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AMERICAN CLEAN ENERGY POWERED BY SMALL BUSINESSES



Strategic Sourcing Opportunities with DOE's Integrated Contractor Procurement Team and Supply Chain Management Center

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June 4, 2024

Sourcing Strategies

*ICPT
Agreement*



*SCMC
Enterprise
Wide
Agreement*



*General Services
Administration
Schedule*



What is ICPT?

Integrated Contractor Purchasing Team (ICPT):

- Collaboration among the Department of Energy (DOE) and its Management & Operating (M&O) National Laboratory sites
- Awards strategic agreements which result in a lower cost of ownership for DOE Prime Contractors
- Managed by volunteer Steering Council

Why ICPT Agreements?

ICPT Agreements...

- Leverage purchasing power through reduced prices
- Provide competitive pricing with pre-negotiated discounts – no need to negotiate further
- Streamline the procurement processes for the Labs
- High percentage are with Small Disadvantaged, Veteran and Service-Disabled Veteran, Woman-owned and HUBzone businesses
- Bring more efficiency and cost savings to DOE - achieving DOE's vision to:

“create a comprehensive ... approach ... to ensure maximum value for every acquisition dollar spent.”

ICPT vs. GSA

GSA, ICPT, SCMC are all strategic sourcing bodies. What is the difference?

ICPT:

- Drive savings/efficiencies for taxpayer funds
- Specially meet the M&O Contractor community's unique needs for subcontractors
- If a site issues an ICPT agreement under their approved procurement system, then the DOE Policy Flash 2014-18 allows sites to award Subcontracts or Purchase Orders non-competitively and without further price justification
- Many Agreements provide further discount from GSA pricing

General Service Administration (GSA):

- Drive savings/efficiencies for the taxpayer funds
- Primarily focused on federal agency/employee usage – this is why buyers can't shop on GSA Advantage without a government P-Card
- Many sites' policies do not allow awards under GSA Schedules to be considered competitive

Benefits of ICPT Agreements

M&O Contractor Sites and Designated DOE Prime Contractors Can Use ICPT Agreements:

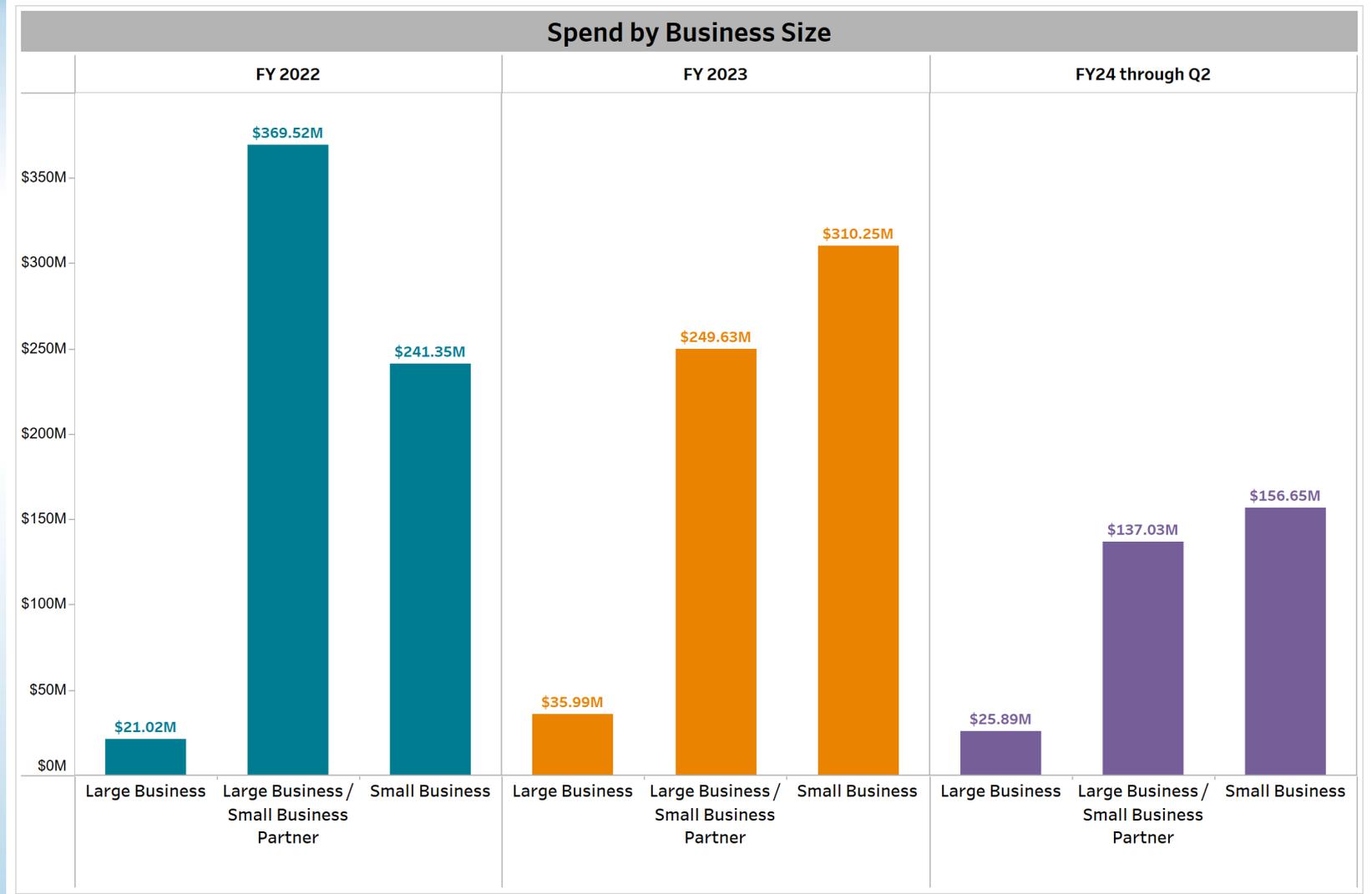
- Save time and drive deep cost savings across complex
- Terms and conditions already negotiated / accepted
- **Golden Ticket** (Policy Flash 2014-18)
 - Clarifies ICPT agreements awarded in accordance with all applicable Federal and DOE regulations and policies
 - Awards against ICPT Agreements can be completed without further competition and other requirements
- Broader and easier supplier access to increase volume and spend
- Provide opportunities to small businesses



Small Business First

Majority of Spend is with Small Businesses:

- FY 2024-Q2 92% of ICPT total spend awarded to small businesses
- FY 2023 94% or \$559.88M of ICPT total spend was awarded to small businesses

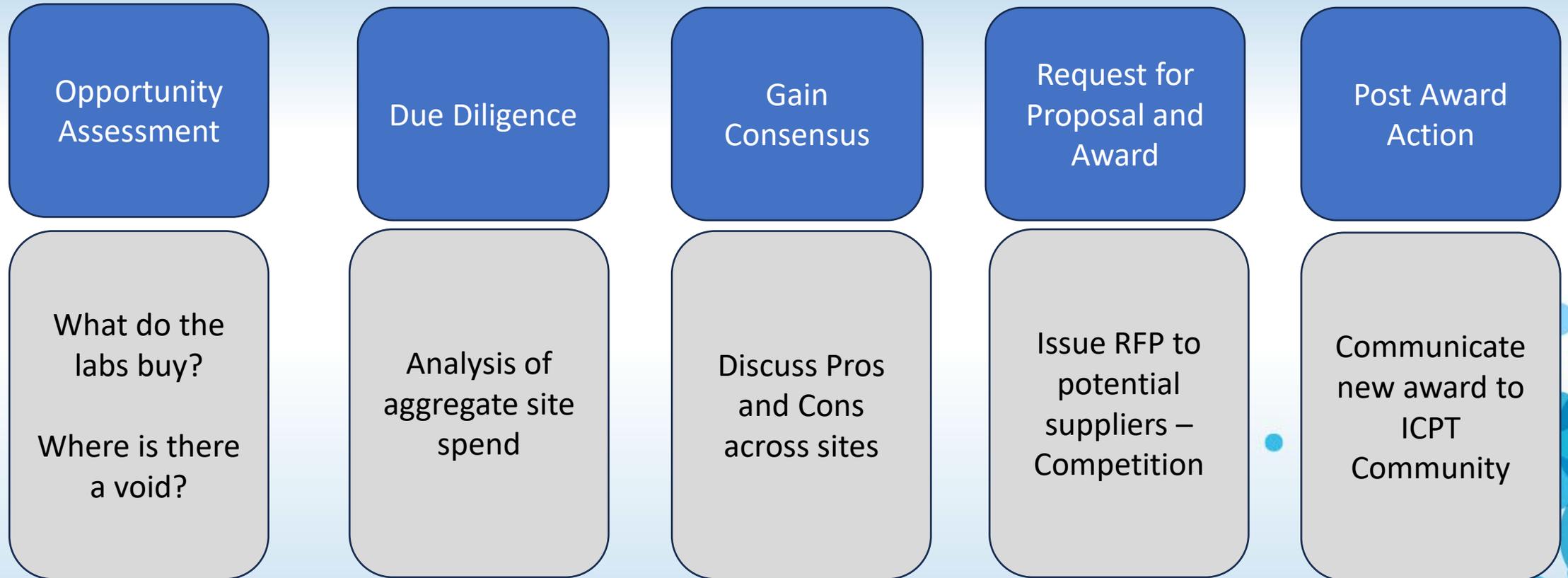


What We Buy

Current ICPT Agreements:

- IT Accessories and Peripherals
- Hardware
- Consumer Electronics (4)
- Industrial Supplies (6)
- Compressed Gas (2)
- Laboratory Supplies and Equipment (3)
- Office Supplies (2)
- Office Furniture (2)
- Communications, Electrical and Electronic Wire
- Publications/Scientific Journals (8)
- Staff Augmentation (9)
- Software (4)
- Equipment Rentals (1)
- Professional Services (3)
- Water Treatment (2)
- Vacuum Supplies (1)

Strategic Sourcing Process



ICPT follows standard commercial best practices methodologies

Spend v. Savings

Total Spend:

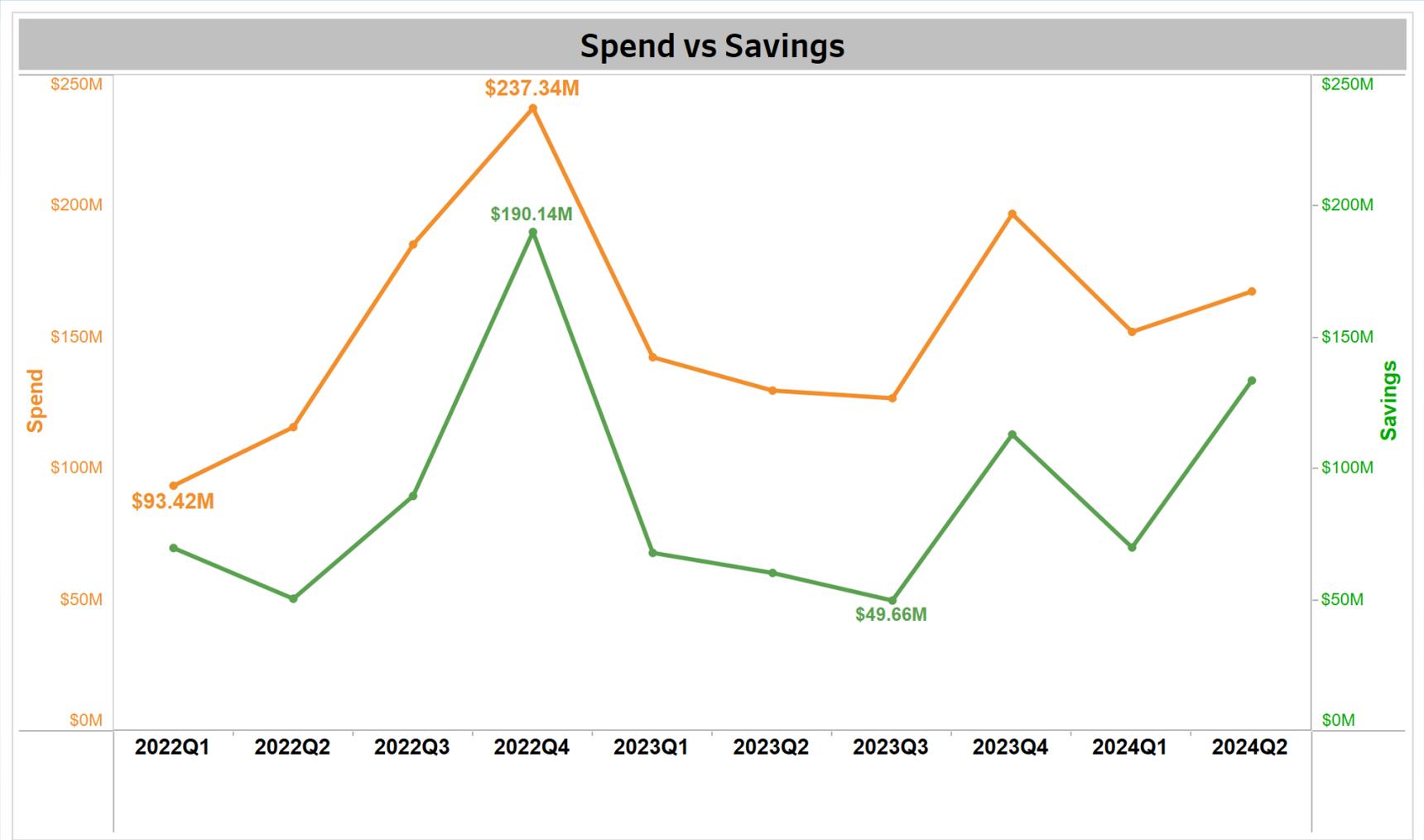
FY 2023: \$595,867,517

FY 2022: \$631,884,020

Cost Savings:

FY 2023: 48.7%

FY 2022: 63.3%



ICPT Spend by Category

Spend by Category			
Category	FY 2022	FY 2023	FY24 through Q2
Computer Hardware	\$339.72M	\$225.20M	\$89.03M
Construction Equipment Rental Services	\$656.32K	\$1.86M	\$933.07K
Electronic Components	\$23.84M	\$26.64M	\$7.11M
Gas	\$115.06K	\$245.72K	\$165.57K
Industrial Supplies	\$51.87M	\$68.40M	\$44.59M
IT Network Services	\$35.07M	\$37.12M	\$32.72M
Lab Supplies	\$144.80M	\$143.51M	\$63.66M
Management Consulting	\$463.26K	\$509.82K	\$37.85K
Medical Testing		\$240.20K	
Office Furniture	\$1.34M	\$3.51M	\$673.65K
Office Supplies	\$11.25M	\$13.55M	\$6.48M
Publication / Journals	\$9.66M	\$27.85M	\$25.90M
Safety Eyewear	\$1.10M	\$894.52K	\$611.87K
Software	\$5.65M	\$5.60M	\$13.33M
Staff Augmentation	\$668.18K	\$33.90M	\$29.35M
Vacuum Supplies	\$4.66M	\$4.73M	\$4.02M
Water Treatment	\$1.02M	\$2.11M	\$961.35K

Pending and Recently Awarded

- Office Supplies – Idaho National Laboratory (INL)
 - Awarded in March to FSI, Small Business
 - Effective May 1, 2024
- Office Furniture – Pacific Northwest National Laboratory (PNNL)
 - Small Business Set-aside RFP to be released July 2024
 - Anticipated award September 2024
- CAD/EDA Design Tool Software Initiative
 - Ansys awarded October 2023 – Princeton Plasma Physics Laboratory (PPPL)
 - Small Business Partners
 - Siemens awarded March 2024 – SLAC Accelerator National Laboratory (SLAC)

Upcoming Opportunities:

- Office Furniture – Pacific Northwest National Laboratory (PNNL)
- Fire-Rated Clothing Lease/Laundry Services – Brookhaven National Laboratory (BNL)
- Electrical – Brookhaven National Laboratory (BNL)
- Industrial Supplies – Oak Ridge National Laboratory (ORNL)
- Software Reseller – TBD
- Chemical Management Services – TBD
- Lab Supplies – TBD
- Electronics – TBD

Small Business First – Over half of ICPT Agreements are with small businesses or large business resellers

Ability for suppliers to gain DOE/Government contracting experience

Partnering with M&O Site for ICPT Agreement:

- Identify specific value can you bring to the DOE National Laboratories
- Contact the Large Business and Lab contacts on existing Agreements to determine if there is a partnering opportunity
- Establish a partnership with one of the Large Businesses in an existing ICPT Agreement
- Ensure your quote references the ICPT Agreement Basic Ordering Agreement.

Ex: SLAC-BOA-2024-001

Visit Our Website: <https://icpt.doe.gov/agreements/alphabetical>

- Review the ICPT Agreements posted
- Contact the Points of Contact listed, for partnering opportunities and/or information regarding a recompetete or renewal, if expiring within a year
- Check with Steering Council Members/Site Champions for Small Business Vendor Registration information at their Laboratory
- Complete our Contact Us Form



Resources:

- ICPT Website - <https://icpt.doe.gov/>
- [DOE Complex Wide Strategic Sourcing](#)
- Contact information:
 - Kathee Roque, Chair, kfroque@lbl.gov
 - Nicole Colley, Vice-Chair, ncolley@slac.Stanford.edu

Strategic Sourcing Opportunities with DOE's Integrated Contractor Procurement Team, and the Supply Chain Management Center

Robert Leuszler

Senior Manager Commodities / Small Business Program Resource Center (SBPRC)

Supply Chain Management Center (SCMC)

June 4, 2024



AN ENTERPRISE STRATEGIC SUPPLY CHAIN PROGRAM



Proposed by KCNSC and founded in 2006 by the NNSA to provide supply chain solutions and effectively manage \$7B+ in spend across the enterprise.



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



Mission to save time and money by reducing redundancy and improving processes.



Simplifies the buying process through:

- **Shared commodity agreements**
- **Digital procurement tools**
- **Training opportunities**



Technology platforms and smart data analytics improve operational efficiency.

25 DOE SITES NATIONWIDE NNSA & EM M&O Sites



SCMC agreements can and have been extended beyond National Nuclear Security Administration (NNSA) and Environmental Management (EM) sites through Contracting Officer, NNSA, EM, and SCMC approval along with a non-disclosure agreement

 **134** agreements with **62%** to SBs
 (18% SDB, 14% WOSB, 13% HUBZone, 9% VOSB, 11% SDVOSB)

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

SCMC VALUE PROPOSITION FOR SUPPLIERS

Focused on Small Business

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

- More than 60 percent of SCMC's current agreements are with small businesses.
- Over 85 percent of site spending year-to-date in 2023 has been with SCMC small business agreements.
- SCMC's Small Business Program Resource Center aids site small business program managers.

Benefit for suppliers

Gain exposure to DOE contractors across the country.

- Nationwide supply chain offers a strong opportunity for small business to grow outside their traditional markets.
- High quality, technically superior, and competitively priced suppliers can be and have been selected for multi-site and enterprise-wide agreements.
- Agreements are awarded in compliance to FAR 15.101 Best value continuum

CHARACTERISTICS OF A STRATEGIC PARTNER

NNSA/DOE EXPERIENCE

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

VALUE-ADDED SERVICES

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

eTOOL CAPABILITY

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

BEST-IN-CLASS PERFORMANCE

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

NATIONAL / REGIONAL

Regional footprint with
expansion capability;
strategic alliances /
national consortium

SCMC STRATEGIC SOURCING PROCESS



Opportunity Assessment

Assess and rank agreement opportunity and obtain site buy-in

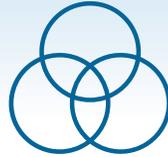
Feedback from NNSA & EM M&O sites on Small / Large Business agreement needs



Profile Commodity

Define commodity, conduct spend analysis, assess customer requirements, and review existing available agreements

Use SCMC M&O invoice spend data to summarize opportunities



Market Analysis

Analysis considers suppliers who are potential strategic partners
Compliance to FAR, DEAR, and Prime Contract requirements

- Site supplier list
- SCMC Supplier Profile
- Site input and Ext



Define Strategy

Identify sourcing objectives, develop sourcing strategies, and obtain site approval

Approval Required: Compliance, Legal, Sr. Mgr. Commodities, and the DOE CO



RFP & Award Determination

Issue solicitation, review proposals, obtain approvals, and award agreement

Approval Required: Compliance, Legal, Sr. Mgr. Commodities, and the DOE CO



Implementation

Post-award management; communication of agreement to site to facilitate utilization

One central location for M&Os to find supplier agreements managed by a dedicated team

POST-AWARD BENEFITS TO WORKING WITH SCMC

- SCMC stores supplier capabilities that are available to DOE NNSA and EM M&Os via the SCMC portal
- SCMC hosts CAU Lunch & Learn information sessions with the supplier and M&O sites to announce new agreements. Webinars are recorded and archived for future playback.
- SCMC markets agreements to the M&Os through news articles and newsletters
- SCMC tracks NNSA and EM invoice spend monthly
- Agreements are made directly with the awardee
- Create Contractor Acquisition University (CAU) training around the unique role the M&O play in the Department of Energy
- DOE Policy Flash 2014-18 allows for easier M&O usage of agreements

SCMC AGREEMENTS (ANNUAL VALUE)

Information Technology (IT) (~\$249M)

25 agreements covering the following commodities:

- Amazon Web Services
- Apple Computer Products
- Bank Card
- Cisco Computer Products & Services
- Dell Computers & Supplies
- EMC Storage/Networking Products
- HP Computer Products & Services
- IT Computer Storage: Data Direct Networks (DDN)
- IT Software (Microsoft, Red Hat, and Tableau)
- Managed Print Services
- OEM Hardware and Software Products
 - Arista, Juniper Networks, NVIDIA, VMware
 - Extreme Networks
 - Hitachi (Brocade)
- Pure Storage Equipment and Services
- SAM Success Factors – HR Software Support
- Software PLM/ALM/CAD Engineering Tools

Expiration

- Mar 2025
- Aug 2027
- Dec 2025
- Oct 2026
- Nov 2024
- Sep 2024
- Dec 2027
- Dec 2025
- Mar 2029
- Sep 2026
- Dec 2030
- Dec 2025
- Dec 2026
- Jun 2026

19 agreements awarded to small businesses

6 agreements awarded to large businesses

~89% of our IT agreements dollars are direct with small businesses

Business Opportunities (~\$160M)

Commodity Sub-Commodity	NAICS	NAICS Description	Anticipated Request for Proposal (RFP)*
Information Technology			
IT Software (Adobe & Oracle)	513210	Software Publishers	Jun-24
Cyber Security	541519	Other Computer Related Services	Dec-24
Engineering IT Software	541512	Computer System Design Services	Dec-24
IT rack / power, cables (infrastructure)	33411	Computer and Peripheral Equipment Manufacturing	Dec-25
Satellite Telecommunications	517410	Telephone communications carriers, satellite	Dec-25
IT Middleware (Mulesoft, Apigee, Apache)	518210	Data Processing, Hosting, and Related Services	Dec-26
Misc. Software	513210	Software Publishers	Dec-26
Cloud Data Tools (i.e. Informatica, SaaS,)	518210	Data Processing, Hosting, and Related Services	Dec-27
Cloud infrastructure software	518210	Data Processing, Hosting, and Related Services	Dec-27

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

SCMC AGREEMENTS (ANNUAL VALUE)

Operating Supplies (OS) (~\$313M)

49 agreements covering the following commodities:

- AbilityOne Office Supplies
- Bulk Fuel
- Bulk Industrial Gas
- Clothing, Security Uniforms & Supplies
- Electrical Supplies
- Electronic Components
- Gloveports, Safety Covers, Locking Rings...
- Industrial Safety Supplies
- Industrial Supplies
- Janitorial Supplies
- Lab Supplies
- Packaged Gas & Equipment
- Prescription Safety Glasses
- Test & Measurement (Keysight) – Let Expire
- Test & Measurement Supplies - NI

33 agreements awarded to small businesses

16 agreements awarded to large businesses

Expiration

- Oct 2030
- Sep 2028
- Jul 2027
- Nov 2029
- Jan 2028
- May 2030
- Aug 2033
- Dec 2025
- Dec 2025
- Apr 2025
- Mar 2029
- Nov 2026
- Jun 2024
- Nov 2025

Business Opportunities (~\$86M)

Commodity Sub-Commodity	NAICS	NAICS Description	Anticipated Request for Proposal (RFP)*
Operational Supplies			
Auto and Truck Supplies	441330	Automotive Parts and Accessories Retailers	Oct-25
Material Handling Equipment	423830	Industrial Machinery and Equipment Merchant Wholesalers	Jul-26
Construction (heavy) Equipment	333120	Construction Machinery Manufacturing	Jul-26
Rental Equipment	532120 532412 532490	Truck Utility Trailer, and RV (Recreational Vehicles) Rental and Leasing Construction Mining and Forestry Rental and Leasing Other Commercial and Industrial Machinery and Equipment Rental and Leasing	Jul-27
Outdoor Equipment	333112 423820 441227 444230	Lawn and Garden Tractor and Home Lawn and Garden Equipment Manufacturing Farm and Garden Machinery and Equipment Merchant Wholesalers Motorcycle, ATV, and All Other Motor Vehicles Dealers Outdoor Power Equipment Stores	Jul-27

~78% of our OS agreements dollar\$ are direct with small businesses

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

SCMC AGREEMENTS (ANNUAL VALUE)

Professional Services (PS) (~\$548M)

61 agreements covering the following commodities:

	<u>Expiration</u>
• Administrative Mgmt. & Gen Mgmt. Const Services	Jul 2026
• Architecture & Engineering Services (L Bus)	Sep 2028
• Architect & Engineering Services (S Bus)	Oct 2029
• Construction Site Monitoring and Escort Services	Aug 2027
• Environmental Consulting Services	Apr 2027
• Infrastructure Engineering Support Services	Apr 2027
• IT Professional Services	Nov 2030
• Nuclear Safety Basis	Sep 2025
• Recruitment Services	Aug 2027
• Translation, Interpretation, Travel & Logistics Support Services	Aug 2026
• University Research & Development (R&D)	Oct 2030

35 agreements awarded to small businesses

26 agreements awarded to large businesses

~41% of our PS agreements dollar\$ are direct with small businesses

Business Opportunities (~\$926M)

Commodity Sub-Commodity	NAICS	NAICS Description	Anticipated Request for Proposal (RFP)*
Professional Services			
Water Well Services	213110	Support Activities for Mining	Jun-24
Phase 2: Construction Bid/Build - Small Businesses	236220 238991	Commercial and Institutional Building Construction All Other Specialty Trade Contractors	Dec-24
Environmental Restoration	562910	Remediation Services	Sep-25
Deactivation & Decommissioning	238910	Site Preparation Contractors	Nov-25
Facility Support Services - Electrical	561200	Facilities Support Services	Dec-26
Facility Support Services - Mechanical Contractors	238210	Electrical Contractors and Other Wiring Installation Contractors	Dec-26
IT Helpdesk	541512 541413	Computer Systems Design Services Computer Facilities Management Services	Dec-27
Classified Document Disposal	561990	All Other Support Services	Dec-27

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

VISIT OUR WEBSITE

- Small business beneficial links available via the SCMC website for current and future small business suppliers
- Future business opportunities are posted on the SCMC website – thescmcgroup.energy.gov
- Complete a supplier profile to be considered for future opportunities

Supplier Profile

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

Supplier Profile

Supplier Profile

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

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

General Information

First Name *

Company Name *

Company Website

Country *

State *

City / Town *

Zip Code *

Information *

<input type="checkbox"/> Electrical - Direct <input type="checkbox"/> Active/Passives <input type="checkbox"/> Cables <input type="checkbox"/> Circuit Assemblies <input type="checkbox"/> Electrical Specialty Devices <input type="checkbox"/> Interconnects <input type="checkbox"/> Information Technology <input type="checkbox"/> Cyber Security <input type="checkbox"/> Hardware <input type="checkbox"/> Software <input type="checkbox"/> Services <input type="checkbox"/> Telecommunications <input type="checkbox"/> Human Resources <input type="checkbox"/> Organizational Development <input type="checkbox"/> Staffing <input type="checkbox"/> Training <input type="checkbox"/> Materials - Direct	<input type="checkbox"/> Maintenance Repair & Operating <input type="checkbox"/> Containers <input type="checkbox"/> Electrical Supplies <input type="checkbox"/> Electronic Components <input type="checkbox"/> HVAC/R Supplies <input type="checkbox"/> Industrial Supplies <input type="checkbox"/> Lab Equipment and Supplies <input type="checkbox"/> Lighting <input type="checkbox"/> Material Handling Equipment & Supplies <input type="checkbox"/> Safety Supplies <input type="checkbox"/> Sanitorial Supplies <input type="checkbox"/> Pipe, Valves & Fittings <input type="checkbox"/> Fasteners <input type="checkbox"/> Plumbing Supplies <input type="checkbox"/> Services <input type="checkbox"/> Calibration <input type="checkbox"/> Consulting <input type="checkbox"/> Engineering <input type="checkbox"/> Environmental <input type="checkbox"/> Finance and Accounting <input type="checkbox"/> Inspection/Testing <input type="checkbox"/> Janitorial <input type="checkbox"/> Laundry Service <input type="checkbox"/> Management/Business	<input type="checkbox"/> Transportation & Logistics <input type="checkbox"/> Bulk Gas <input type="checkbox"/> Packaged Gas <input type="checkbox"/> Fuel <input type="checkbox"/> Other <input type="checkbox"/> Capital Equipment <input type="checkbox"/> Facilities <input type="checkbox"/> Fitness <input type="checkbox"/> Furniture <input type="checkbox"/> Medical Supplies <input type="checkbox"/> Office Supplies <input type="checkbox"/> Office Equipment <input type="checkbox"/> Printing, Photographic, AVV Products <input type="checkbox"/> Published Products <input type="checkbox"/> Security Equipment and Supplies <input type="checkbox"/> Tool Equipment <input type="checkbox"/> Tooling <input type="checkbox"/> Vehicles <input type="checkbox"/> Other <input type="checkbox"/> Auto Supplies
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Register Now! Do not wait or miss out on the RFP solicitation

Questions & Assistance

Robert Leuszler

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SCMC Team in attendance @ DOE Expo 2024

Information Technology:

- Mary Craig mcraig2@kcncsc.doe.gov
- Lisa Ludwig lludwig@kcncsc.doe.gov

Operating Supplies: Doug Ward dward@kcncsc.doe.gov

Professional Services: Joshua French jfrench@kcncsc.doe.gov

Commodity Team Contact List: scmc.energy.gov/contactus/

CAU / SBPRC: Amanda Weck aweck@kcncsc.doe.gov

Visit us in Booth 106!



SCMC Business Opportunities



Your Opinion Matters!



Please complete the session/speakers evaluation, found in the mobile app.

Thank you!

Questions

