



# WOMEN-OWNED SMALL BUSINESS OPPORTUNITY DAY

HOSTED BY



# To ignition and beyond!



LLNL-PRES-846563

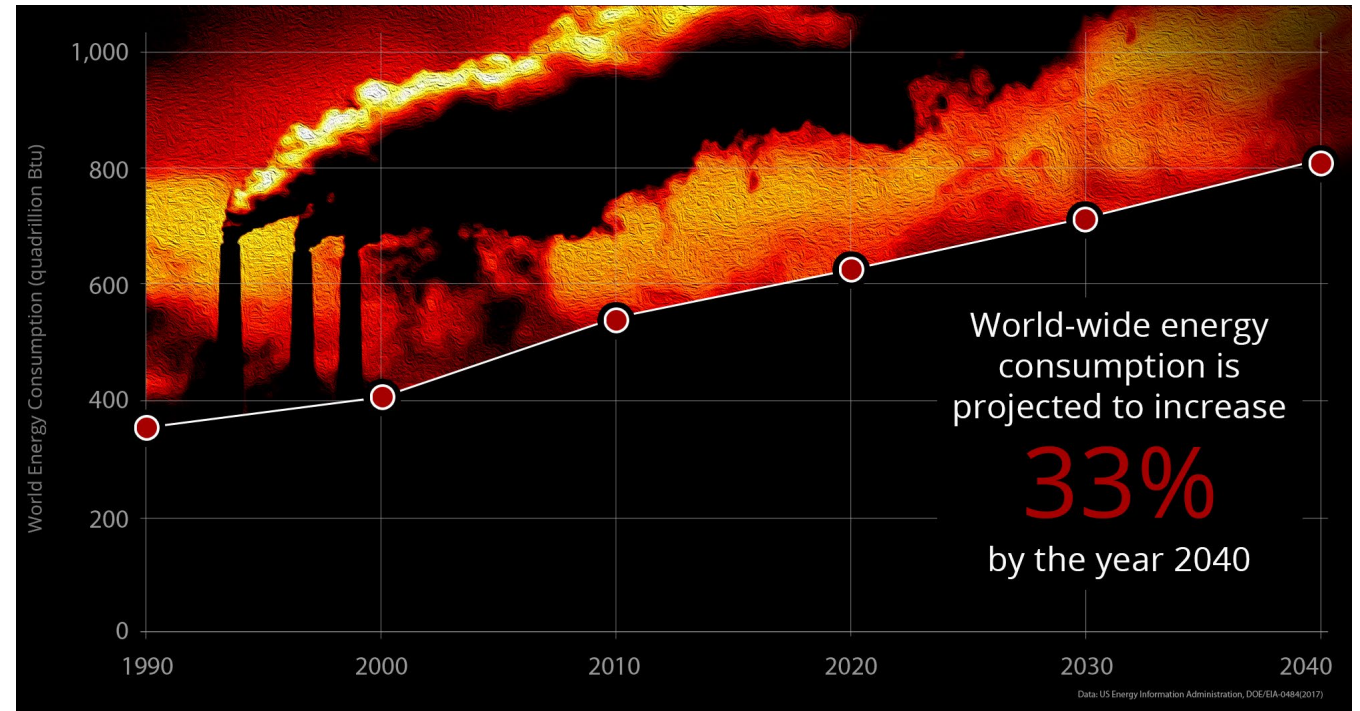
This work was performed under the auspices of the U.S. Department of Energy by Lawrence Livermore National Laboratory under contract DE-AC52-07NA27344. Lawrence Livermore National Security, LLC

PRESENTED BY:

*D. E. Hinkel*

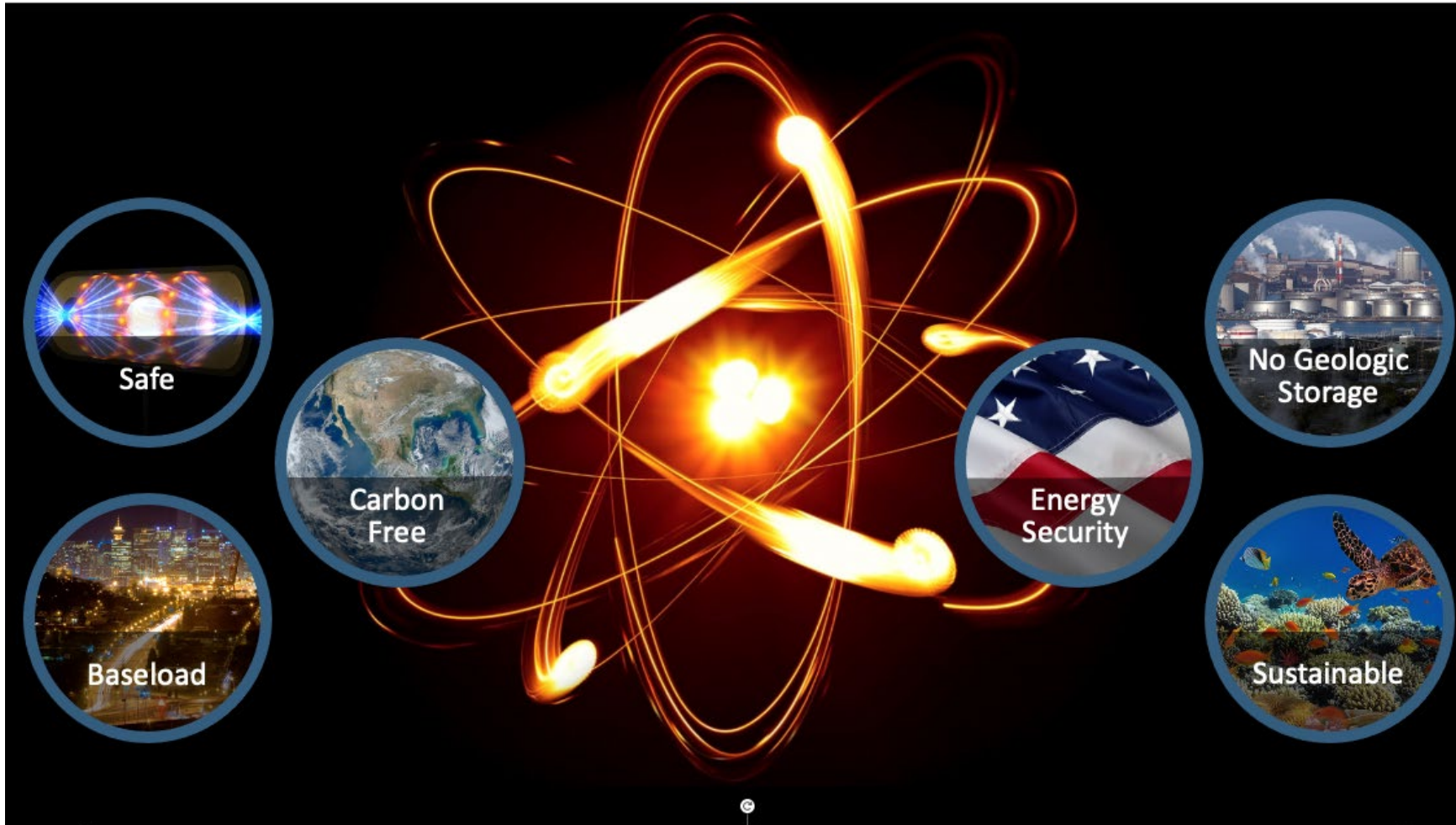
# Fusion powers the sun ... ... and maybe one day our communities ...

- Global energy crisis
- Pollution (long-lived radioactive waste)
- Clean energy solutions to meet increasing demands
- Fusion is a potential clean and limitless energy source
- The Sun is powered by fusion – and we have replicated this on earth, demonstrating energy gain

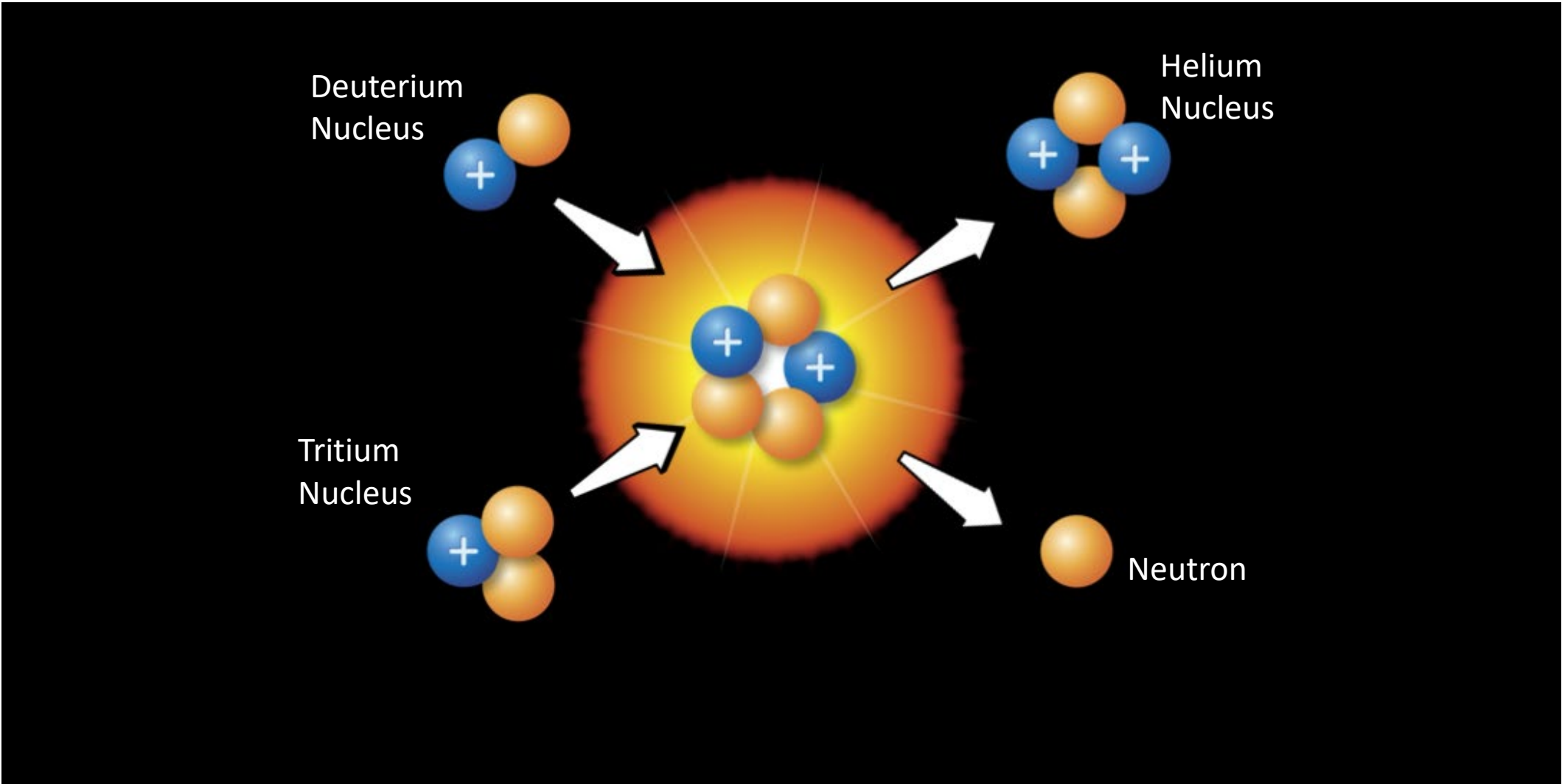


*Discovery is never just for the sake of discovery...  
but for the sake of human survival*

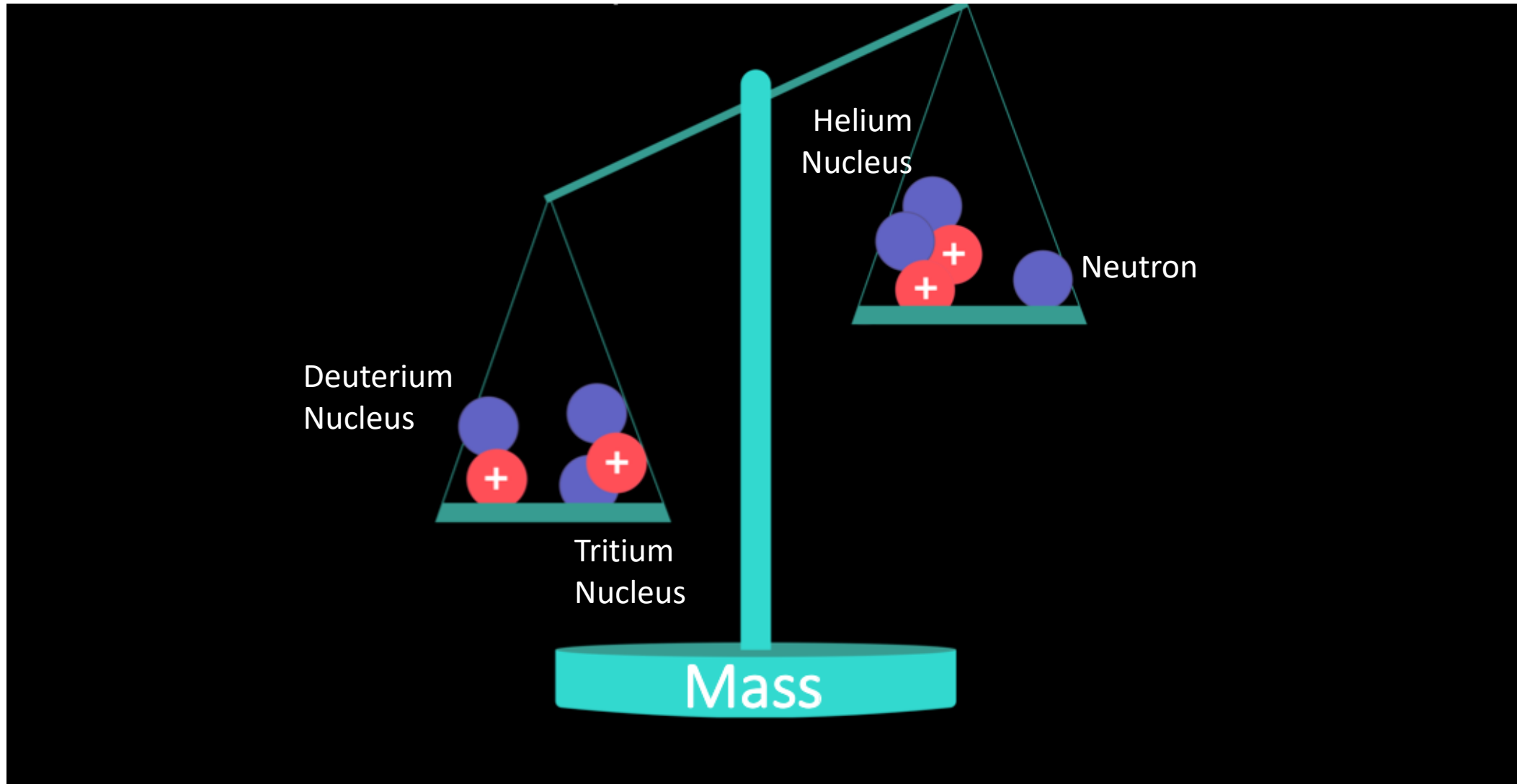
# Fusion energy is attractive for many reasons



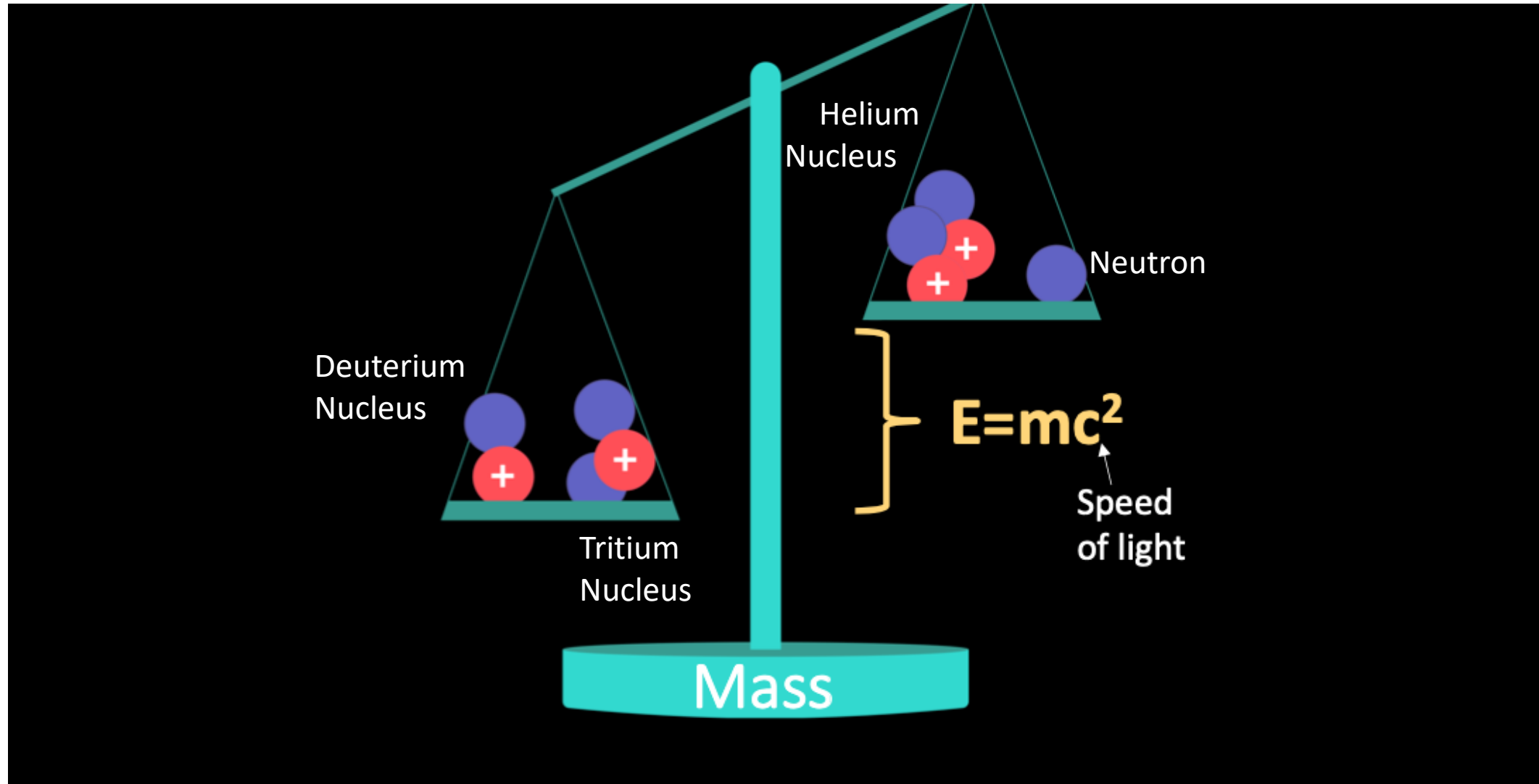
# Fusion occurs when two light nuclei combine



# The total mass of the products after fusing is less



# The “missing mass” is converted to energy



# Fusion fuel is awesome

1 pound of fusion fuel = 5,000 barrels of oil = 3.5 million pounds of coal



The image contains three visual elements. On the left is a diagram of a nuclear fusion reaction where four hydrogen nuclei (two blue and two orange spheres) combine to form a helium nucleus (two blue and two orange spheres) and release energy. In the center is a photograph of numerous stacks of colorful (blue, green, red) oil barrels. On the right is a photograph of a train car filled with large piles of dark coal.

*Fusion fuel releases ~ 4x more energy than an equivalent amount of fission fuel*



# We use the world's most energetic laser to drive the fusion process



National ignition facility "NIF"

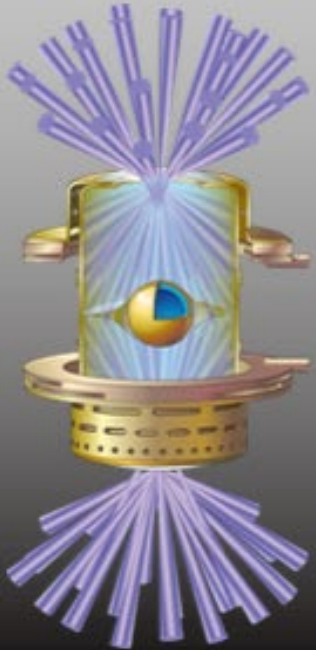
# At NIF, we use inertial confinement fusion (ICF) to create a “mini-star” in the laboratory



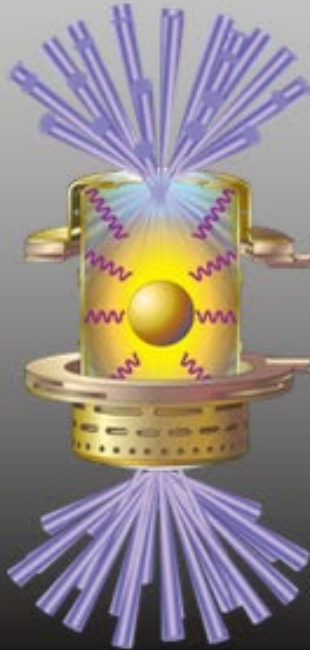
National ignition facility "NIF"

# Our approach uses x-rays created by the laser to compress and heat the fuel to ignition conditions

Laser beams focused inside the hohlraum



The hohlraum is heated creating x-rays



X-rays ablate the capsule, accelerate the fuel inward



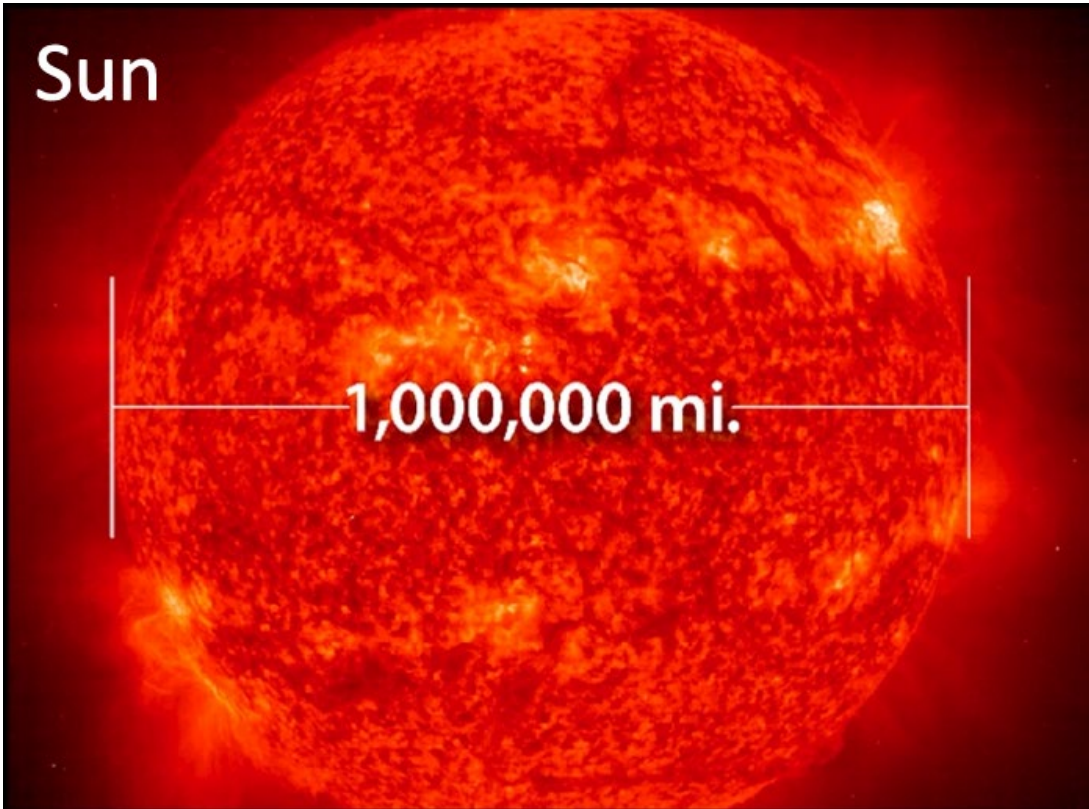
The fuel core reaches pressures 500 billion atm



Fusion burn spreads through the fuel, yielding >> input energy

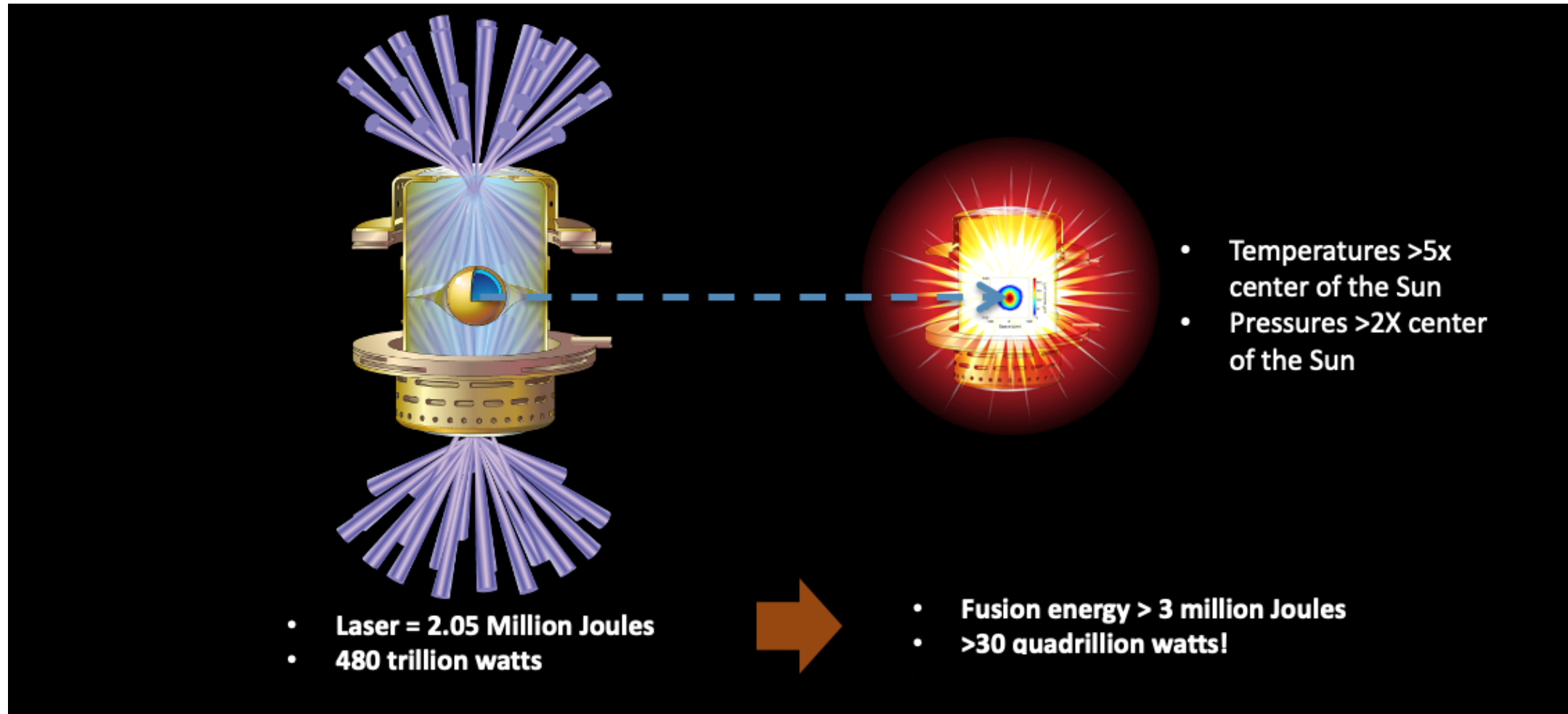


# The fusion fuel briefly reaches conditions like those at the center of the sun



- Temperatures > 5x Sun's center
- Pressures > 2x Sun's center
- But for 90 trillionths of a second!

# On December 5, 2022, NIF achieved more fusion energy released than laser energy used



# We created extreme enough conditions – for long enough – that the fuel ignited



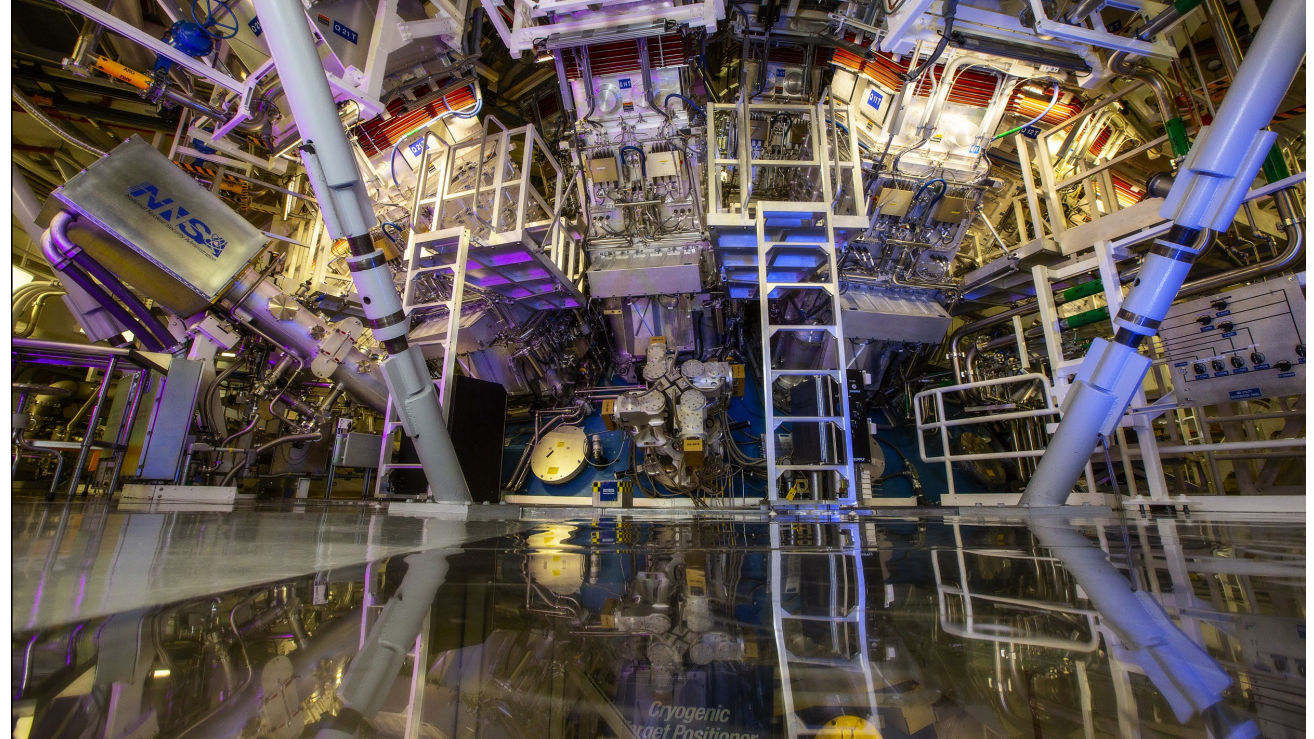
The diagram illustrates a fusion plasma core. At the center, a cluster of blue and yellow spheres represents the fuel, with a Greek letter alpha ( $\alpha$ ) below it. Two black arrows point from this center to the right, labeled with a blue 'e' and a black 'e', representing electrons. A green box labeled 'Plasma heats itself' is positioned to the right of the core. A white arrow labeled 'Fusion plasma' points to the core from the top left. A red box labeled 'Plasma Cools itself' is positioned at the bottom left, with a wavy grey line representing cooling extending from the core towards it. The core is surrounded by a blue, spiky outer region.

We did this by optimizing the design, target quality, and driver capability ....

...to maximize heating of the plasma while minimizing cooling – in a race against time

# We have a long way to go – but we have taken a very important step forward

- How large of a gain can we achieve at NIF?
- Higher gain designs
- More NIF energy
- Less costly targets and more efficient lasers

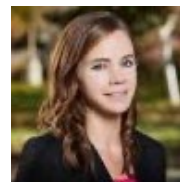
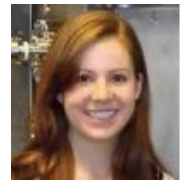


*Powered by NIF and an international collaboration*

# Many women have been involved in achieving this result!

## For design and simulation:

- *Annie Kritcher* – this ignition design, design team lead, group leader
- *Debbie Callahan* – NIF ignition designs, previous design lead, division leader
- *Denise Hinkel* – NIF ignition designs, design team lead, associate division leader
- *Laura Berzak Hopkins* – NIF ignition designs, associate program director
- *Kelli Humbird* – NIF ignition predictions using machine learning





THANK YOU



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

Presented by:  
**OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION**

**WOMAN-OWNED SMALL BUSINESS  
OPPORTUNITY DAY**

**MARCH 28, 2023**



# OSDBU Mission and Commitment

19

## ▶ 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
  - ▶ To date approximately \$8.7B (still being counted)
  - ▶ Socioeconomic Category Goal (YTD)
    - ▶ Small Disadvantaged Business 5% (5.6%)
    - ▶ Women-Owned SB 5% (4.3%)
    - ▶ Service-Disabled Veteran-owned SB 3% (1.9%)
    - ▶ HUBZone SB 3% (1.7%)
- ▶ Anticipated to earn an “A” Grade from the Small Business Administration (SBA)
- ▶ Dollars do not include financial assistance spend
- ▶ FY 2023 prime goal 17%

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

FY 2015	\$5.7B
FY 2016	\$6.5B
FY 2017	\$6.85B
FY 2018	\$6.16B
FY 2019	\$7.68B
FY 2020	\$8.7B
FY 2021	\$9.7B
<a href="http://smallbusiness.energy.gov">Individual Scorecard (sba.gov)</a>	
<b>FY 2022</b>	<b>\$TBD</b>

<b>NAICS CODE</b>	<b>NAICS DESCRIPTION</b>
561210	Facilities Support Services
541611	Administrative Management and General Management Consulting Services
562910	Remediation Services
541330	Engineering Services
541990	All Other Professional, Scientific, and Technical Services
541620	Environmental Consulting Services
234930	Industrial Nonbuilding Structure Construction
541519	Other Computer Related Services
541512	Computer Systems Design Services
236220	Commercial and Institutional Building Construction

# Top Areas of Small Business Spend

Top Ten North American Industry Classification System Codes (NAICS)

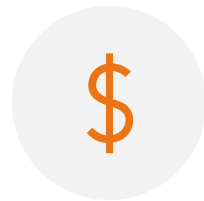
Small Business Size is determined by Size Standard under each NAICS code

# Locate Agency Opportunities

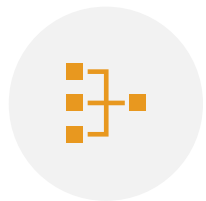
- ▶ DOE and Major Contractor Acquisition Forecasts: <https://www.energy.gov/osdbu/acquisition-forecast> 22
  - ▶ Provides headquarter prime opportunities
  - ▶ Provides hyperlinks to the various Agency laboratories for subcontracting opportunities.
  - ▶ Search each respective site forecast for its unique 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/](https://www.ebuy.gsa.gov/ebuy/)
- ▶ Federal Grants: [www.grants.gov](https://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](https://netl.doe.gov)

# Subcontracting Opportunities

23



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



[Supply Chain  
Management Center  
\(doe.gov\)](http://smallbusiness.energy.gov)



# Mentor-Protégé Program

- 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, MSI, and HBCUs
- Utilizes subcontracting for Protégés' 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](#)





# Tips to Increase Success

25



## 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

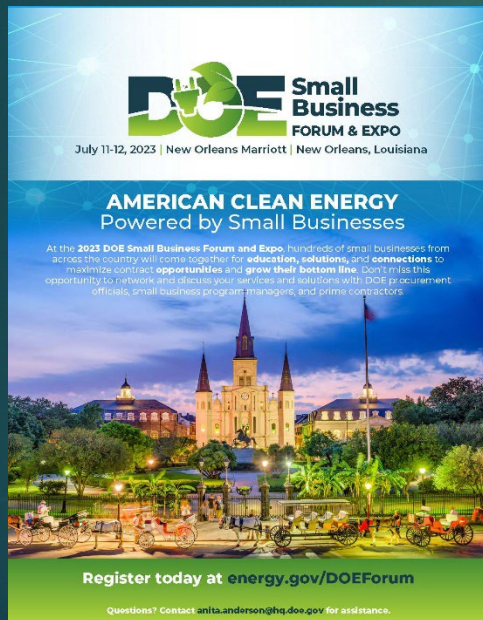
- Learn what products and services DOE buys at its different sites
- Review DOE and Major Contractor acquisition forecasts and SAM.gov
- Ensure socio-economic certifications and security classifications are current
- Stay current with regulations, laws, policy, etc.
- Establish teaming arrangements, joint ventures, etc.
- Create strong capability statement-



## 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

# Upcoming OSDBU Hosted Events



## HUBZone Opportunity Day

National Energy  
Technology  
Laboratory (NETL)

Morgantown, WV

May 3, 2023

## OSDBU National SB Forum & Expo

Register today at  
[energy.gov/DOEForum](http://energy.gov/DOEForum)

New Orleans, LA

July 11-12,  
2023

## MPP Forum Opportunity Day

Sandia National  
Laboratory (SNL)

Albuquerque, NM

TBD

# Other Important Links

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

Procurement Technical Assistance Centers:  
<https://www.aptac-us.org/>

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)

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) - Natasha White:

[Natasha.White@hq.doe.gov](mailto:Natasha.White@hq.doe.gov)

SDVOSB PM – Nicola Ohaegbu:

[Nicola.Ohaegbu@hq.doe.gov](mailto:Nicola.Ohaegbu@hq.doe.gov)

HUBZone SB PM – Kent Hibben:

[Kent.Hibben@hq.doe.gov](mailto:Kent.Hibben@hq.doe.gov)

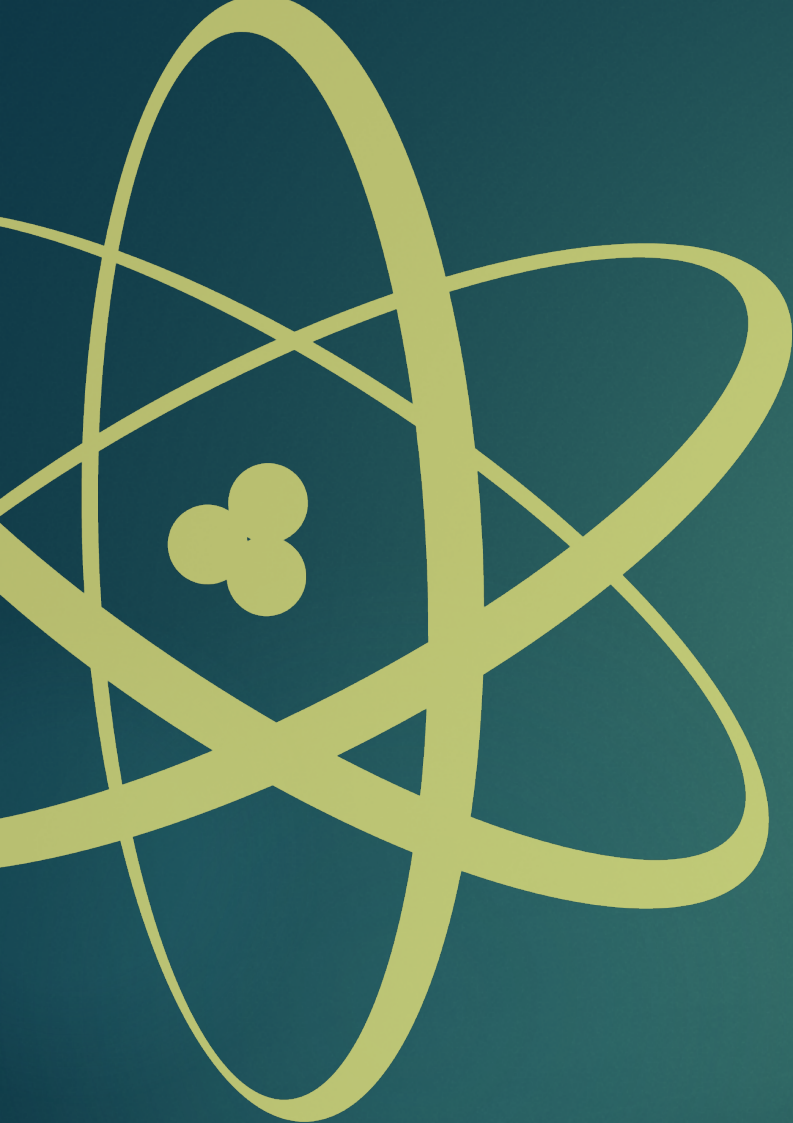
Small Disadvantaged Business PM - Mark Lochbaum:

[Mark.Lochbaum@hq.doe.gov](mailto:Mark.Lochbaum@hq.doe.gov)

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

DOE OSDBU  
Support

THANK YOU



# DOE/NNSA Small Business Opportunities

**Chelsea Murphy**

**DOE/NNSA Small Business Program Manager**

**Office of Partnership and Acquisition Services**



# Department of Energy/NNSA Mission

INNOVATE. COLLABORATE. DELIVER.

## Our Mission

The mission of the National Nuclear Security Administration (NNSA) is to enhance national security through the military application of nuclear science. NNSA maintains and enhances the safety, security, and effectiveness of the U.S. nuclear weapons stockpile, works to reduce the global danger from weapons of mass destruction, provides the U.S. Navy with safe and militarily effective nuclear propulsion, and responds to nuclear and radiological emergencies in the United States and abroad.

# DOE/NNSA Core Services

INNOVATE. COLLABORATE. DELIVER.

## Our Services

- **Maintaining the Stockpile** - One of NNSA's core missions is to ensure the United States maintains a safe, secure, and reliable nuclear stockpile through the application of unparalleled science, technology, engineering, and manufacturing.
- **Non-proliferation** - Preventing nuclear weapons proliferation and reducing the threat of nuclear and radiological terrorism around the world are key U.S. national security strategic objectives that require constant vigilance.
- **Counterterrorism and Counterproliferation** - The capabilities of NNSA's Office of Counterterrorism and Counterproliferation (CTCP) are integral to the U.S. Government's layered defense against nuclear terrorism and nuclear proliferation.
- **Powering the Navy** - The Naval Nuclear Propulsion Program provides militarily effective nuclear propulsion plants and ensures their safe, reliable and long-lived operation.



# DOE/NNSA Non-M&O Programs

INNOVATE. COLLABORATE. DELIVER.

- NA-10: Defense Programs
- NA-20: Defense Nuclear Non-proliferation
- NA-30: Naval Reactors
- NA-40: Emergency Operations
- NA-70: Defense Nuclear Security
- NA-80: Counterterrorism & Counter-proliferation
- NA-90: Infrastructure
- NA-CI: Congressional & Intergovernmental Affairs
- NA-ESH: Environment, Safety, and Health
- NA-GC: General Counsel
- NA-IM: Information Management and CIO
- NA-PA: Public Affairs
- NA-PAS: Partnership and Acquisition Services

# DOE/NNSA M&O Sites & Laboratories

INNOVATE. COLLABORATE. DELIVER.

- NR - Naval Reactors
- KCP - Kansas City Plant
- LLNL - Lawrence Livermore National Laboratory
- LANL - Los Alamos National Laboratory
- SRNL - Savannah River National Laboratory
- NFO - Nevada Field Office & Nevada Test Site
- NPO - NNSA Production Office (Pantex/Y-12 Oakridge National Laboratory)
- Sandia - Sandia National Laboratory

# FY 2023 DOE SB Goals

INNOVATE. COLLABORATE. DELIVER.

	Total SB	SDB	WOSB	HZSB	VOSB	SDVOSB
Average M&O Sites Goal	49.86% (from 51.63%)	10.38% (from 11.60%)	8.10% (from 8.99%)	4.28% (from 5.37%)	5.11% (from 6.86%)	3.71% (from 4.52%)

	Total SB	8(a) SDB	Non-8(a) SDB	WOSB	HZSB	SDVOSB
Average NNSA Overall Goal	2.0% (from 1.84%)	.15% (from .12%)	.01% (same)	.25% (from .35%)	.13% (from .07%)	.20% (from .30%)

**FY 2022 Small Business Scorecard based on Annual Goals as of 30-Sep-2022**

**NNSA Small Business Achievements as of 09/30/22**

Program Element	[C] Annual SB Goal % (B/A)	[D] Achieved Procurement Base	[E] Achieved SB \$	[F] Achieved SB % (E/D)	[G] Achievement Indicator (F/C)
NNSA	1.84%	0	0	0.00%	0.00%
NA-WCF		366,650	0	0.00%	
NA-MS		5,268,021,236	108,825,286	2.07%	
NA-80		400,434,687	62,238,360	15.54%	
NA-70		907,955,593	38,618,400	4.25%	
NA-50		2,535,246,247	21,582,456	0.85%	
NA-40		16,799,271	10,973,887	65.32%	
NA-30		1,868,611,786	737,070	0.04%	
NA-20		1,912,668,182	110,474,185	5.78%	
NA-10		7,401,531,251	116,467,735	1.57%	
<b>NNSA Total</b>	<b>1.84%</b>	<b>20,311,634,904</b>	<b>469,917,379</b>	<b>2.31%</b>	<b>125.46%</b>

# OMB Memorandum: Advancing Equity in Procurement M-22-03, Dec., 2021 – Implementing Executive Order 13985

INNOVATE. COLLABORATE. DELIVER.

- 1. Raises governmentwide SDB contracting goal to 12% for FY23, on the way to 15% by 2025**
- 2. Seeks to increase “new entrants” and reverse the decline in the small business supplier base**

# DOE/NNSA Resources for Small Business Opportunities

INNOVATE. COLLABORATE. DELIVER.

- 1. Supply Chain Management Center (SCMC)** - Recommend getting on the supplier list for the Supply Chain Management Center (SCMC) which goes out to all our DOE sites first, and then follow up with individual site processes - [Supply Chain Management Center \(energy.gov\)](#)
- 2. DOE/NNSA Acquisition Forecast** - Filter the NNSA “acquisition forecast” spreadsheet by NAICS code or CTRL+F word search would be the most efficient way to find upcoming contracting opportunities (for non-M&O opportunities) followed by a determination of capability based on the description. If you believe there are opportunities within your wheelhouse, the CO can provide more detailed information (statement of work, performance work statement, etc) for further consideration. - [Acquisition Forecast | Department of Energy](#)
- 3. DOE Small Business Program Managers** - The SBPMs assist small businesses in marketing to their respective program element/offices, and if applicable to their site and/or facility – [Small Business Points of Contact | Department of Energy](#)
- 4. DOE Integrated Contractor Purchasing Team (ICPT)** - The ICPT was established to aggressively pursue strategic sourcing opportunities that represent procurement leveraged spend that results in a lower total cost of ownership for DOE Complex Wide Site and Facility Contractors – [DOE Integrated Contractor Purchasing Team Home Page](#)
- 5. DOE/NNSA Mentor Protégé Program (MPP)** - Small Businesses under an SBA MPA JV can be considered for much larger requirements; past performance considered individually by each JV partner as well as any work done by the JV itself; builds additional capabilities for use by DOE/NNSA; and reduces program risk by ensuring that an established Mentor is performing work as well. – See additional MPP resources on next slide.

# MPP References

INNOVATE. COLLABORATE. DELIVER.

## MPP Site

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-protege-program>

## Active List of MPP MPAs

<https://www.sba.gov/document/support-active-mentor-protege-agreements>

## Joint Venture Guide

Review 13 CFR 124.513(c)

# DOE/NNSA Small Business Program Managers

INNOVATE. COLLABORATE. DELIVER.

## **NNSA (NA-PAS)**

Gary Lyttek  
Headquarters Senior Business Source  
Manager  
(202) 586-8304  
[gary.lyttek@nnsa.doe.gov](mailto:gary.lyttek@nnsa.doe.gov)

Chelsea Murphy  
NNSA Field Small Business Program  
Manager  
(505) 845-6404  
[chelsea.murphy@nnsa.doe.gov](mailto:chelsea.murphy@nnsa.doe.gov)

## **NA-10**

Shany Philip  
Small Business Coordinator  
(240) 449-5393  
[shany.philip@nnsa.doe.gov](mailto:shany.philip@nnsa.doe.gov)

## **NA-20**

Alethea Carter  
Small Business Program Manager  
(202) 586-9834  
[Alethea.f.carter@nnsa.doe.gov](mailto:Alethea.f.carter@nnsa.doe.gov)

## **NA-30**

Yonnick Hammond  
Acquisition Manager  
(202) 781-5936  
[yonnick.g.hammond.civ@us.navy.mil](mailto:yonnick.g.hammond.civ@us.navy.mil)

## **NA-40**

Tonya Keys  
Emergency Management Specialist  
(202) 586-3277  
[tonya.keys@nnsa.doe.gov](mailto:tonya.keys@nnsa.doe.gov)

Jonathan Rosen  
Chief of Staff  
(202) 586-5609  
[jonathan.rosen@nnsa.doe.gov](mailto:jonathan.rosen@nnsa.doe.gov)

## **NA-70**

TBD

## **NA-80**

Mark Scheuer  
Small Business Coordinator  
(202) 586-1700  
[mark.scheuer@nnsa.doe.gov](mailto:mark.scheuer@nnsa.doe.gov)

Charmaine Nunez  
Alternate Small Business Coordinator  
(202) 586-0304  
[charmaine.nunez@nnsa.doe.gov](mailto:charmaine.nunez@nnsa.doe.gov)

## **NA-90**

Catherine Williams  
Program Analyst  
(301) 903-1464  
[catherine.williams@nnsa.doe.gov](mailto:catherine.williams@nnsa.doe.gov)

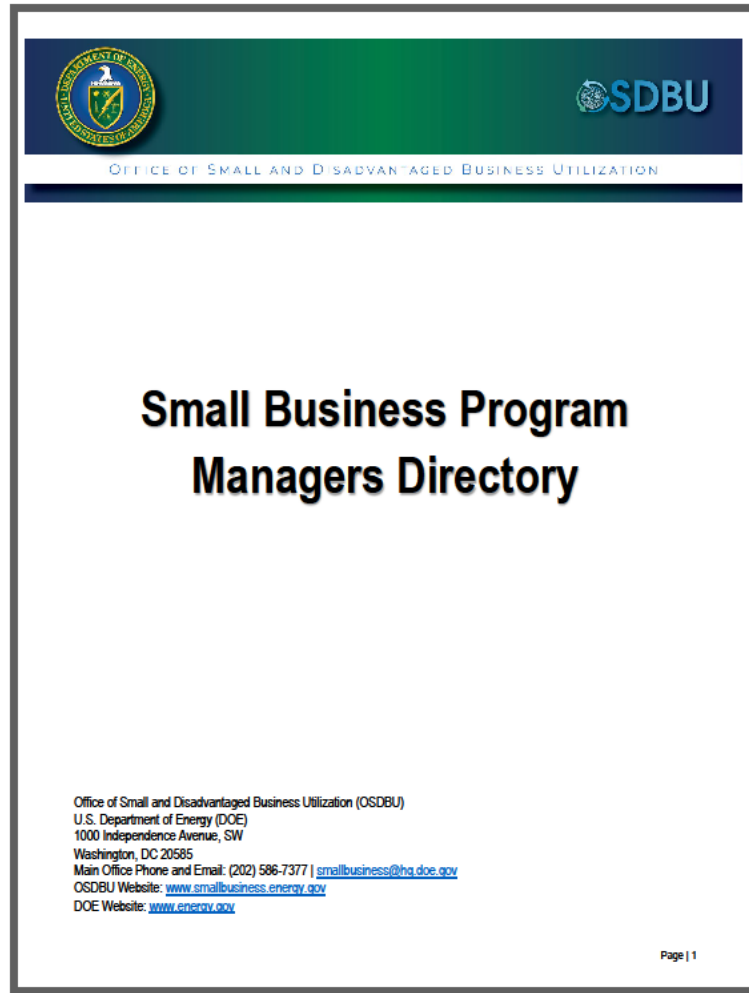
## **NA-MS**

Annie Davis  
Small Business Program Manager  
(202) 586-0538  
[annie.davis@nnsa.doe.gov](mailto:annie.davis@nnsa.doe.gov)



# OSDBU SB Program Managers

INNOVATE. COLLABORATE. DELIVER.



The Department of Energy's (DOE's) Program Elements/Offices are primarily located at DOE's Headquarters (Washington, DC, L'Enfant Plaza, and Germantown, MD).

The contacts embedded in this directory have been identified as the Small Business Program Manager (SBPM). The SBPMs assist small businesses in marketing to their respective program element/offices, and if applicable to their site and/or facility.

**NOTE: Double click on imbedded PDF file to open and view document.**

THANK YOU



**WOMEN IMPACTING  
PUBLIC POLICY**

# The Intersectionality of Business and Policy

Amy Roland, CEO & President, Pangea  
Medical and WIPP Leadership Advisory  
Council

# Agenda

- The WIPP Story
- 2023 Policy Priorities for Women in Business
- Engage with WIPP
- Thank You



# The WIPP Story



# Mission



**WOMEN IMPACTING**  
**PUBLIC POLICY**

WIPP is a national nonpartisan organization advocating on behalf of women entrepreneurs — strengthening their impact on our nation’s public policy, creating economic opportunities, and forging alliances with other business organizations.

# The ACE Principle

---

## WIPP MEMBER VALUE

### THE ACE PRINCIPLE



ADVOCACY



COMMUNITY



EDUCATION

# 2023 Policy Priorities for Women in Business



WOMEN IMPACTING  
PUBLIC POLICY



# WIPP Policy Priorities

- Create equality, equity and parity for WOSBs in federal contracting
- Increase access to capital for women-owned businesses
- Rethink workplace development
- Infrastructure Accountability and Broadband Access
- Demystify global economics



WOMEN IMPACTING  
PUBLIC POLICY

# Engage with WIPP



WOMEN IMPACTING  
PUBLIC POLICY

---

## Upcoming Events at WIPP

---

March 30<sup>th</sup> – ChallengeHER

---

April 3<sup>rd</sup> – PRO Table Talk

---

April 19<sup>th</sup> – EngageHER Networking



WOMEN IMPACTING  
PUBLIC POLICY

Visit [www.wipp.org/events](http://www.wipp.org/events) to register



[ChallengeHER.us/catalog](http://ChallengeHER.us/catalog)

# Engaging with WIPP



[facebook.com/wippwedecide](https://facebook.com/wippwedecide)



[linkedin.com/company/  
women-impacting-public-policy](https://linkedin.com/company/women-impacting-public-policy)



[twitter.com/wippwedecide](https://twitter.com/wippwedecide)

WIPP ACE Help Desk:

[Membership@wipp.org](mailto:Membership@wipp.org)

WIPP Advocacy Desk:

[Advocacy@wipp.org](mailto:Advocacy@wipp.org)



WOMEN IMPACTING  
PUBLIC POLICY

THANK YOU

**WBENC**PACIFIC

# Certification for Women-Owned Businesses

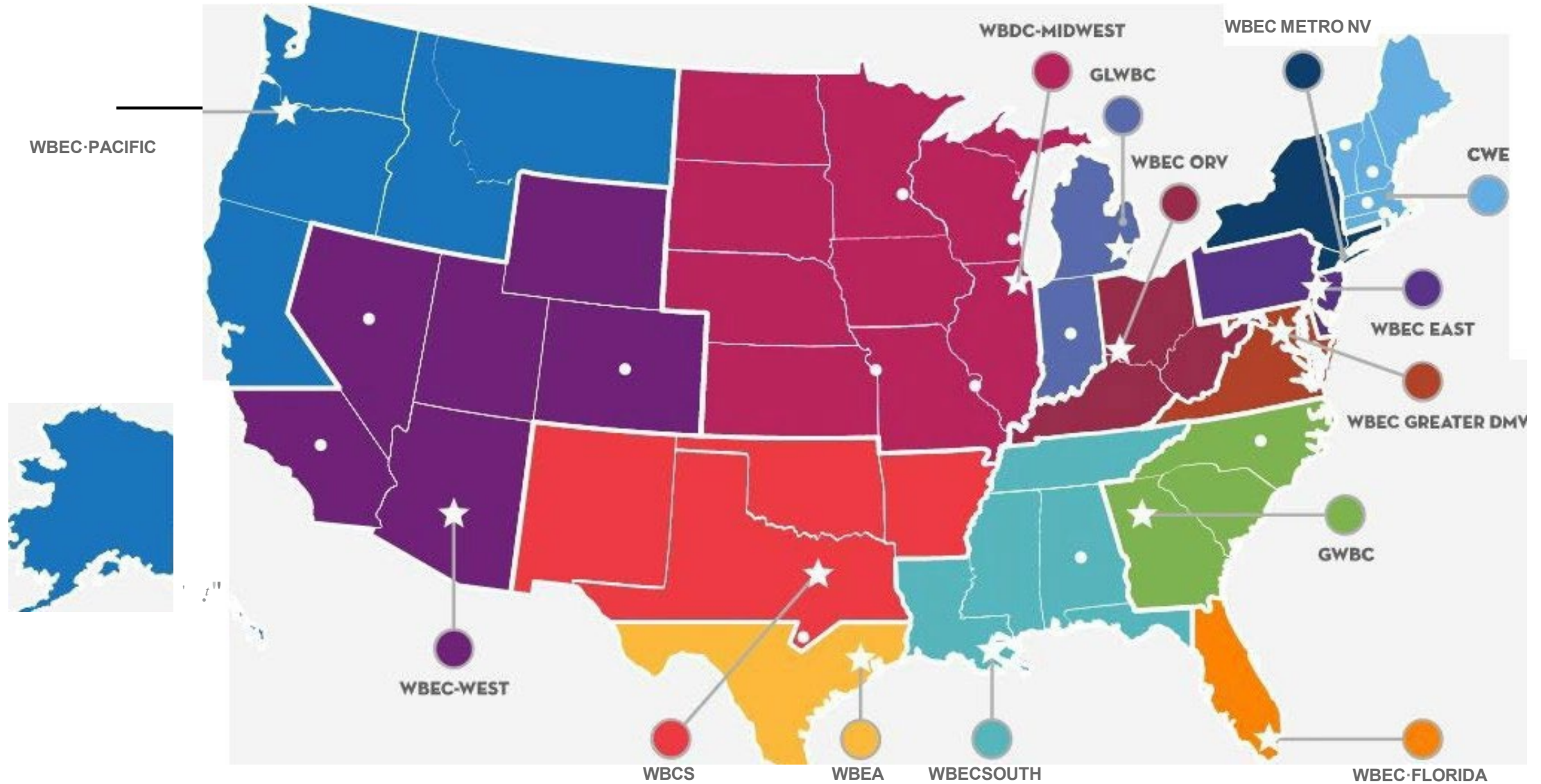
[WBENC.org](http://WBENC.org)



# WBENC Certification is the most widely recognized and respected national certification for women-owned businesses in the U.S.

Through certification, women-owned businesses gain access to a vast network of support, including targeted business opportunities for certified women-owned firms, increased visibility in corporate and government supply chains, education and development programs to spur growth and increase capacity, and networking and mentorship opportunities with thousands of women entrepreneurs and those who support them.

WBENC is also an approved third-party certifier for the [SBA's Women-Owned Small Business \(WOSB\) Federal Contracting Program.](#)



Denotes Headquarters

• Denotes Satellite Office



# Eligibility

WBENC Certification validates that a business is at least 51 percent owned, controlled, operated, and managed by a woman or women. This means one or more women must have unrestricted control of the business, a demonstrated management of day-to-day operations, and a proportionate investment of capital or expertise. To become certified, business owners undergo a thorough vetting process, including review of business documentation and a site visit.



# Eligibility

Because of this thorough process, WBENC Certification is considered the gold standard for women-owned business certification and is accepted by more than 1,000 corporations, in addition to some states, cities, and other entities.

**Once certified, women-owned businesses are designated as WBENC-Certified Women's Business Enterprises, or commonly referred to as WBEs.**

## Certification Eligibility Criteria

---

- Majority (at least 51%) ownership by one or more women
- Demonstrated proof of female management and control of business
- Unrestricted female control of the business in legal documents and day-to-day operations
- A woman holding the highest defined title in the company's legal documents
- Documented evidence of female contribution of capital and/or industry expertise
- Status of U.S. Citizenship or Legal Resident Alien for woman owner(s) constituting majority ownership

Before applying for certification, WBENC highly recommends you review the list of required documentation and the guidelines outlined in our Standards & Procedures.

# Benefits



WBENC Certification is a pathway to new business opportunities.

# Benefits of certification for women-owned businesses includes:

- 1** Access to supplier diversity and procurement executives at hundreds of major U.S. corporations and federal, state, and local government entities that accept WBENC Certification.
- 2** Formal and informal opportunities to pursue business with Corporate and Government Members, as well as other WBENC-Certified WBEs.
- 3** Access to networking events and programs, procurement opportunities, mentoring, executive education, capacity development programs, and other business tools and resources.
- 4** Eligibility for regional and national awards and recognition.
- 5** Use of Women Owned Logo and Women's Business Enterprise Seal as a marketing tool to promote your business and expand your company's visibility.
- 6** Community of support from other female business owners and like-minded professionals all dedicated to the growth and success of women-owned businesses.

# Process

WBENC partners with 14 Regional Partner Organizations authorized to administer WBENC and WOSB certification for women-owned businesses across the United States, including Puerto Rico, Guam, and the Virgin Islands.

To achieve certification as a Women's Business Enterprise, women-owned businesses complete a thorough documentation and site visit process.



# Certification Process



## 1 Determine if you are eligible

WBENC Certification validates that a business is at least 51 percent owned, controlled, operated, and managed by a woman or women. This means one or more women must have unrestricted control of the business, a demonstrated management of day-to-day operations, and a proportionate investment of capital or expertise. [View Eligibility Criteria](#)



## 2 Compile Required Documentation

Before applying for certification online, we recommend gathering all of the required documents in advance. You will be providing general business information, owner eligibility, financial structure, personnel & management information, and governance information. [View Required Documentation](#)



## 3 Complete Online Application

Once you have ensured you meet the certification criteria and gathered your documentation, the next step is to register and complete an online application on [WBENCLink2.0](#). Review your application carefully before submitting. Be prepared to pay a [non-refundable processing fee](#).



## 4 Review & Site Visit

The Regional Partner Organization near you will process your application, a thorough review of the documentation presented and a site visit interview with the female owner(s). The review process takes approximately 90 days from the date your file is deemed complete. [Find the RPO nearest you](#)



## 5 Certification Determination

Your Regional Partner Organization will notify you via email and letter when a determination has been made.



## 6 You're in!

As a WBENC-Certified WBE, you will have access to a wide range of [benefits](#). Once you are certified, use our [checklist](#) to get acquainted with the network, download logos, and best leverage your certification. And don't forget to set a calendar reminder for recertification!

**WBEC**PACIFIC  
WOMEN'S BUSINESS ENTERPRISE COUNCIL

JOIN FORCES. SUCCEED TOGETHER.

[info@wbec-pacific.org](mailto:info@wbec-pacific.org) | [www.wbec-pacific.org](http://www.wbec-pacific.org)



THANK YOU



# Lunch Break

**In Person:** Join us for lunch across the street in the LVOC Courtyard and surrounding buildings.

**Virtual:** WebEx will remain open during the break.

**See you back here at 1PM**



# WOMEN-OWNED SMALL BUSINESS OPPORTUNITY DAY

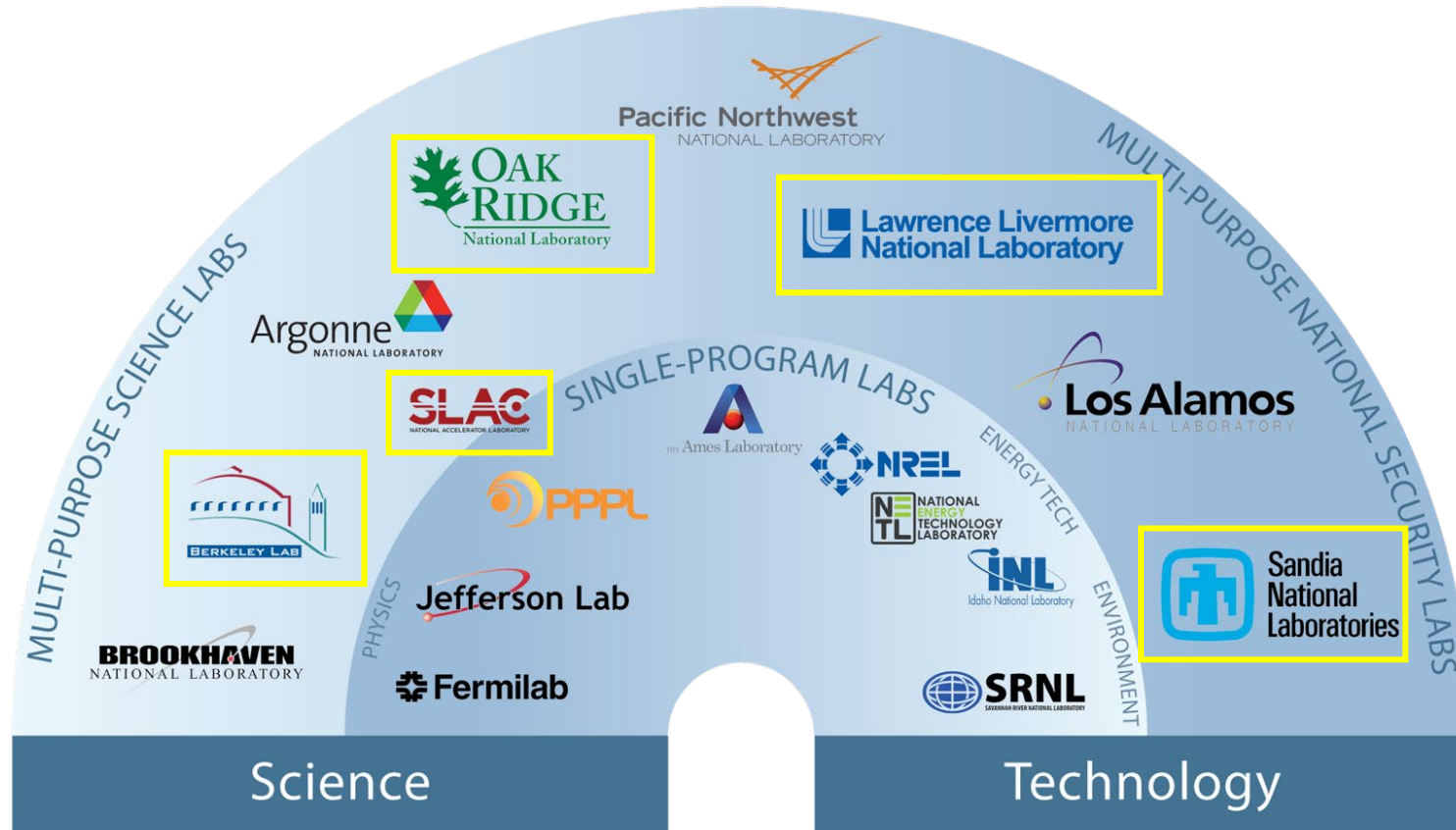
HOSTED BY



# Agenda

- LLNL in a Nutshell
- Do You Want a Slice of Pie?
- Upcoming Opportunities

# Department of Energy National Laboratories



- Established: 1952
- Management & Operator: Lawrence Livermore National Security, LLC
- Mission: Enable US security, global security, and resilience
- Site 200: 1 square mile, 515 buildings + Site 300\*
- Employees: 8,400
- Federal Budget: ~ \$2.9B in FY22
- Procurement: \$1.1B in FY22
- WOSB: \$64.8M (1/3 Construction)
- Things We Buy: Everything!



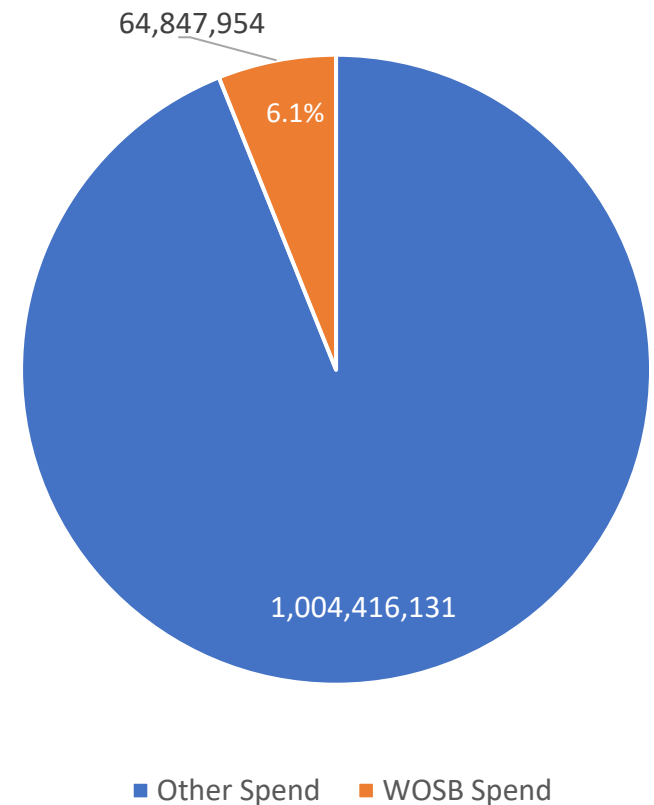
Experimental Test Site  
(11 miles<sup>2</sup> near Tracy, CA)



# Tips on Getting a Piece of the LLNL Procurement Pie

- Market Survey: Looking for Sources
  - Get on the Prospective Supplier List
  - Sources Sought/RFI in SAM and Industry Days
  - Small Business Program Office
- Solicitation: Inviting Sources to Participate
  - Understand the Requirements. Unsure? Ask!
  - Read All Documents Carefully\*
  - Provide Requested Items
- Post Award: Performance
  - Understand the Terms of the Subcontract
  - Provide Submittals on Time or Early
  - Perform well, on time, and on budget

LLNL Procurement Pie (Dollars)



# Time for Pie! Opportunity in Services

- Scope/Title
- Brief Description
- Estimated Value
- Anticipated Solicitation
- Contact: [smallbusiness@llnl.gov](mailto:smallbusiness@llnl.gov)

# Time for Pie! Construction Opportunities

- Scope/Title
- Brief Description
- Estimated Value
- Anticipated Solicitation
- Contact: [smallbusiness@llnl.gov](mailto:smallbusiness@llnl.gov)



THANK YOU



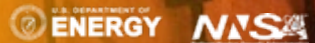
Exceptional service in the national interest

# How to do Business with Sandia



## SANDIA NATIONAL LABORATORIES

*March 28, 2023*



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. SAND2022-15876 O

# Laura Lovato

Supply Chain Risk Management & Supplier Diversity Manager



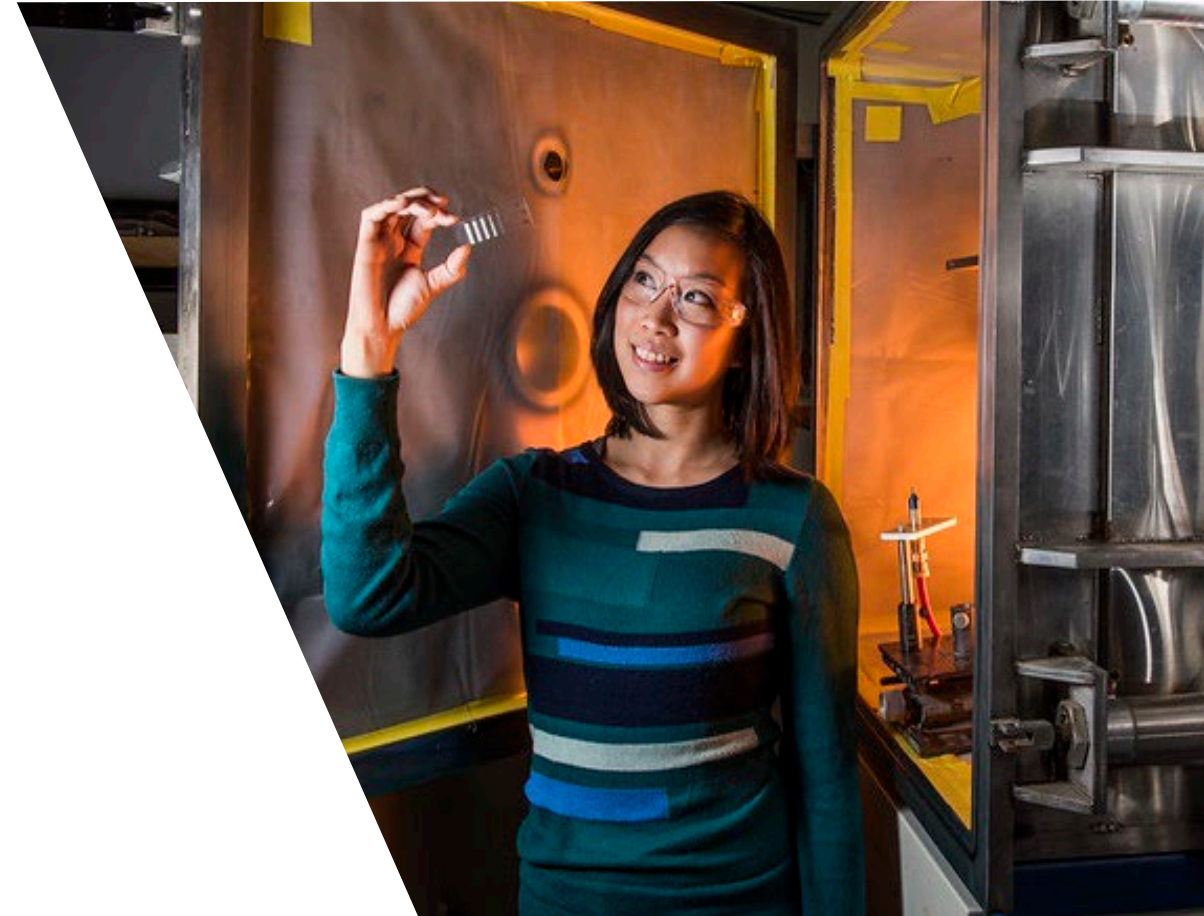
# Sandia is unique entity

Sandia is government-owned,  
contractor-operated.

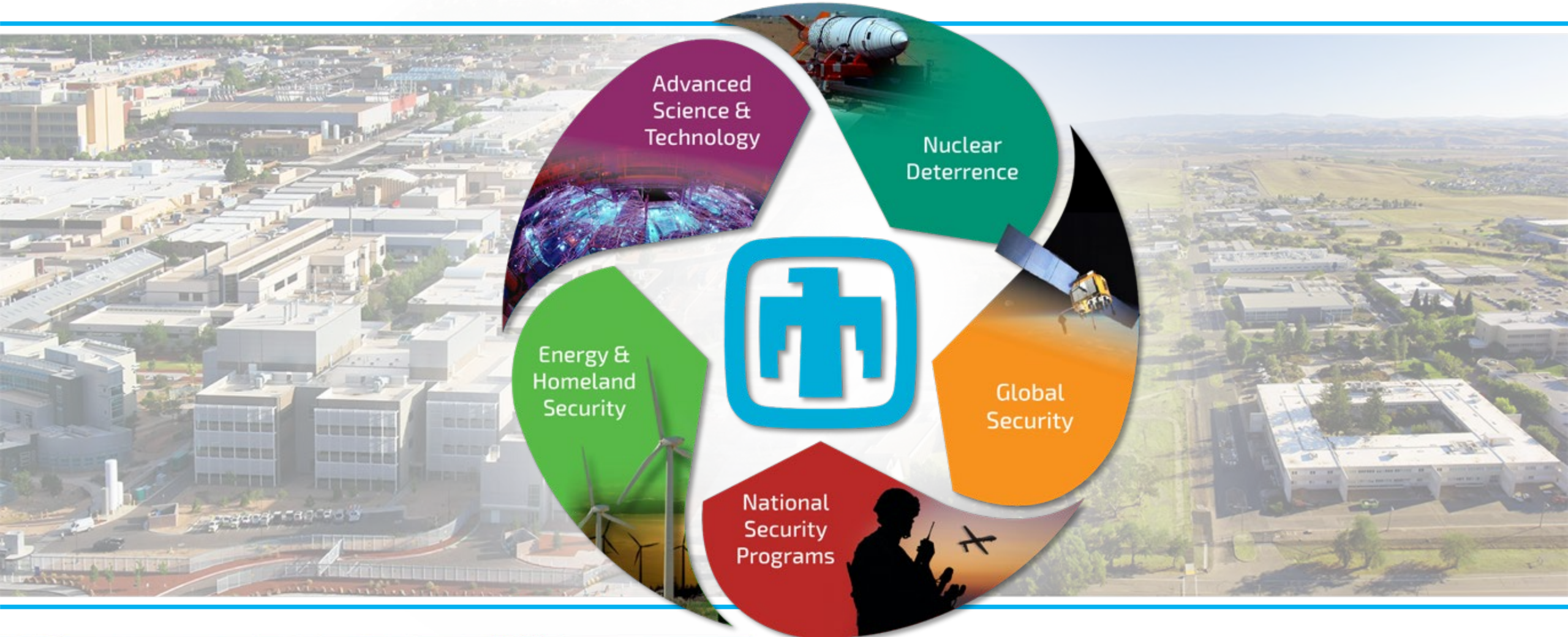
It is a Federally Funded Research and  
Development Center (FFRDC)  
managed and operated by National Technology  
& Engineering Solutions of Sandia, LLC, a  
wholly owned subsidiary  
of Honeywell International Inc.

FFRDCs are long-term strategic partners to the  
federal government, operating in the public interest  
with objectivity and independence  
and maintaining core competencies in  
missions of national significance

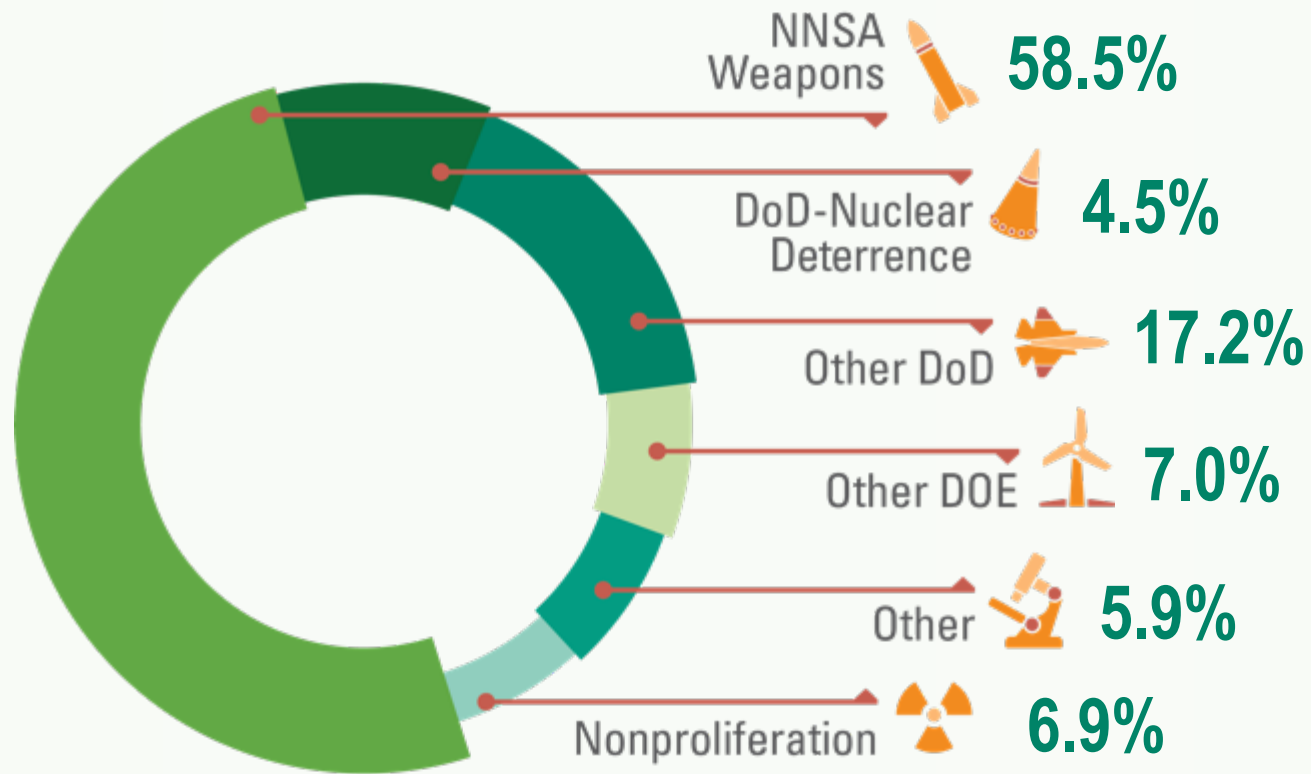
It's history is traced back to the 1945 Manhattan Project.



# Sandia is a multimission national security laboratory with five major program portfolios



# Our budget covers a broad range of government and other work



## OTHER

Department of Homeland Security  
Other federal agencies | nonfederal entities  
CRADAs, licenses, royalties | inter-entity work



## DoD

Air Force | Army | Navy  
Defense Threat Reduction Agency  
Ballistic Missile Defense Organization  
Office of the Secretary of Defense  
Defense Advanced Research Projects Agency  
Intelligence Community



## OTHER DOE

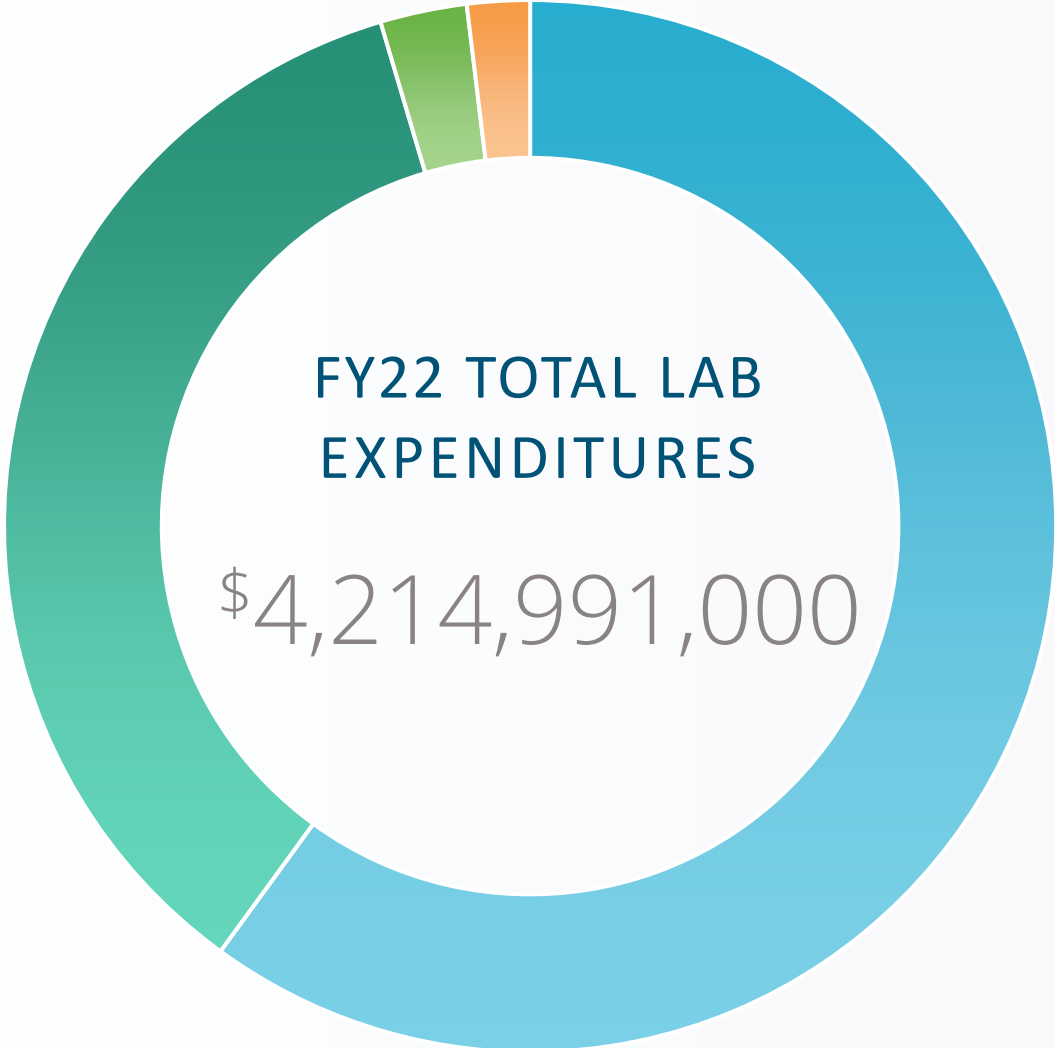
Science  
Energy Efficiency and Renewable Energy  
Nuclear Energy  
Environmental Management  
Electricity Delivery and Energy Reliability  
Other DOE



## NONPROLIFERATION

NNSA/NA20 | NNSA/NA80

# 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**

\$72,646,000

# FY22 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.*



# FY23 Small Business Goals

60.5%

Small Business

15.5%

Small Disadvantaged Business

10.5%

Woman-Owned Small Business

7%

Veteran-Owned Small Business

6%

Service-Disabled Veteran-Owned Small Business



Sandia has exceeded its small business goals for the 6th year in a row!

# How to work with Sandia



Create company account in iSupplier



Subscribe to the Business Opportunities Website



Attend Outreach Events



# Register in iSupplier

## Supplier Registration

### Step 1: Access iSupplier Portal Registration Page

iSupplier Registration page: [Register here](#)

To register in Sandia's iSupplier Portal go to the Registration Page and fill out both of the required pages before clicking the register button.

IMPORTANT: Upon completion of the iSupplier registration you will receive an email containing a username and a temporary password. You will need to change your password within 3 days upon receipt of the email.

### Step 2: Enter Company Name & Contact Information

To begin your company's registration, you must enter the required information:

- Legal Company Name
- Tax Country
- Non-US Tax Registration Number
- Federal Tax ID Number
- DUNS Number
- Additional Contact Information

---

#### CONTACTS

For questions regarding iSupplier Registration email: [supreg@sandia.gov](mailto:supreg@sandia.gov)

For questions regarding existing iSupplier account concerns email: [isupplier@sandia.gov](mailto:isupplier@sandia.gov)

For assistance from our Supplier Diversity & Small Business Team email: [supplier@sandia.gov](mailto:supplier@sandia.gov)

Questions for Electronic Invoicing email: [einvoice@sandia.gov](mailto:einvoice@sandia.gov)

Questions regarding Payments or General Accounts payable email: [aphelp@sandia.gov](mailto:aphelp@sandia.gov)

## To Register:

- Navigate: [www.sandia.gov](http://www.sandia.gov)
- Partnerships
- Prospective Suppliers
- Supplier Registration
- "Register Here"

# View & Subscribe to the Business Opportunities Website

## Sandia Business Opportunities Website (BOW)

### Information about Subscribing and Responding to BOW Postings

You must register as a Sandia supplier to respond to an opportunity or to subscribe to BOW postings. Use the "Register" link to register, which can take a few days. Once registered, use the "Login" link to log in. [Register](#) [Login](#)

### BOW List

Click the Id link in the first column to view details.

<a href="#">Id</a>	<a href="#">NAICS</a>	<a href="#">Posting Type</a>	<a href="#">Posting Title</a>	<a href="#">Posted</a>	<a href="#">Posting Close</a>	<a href="#">Competition Type</a>
<a href="#">2673</a>	333248: All Other Industrial Machinery Manufacturing	Sources Sought	USA Made: VL400Q, Linear Motor Driven Wire EDM	30-Jan-2023	02-Feb-2023 06:47	Competitive
<a href="#">2670</a>	334419: Other Electronic Component Manufacturing	RFQ	Non-evaporable Getter Pumps	26-Jan-2023	31-Jan-2023 06:07	Small Business First
<a href="#">2669</a>	334419: Other Electronic Component Manufacturing	RFQ	COTS Electronics	25-Jan-2023	30-Jan-2023 14:16	Small Business First
<a href="#">2662</a>	237110: Water and Sewer Line and Related Structures Construction	Sources Sought	Drilling in Nevada (Tungsten Mountain)	19-Jan-2023	03-Feb-2023 09:58	Set-Aside - Small Business
<a href="#">2642</a>	334519: Other Measuring and Controlling Device Manufacturing	Sources Sought	Gamma Detection Modules	13-Jan-2023	01-Feb-2023 18:13	Competitive

Sandia is committed to providing maximum, practicable opportunities for small businesses. All postings to this site solicit small and diverse small businesses to respond to the business opportunities listed. Responses received will enable Sandia to evaluate the interest, availability and technical capability of responsible small businesses to determine the feasibility of making any opportunity listed a small business set-aside.

[Small Business Commitment](#)  
[Requirements of Socioeconomic and Business Classifications](#)  
[Qualification Requirements](#)  
[Top NAICS Codes](#)  
[Legal Disclosure](#)

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-NA-0003525.

## To View:

- Navigate: [www.sandia.gov](http://www.sandia.gov)
- Click: Partnerships
- Click: Prospective Suppliers dropdown
- Click: Business Opportunities
- Select: View Business Opportunities

## To Subscribe:

- Access your iSupplier Account
- Click: Navigator Tool: SNL iSupplier
- Click: Home
- Click: Sandia Business Opportunities
- Select: Email Contact and Subscriptions

# Upcoming Opportunities for Sandia CA

- CA Site Security Services – NAICS: 561612
- CA Site Landscape Maintenance Services – NAICS: 561730
- CA Construction Materials – NAICS: 33510
- CA Site Cryogenics Maintenance – NAICS: 238220
- Large Capital Construction Project for CA Site

# Outreach Events

May 17<sup>th</sup>, 2023

August 29<sup>th</sup>, 2023



Service-Disabled Veteran-Owned Small Business

Partnership with DOE OSDBU & Local Small Business Resources

**Request a Virtual, 30 Minute, 1:1 Supplier Engagement**

- Hosted every 3<sup>rd</sup> Wednesday of the Month
  - Email, [supplier@sandia.gov](mailto:supplier@sandia.gov)

# Supplier Diversity Advocates



**Patricia Brown**

Science Technology/Universities  
Integrated IT  
Infrastructure Operations  
**pgbrown@sandia.gov**

**Eric Lochausen**

National Security Program  
Nuclear Weapons  
ND Stockpile Components & Production  
Security & International  
**ewloch@sandia.gov**



# Supplier Diversity Advocates



Leo Valencia

SNL California  
Corporate & Strategic Agreements  
[lvalenc@sandia.gov](mailto:lvalenc@sandia.gov)

Royina Lopez  
Mentor-Protégé Program  
Small Business Projects  
[rlopez3@sandia.gov](mailto:rlopez3@sandia.gov)





# Supplier Diversity Advocates



Megan Vandergriff

Streamline Acquisitions

**[mvvande@sandia.gov](mailto:mvvande@sandia.gov)**

Zach Hernandez

Business Point of Contact

**[supplier@sandia.gov](mailto:supplier@sandia.gov)**



THANK YOU

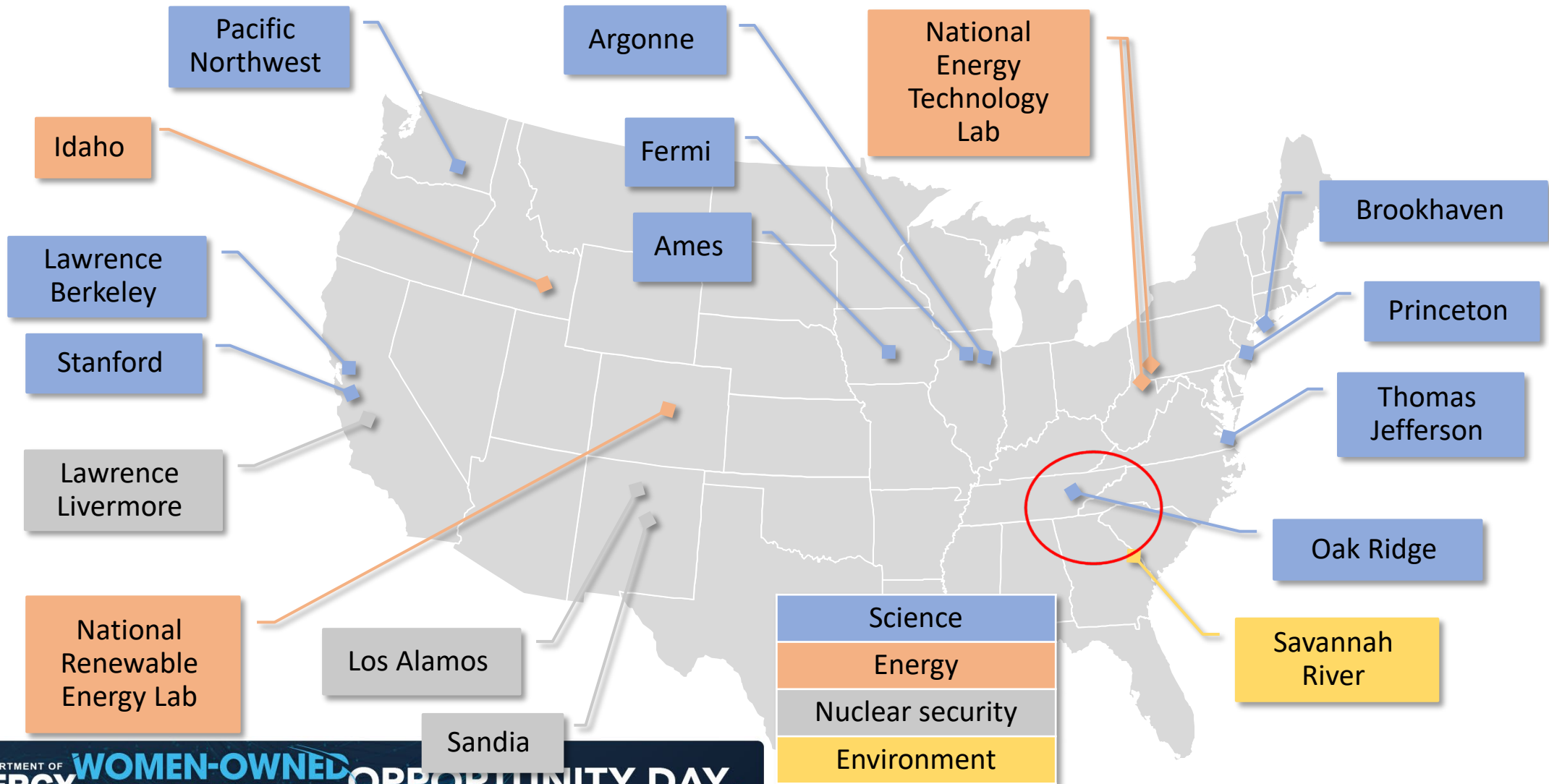
# Oak Ridge National Laboratory (ORNL) Small Business Programs Office



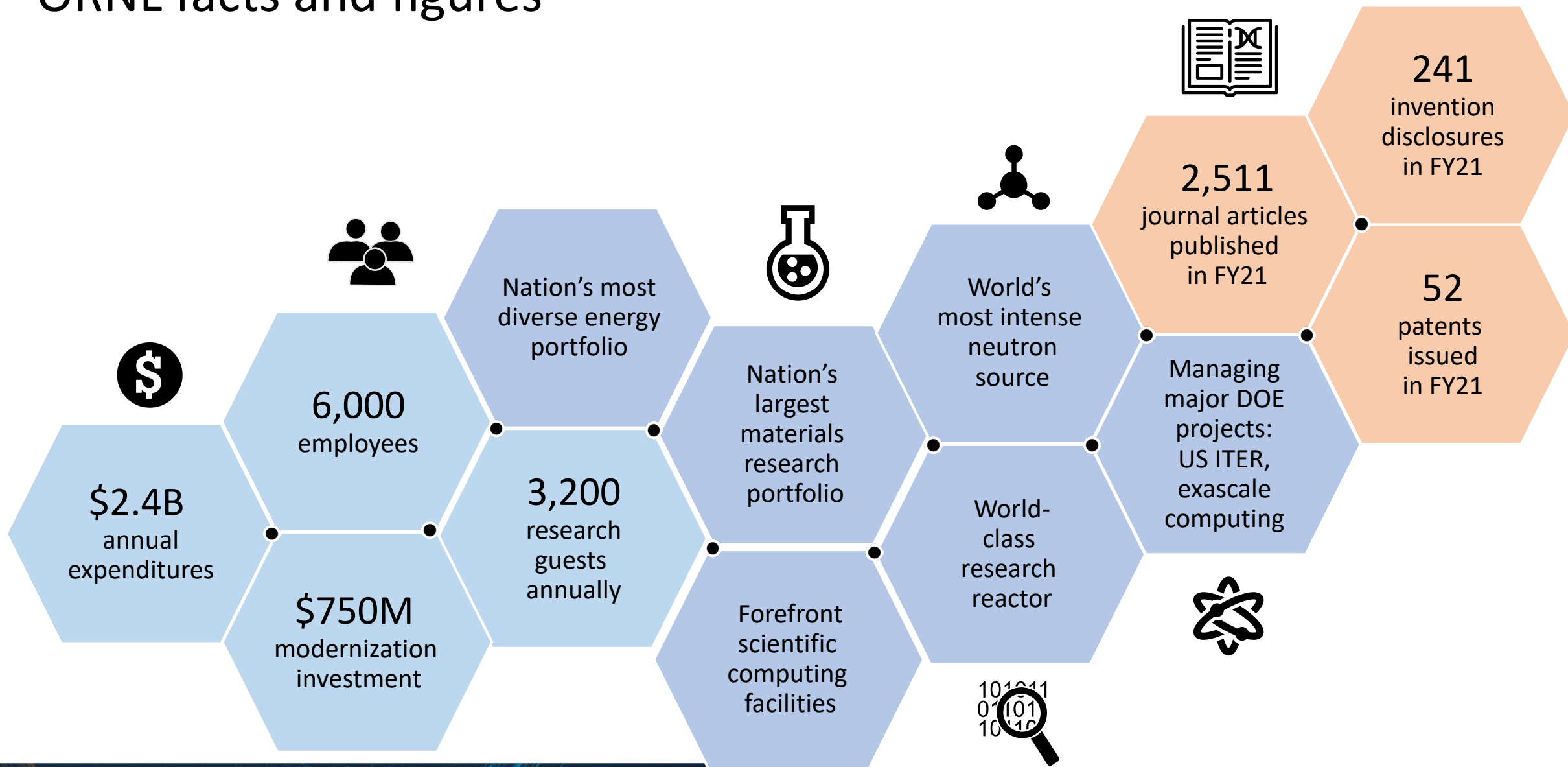
**Cassandra McGee Stuart**  
Manager, Strategy and Performance

- Award-Winning Outreach and Advocacy
- Mentor-Protégé Program
- ORNL Small Business Policy
  - Ensure small businesses have “Maximum Practicable Opportunity” to do business with ORNL
    - Example - \$100M small business BOAs

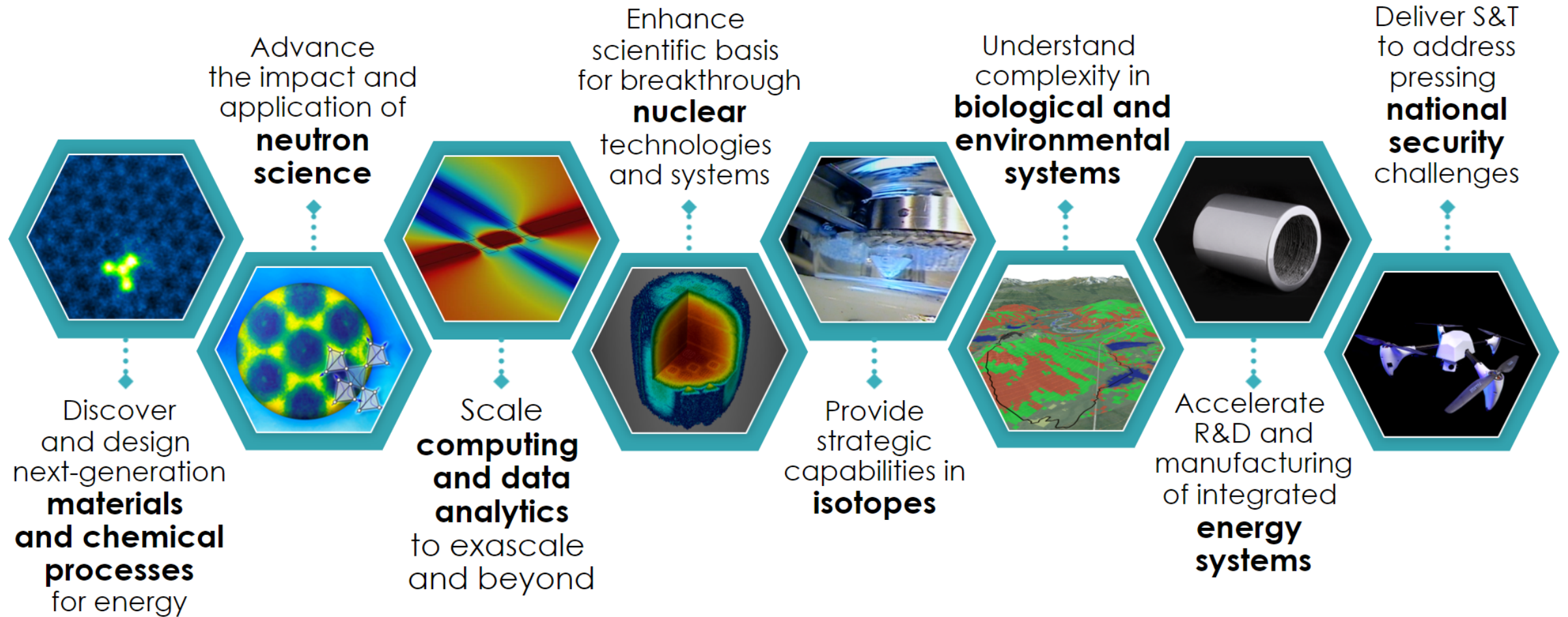
# The national laboratories of the U.S. Department of Energy constitute a network for discovery and innovation



# ORNL facts and figures



# Delivering advances in science and technology



# ORNL Business Opportunities

- <https://smallbusiness.ornl.gov>

OAK RIDGE National Laboratory

## Small Business Programs Office

Home **Business Opportunities** Mentor-Protégé Program Working with ORNL Awards Events Information

### Is your business a good fit?

Oak Ridge National Laboratory provides contracting opportunities for small and disadvantaged businesses. If your business can provide quality products and services on time and within budget, we want to talk to you!

[Contact Us Today](#)

Sign up to be notified by email when new listings are posted! [SUBSCRIBE](#)

**Business Opportunities**

[Print this page](#)

#### Current Business Opportunity Listings

<a href="#">Category</a>	Description	Small Business Set-Aside	<a href="#">Estimated Value</a>	<a href="#">Expected Issue Date</a>	<a href="#">Expected Award Date</a>
	Stable Isotope Production and Research Center (SIPRC) Architect-Engineering Services <a href="#">Details</a>	No	\$500K	June 2021	September 2021
	Sewage Treatment Plant Modernization <a href="#">Details</a>	No	\$10M	April 2021	July 2021
	Construction of the Craft Resources Support Facility (CRSF) <a href="#">Details</a>	No	> \$10M	July 2021	December 2021

## Your newsletter subscriptions

- Computer/IT Services
- Computer Software/Hardware
- Construction
- Fabrication and Machining Services
- Industrial and Facility Services
- Industrial Equipment
- Professional and Staffing Services
- Research & Development
- Scientific Instruments

Check the newsletters you want to subscribe to. Uncheck the ones you want to unsubscribe from.

# Business Opportunities

- Foreign Payroll Services - \$6.5M – Small business set-aside
  - Payroll processing for placement of employees at laboratory work sites physically located in foreign countries.
- Professional Services - \$1.5M
  - Managed Services for Microsoft Office 365 and SAP BASIS / HANA
- Upcoming:
  - Request for Information for Chemical Inventory Management Services

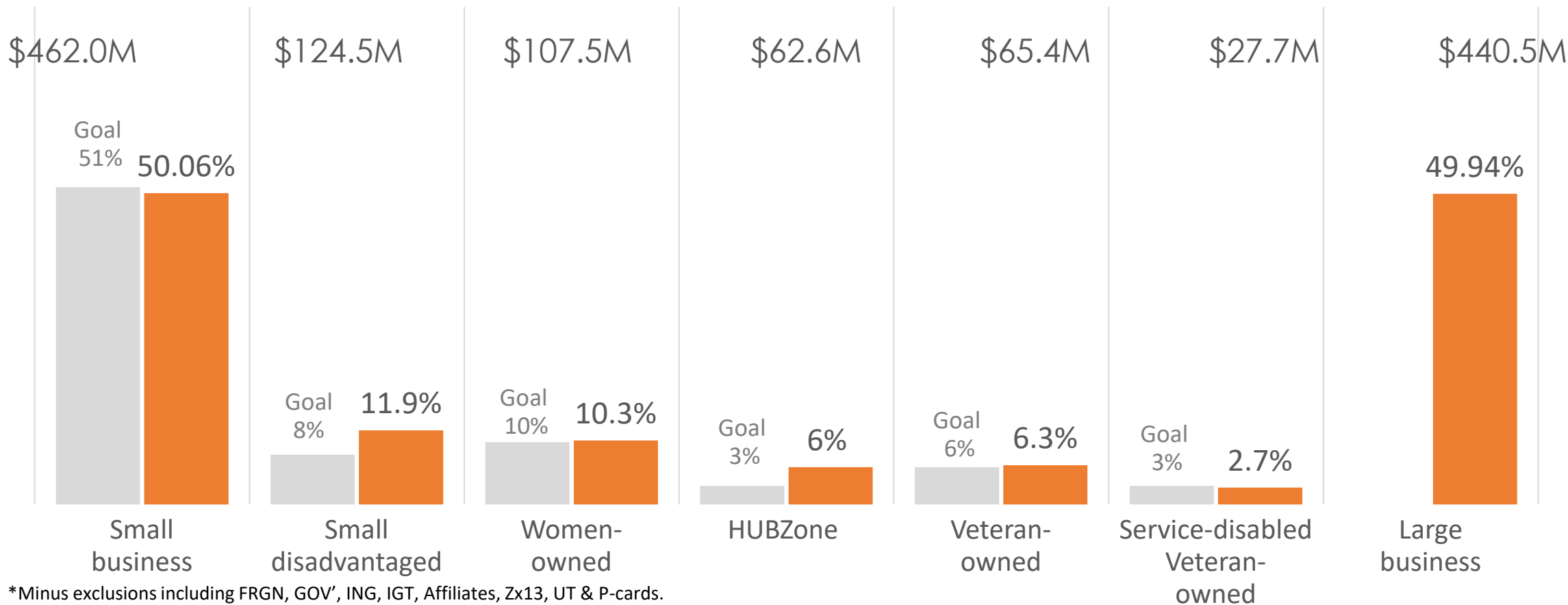


# Business Opportunities

- Construction:
  - This Fall:
    - 6000 Area Facility
    - Paving
  - Construction Expression of Interest:  
Advanced Microscopy Lab
  - FY24:
    - 4500N Library Renovations
    - 4508 Modernization
- Equipment - \$200K
  - MPEX Corrugated Waveguide

# We exceeded all but two of our small business goals

Subcontract dollars placed with small business firms in FY22\*



\*Minus exclusions including FRGN, GOV', ING, IGT, Affiliates, Zx13, UT & P-cards.  
 \$220M in payments to Frontier computer system have been removed from the values

# ORNL Small Business Programs Office

- Cassandra McGee Stuart
    - Manager, Strategy & Performance
  - Email: [mcgeecm@ornl.gov](mailto:mcgeecm@ornl.gov)
  - Web: <https://smallbusiness.ornl.gov/>
  - Office: 865-576-3560
- 
- Leah Swaggerty
    - Small Business Program Officer
  - Email: [swaggertylb@ornl.gov](mailto:swaggertylb@ornl.gov)

15 Minute Break

# SLAC Supply Chain Management Procurement Organization

## Procurement Mission

- 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.

## Procurement Vision

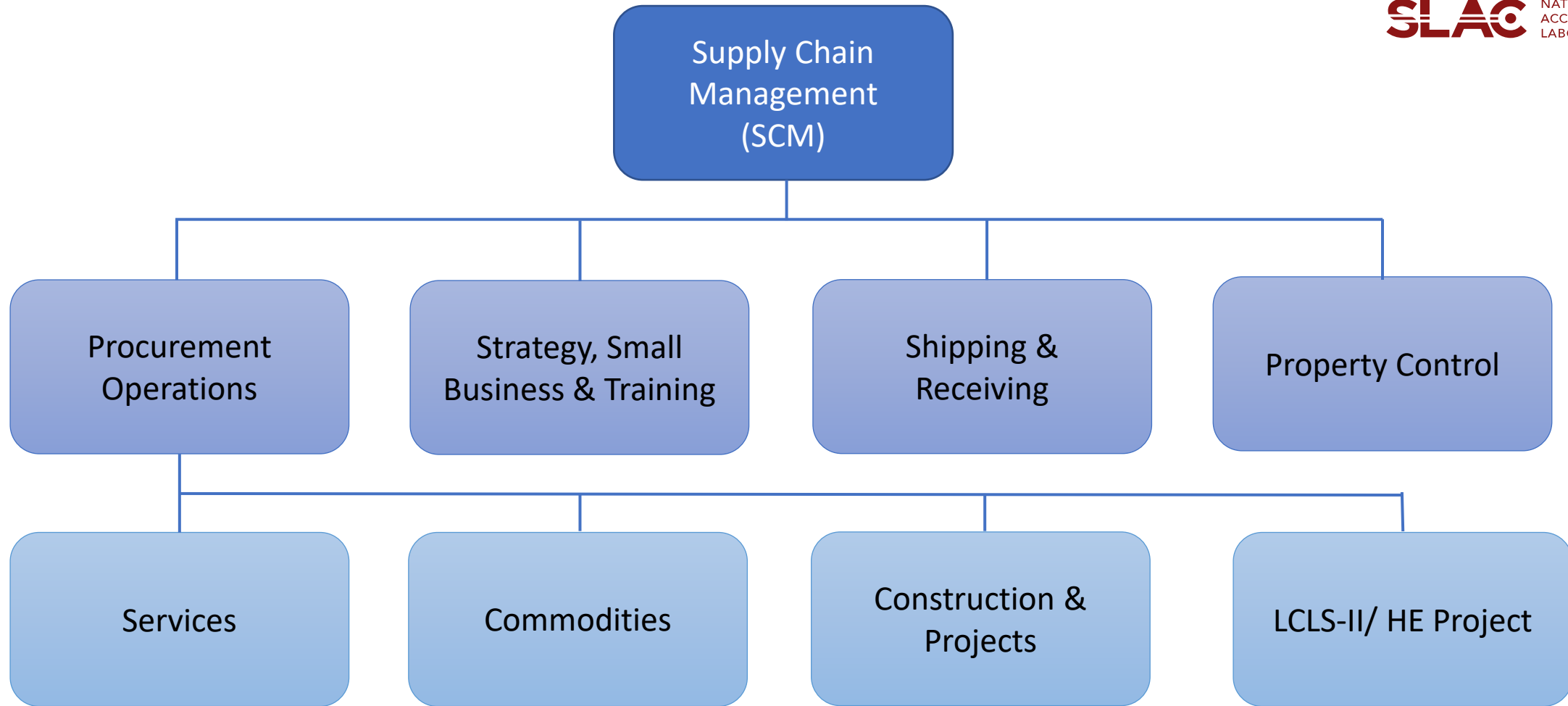
- The **Vision** of the SCM Procurement Department is to deliver products or services to our customers on a timely basis that provide the best value, are responsive to customer needs, in accordance with established compliance requirements, and employ the best business practices to the maximum extent possible.

# Supply Chain Management Procurement Organization

- SLAC is a Federally Funded Research & Development Center (FFRDC) managed and operated by Stanford University, in accordance with its prime contract with the Department of Energy (DOE)
- Congressional appropriated (taxpayer) funds
- SLAC General Terms and Conditions are in line with the prime contract with the DOE
  - Includes *specific* Federal Acquisition Regulations (FAR)
- Procurement policy and processes are developed to ensure compliance to the prime contract
  - Multiple routine internal and external audits
  - Focus is on the process of how we procure
- Only Procurement is authorized to contractually obligate SLAC to spend or delegate DOE Funds

Do not start work until a Purchase Order/Subcontract is issued by SLAC Procurement!

# Supply Chain Management Procurement Organization



# Procurement Process Overview

## What do we buy?

- Construction
- Facilities & Operations (F&O)/ Environment, Safety, and Health (ES&H) Services
- Scientific Equipment/Technology
- Supplies
- Chemicals/Gases
- IT Hardware/Software
- Staff Augmentation
- Consulting/Engineering Services
- Fabricated Goods

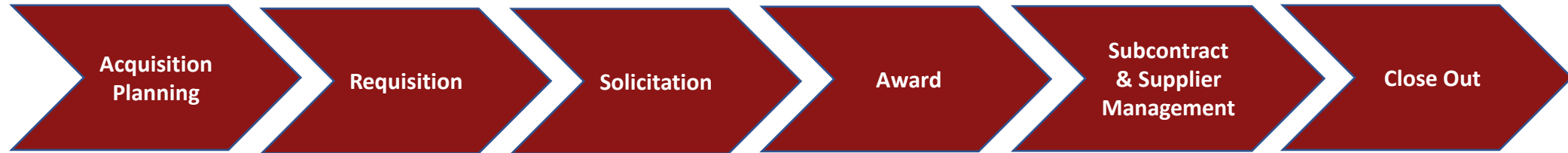


# Small Business Program

## Women Owned Small Business Spend

	FY2021	FY2022	FY2023
Total Reportable Spend	\$68,299,683	\$62,950,694	
Small Business Spend Target	41%	45%	50%
Small Business Spend Actual	52.5%	62.9%	
Women Owned Small Business Target	5%	5%	5%
Women Owned Small Business Actual	6.7%	9.2%	

# Procurement Process Overview



- **Acquisition Planning:**
  - Ensures SLAC meets its needs in the most effective, economical, and timely manner
- **Requisition:**
  - Submitted via ERP System; provides the funding source and initiates the Procurement process
- **Solicitation:**
  - Ranges from an oral request for quote to formal Requests for Proposal (RFP)
- **Award:**
  - Subcontract/Purchase Order is signed and issued for the Subcontractor to begin work or deliver goods
- **Subcontract & Supplier Management:**
  - Manage and track Subcontract and Supplier performance
- **Close Out:**
  - Notify Subcontract Administrator (SCA) / Buyers that there has been a completion of goods, services or construction

# How to become a SLAC Supplier

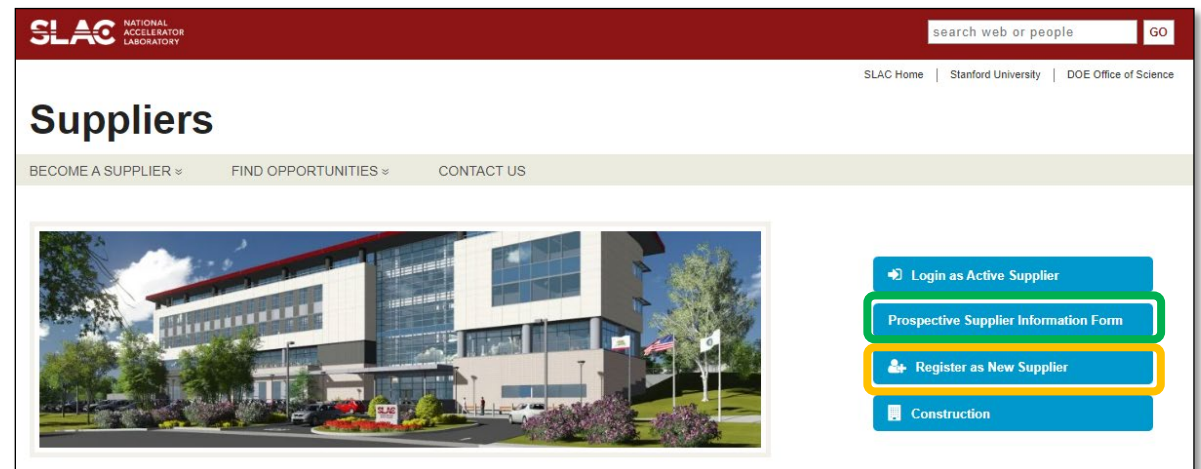
Register at SLAC's Website: <https://suppliers.slac.stanford.edu/>

- **SLAC Supplier Registration Requirements:**

1. Completed/signed current IRS W9 Form
2. *Address Information:* Main, Order/Invoice, and Remittance
3. Current billing/Accounts Receivable and Main Point of Contact (name, title, phone, and email)
4. Bank information on company or bank letterhead
5. **Active SAM.gov Account**

- SAM.gov Registration: <https://sam.gov/>
- No-charge (**free**) registration
- Unique Entity Identification (UEI) Number

- **Prospective Supplier Information**



# Supplier Solicitation Expectations

Competition is encouraged for federal spending

- SLAC competes more than **85%** of our acquisition needs
- Effective competition exists when two or more qualified offers/proposals are received
- Request for Proposal (RFP) packages may be posted full and open on SAM.gov Contract Opportunities and/or directed to known and qualified sources
- RFP packages provide detailed guidance for the development, issuance and evaluation of offers
  - Technical and Business Documentation
  - Evaluation Criteria and Evaluation Method
  - SLAC Terms and Conditions
- Competitive Evaluation Methods:
  - Lowest Price Technically Acceptable (LPTA)
  - Best Value / Trade-Off (BVTO)



# Supplier Solicitation Expectations

## RFP Amendments

- Changes to an issued solicitation
  - Issued only by the noted SLAC Procurement Specialist
  - Requires **acknowledgement** by the potential Bidder
- Amendments issued **before** proposal due date will be issued to all suppliers receiving the solicitation (including updating the public posting on SAM.gov)
- Amendments issued **after** proposal due date will be issued to only the suppliers that are eligible for award
- SLAC can cancel original solicitation and issue a new one for **significant** changes
- Proposals may be modified if the request is made **before** the proposal due date

## RFP Questions/Clarifications

- Complex acquisitions may include a Questions/Clarification deadline (typically 2 weeks after RFP release)
  - Bidder may submit questions/clarification in the form provided for SLAC response
  - Full Questions/Clarifications document will be posted to all potential bidder

# Supplier Solicitation Expectations

## Solicitation Timeline Considerations

- Varies by acquisition value, complexity, and category (goods/services/construction)
- Estimated Procurement Award Lead Times (business days)\*
  - <\$25K = 1 to 10 days
  - \$25K - \$250K = 15 to 45 days
  - \$250K - \$500K = 30 to 60 days
  - \$500K - \$25M = 90 to 180+ days
  - >\$25M = 180 to 365+ days

\*Lead time review in progress due to changes in the Federal Acquisition Regulations (FAR)

- Each threshold has different policy and procedural requirements
- Any procurement can have its own set of challenges leading to variation in time to award.

Actual Subcontract awards in each threshold may be more or less than noted lead times

# Upcoming Solicitation – (ESUI) East Campus Site and Utility Improvements

## Description

- This project is a design-bid-build (DBB), best value trade off (BVTO). The scope includes site and utility improvements for future development in the east campus located at SLAC.

## Timeline

- The work is planned for FY24 and FY25.
- The design is currently in the last stages of finalization and the SOW for RFP is anticipated to be completed late April.
- RFP release is tentatively planned for September - October 2023.

## Estimated Project Cost

- \$5M – \$6M Range

# Upcoming Solicitation – Demolition and Disposal of 6 Trailers

## Description

- This project is a design-bid-build (DBB), lowest price technically acceptable (LPTA.) The base scope is for demolition and disposal of 6 trailers.

## Timeline

- RFP release is tentatively planned for week of 4/17.
- Substantial completion is no later than (NLT) September 29th, 2023 during SLAC program Stanford Synchrotron Radiation Lightsource (SSRL) downtime (8/15/23 through 9/29/23). Any extension beyond September 29, 2023 requires advance planning and approval by SLAC stakeholders.

## Estimated Project Cost

- \$500K – \$1M Range (TBD)



# Upcoming Solicitation – ES&H Professional Services Support

## Description

- 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.

## Timeline

- RFP release is tentatively planned for Q2 Fiscal Year (FY) 24 (January – March 2024).
- Current agreement expires June 2024.

## Estimated Project Cost

- \$2M

# Upcoming Solicitation – Crane and Rigging

## Description

- This project is for an Indefinite Delivery Indefinite Quantity (IDIQ) five (5) year agreement. The base scope is to provide Facilities and Operations crane and rigging services for the lab.

## Timeline

- RFP release is tentatively planned for Q1 FY24 October – November 2023.

## Estimated Project Cost

- \$5M

# Upcoming Solicitation - Chemicals

## Description

- This project is for a chemical provider. The base scope is to provide a broad spectrum of chemicals. May also include scope to integrate acquisition of chemicals with SLAC ERP system.

## Timeline

- Release of solicitation is anticipated by Q4 FY23 (July – September 2023).

## Estimated Project Cost

- \$2.1M

THANK YOU

# WORKING WITH LAWRENCE BERKELEY NATIONAL LABORATORY (LBNL)



# AGENDA

- WHO WE ARE
- INTRODUCTION
- UPCOMING SOLICITATIONS
- SUPPLIER SELECTION
- SMALL BUSINESS PROGRAM
- QUESTIONS

# WHO WE ARE



# INTRODUCTION



**Angelica Numazu Rogers**

Principal Subcontract Administrator



**Grace Bayemi**

Senior Subcontract Administrator



**Phillip McCants**

Small Business Liaison Officer



# UPCOMING SOLICITATIONS

- Global Relocation Services - 5 year term, expires 6/23/24, ~\$1.5M, new solicitation end of 2023
- Printer & Copier Services - 6 year term, expires 3/31/24, ~\$2.5M, new solicitation end of 2023
- Freezers Preventative Maintenance and Repairs - 5 year term, expires 4/15/24, ~\$200K, new solicitation end of 2023

# UPCOMING SOLICITATIONS

- Project Control Services - 5 year term, expires 2/28/25, ~\$22M, new solicitation early 2024
- Commercial Laundry Services - 5 year term, expires 9/14/25, ~\$515K, new solicitation early 2025
- Software Support Services - 5 year term, expires 12/22/25, ~\$875K, new solicitation early 2025
- Contract Labor - 5 year term, expires 5/2/26, ~\$16M, new solicitation mid 2025

# SUPPLIER SELECTION

- Identify Potential Suppliers from LBNL Supplier Database
- Operational and Technical Capability Evaluation
- Negotiation
- Award

# SMALL BUSINESS PROGRAM

- LBNL has an award-winning Small Business Program designed to create opportunities for small business suppliers to obtain Laboratory contracts for goods and services
- Our program objectives include regular 1 x 1 engagement sessions with prospective suppliers, as well as internal and external promoting of those small businesses that have successfully performed LBNL projects
- Ways to become a Small Business Supplier:
  - Small Business Fridays
  - Visit our website's "How to Become a Small Business Supplier" page:  
<https://procurement.lbl.gov/welcome-to-procurement-property/small-business-program/for-small-business-suppliers/>

# WOSB 2-Year Track Record

FISCAL YEAR	TOTAL SPEND	WOSB SPEND	PERCENTAGE	WOSB GOAL
21	\$310,040,584	\$25,258,539	8.1%	5%
22	\$349,573,271	\$28,777,182	8.2%	5%

THANK YOU