Navigating the Facility Management Contractor Contracting Waters

Idaho National Laboratory Small Business Program

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www.inl.gov

Idaho National Laboratory

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Department of Energy - Idaho

Prime Contractors

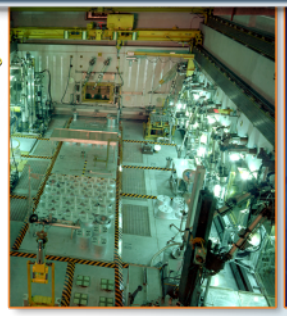
- Idaho National Laboratory – Managed and Operated by Battelle Energy Alliance, LLC
- Idaho Cleanup Project – Managed by CH2M-WG Idaho, LLC
- Advanced Mixed Waste Treatment Project (AMWTP) Managed and Operated by Bechtel BWXT Idaho, LLC

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 mi^2 site

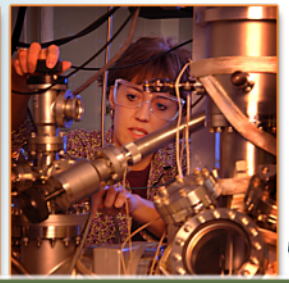
INL— The National Nuclear Laboratory

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



Major center for National and Homeland Security technology RDD&D

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

Research • Development • Demonstration • Deployment

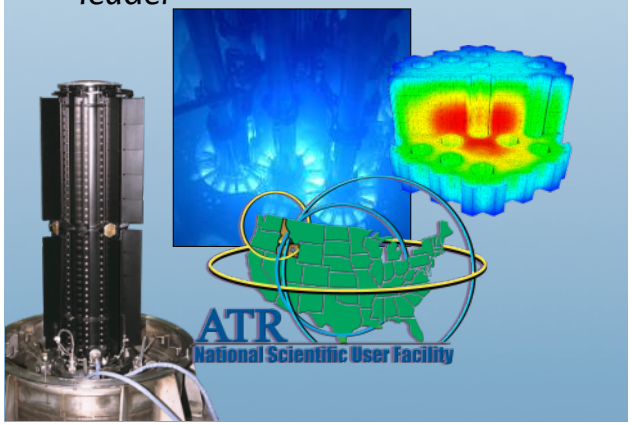
Transformation is complete — INL is on target to achieve this vision

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

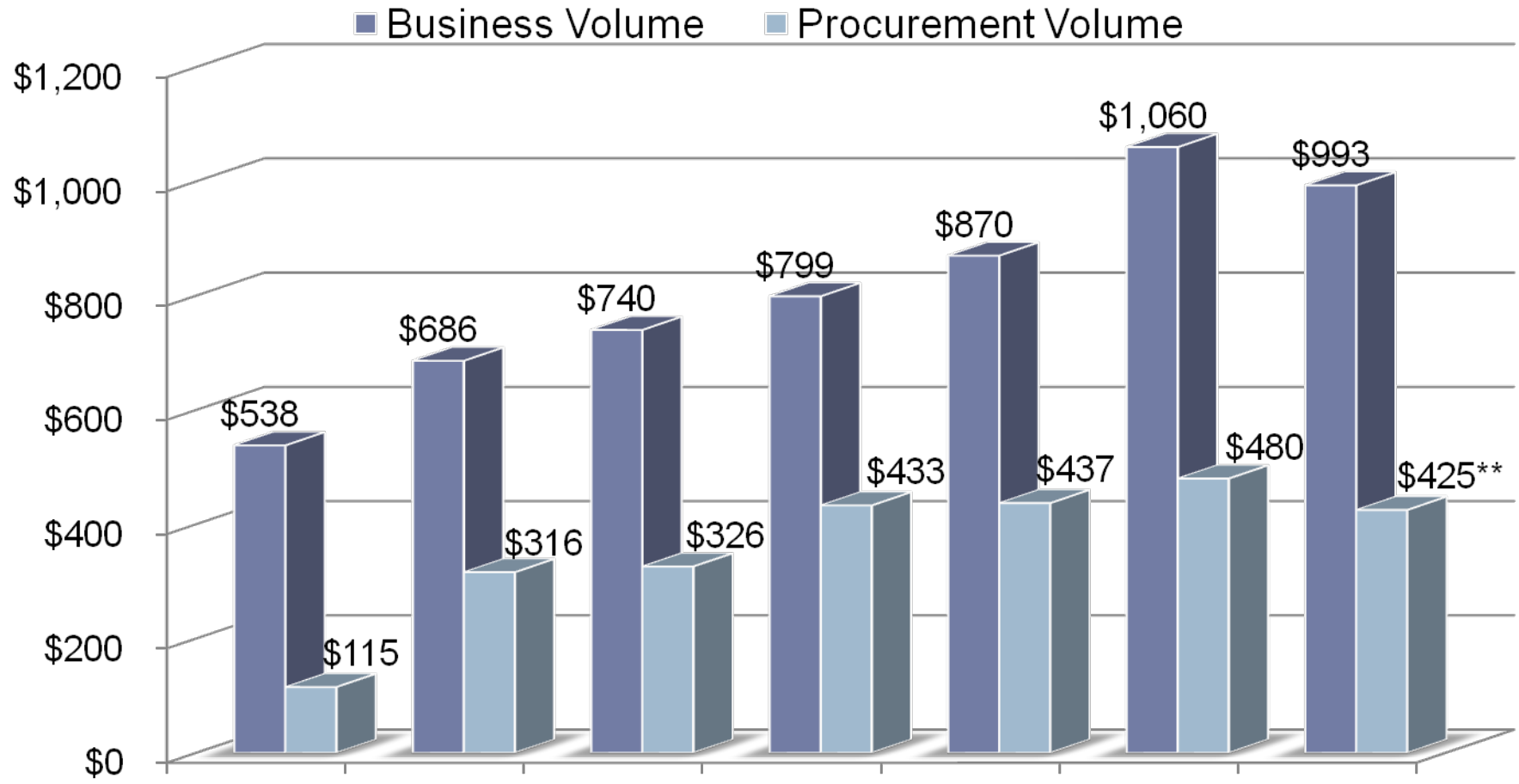
Energy & Environment

- 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

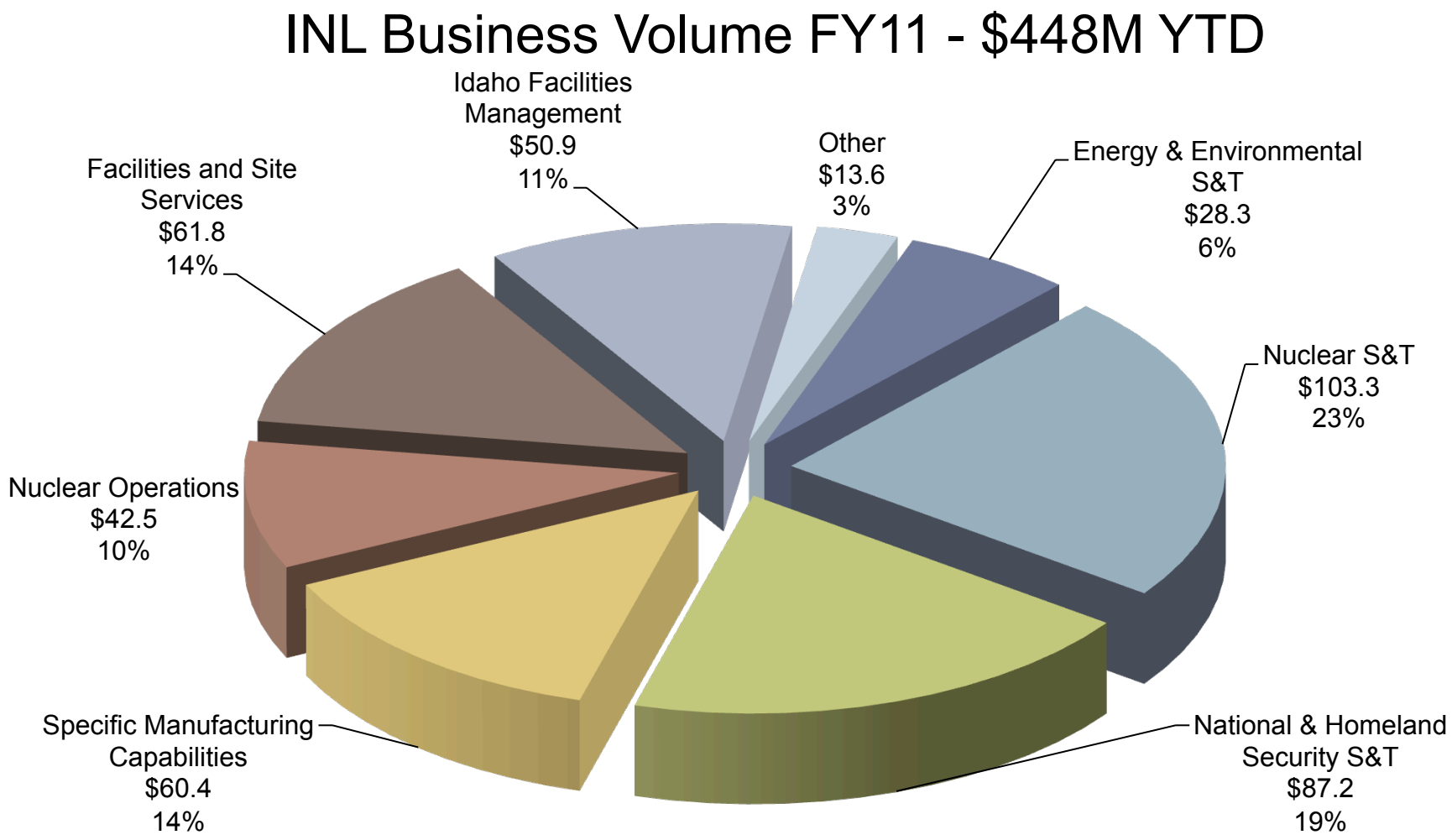
INL Business Volume & Procurement Volume



	FY 2005	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011
Procurement as % of lab	21%	46%	44%	54%	50%	48%	44.5%**

* * Projected

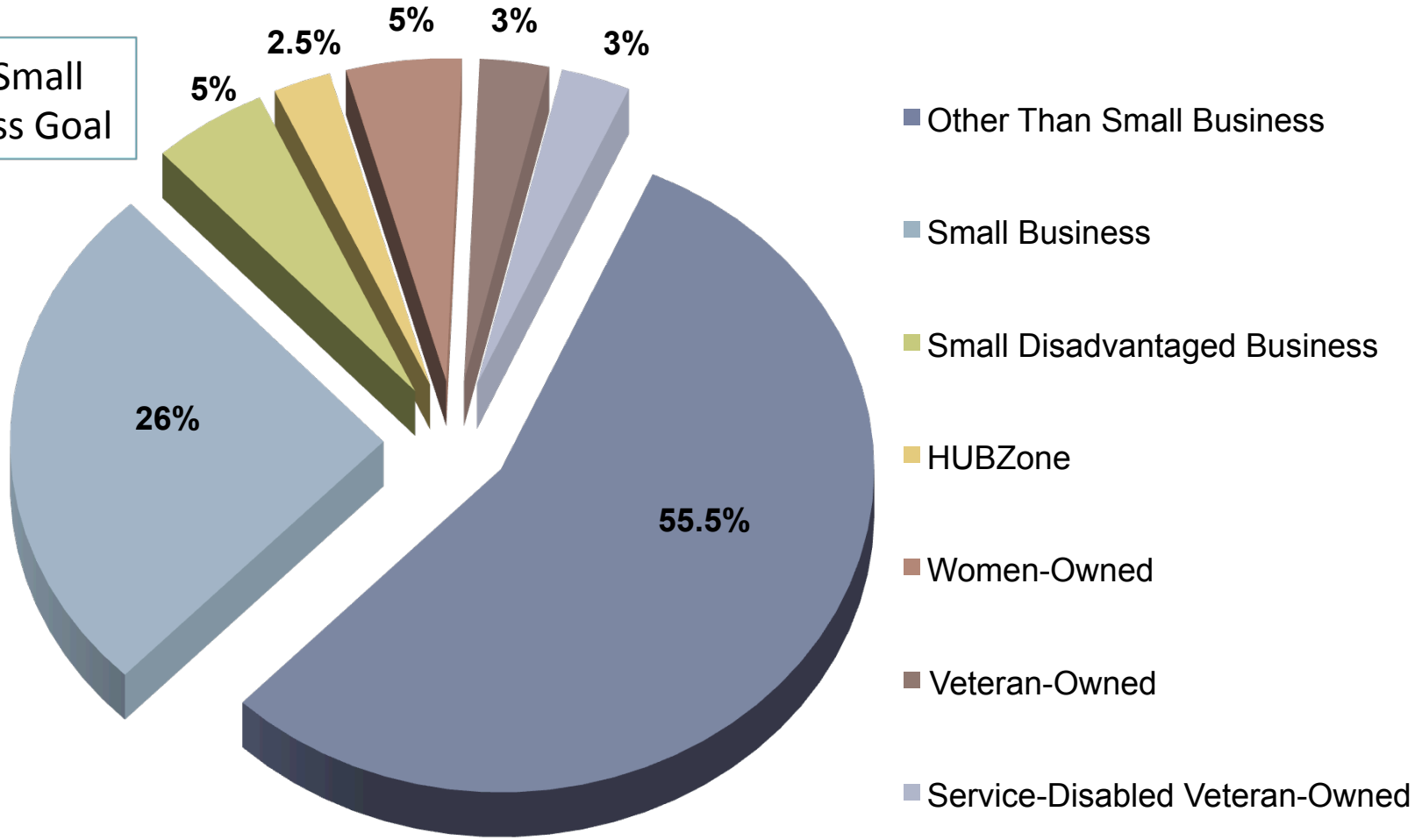
Where INL is Spending this Year



INL Small Business Goals For FY 2011

Over $365 million potentially available for Small Business

44.5% Small Business Goal



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

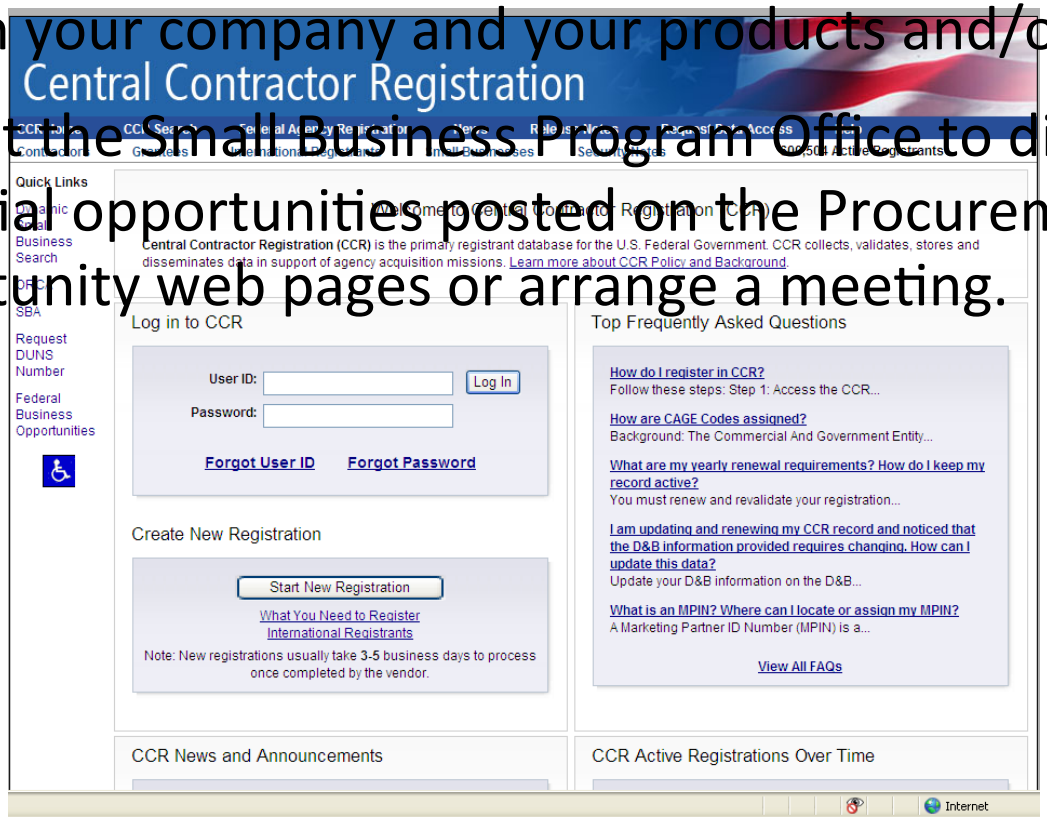
- **Equipment:** capital equipment; heavy equipment; instrumentation; engineered hardware; nuclear fuels; reactor spare parts

- **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.



INL Procurement Opportunities

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

  Procurement Opportunities

INL Forecasted Opportunities

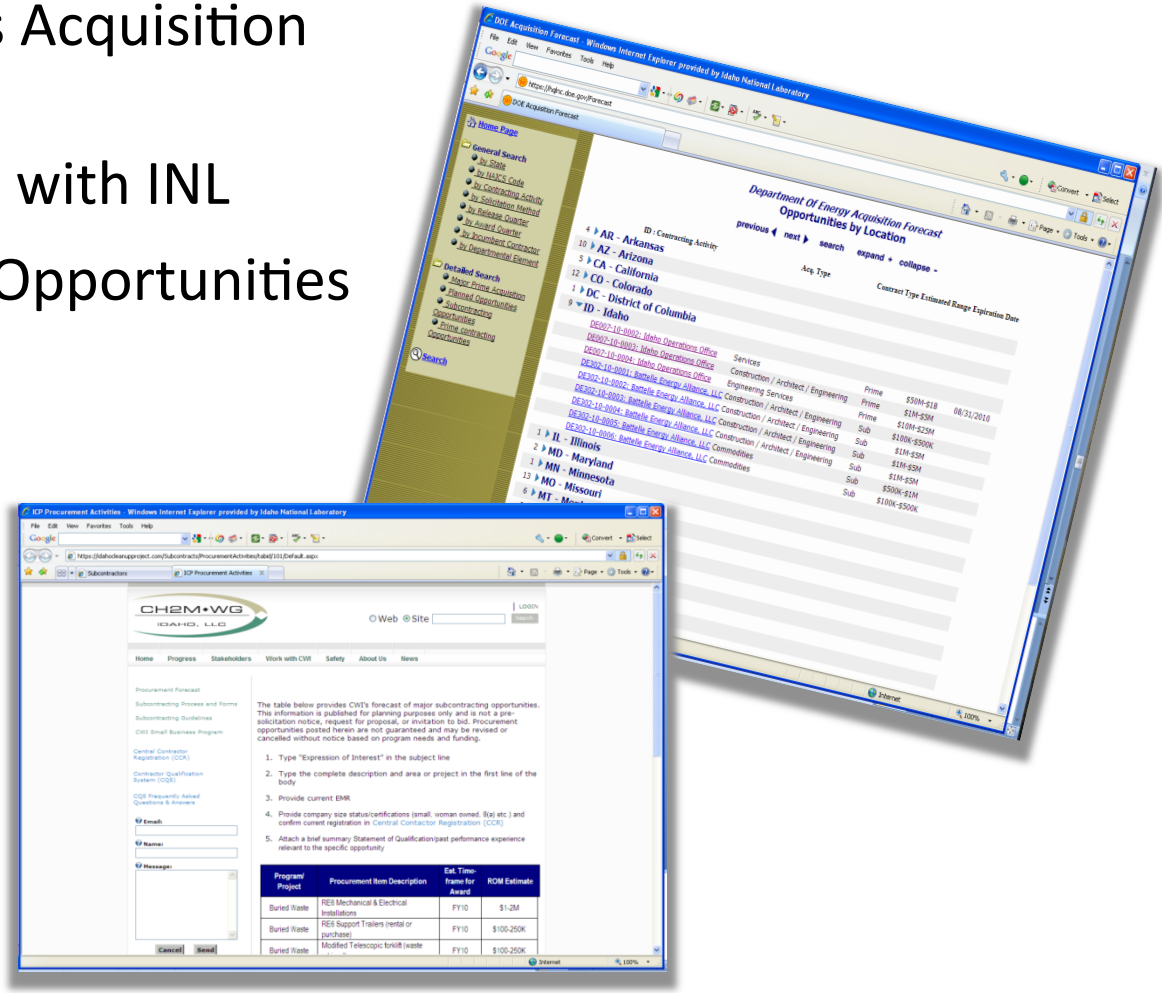
Type of Acquisition – Construction Services			
Description	**Type of Action**	**Estimated Dollar Range**	**Anticipated Award**
Upgrade of sewage lagoon	Small Business Set Aside	$1.0 – $2.5M	3rd Quarter 2011
Construction of Technical & Administrative Support Facility	Competitive	$2.5-$3M	3rd Quarter 2011
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	3rd Quarter 2011
Respirators and related items	Small Business Set Aside	$400,000	3rd Quarter 2011
Safety related items (blanket contract)	Small Business Set Aside	$1M	4th Quarter 2011
Office supplies (blanket contract)	Small Business Set Aside	$500,000	4th Quarter 2011

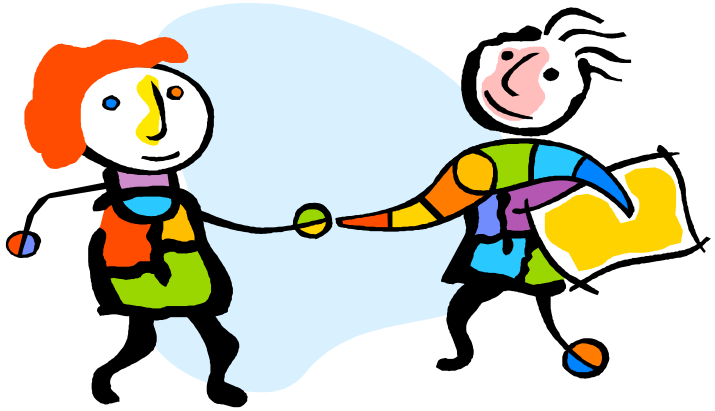
Researching Procurement Opportunities

- 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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