

Navigating the Facility Management Contractor Contracting Waters

Idaho National Laboratory Small Business Program

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www.inl.gov



Idaho National Laboratory

Department of Energy - Idaho

Prime Contractors

- Idaho National Laboratory – Managed and Operated by Battelle Energy Alliance, LLC
- Idaho Cleanup Project – Managed by CH2M-WG Idaho, LLC
- Advanced Mixed Waste Treatment Project (AMWTP) Managed and Operated by Bechtel BWXT Idaho, LLC



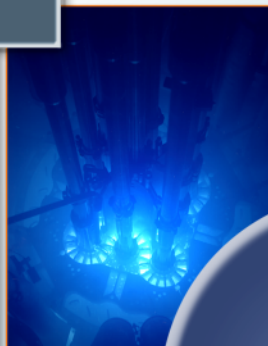
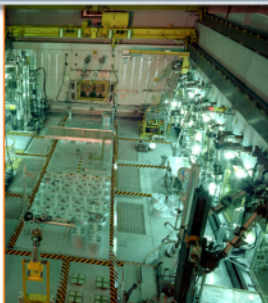
Idaho National Laboratory

- One of only 10 DOE multiprogram labs
- DOE's designated lead lab for nuclear energy research, development, demonstration and deployment
- A major contributor in national and homeland security, alternate and renewable energy, and science and technology
- 4,315 scientists, engineers, technicians, and other staff
- Three Science & Technology campuses on 890 mi² site

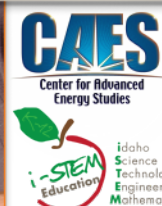


INL— The National Nuclear Laboratory

Developing world-class Nuclear Energy capabilities

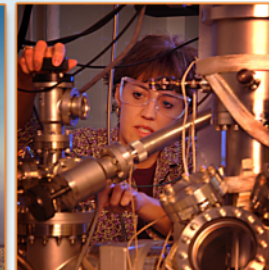


Fostering education, research, industry, government and international collaborations to produce the needed investment, programs and expertise



Preeminent
Internationally-Recognized
Nuclear Energy RDD&D
Laboratory

INL Wireless
TEST BED



Major center for
National and Homeland Security
technology RDD&D

Research • Development •
Demonstration • *Deployment*

Lead clean energy
systems RDD&D laboratory and
a regional resource

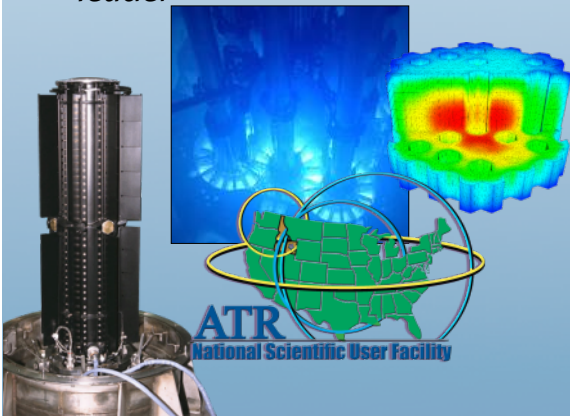
Transformation is complete — INL is on target to achieve this vision

INL Research Programs of National Importance

Nuclear Energy

- ▶ Advanced Fuel Cycle R&D
- ▶ Next Generation Nuclear Plant (NGNP)
- ▶ Light Water Reactor Sustainability Program
- ▶ ATR National Scientific User Facility
- ▶ Space Nuclear

U.S. National Nuclear Energy Laboratory and an International leader



National & Homeland Security

- ▶ Supervisory Control and Data Acquisition (SCADA) Work
- ▶ Grid Reliability and Security
- ▶ Cyber Security
- ▶ Wireless Communications
- ▶ Nuclear Nonproliferation
- ▶ Armor, Explosive Blast Protection

A leader in critical infrastructure protection and homeland security



Energy & Environment

- ▶ Hybrid Energy Systems
- ▶ Non-traditional Hydrocarbon use
- ▶ Bio-fuels and Synfuels
- ▶ Clean Energy and Water
- ▶ Battery Technology
- ▶ Mountain West Water Institute

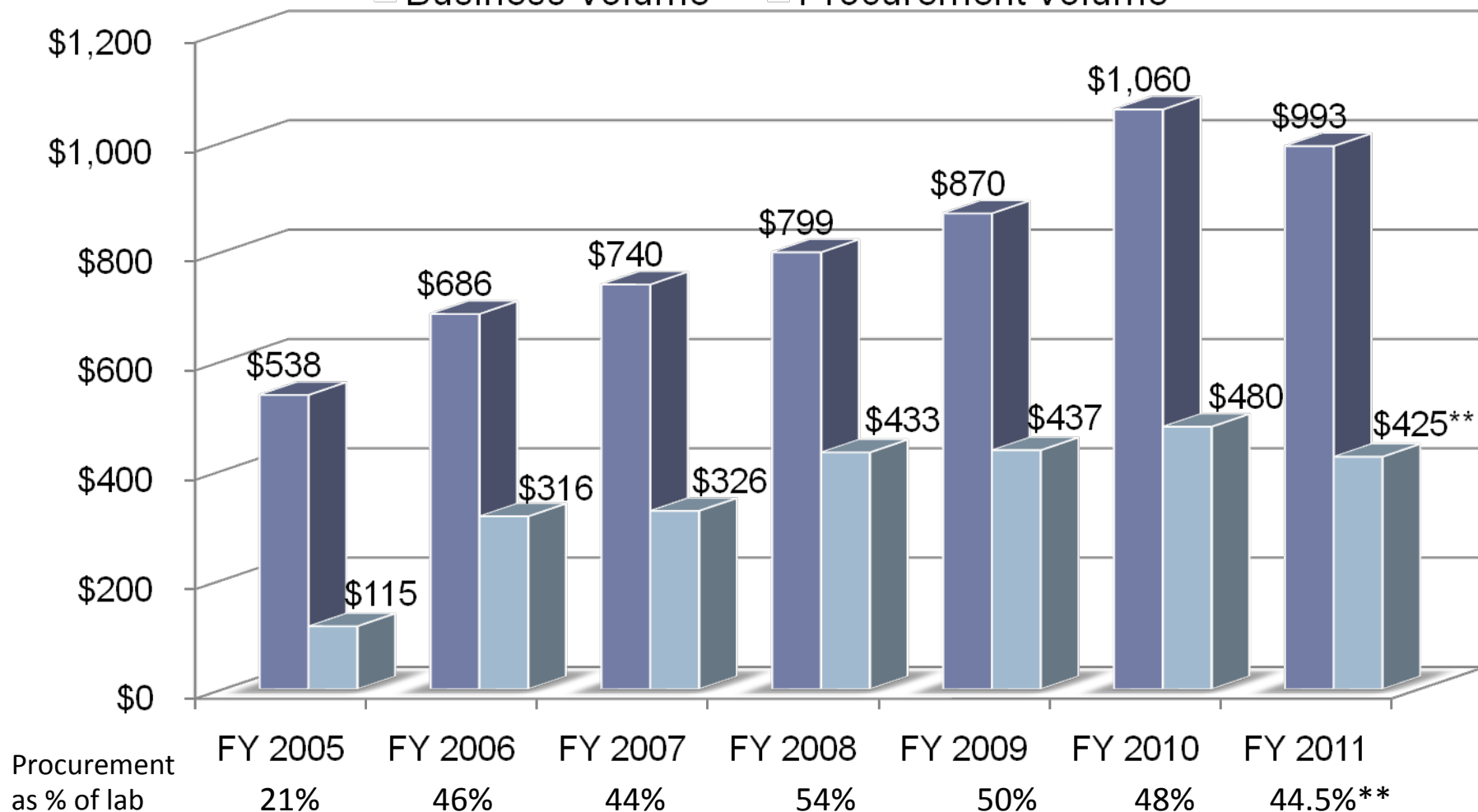
A leader in developing solutions to energy, resources and infrastructure challenges in the State, Region and Nation



Delivering technologies that benefit our communities, state, region, country and the world

INL Business Volume & Procurement Volume

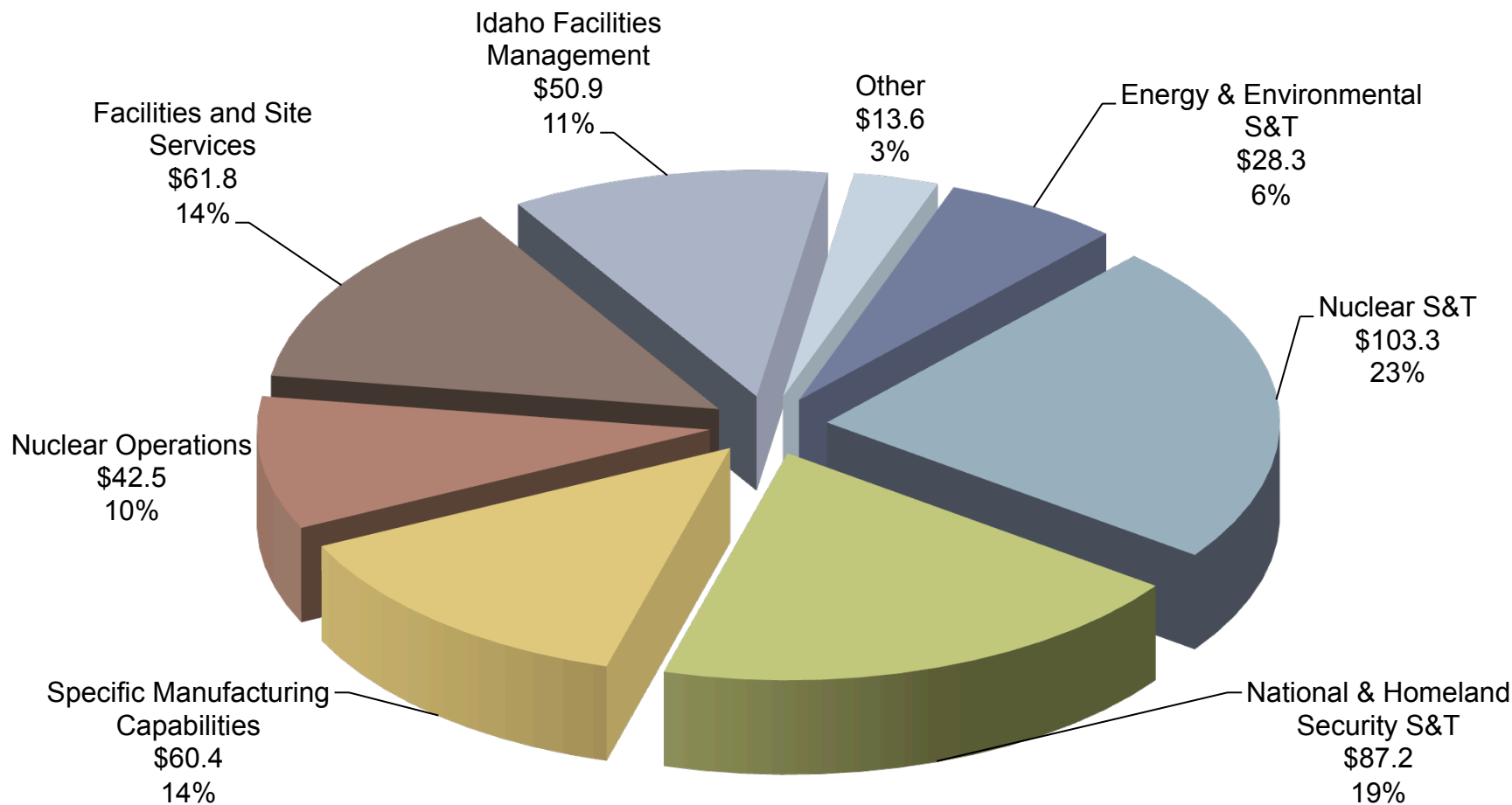
■ Business Volume ■ Procurement Volume



** Projected

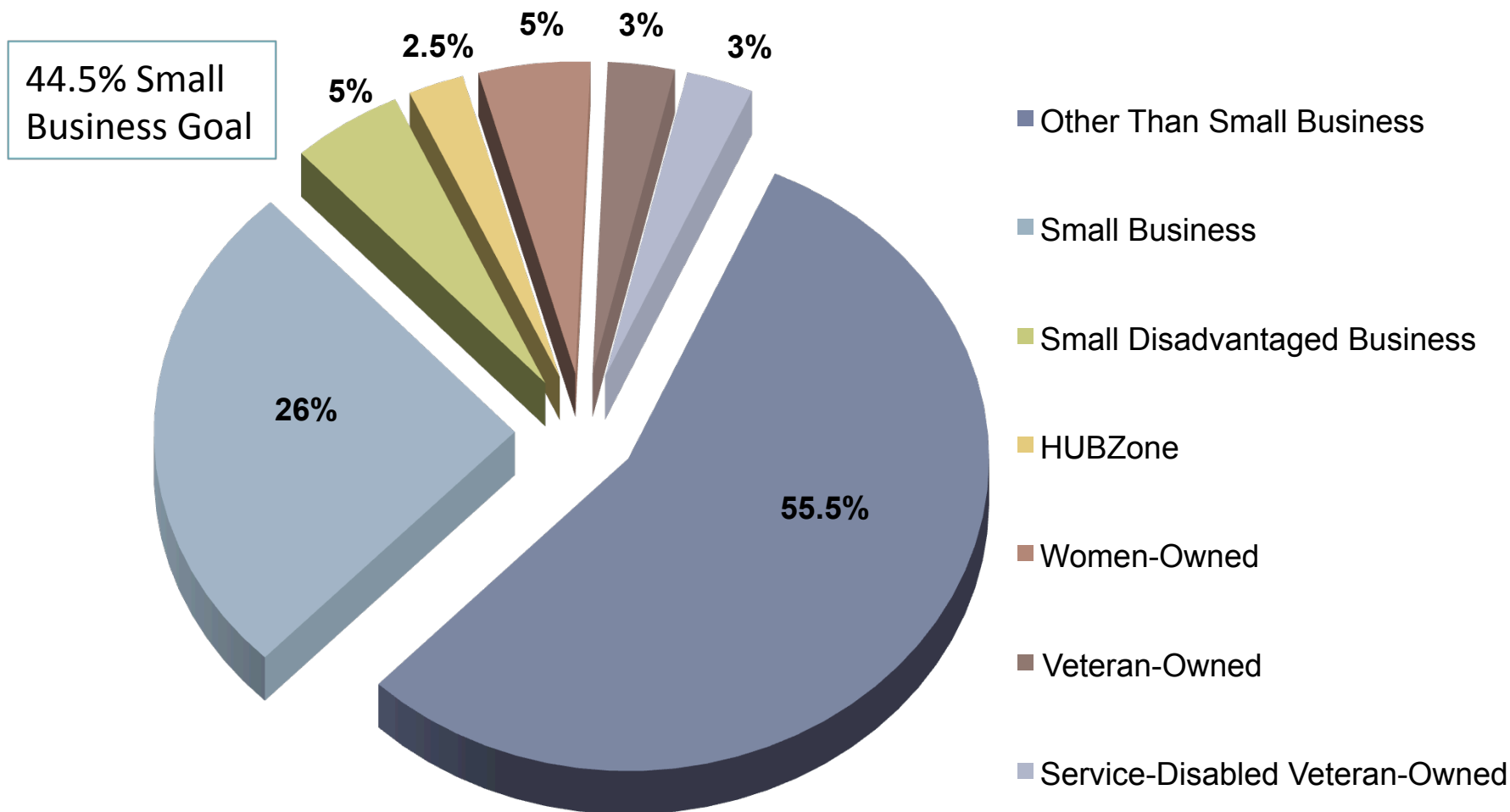
Where INL is Spending this Year

INL Business Volume FY11 - \$448M YTD



INL Small Business Goals For FY 2011

Over \$365 million potentially available for Small Business



The Business of Small Business

- Small Business represent 99.7 percent of all the employers in the US
- Small Business employs half of all private sector employees
- Small Business generates more than 45 percent of the private sector payroll
- Small business have accounted for 60-80 percent of all new jobs created on an annual basis for the past 10 years
- Small business employ 41 percent of high tech workers like engineers, scientists and computer programmers
- Small business are nimble, agile and versatile and can react quicker in most situations



What We Are Looking For at INL

- Government buyers are looking for the same things any other buyer
 - High quality products
 - Reliable suppliers
 - Fair prices
- We are also looking for certain things that might not be as important to private sector customers:
 - Suppliers that help meet purchasing goals for small businesses and socio-economic goals
 - More than one potential supplier to ensure that contracts are awarded in a competitive environment to the maximum extent possible



INL Small Business Program Vision

Vision

“INL Small Business Program will be a leading example of how to target, shape and retain small businesses to help create a Preeminent World-Class Nuclear Laboratory.”



Primary Goals

- Increase the extent, variety and complexity of small business involvement with the INL.
- Ensure that small businesses participate in meaningful prime contract performance.

Opportunities – What We Buy

The principal 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



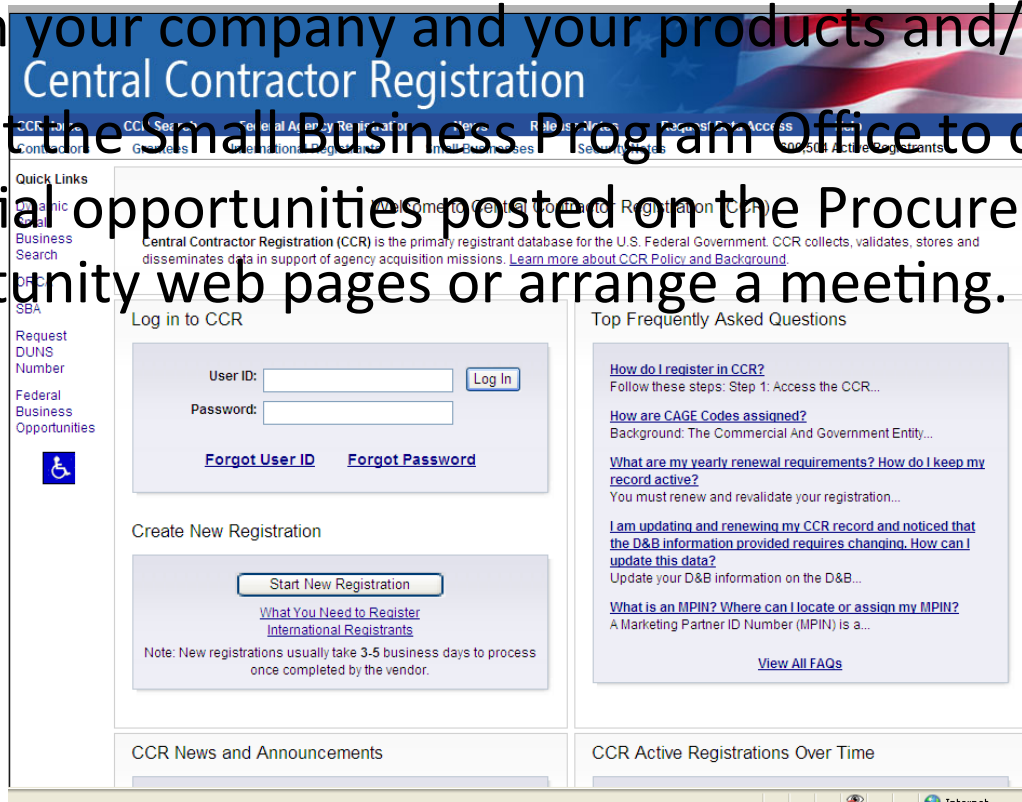
- **Information Technologies:** specialty software; servers; programming telecommunications services and equipment; equipment systems;



- **Services:** technical services; engineering (civil, structural, mechanical, electrical) environmental support; facility support; janitorial; maintenance; university research and development

Initiating Business with INL

1. Register your business in the Central Contractor Registration (CCR) database (www.ccr.gov)
2. Email or mail your capabilities statement to better acquaint us with your company and your products and/or services.
3. Contact the Small Business Program Office to discuss potential opportunities posted on the Procurement Opportunity web pages or arrange a meeting.



The screenshot shows the Central Contractor Registration (CCR) website. The header includes the title "Central Contractor Registration" and navigation links such as "CCR Home", "CCR Services", "Federal Agency Registration", "CCR News", "Registration Process", "CCR Access", "Guidelines", "Registration Information", "Small Businesses", "Security Notes", and "500,504 Active Registrants".

On the left, there is a "Quick Links" sidebar with links to "Dynamic Data Business Search", "DUNS Number", "Request DUNS Number", "Federal Business Opportunities", and a "Log in to CCR" button.

The main content area features a "Log in to CCR" section with fields for "User ID:" and "Password:", a "Log In" button, and links for "Forgot User ID" and "Forgot Password". Below this is a "Create New Registration" section with a "Start New Registration" button and a link to "What You Need to Register International Registrants". A note states: "Note: New registrations usually take 3-5 business days to process once completed by the vendor."

On the right, there is a "Top Frequently Asked Questions" section with links to "How do I register in CCR?", "How are CAGE Codes assigned?", "What are my yearly renewal requirements? How do I keep my record active?", "I am updating and renewing my CCR record and noticed that the D&B information provided requires changing. How can I update this data?", "What is an MPIN? Where can I locate or assign my MPIN?", and "View All FAQs".

At the bottom, there are sections for "CCR News and Announcements" and "CCR Active Registrations Over Time".

INL Procurement Opportunities

- <http://www.inl.gov> - Working with INL – Procurement Services Procurement Opportunities



INL Forecasted Opportunities

Type of Acquisition – Construction Services

Description	Type of Action	Estimated Dollar Range	Anticipated Award
Upgrade of sewage lagoon	Small Business Set Aside	\$1.0 – \$2.5M	3 rd Quarter 2011
Construction of Technical & Administrative Support Facility	Competitive	\$2.5-\$3M	3 rd Quarter 2011
Security upgrade	Competitive	\$5.0M-\$10M	2012

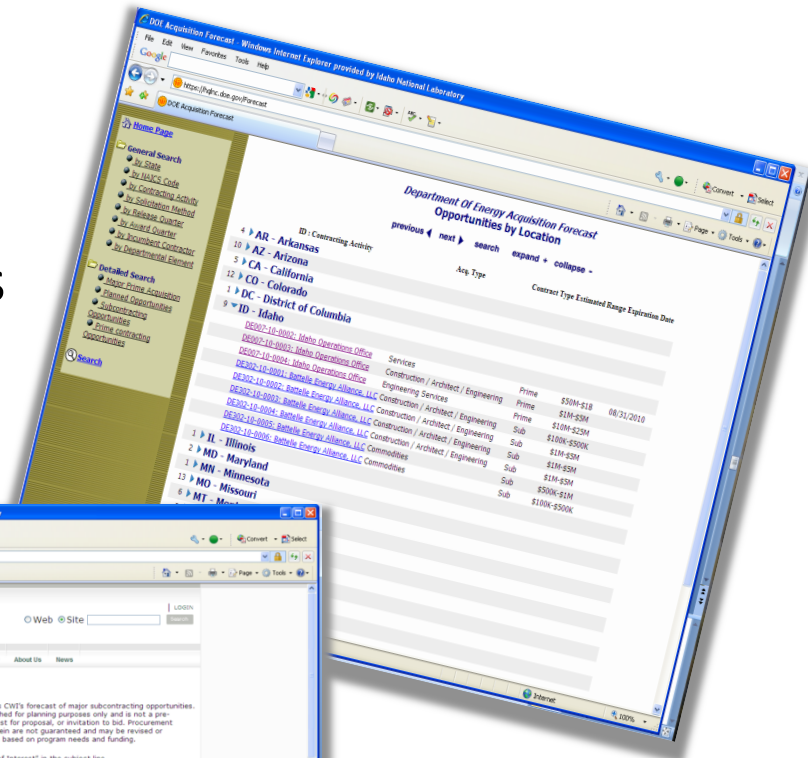
INL Forecasted Opportunities

Type of Acquisition – Commodities

Description	Type of Action	Estimated Dollar Range	Anticipated Award
RSA Secure ID key fob tokens	Small Business Set Aside	\$150,000	3 rd Quarter 2011
Respirators and related items	Small Business Set Aside	\$400,000	3 rd Quarter 2011
Safety related items (blanket contract)	Small Business Set Aside	\$1M	4 th Quarter 2011
Office supplies (blanket contract)	Small Business Set Aside	\$500,000	4 th Quarter 2011

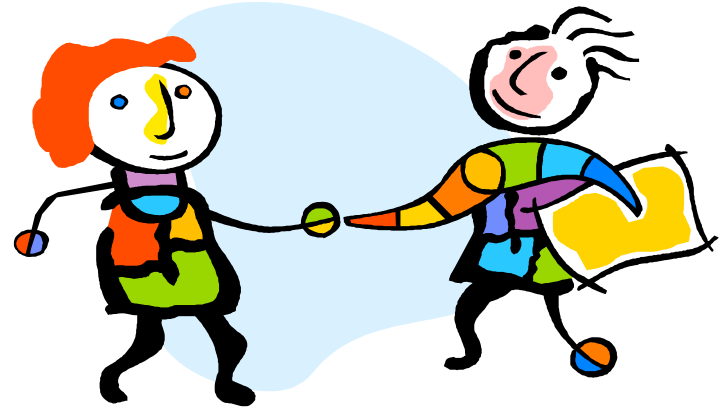
Researching Procurement Opportunities

- Department of Energy's Acquisition Forecast Database
- INL Web Site – Working with INL
- Idaho Cleanup Project Opportunities
- Advanced Mixed Waste Treatment Project Opportunities



Resources Available to Small Business

- Free Resources
 - U.S. Small Business Administration
 - Small Business Development Centers
 - Service Corps of Retired Executives (SCORE)
 - Procurement Technical Assistance Centers
 - Department of Transportation Disadvantaged Business Enterprise Program
 - Office(s) of Small Disadvantaged Business Utilization
 - Other Resources
 - Trade Associations
 - Local Chamber of Commerce
 - Local Economic Development Organizations
- NETWORK, NETWORK, NETWORK



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