

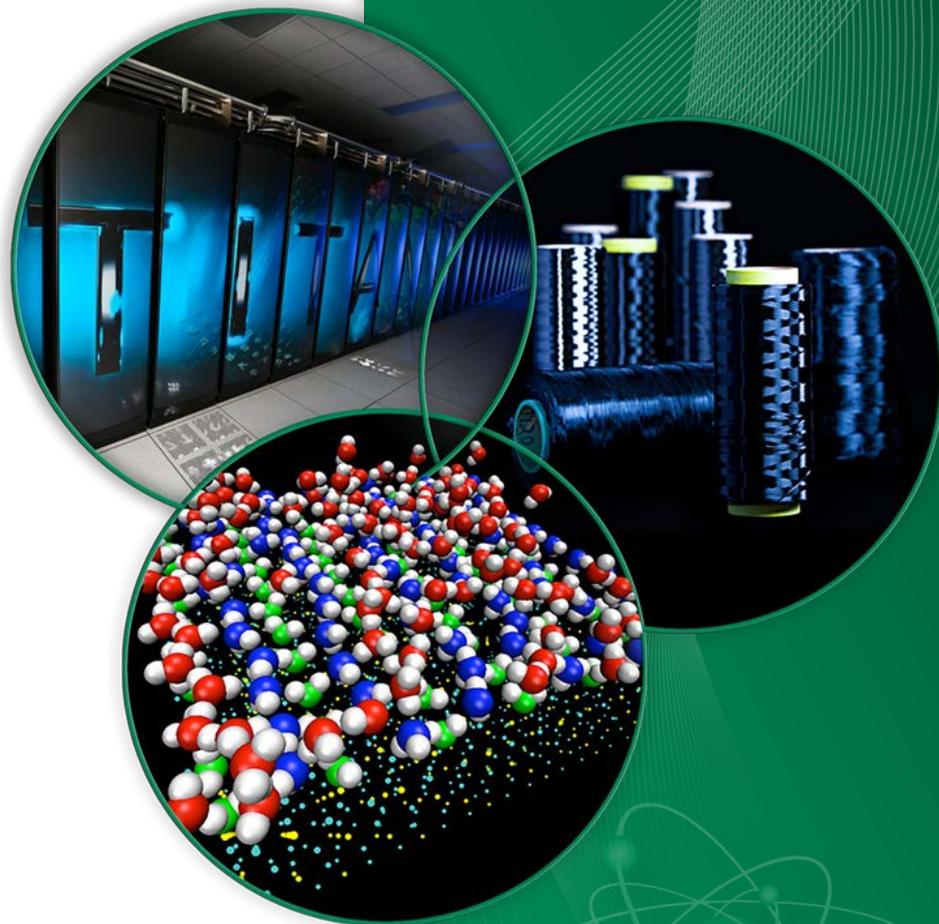
# Oak Ridge National Laboratory Mentor-Protégé Program

## Business Success Stories

Presented by  
Cassandra McGee Stuart

ORNL Small Business  
Programs Office

May 23, 2013



# Today, ORNL is DOE's largest science and energy laboratory

\$1.65B  
budget

4,400  
employees

3,000  
research  
guests  
annually

\$500M  
modernization  
investment

Nation's  
largest  
materials  
research  
portfolio

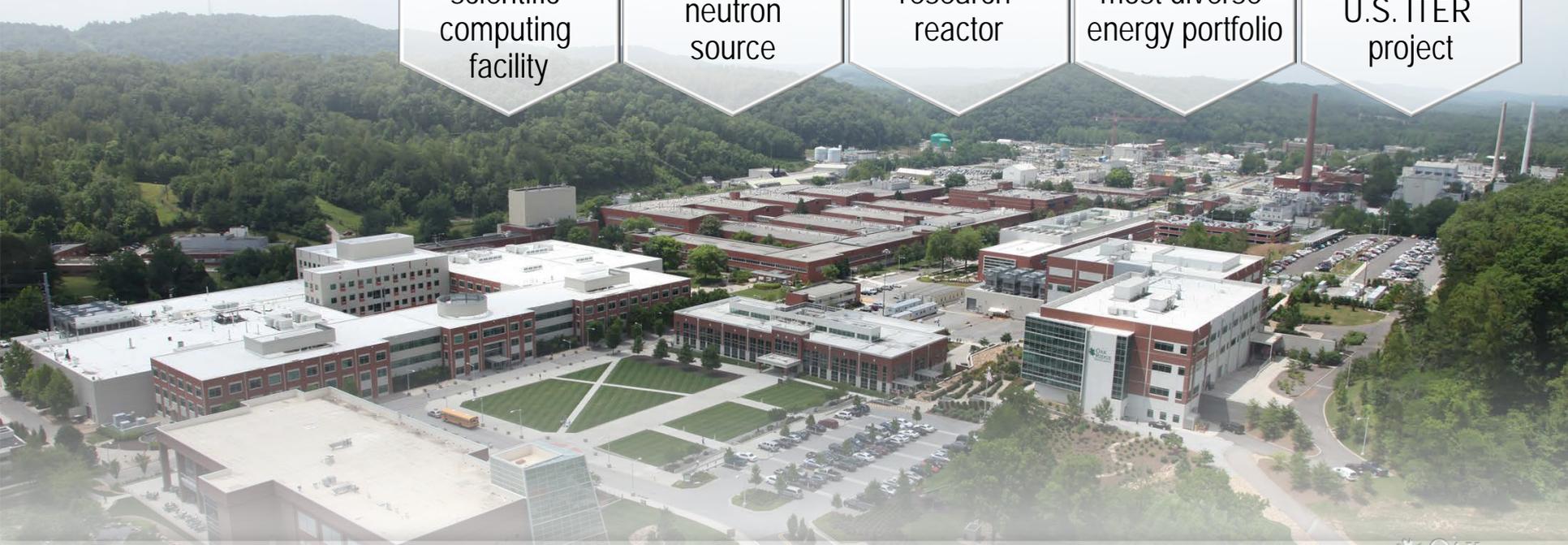
Most  
powerful open  
scientific  
computing  
facility

World's  
most intense  
neutron  
source

World-class  
research  
reactor

Nation's  
most diverse  
energy portfolio

Managing  
billion-dollar  
U.S. ITER  
project



# ORNL is managed by UT-Battelle, LLC

The University of Tennessee



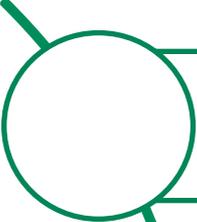
Battelle Memorial Institute



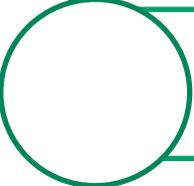
- An ORNL partner since 1946
- State-funded Science Alliance started in 1982, to build programs with ORNL
- Shared research and joint appointments
- Joint institutes in advanced materials, biological sciences, computational sciences, neutron sciences, and nuclear physics

- A 65-year relationship with DOE
- Develops and deploys technology worldwide
- Manages or co-manages 6 DOE national laboratories: ORNL (with UT), Brookhaven (with SUNY-Stony Brook), Idaho, Lawrence Livermore (with UC and Bechtel), NREL (with MRI), and Pacific Northwest

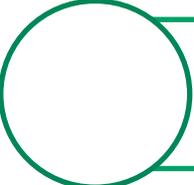
# Small Business Programs Office : Mission



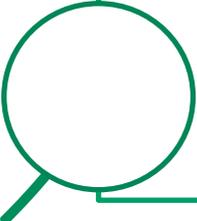
Serve As A Point of Contact



Advocate On Behalf of Small Businesses



Communicate Subcontracting Opportunities



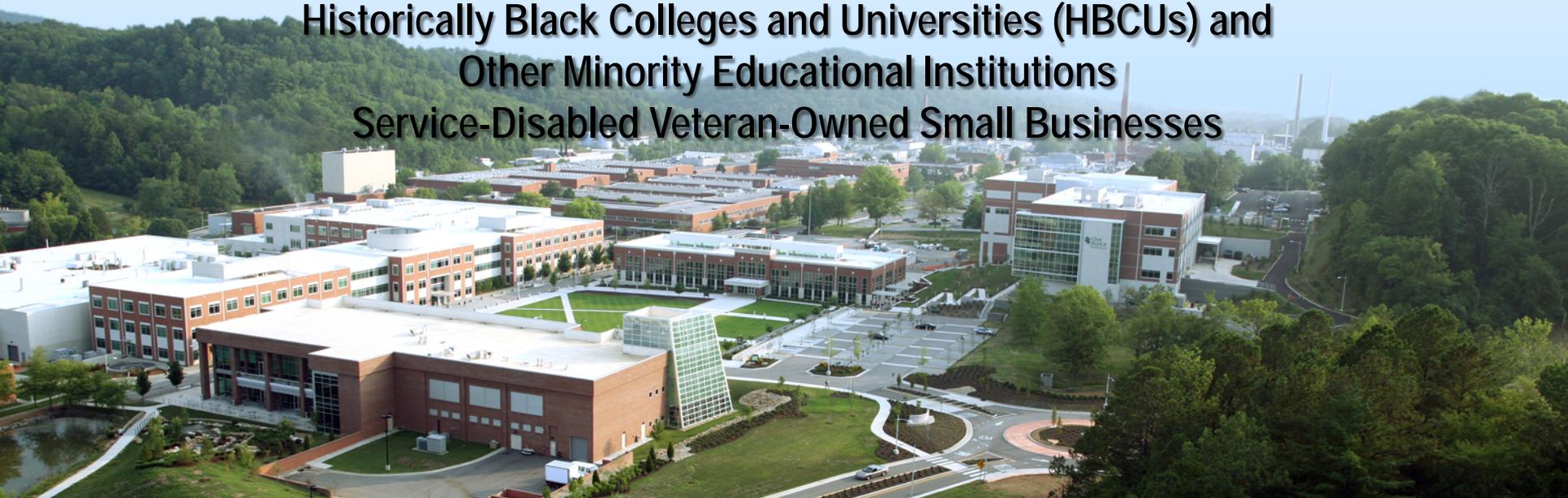
Manage the ORNL Mentor-Protégé Program

- Promotes developmental opportunities with Small Businesses and HBCUs/MEIs

# ORNL Mentor-Protégé Program

A Department of Energy initiative designed to assist energy-related firms in an effort to enhance their capability to perform contracts and subcontracts for Oak Ridge National Laboratory and other DOE laboratories and facilities. Small businesses eligible to participate in the program include:

**Small Disadvantaged Businesses**  
**Women-Owned Small Businesses**  
**Historically Black Colleges and Universities (HBCUs) and**  
**Other Minority Educational Institutions**  
**Service-Disabled Veteran-Owned Small Businesses**





## Small Business Programs Office



### Mentor-Protégé Program

#### Mentor-Protégé Program



Click here to review the mentor protégé guidelines for the Oak Ridge National Laboratory.

**Guidelines, Revised Jan 1, 2010.**

The Oak Ridge National Laboratory Mentor-Protégé Program is a Department of Energy initiative and is designed to assist energy-related firms in an effort to enhance their capability to perform contracts and subcontracts for Oak Ridge National Laboratory managed by UT-Battelle and other DOE Laboratories and Facilities. Those companies eligible to participate in the program include:

- Small Disadvantaged
- 8(a)
- Women-Owned Businesses
- Historically Black Colleges and Universities (HBCU)
- Other Minority Institutions of higher learning
- Small Business Concerns owned and operated by service-disabled veterans

This exciting program has proven to be very beneficial to Small Businesses as well as to Oak Ridge National Laboratory. For more information, please send all email inquires to:

Small Business Programs Office  
Cassandra McGee Stuart, Acting Director  
[mcgeecm@ornl.gov](mailto:mcgeecm@ornl.gov)

#### Current Protégés

### Links You May Need

[Battelle Labs](#)

[Contracts Services Division](#)

[Department Of Energy - Headquarters \(DOE-HQ\)](#)

[Department Of Energy - Oak Ridge Operations \(DOE-ORO\)](#)

[DOE National Laboratories](#)

[DOE Office of Small and Disadvantaged Business Utilization \(OSDBU\)](#)

[Electronic Subcontracting\(eSRS\) Reporting System](#)

[FedBizOpps](#)

[Federal Acquisition Regulation \(FAR\)](#)

[SCORE](#)

[Set-Aside Alert Opportunities](#)

[Small Business Administration \(SBA\)](#)

[State of Tennessee](#)

[TN Procurement Technical Assistance Center \(PTAC\)](#)

[TN Small Business Development Center](#)

### Other DOE-SB Contacts

# Mentor-Protégé Program: Guidelines

For small business:

- Have been in business at least two years
- Have at least one existing subcontract with ORNL
- Have at least two internal ORNL champions (secured by protégé)
  - Persons within ORNL willing to work with the protégé for the duration of the two-year mentor-protégé agreement

# Mentor-Protégé Program: Guidelines

For HBCUs/MEIs:

- Be an accredited institution
- Have demonstrated research areas of compatibility with ORNL
- Be eligible to participate in/receive government contracts
- Have at least one staff person dedicated to Mentor-Protégé Agreement tasks
- Have at least two internal champions
  - Persons within ORNL willing to work with the protégé for the duration of the three-year mentor-protégé agreement

# Mentor-Protégé Program: Requirements

- Protégé Development Plan
- Onsite Training
- Procurement Training
- Marketing Plan
- Business Plan

# Objective: Success

- To enhance the capabilities of small businesses to perform subcontracts for ORNL, DOE and other federal agencies.
- To foster relationships with small businesses and to provide increased opportunities and resources for small business growth.
- To provide guidance on use of research facilities and to assist small businesses with growth in their respective industries.

**Not just a quick way to win subcontracts!!**

# FY2011- FY13 Protégés

- Ability Engineering Technology, Inc.
  - 8(a) – Engineering, design and manufacturing.



- City-State, LLC
  - Waste and hazardous materials support



- Disabled American Veterans Company, LLC (DAVCOM)
  - SDVOB – Engineering design and support

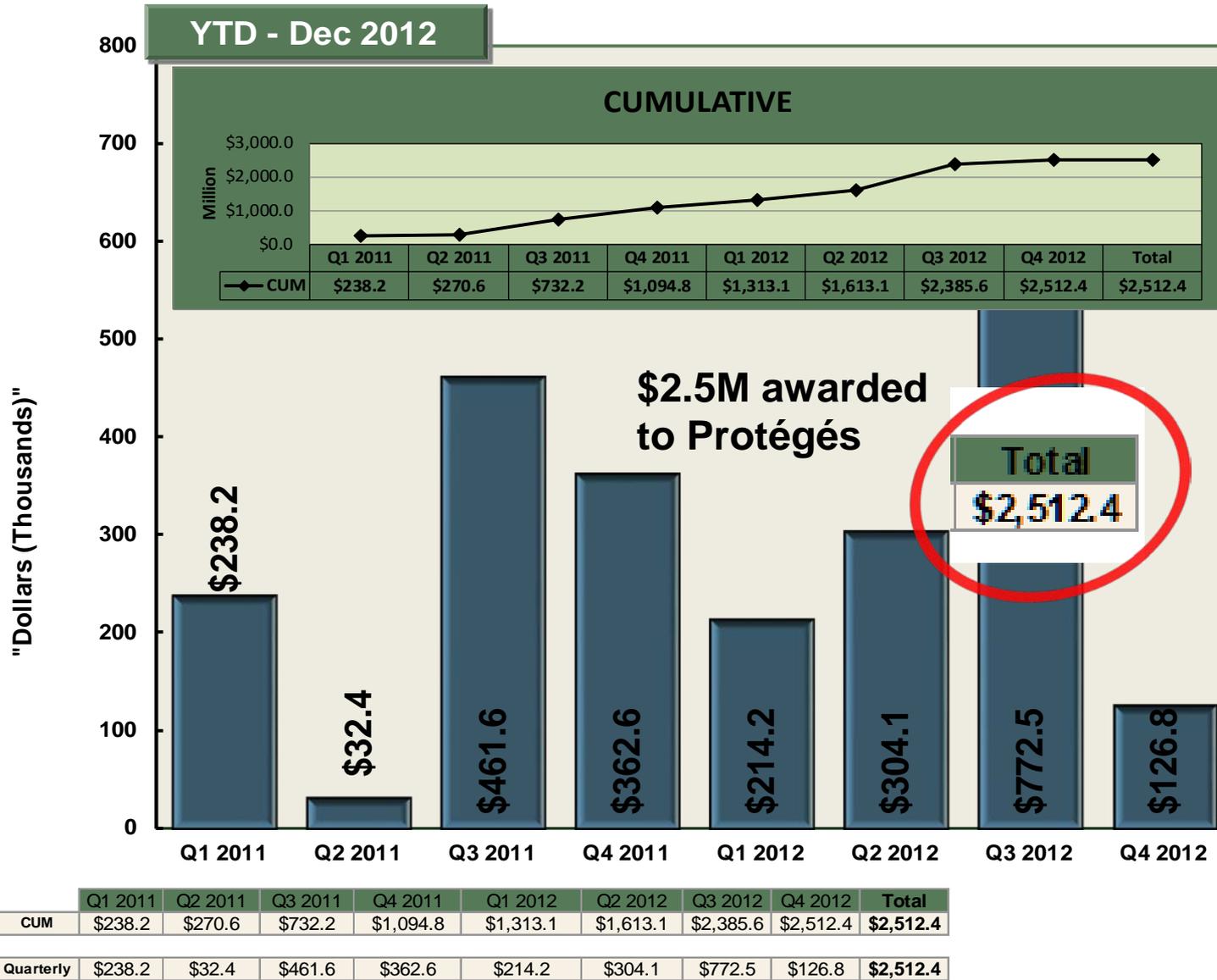
- Elizabeth Eason Architecture, LLC
  - WOSB, HUBZone - Architecture



- Southern University and A&M College
  - HBCU – Engineering and transportation research areas, opportunities for students.



# Jan 2011 - Dec 2012 ALL Protégés



f

10/2013

# FY2013-FY15 Protégés

- Dayenesi, Inc.
  - 8(a), WOSB – Engineering, construction
- City-State, LLC (extension)
- Southern University (final year)



# Business Success

- Successful teaming agreements that have resulted in contracts
- Worked on company infrastructure; Utilized champions' expertise to learn more about compliance issues; Able to expand into new business areas
- Companies have won awards, including SBA Small Business of the Year
- "We got a lot of visibility to other departments at ORNL... We also developed a good relationship with the Small Business Team at Oak Ridge and the Procurement Department."
- "We have had several discussions about how to better position the business for increased growth, and we are taking actions to implement some of the ideas discussed. We have had increased growth because of the developmental assistance. We won over \$3000, 000 in additional contracts because of the increased visibility at ORNL. This is equivalent to ~20% increase in sales."
- "Understanding your true manufacturing costs; developing stronger relationships with ORNL as well as other DOE Labs; aggressive marketing of capabilities to as broad a range of people as possible"

# OAK RIDGE NATIONAL LABORATORY

MANAGED BY UT-BATTELLE FOR THE DEPARTMENT OF ENERGY

Small Business Programs Office

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Acting Director

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[www.ornl.gov/adm/smallbusiness](http://www.ornl.gov/adm/smallbusiness)

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# Oak Ridge National Laboratory: Meeting the challenges of the 21st century

