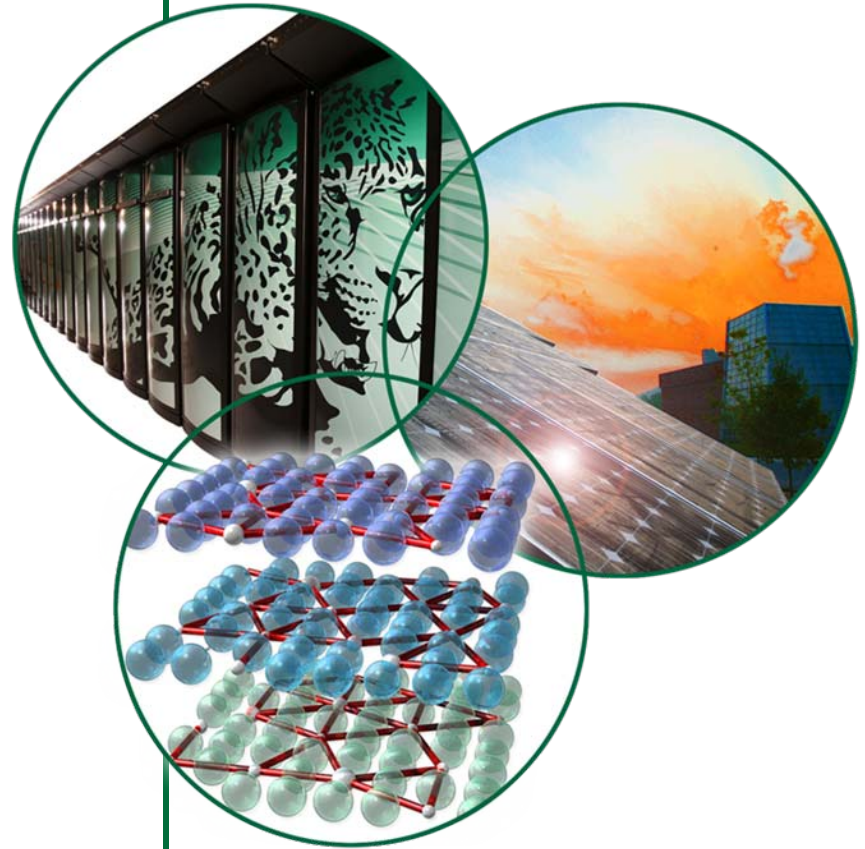


Battelle Family of DOE Laboratories

Presented to
WM 2011

Keith S. Joy
Director, ORNL Small Business
Programs

Phoenix, AZ
March 2, 2011

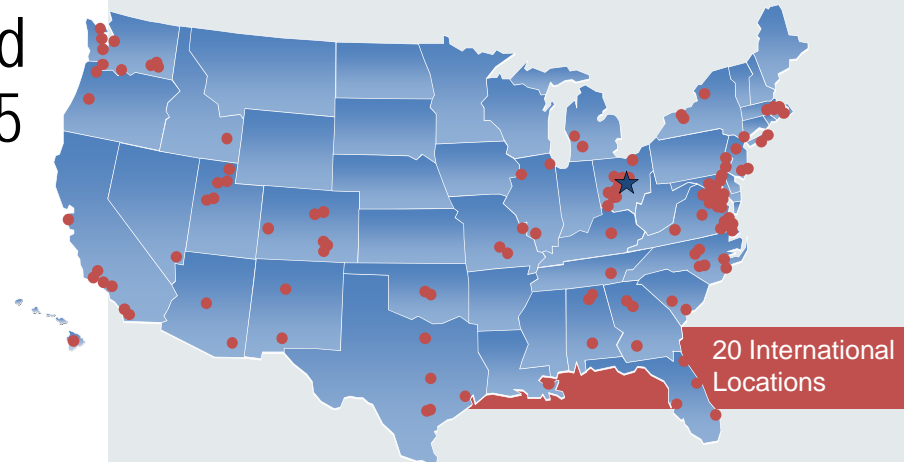


Battelle: What We Are

- Global enterprise
 - Applying science and technology to real-world problems
 - Managing machinery of scientific discovery and innovation
 - Creating commercial value by bringing new technologies to international marketplace
- Non-profit, charitable trust formed by Will of Gordon Battelle in 1925



- Generates \$6.5 billion annually in global R&D
- Oversees over 22,000 employees in 130 locations worldwide



What We've Done – Where We've Been

- Developed new materials
- Improved and created entire industries
- Pioneered new technologies



- Metals and materials including armor plating for U.S. tanks in WWII
- Fuel for *Nautilus*, the first nuclear submarine
- *Xerography*
- Early compact disc technology
- Fiber-optics technology for telecommunications
- Increased fuel cell performance and fuel cell materials
- Affordable clean water purification
- Drug delivery technology
- Threat detection for people/infrastructure

What We're Doing – Where We're Going

- ▶ We apply science and technology through *Global Businesses*
- We manage the machinery of scientific discovery and innovation through Global Laboratory Operations
- ▶ We create commercial value through *Battelle Ventures*



- Spallation Neutron Source
- World's 2nd fastest unclassified supercomputer
- Relative Heavy Ion Collider
- National Synchrotron Light Source
- Environmental Molecular Sciences Laboratory

Points of Contact

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Data Analyst
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terrella@battelle.org



Brookhaven National Laboratory

Located on a 5,300-acre site on eastern Long Island, New York, Brookhaven Science Associates/Brookhaven National Laboratory is a Department of Energy, Office of Science multidisciplinary laboratory established in 1947 for the peacetime exploration of science.

Brookhaven Science Associates
Brookhaven National Laboratory
U.S. Department of Energy

6 Managed by UT-Battelle
for the U.S. Department of Energy

Presentation_name

February 2011



Home to seven Nobel Prizes, Brookhaven conducts research in the physical, biomedical, and environmental sciences, as well as in energy technologies and national security.

Presently, the Laboratory's most important new project is the National Synchrotron Light Source II (NSLS-II), which will be the world's brightest synchrotron when it becomes operational in 2015.

The NSLS is where thousands of researchers from industry and academia come annually to use beams of x-ray, infrared and ultraviolet light to study materials from computer chips to proteins.

Brookhaven National Laboratory Winner of the 2009 SBA's Dwight D. Eisenhower Award for Excellence



Contact:

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Small Business Liaison Officer
631 344-3173
clough@bnl.gov

Register in our self registration
database, at:

www.bnl.gov/ppm/sbreg.asp

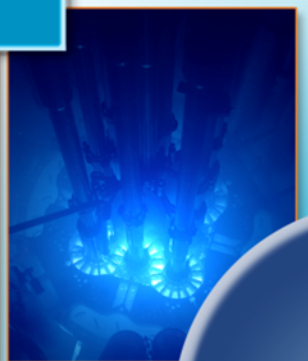
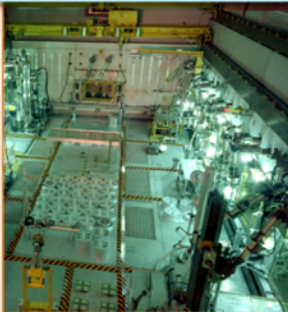
Idaho National Laboratory

- One of only 10 DOE multiprogram labs
- DOE's designated lead lab for nuclear energy research, development and demonstration
- A major contributor in national and homeland security, alternate and renewable energy and science and technology
- Annual budget approx. \$960M
- 4,300 scientists, engineers, technicians, and other staff
- Three S&T campuses on 890 mi² site

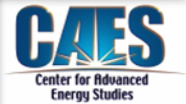


INL – The National Nuclear Laboratory

Developing world-class Nuclear Energy capabilities



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



Preminent 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

RDD&D: Research, Development, Demonstration & Deployment

Marketing Strategies

Steps to Initiating Business with the INL

1. Register your business in the Central Contractor Registration (CCR) database.
2. Email your capabilities statement to small.business@inl.gov better acquaint us with you company and your products and/or services.
3. Contact the Small Business Program Office's Stacey Francis (208-526-8564) to discuss potential opportunities posted on the Procurement Opportunity web pages or arrange a meeting.



Knowledge-based Marketing

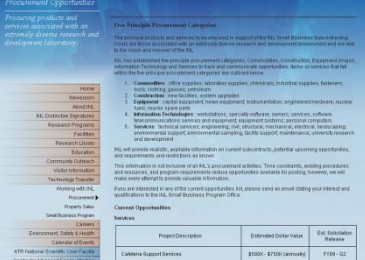
Researching INL Procurement Opportunities

- Department of Energy's Acquisition Forecast
<http://hqlnc.doe.gov/support/SmallBusUtil.nsf/>
- INL Procurement Opportunities
<http://www.inl.gov> - Working with INL – Procurement Services – Procurement Opportunities
- ICP Procurement Opportunities
<https://idahocleanupproject.com> – Working with CWI – Subcontractors – Procurement Forecast



Department of Energy Acquisition Forecast
Opportunities by Location

Opportunity	Category	Estimate	Start Date
1 P AR - Arkansas			
2 P AZ - Arizona			
3 CA - California			
4 CO - Colorado			
5 CT - Idaho			
6 DC - District of Columbia			
7 HI - Hawaii			
8 IL - Illinois			
9 IN - Indiana			
10 IA - Iowa			
11 KS - Kansas			
12 KY - Kentucky			
13 LA - Louisiana			
14 MD - Maryland			
15 MI - Michigan			
16 MN - Minnesota			
17 MO - Missouri			
18 MS - Mississippi			
19 MT - Montana			
20 NE - Nebraska			
21 NH - New Hampshire			
22 NJ - New Jersey			
23 NM - New Mexico			
24 NY - New York			
25 OH - Ohio			
26 OK - Oklahoma			


Procurement Opportunities

Processing products and services contracted with an approved vendor resource and development laboratory.

Five Principal Procurement Categories:

- Construction
- Engineering
- Manufacturing
- Services
- Software

Project/Description	Estimated Dollar Value	Est. Initiation/Release
California Support Services	\$500K - \$750K/annually	FY08 - Q2



CHEM-WG
RESEARCH, LLC

Procurement Forecast

The table below provides CHEM-WG's forecast of major subcontracting opportunities. This information is published for planning purposes only and is not a pre-solicitation notice, request for proposal, or invitation to bid. Procurement opportunities posted herein are not guaranteed and may be revised or cancelled without notice based on program needs and funding.

- Type "Expression of Interest" in the subject line
- Type the complete description and area or project in the first line of the body
- Provide Current SBR
- Provide company size status/verifications (local, woman owned, etc.) and confirm current registration in Central Contractor Registration (CCR)
- Attach a brief summary Statement of Qualifications performance experience related to the specific opportunity

	FY 2008 - Q2 Update	Est. RFP Release	Est. Award	Est. Value
14 Results				
14 Results				

INL Small Business Awards



2009 M&O Small Business Program
Manager of the Year



2010 DOE Mentor of the Year



THE NATIONAL RENEWABLE ENERGY LABORATORY (NREL)



NREL is a national laboratory of the U.S. Department of Energy Office of Energy Efficiency and Renewable Energy operated by the Alliance for Sustainable Energy, LLC

NREL's Mission and Strategy

- The National Renewable Energy Laboratory (NREL) is the nation's primary laboratory for renewable energy and energy efficiency research and development (R&D).
- NREL's mission and strategy are focused on advancing the U.S. Department of Energy's and our nation's energy goals. The laboratory's scientists and researchers support critical market objectives to accelerate research from scientific innovations to market-viable alternative energy solutions.

Please visit us at: www.nrel.gov



Technology Development Programs

NREL R&D Portfolio



Efficient Energy Use

- Vehicle Technologies
- Building Technologies
- Industrial Technologies



Renewable Resources

- Wind and water
- Solar
- Biomass
- Geothermal



Energy Delivery and Storage

- Electricity Transmission and Distribution
- Alternative Fuels
- Hydrogen Delivery and Storage

Foundational Science and Advanced Analytics

Contact Information

☀ Nancy Gardner, Small Business Partnerships Development Manager

- nancy.gardner@nrel.gov
- 303-384-7335

☀ Jon Olsen, DOE Golden Field Office

- jon.olsen@go.doe.gov
- 720-275-4700

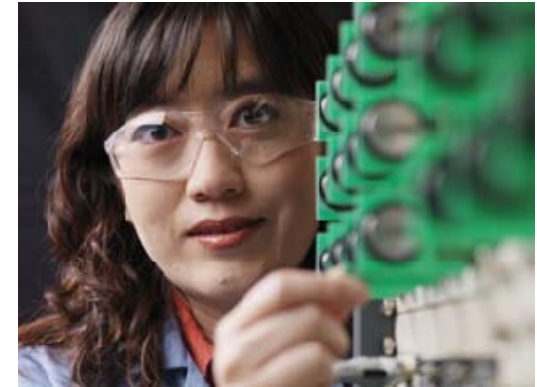
☀ Karen Klam – Colorado SBA Representative

- karen.klam@sba.gov
- 303-844-2607

Pacific Northwest National Laboratory

Core Capabilities

- Chemical and Molecular Sciences
- Chemical Engineering
- Large-Scale User Facilities/ Advanced Instrumentation
- Biological Systems Science
- Climate Change Science
- Applied Materials Science and Engineering
- Applied Nuclear Science and Technology
- Advanced Computer Science, Visualization, and Data
- Systems Engineering and Integration
- Subsurface Science



Pacific Northwest National Laboratory

PNNL delivers solutions to America's most intractable problems in energy, national security and the environment. Through the power of interdisciplinary teams, PNNL advances science and technology to make the world a better place.

Mission Outcome

Strengthen U.S. scientific foundations for innovation



Examples

Controlling molecular processes for energy and environmental issues atom-by-atom

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



Advancing biomass conversion to infrastructure-ready fuels

Prevent and counter acts of terrorism and the proliferation of weapons of mass destruction



Detecting nuclear and radiological materials at borders and ports

Reduce environmental effects of human activity and create sustainable systems



Predicting and mitigating the impact of energy development and climate change

Pacific Northwest National Laboratory

Small Business Program Office

Kerry Bass, Program Manager

(509) 371-7526

kerry.bass@pnl.gov

Ann-Erica Whitemarsh, Program Administrator

(509) 371-7372

annerica.whitemarsh@pnl.gov

Website: <http://www.pnl.gov/contracts/smallbusiness/>

Solicitations > \$100k: <https://ebs.pnl.gov/advertised.aspx>

Supplier Registration: <https://ebs.pnl.gov/>

FY2011 Small Business Goals

Small: 50.2%

Small Disadvantaged: 5%

Woman-Owned: 5%

HUBZone: 3%

Veteran-Owned: 3%

Service Disabled, Veteran-Owned: 3%



Pacific Northwest
NATIONAL LABORATORY

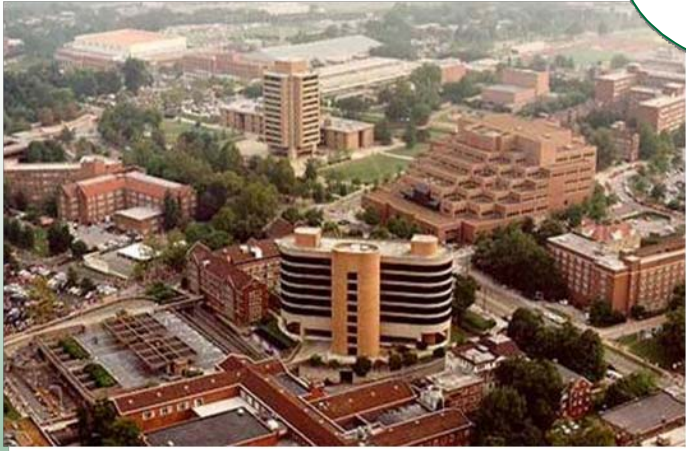
Proudly Operated by Battelle Since 1965

ORNL is DOE's largest science and energy laboratory



- \$1.3B budget
- 4,350 employees
- 3,900 research guests annually
- \$350 million invested in modernization
- World's most powerful open scientific computing facility
- Nation's largest concentration of open source materials research
- Nation's most diverse energy portfolio
- Operating the world's most intense pulsed neutron source
- Managing the billion-dollar U.S. ITER project

UT-Battelle has managed Oak Ridge National Laboratory since April 2000



**The University of Tennessee
Knoxville, Tennessee**



**Battelle
Columbus, Ohio**



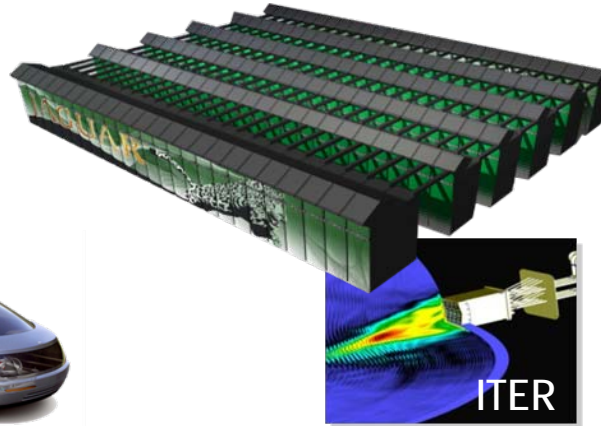
Delivering science and technology:

We lead major R&D programs for DOE and other customers

Energy technologies



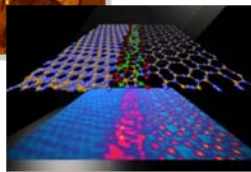
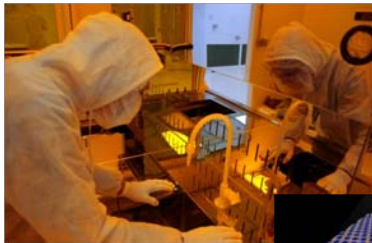
Ultrascale computing



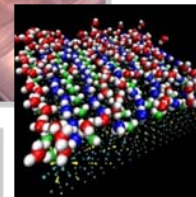
Bioenergy



Materials at the nanoscale



Neutron sciences



Climate

National security



Nuclear energy

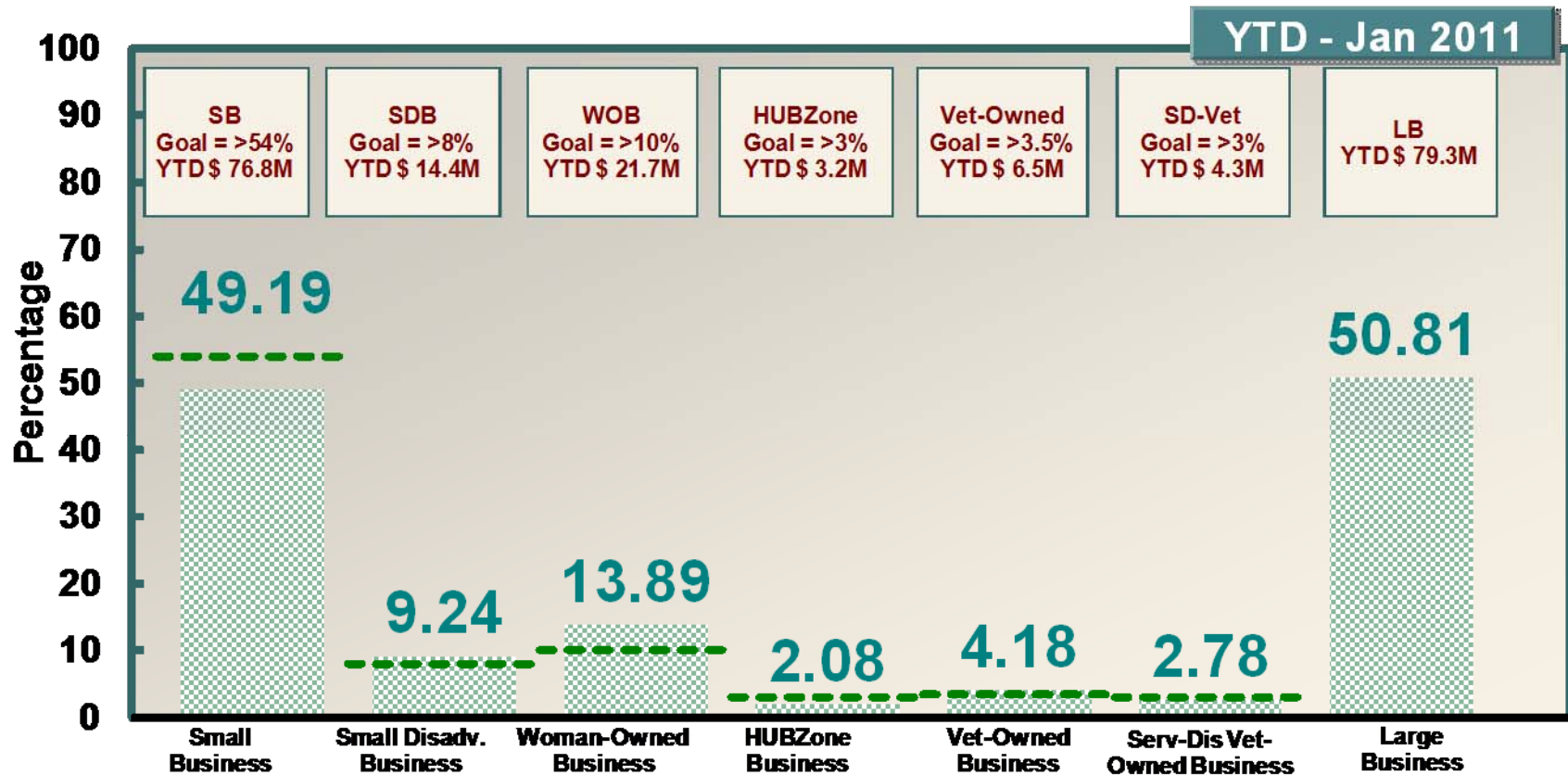
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Our environmental and waste management strategy relies on effective partnerships with outside contractors & small businesses

We use contract support in the areas of:

- Waste management planning, characterization, and preparation of required waste documentation
- Environmental compliance support, including as field-deployed environmental protection officers
- Pollution prevention planning, reporting, and project implementation
- Operation of a Lab-wide waste tracking system
- Off-site analysis of waste & environmental samples
- Off-site waste treatment & disposal services
 - Hazardous waste transportation, treatment & disposal
 - Low-level radioactive waste transportation, treatment, & disposal (via a DOE-wide contract, where possible)
 - Mixed waste transportation, storage, treatment, & disposal (via a DOE-wide contract, where possible)

% Subcontract Dollars Placed with SB Firms - FY 2011 ORNL Including ARRA



FY 2011 YTD	Historical Data:	FY 00*	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10
SB Base	SB=Small Business	54.57	48.41	49.22	54.10	62.70	50.79	57.84	58.47	62.94	49.64	59.24
156.1M	SDB=Small Disadvantaged Business	9.77	7.55	6.42	6.24	9.23	7.09	10.54	9.26	11.13	6.82	10.01
Educ Base	WOB=Small Woman-Owned Business	8.51	7.45	12.21	8.80	10.31	7.86	11.35	12.33	14.62	9.70	12.41
17.4M	HUBZone=Historically Underutilized Business Zones	0.05	0.24	0.37	1.97	4.42	3.21	7.35	6.74	6.96	3.53	4.42
Total Proc	Vet-Owned=Veteran-Owned Small Business	N/R	0.32	0.82	1.19	3.00	1.49	4.07	3.52	6.12	4.89	5.93
220M	SD-Vet=Service-Disabled Veteran-Owned Small Business	N/R	0.037	-0.001	0.028	0.140	0.115	1.652	1.023	2.540	2.860	3.900

Base for SB, SDB, WOB & HUBZone %s Excludes Foreign, GOVT, INTG, IGT & Affiliates and Includes P-Cards.

ZSELA/SE Combined.xlsx

25 - Managed by UT-Battelle
Data Source: 2006 & Proc. Stats 2 * UT-Battelle contract started April 1, 2000. 6 months of data only. Base revised in FY05 & FY07.

2/1/2011

Page 16



Recent Recognition for Small Business Support

2007 DOE M&O Small Business Programs Manager of the Year Award



2008 DOE Mentor of the Year Award



2010 SBA Dwight D. Eisenhower Award



Oak Ridge National Laboratory

MANAGED BY UT-BATTELLE FOR THE DEPARTMENT OF ENERGY

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Oak Ridge National Laboratory: Meeting the challenges of the 21st century



www.ornl.gov