

How To Do Business with Pacific Northwest National Laboratory (PNNL) and other DOE Hanford Prime Contractors



Kerry Bass, PNNL Small Business Program Manager
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DOE's Mission



Pacific Northwest
NATIONAL LABORATORY

Proudly Operated by **Battelle** Since 1965

To ensure America's security and prosperity by addressing its energy, environmental and nuclear challenges through transformative science and technology solutions."

- ▶ Promote scientific and technological innovation that advances the national, economic and energy security of the United States;
- ▶ Ensure the environmental cleanup of the national nuclear weapons complex.



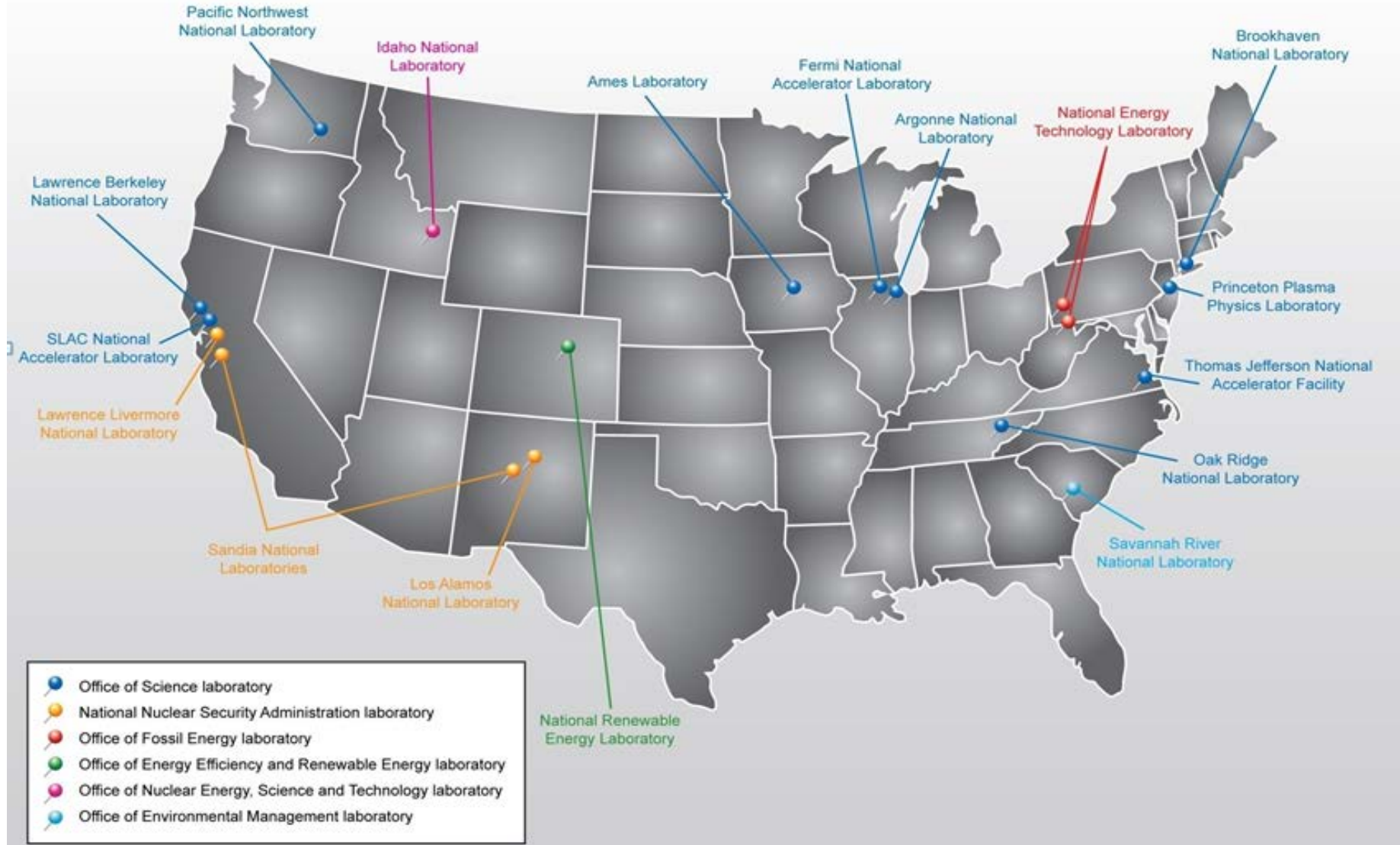
U.S. DEPARTMENT OF
ENERGY

Department of Energy National Laboratories



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Pacific Northwest National Laboratory


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Pacific Northwest National Laboratory

- ▶ Operated by Battelle Memorial Institute since 1965
- ▶ Battelle manages or co-manages six national Laboratories, \$6.5 billion total revenue, 22,000 staff (includes national labs), and 30+ scientific user facilities
- ▶ PNNL has > 4,400 staff (4,000 in Richland) and 1,900+ patents since 1965 (U.S. and foreign)



PNNL's Mission



- ▶ Increase U.S. energy capacity and reduce dependence on imported oil



- ▶ Prevent and counter terrorism and proliferation of weapons of mass destruction



- ▶ Reduce environmental effects of human activity and create sustainable systems



- ▶ Strengthen U.S. scientific foundations for innovation

PNNL's Small Business Program

Vision

PNNL's Small Business Program will partner with the best, brightest, and most responsible small businesses who will provide the highest-quality goods and services to support PNNL's advancement of science in energy, national security and the environment.

We're looking for small-business partners who can help PNNL deliver solutions to national challenges in science, energy, national security, and the environment. – Mike Kluse, PNNL Director



PNNL's Small Business Goals



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▶ PNNL plans to award a portion of its business to the following types of businesses in FY2013:

- *52% to small businesses*
- *5% to small, disadvantaged businesses*
- *5% to women-owned small businesses*
- *3% to HUBZone businesses**
- *3% to veteran-owned small businesses*
- *3% to service-disabled, veteran-owned businesses**

** Historically hard for PNNL to meet*



PNNL Spend & Purchase Information

- ▶ PNNL spent \$123M with small businesses in FY12 (\$154M in FY11)
- ▶ PNNL purchases a broad spectrum of goods and services through three (3) purchasing mechanisms:
 - **Subcontracts/Purchase Orders** – *high-risk, high dollar*
 - >\$356M in FY12
 - 55 “Deployed” Contracts Specialists
 - **P-Card** – *low dollar goods (< \$5,000) and services (< \$2,5000)*
 - \$21M in FY12
 - 344 card holders
 - **B2B** – *COTS materials (<\$25,000), 15 suppliers, via ecommerce*
 - \$14M in FY12
 - 499 trained users

Typical Purchases: scientific & laboratory equipment; energy & efficiency resources; security software systems and products; computational tools and information technology services; construction and facilities infrastructure equipment

How To Find Subcontracting Opportunities

- ▶ Register on PNNL Supplier Portal
- ▶ Watch the PNNL Solicitation website
- ▶ Take a few minutes to learn about us and then contact us!
 - *Make sure you have your 30 second “elevator” speech ready*
 - *Don’t mass email*
 - *Make sure your Capability Statement is current, informative, concise – send it to me!*
 - *Periodically check back with me!*
 - *Reach out to those Division Contracts Manager who buy the types of goods & services that you sell*

Same process holds true for other Hanford Primes!

- ▶ Watch the DOE Acquisition Forecast website
- ▶ Attend DOE Outreach Events

Department of Energy's "DUAL PRESENCE" in the Tri-Cities



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HANFORD

Operated by Bechtel, CH2M Hill,
Washington Group, Lockheed Martin,
etc...for DOE



PACIFIC NORTHWEST NATIONAL LABORATORY

Operated by Battelle for DOE



Hanford Site – *past*



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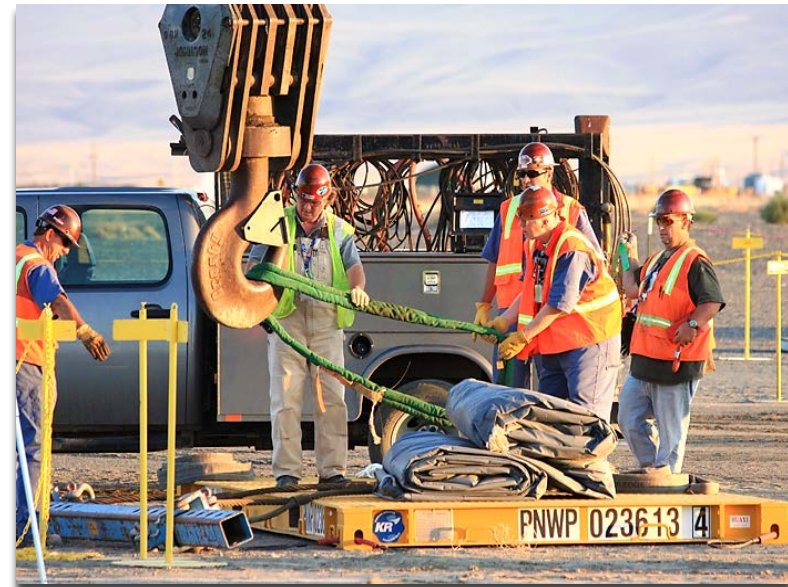
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- ▶ 586 square miles, geographically larger than Los Angeles
- ▶ Between 1943 - 1945, the number of Hanford workers peaked at 50,000
- ▶ Selected for plutonium production in 1943 as part of the Manhattan Project
- ▶ 9 reactors on a 14-mile stretch along the Columbia River
- ▶ The B Reactor was built in 1944 within 13 months
 - *Footprint of 46 by 38 ft. and is 41 ft. tall*
- ▶ It would most likely take 10+ years to build a commercial reactor today
- ▶ In 1987 the N Reactor was the last reactor to cease operation

Hanford Site – *present and future*

- ▶ Approximately 11,000 Hanford employees are involved with the environmental cleanup project
- ▶ 177 underground storage tanks are located on the Hanford site, 149 are single shelled and are 76 ft. in diameter (500k – 1M gallons capacity)
- ▶ Construction of the Waste Treatment Plant (WTP) will be completed in 2016, 63% complete today, covers 65 acres
- ▶ The selection of contractors for the WTP occurred in a competitive environment
- ▶ Projected end date = 2047
- ▶ Groundwater cleanup and other activities = 2070
- ▶ Over \$11.3B has been spent thus far on the Hanford site

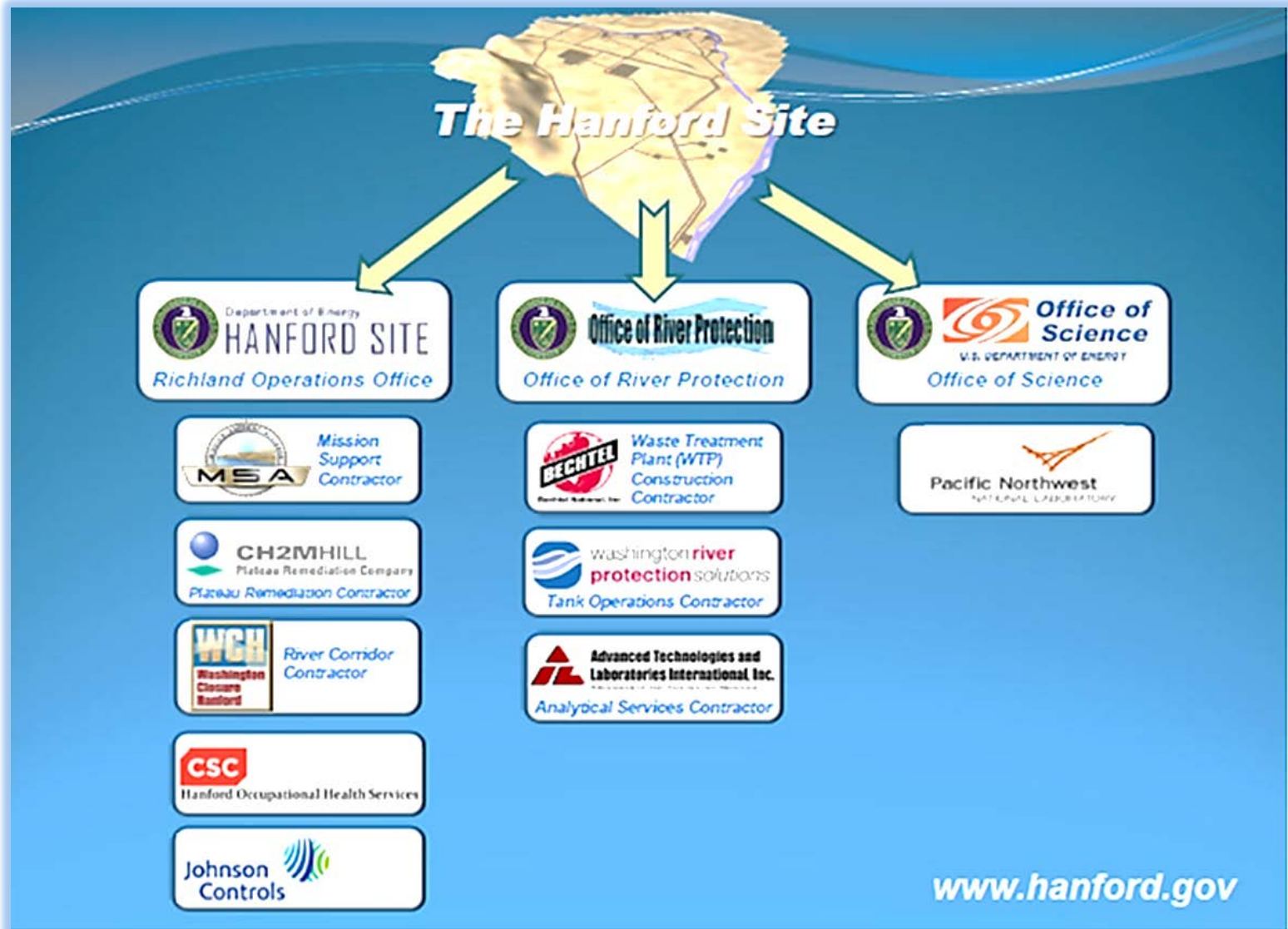


Who's Who at Hanford?



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Hanford Contacts



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- ▶ Washington River Protection Solutions – *tank farms*
 - Tess Klatt, Small Business Program Manager
 - email: Tess_A_Klatt@rl.gov
 - website: www.hanford.gov/tocpmm
- ▶ Mission Support Alliance – *site infrastructure & services*
 - Keisha Garcia, Small Business Program Manager
 - email: Small_Business_Advocate@rl.gov
 - website: www.hanford.gov/pmm
- ▶ Washington Closure Hanford – *river corridor clean-up*
 - Jason Sperling, Small Business Program Manager
 - email: jbsperli@wch-rcc.com
 - website: www.washingtonclosure.com
- ▶ Bechtel – Waste Treatment Plant - *construction*
 - email: wtpsba@Bechtel.com
 - website: www.bechtel.com/hanford_waste_treatment.html
- ▶ CH2MHill – Plateau Remediation Company – *plateau clean-up*
 - Janice Bartram, Small Business Program Manager
 - email: janice_k_bartram@rl.gov
 - website: www.plateauremediation.hanford.gov

- ▶ PNNL Website www.pnnl.gov
- ▶ PNNL Small Business Program Manager
 - *Kerry Bass*
 - (509) 371-7526
 - kerry.bass@pnnl.gov
- ▶ PNNL Supplier Registration <https://ebs.pnnl.gov>
- ▶ PNNL Solicitations <https://ebs.pnnl.gov/advertised.aspx>
- ▶ PNNL Contracts POCs www.pnnl.gov/contracts/contacts.asp
- ▶ PNNL Small Business Program www.pnnl.gov/contracts/smallbusiness

- ▶ Directory of DOE Small Business Program Managers
www.energy.gov/diversity/downloads/directory-small-business-program-managers-may-2013
- ▶ DOE DOE Acquisition Forecast Website
<https://hqlnc.doe.gov/Forecast>
- ▶ DOE's Mentor-Protégé Program
www.energy.gov/diversity/services/supporting-small-businesses/mentor-prot-g-program

Thank you and we look forward to working
with you!

