC serves as a hedge against rising costs.



Helps stretch site budgets further through shared cost savings and/or cost avoidance measures:

- Shared commodity agreements
- Digital procurement tools
- Training opportunities



Technology platforms and smart data analytics improve operational efficiency.

PROGRAM INTENTIONS

THE SCMC IS:

- ✓ A strategic enterprise supply chain program
- ✓ A commercial best practice
- ✓ Structured, funded approach to strategic supply chain cost savings and/or avoidance
- ✓ Uses a common dataset from the sites for strategic analysis and automated performance reporting
- ✓ Category management for production and non-production commodities
- ✓ Training/continuous learning
- ✓ Virtual supply chain (eProcurement tools)
- ✓ Supplier risk management

THE SCMC IS NOT:

- ✗ Not a mandate
- ✗ Not for use by other federal agencies / departments
- ✗ Not shifting budget or buying activities from individual sites
- ✗ Not displacing site purchasing organizations or existing supply chain systems / tools
- ✗ Not taking credit away from contractors for small business or local spend

FACTS AND FIGURES

BY THE NUMBERS



\$1.7B+
 saved since 2013

25
 participating
 DOE sites



21
 full time employees
 in 8 states

\$29
 average savings for
 every \$1 of funding

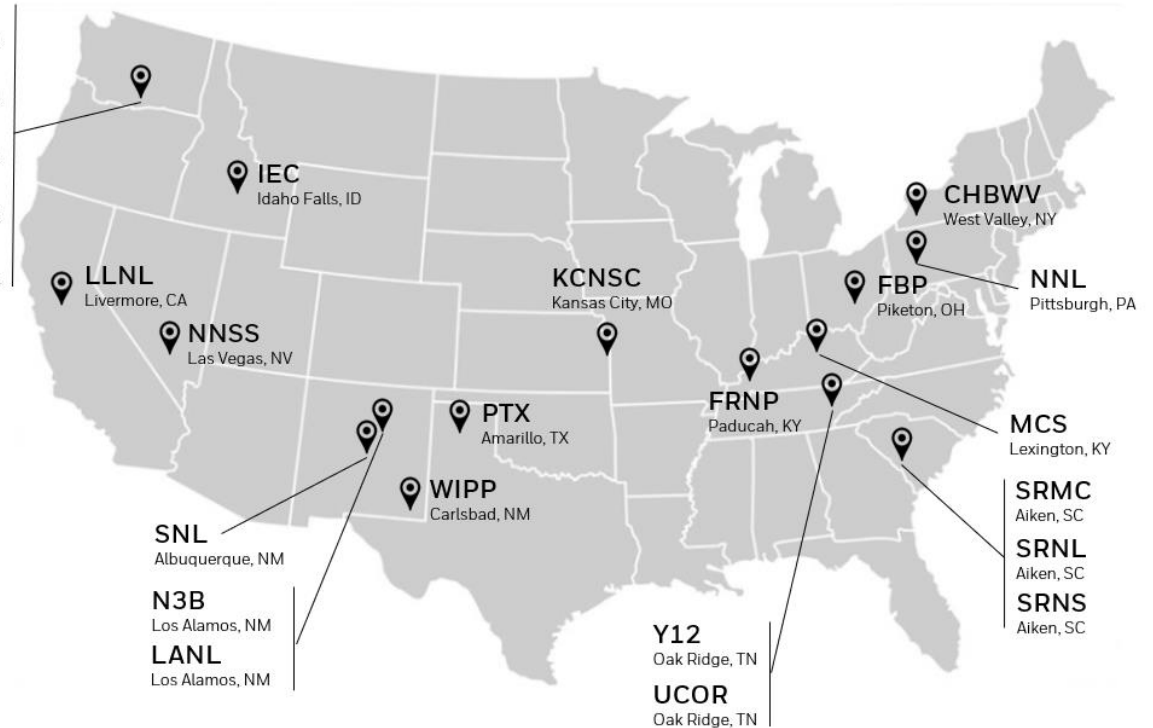


\$6B+
 annual enterprise
 spend leveraged

20
 courses offered
 through Contractor
 Acquisition University



HLMI
 Richland, WA
HMIS
 Richland, WA
BNI
 Richland, WA
CPCCo
 Richland, WA
WRPS
 Richland, WA



An award-winning, one-of-a-kind program, since 2006

PROGRAM OFFERINGS



CONTRACTOR ACQUISITION UNIVERSITY

Enterprise-wide acquisition training for M&Os that reduces the length of time to train procurement personnel and reduces the need for sites to develop individual training programs.



BUSINESS INTELLIGENCE

Data and spend analysis, cost-savings reporting. Reduces procurement costs, improves efficiency and monitors performance.



INFRASTRUCTURE

Portal, website, scorecards, communications. Information hub enables access to all SCMC news, tools, agreements and services.



SOURCE-TO-PAY

Suite of etools managing the end-to-end acquisition process that increases organizational efficiency.



SMALL BUSINESS PROGRAM RESOURCE CENTER

Small business issue support and policy development that assists and complements site small business strategies.



CATEGORY MANAGEMENT

Multi-site leveraged agreements for services, IT, and industrial supplies that lessen the need for individual sites to create separate agreements for common items, saving time and money.



eCATALOGS

Provides a business-to-business comparison shopping solution, enabling buyers to easily search by keyword or part number.



eSOURCING

Electronic RFPs and auctions that enhance price competition by allowing sellers to compete for business in real time.



CONNECTING THE ENTERPRISE

The SCMC works to build bridges and facilitate relationships across the DOE supply chain through meeting and events.

- **NNSA Supply Chain Risk Management Summit**
(Dec. 2023)
- **Architecture & Engineering Services Supplier Industry Day**
(Aug. 2023)
- **Supplier Industry Day** *(Dec. 2022)*
- **Supply Chain Working Group Forum**
(March 2023, June 2022, Dec. 2021)
- **SCMC Lunch and Learn Program**
(18 webinars hosted, +2,500 attendees)
- **Construction Industry Day** *(Dec. 2022, Nov. 2020)*



SCMC AGREEMENTS

Information Technology

26 agreements covering the following commodities:

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

20 agreements awarded to small businesses

6 agreements awarded to large businesses

Business Opportunities

Commodity Sub-Commodity	NAICS	NAICS Description	Anticipated Request for Proposal (RFP)*
Information Technology			
Wireless Telecommunications Carriers (except Satellite)	517112	Wireless Telecommunications Carriers (except Satellite)	May-24
Cyber Security / Zero Trust Software	541519	Other Computer Related Services	Feb-25
IT Hardware and Support (non PC)	33411	Computer and Peripheral Equipment Manufacturing	Oct-26
ERP Software Maintenance / Support - Oracle, Peoplesoft, SAP, etc.	511210	Software Publishers	Jul-27
Cloud Software & Implementation	513210	Software Publishers	Feb-28

Request for Proposal (RFP) NAICS codes and dates may change

SCMC AGREEMENTS



Operating Supplies

46 agreements covering the following commodities:

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

31 agreements awarded to small businesses

15 agreements awarded to large businesses

Business Opportunities

Commodity Sub-Commodity	NAICS	NAICS Description	Anticipated Request for Proposal (RFP)*
Operational Supplies			
Facilities Maintenance Supplies	325510 331210 335110 335122	Paint and Coating Manufacturing Iron and Steel Pipe and Tube Manufacturing from Purchased Steel Electric lamp Bulb and Part Manufacturing Commercial, Industrial, and Institutional Electric Lighting Fixture Manufacturing	Jun-24
Material Handling Equipment	423830	Industrial Machinery and Equipment Merchant Wholesalers	Feb-25
Fitting and Valves	332913 332912	Plumbing Fixture Fitting and Trim Manufacturing Fluid Power Valve and hose Fitting Manufacturing	Jun-27
Outdoor Equipment	333112 423820 444210	Lawn and Garden Tractor and Home Lawn and Garden Equipment Manufacturing Farm and Garden Machinery and Equipment Merchant Wholesalers Outdoor Power Equipment Stores	Jun-26

Request for Proposal (RFP) NAICS codes and dates may change

SCMC AGREEMENTS



Professional Services

65 agreements covering the following commodities:

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

38 agreements awarded to small businesses

27 agreements awarded to large businesses

Business Opportunities

Commodity Sub-Commodity	NAICS	NAICS Description	Anticipated Request for Proposal (RFP)*
Professional Services			
Phase 1: Construction Bid/ Build - Large Businesses	236220	Commercial and Institutional Building Construction All Other Specialty Trade Contractors	Mar-24
Environmental Well Services	213110	Support Activities for Mining	May-24
IT Helpdesk	541512 541413	Computer Systems Design Services Computer Facilities Management Services	Aug-24
Phase 2: Construction Bid/Build - Small Businesses	236220 238991	Commercial and Institutional Building Construction All Other Specialty Trade Contractors	Apr-25
Environmental Restoration	562910	Remediation Services	Aug-25
Facility Support Services - Electrical	561200	Facilities Support Services	Aug-26
Facility Support Services - Mechanical Contractors	238210	Electrical Contractors and Other Wiring Installation Contractors	Aug-26
Classified Document Disposal	561990	All Other Support Services	Aug-27

Request for Proposal (RFP) NAICS codes and dates may change

<https://scmc.energy.gov>



Home

Our Clients

Agreements ▼

Strategic Tools

FAQs

Small Business Resources

Transforming the Supply Chain

Dedicated to simplifying the buying process to enable savings for Department of Energy prime contractors.

Supply Chain Management Center

The Supply Chain Management Center (SCMC) is a strategic supply chain program dedicated to simplifying the buying process to enable savings for Department of Energy Environmental Management and National Nuclear Security Administration prime contractors.

Founded in 2006, the SCMC works collaboratively to develop commodity agreements that can be used by multiple sites across the enterprise. By leveraging more than \$6 billion of annual spend, the SCMC is able to yield lower prices and optimize business systems, providing cost savings and value to our customer, the DOE. Our success is attributed to our close working relationships with the contractor locations, as well our focus on achieving the mission & vision, while measuring performance to established goals.

HUBZONE SUPPLIER SPOTLIGHTS

- **COMPANY NAME**
- **YOUR NAME**
- **WHAT YOU SELL**
- **WHAT DIFFERENTIATES YOUR COMPANY**

NETWORKING TABLE MAP

Independence/Liberty Conference Room										
		MRO 19	HUBZone Council 18	KCNSC Small Business 17		SBA 16	DOE 15			
Construction 1					Podium					14 MSTS (Nevada)
Global Security 2			XX	XX	XX	XX	XX	XX		Sandia 13
Elec Components 3			XX	XX	XX	XX	XX	XX		SCMC IT 12
Electroplating 4			XX	XX	XX	XX	XX	XX		SCMC Supplies 11
Machined Parts 5			Lunches Food							
		6 Furniture	7 Steel	8 Prof Svcs	9 Test Equip		10 IT			

KCNSC HUBZone OPEN HOUSE

Co-hosted by DOE OSDBU



Tuesday, March 5, 2024

