

*“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, Director, PNNL

## Small Business Program



**Pacific Northwest**  
NATIONAL LABORATORY

Proudly Operated by **Battelle** Since 1965

### GOALS

In support of the U.S. Department of Energy’s (DOE) objectives, PNNL plans to award a portion of its business to the following types of businesses during FY2013:

- 52% to Small Business concerns
- 5% to Small Disadvantaged Business concerns
- 5% to Women-Owned Small Business concerns
- 3% to HUBZone Small Business concerns
- 3% to Veteran-Owned Small Business concerns
- 3% to Service-Disabled, Veteran-Owned Small Business concerns

### CONTACT INFORMATION

If you would like further information or need assistance, please contact PNNL’s Small Business Program Manager:

**Kerry Bass**  
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<http://www.pnnl.gov/contracts/smallbusiness>



**Partnering for Success**

**PNNL** is operated by Battelle for the U.S. Department of Energy (DOE) under contract No. DE-AC05-76RL01830. We are responsible for procuring high-quality products and services for the Pacific Northwest National Laboratory. In a cost-effective, timely manner, we seek competition to the fullest extent possible and are dedicated to the highest standards of ethical conduct throughout the acquisition process. We strive to place a fair portion of our total acquisitions with qualified small businesses.

## PROCUREMENT CONTACTS BY OPERATING DIVISION

### Energy & Efficiency Science & Technology Resources

**Jan Slater (jan.slater@pnnl.gov)** . . . . . 509.371.7731  
Energy-Related Technical Services; Energy Control Management System Software; Robotics Equipment; Laser Equipment; Fabrication Services

### Environmental Molecular Sciences Laboratory

**Doug Akers (doug.akers@pnnl.gov)** . . . . . 509.372.6722  
Mass Spectrometers; Microscopes; Vacuum Products; Lasers; Cameras; High-Performance Computational Equipment; Computers; NMR Probes

### Fundamental and Computational Sciences (Atmospheric, Biological, Chemical, & Computational Sciences)

**Doug Akers (doug.akers@pnnl.gov)** . . . . . 509.372.6722  
Scientific Laboratory Equipment; Lasers; Sensors; DNA Sequencing; Measuring & Testing Equipment; Maintenance Support & Repair/Calibration

### International Programs

**Al Garcia (al.garcia@pnnl.gov)** . . . . . 509.375.4312  
Translation Services; Interpretation Services; Program Management in Foreign Culture; Security Support & Services; Material Control & Accountability

### Energy and Environment Directorate; Radiological and Nuclear Science & Technology Division

**Dan Rutherford (dan.rutherford@pnnl.gov)** . 509.372.4808  
Scientific Laboratory Equipment; Repair, Calibration, & Inspection Services; Nuclear-Related Supplies & Services; Measuring & Testing Equipment; Radioactive Sources; Professional, Technical, & Analytical Services

### Support Services (Finance, Human Resources, etc.)

**Jan Slater (jan.slater@pnnl.gov)** . . . . . 509.371.7731  
HR Assessment Tools; Professional/Technical Services; Software & Maintenance Agreements; Training & Training Tools; Business Planning & Analysis; Advertising Specialty Products

### Business-to-Business (B2B)

**Brianna Durkin (brianna.durkin@pnnl.gov)** . . 509.371.7742

### P-Card

**Wanda Couchman (wanda.couchman@pnnl.gov)** 509.371.7582

### Information Technology Services

**Jan Slater (jan.slater@pnnl.gov)** . . . . . 509.371.7731  
Software; Telecommunication Equipment; Computers; Peripherals; Analytical Instrumentation; Mass Spectrometers; Microscopes; Vacuum Products; Cameras; High-Performance Computational Equipment

### Operational Systems Directorate

**Kim Anderson (kim.anderson@pnnl.gov)** . . . 509.371.7671  
General Building & Lab Construction; Environmental & Analytical Services; Real & Personal Property Leases (office/vehicle); Real Estate Appraisals; Waste & Material Handling Services & Supplies; Lab & Office Furniture; Industrial Equipment & Supplies; Building Equipment Maintenance; A&E Services; New Construction; Renovation, Remodel, Repair & Improvements to Existing Buildings, Laboratories, Structures, Civil Sites, Utilities, & Services (including work in areas with special radioactive or hazardous material considerations)

### Marine Sciences Laboratory (Sequim, Washington)

**Jan Slater (jan.slater@pnnl.gov)** . . . . . 509.371.7731  
Analytical Chemistry Services & Instrumentation; Marine & Terrestrial Monitoring & Measuring Instrumentation & Related Professional Services; Biological Testing Services & Instrumentation; Coastal Restoration; Adaptive Management Services

### National Security

**Kevin Grubbs (kevin.grubbs@pnnl.gov)** . . . 509.372.4050  
Analytical Instrumentation Systems; Scientific Instrumentation; High-End Workstations; Professional & Technical Services; Software & Maintenance Agreements

### Energy and Environment Directorate; Earth Systems Science Division

**Dan Rutherford (dan.rutherford@pnnl.gov)** . 509.372.4808  
Environmental Monitoring & Test Equipment; Scientific Instrumentation; Professional, Technical & Analytical Services in Support of Ecology, Applied Geology & Geochemistry, Hydrology, Field Hydrology & Chemistry, Biotechnology & Ecotoxicology; Environmental Characterization & Risk Assessment Groups

### Global Threat Programs

**Kevin Heaton (kevin.heaton@pnnl.gov)** . . . 509.375-6715  
Translation Services, Interpretation Services, Program Management and Support Services in Foreign Cultures and Domestic, Security and Protection Support, Services and Equipment.

The Pacific Northwest National Laboratory advances science and technology by rapidly translating discovering into solutions for challenges in energy, national security and the environment. We welcome the opportunity to partner with responsible suppliers who are committed to delivering high-quality goods or services on time and in accordance with contracts. Contact us to let us know how your business can help us meet our needs.

## DOING BUSINESS WITH PNNL

As a research-and-development organization, PNNL purchases a broad spectrum of goods and services from responsible suppliers committed to delivering on time and in accordance with the terms and conditions of the contract. From FY10 through FY12, PNNL purchased over \$475 million from our small business partners.. We rely on your specialized goods and services to successfully accomplish our mission. Contact us (<http://www.pnnl.gov/contracts>)—we look forward to talking with you about doing business together.

## SUPPLIER REGISTRATION

Promote your company: go to PNNL's Acquisition Supplier Portal—<https://ebs.pnnl.gov>—and become part of a supplier database accessible by thousands of potential buyers.

## SOLICITATION WEBSITES

View our solicitations at <https://ebs.pnnl.gov/advertised.aspx>

