



U.S. DEPARTMENT OF
ENERGY

OFFICE OF
**ENVIRONMENTAL
MANAGEMENT**

WM Symposia 2014 Technical Session #69 Small Business Procurement and Contracting Opportunities with DOE and DOE Prime Contractors

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Office of Environmental Management
Consolidated Business Center

March 5, 2014

- EMCBC Overview
- Supporting Small Business
- How We Buy
- Ongoing /Upcoming Procurements
- Tips for Success
- EM's Strategic Sourcing Initiative
- Backup Slides



- Line Management for Small Sites and Projects
 - Brookhaven National Laboratory (EM Funded Activities)
 - Energy Technology Engineering Center (ETEC)
 - Lawrence Berkeley National Lab (LBNL) (EM Work)
 - Moab Uranium Mill Tailings Remedial Action Project (MOAB)
 - Separations Process Research Unit (SPRU)
 - West Valley Demonstration Project (WVDP)



SPRU



ETEC



Moab

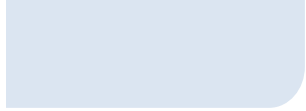


WVDP

- Business and Technical Resources to EM Sites/Customers
 - DOE-EM Acquisition Center
 - DOE-EM Small Sites and Projects
 - Carlsbad Field Office (CBFO)
 - Portsmouth/Paducah Project Office (PPPO)
 - Other EM Funded Sites/Activities as requested
- EM Complex Wide Initiatives
 - Nationwide ID/IQ Contracts for ER/D&D and Waste Treatment and Disposal
 - Strategic Sourcing Program
 - Financial Assistance Award and Administration
 - Technical and Administrative Support Services

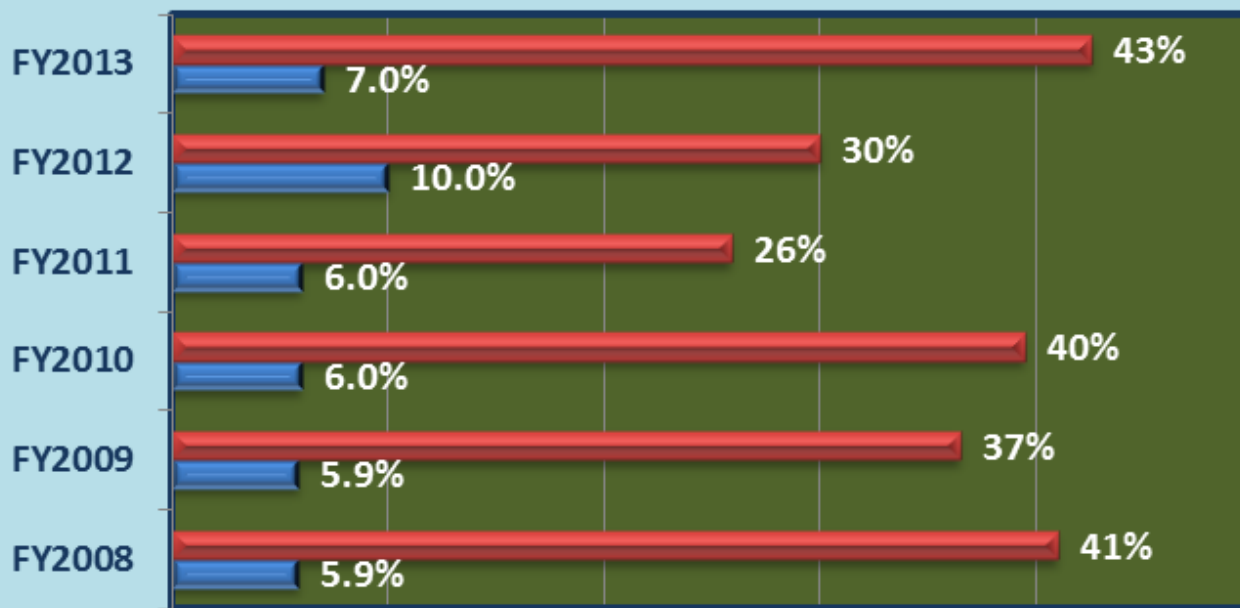
www.emcbc.doe.gov

EMCBC Customers



Supporting Small Business

EMCBC SMALL BUSINESS CONTRACTING



\$63.5M (43%) of FY13 total funding obligations (\$149M) went to small business contracts

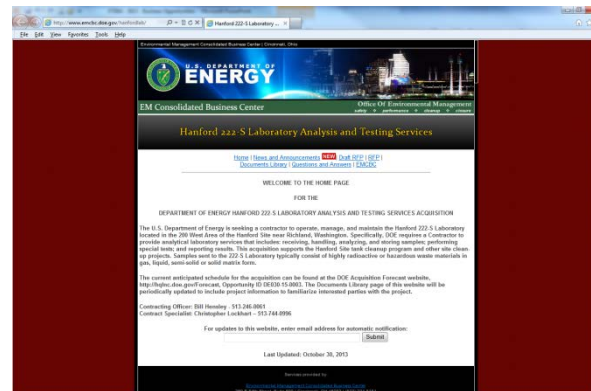
% of FY \$ obligated to small business (SB)

■ EMCBC Actual

■ DOE SB Goal

- Open Solicitations

<http://emcbc.doe.gov/About/CurrentSolicitationWebsites>



- U.S. Small Business Administration’s 8(a) program
- Nationwide ID/IQ Multiple Award Contracts
- U.S. General Services Administration Multiple Award Schedule Contracts

Tips for Success

- Respond to Special Notices for Market Research
- Attend Pre-Solicitation/Pre-Proposal Conferences
 - Obtain Additional Details Requirement
 - Provide Feedback to Acquisition Team
 - Develop Teaming Opportunities
- Attend Conferences, Trade Fairs and DOE Small Business Summit
 - <http://smallbusinessconference.energy.gov/>

Upcoming/Ongoing Procurements

- Office of River Protection 222-S Laboratory Analysis & Testing Services
- Los Alamos National Laboratory - Natural Resources Damages Assessment Implementation
- Infrastructure Services at Paducah and Portsmouth Sites (2 RFPs)
- UF6 Cylinders

Upcoming/Ongoing Procurements

- Carlsbad Field Office Technical Assistance Services
- Nationwide Indefinite Delivery/Indefinite Quantity Contracts for LLW/MLLW/ Hazardous Waste Treatment
- Idaho Post 2015
- DUF6 Operations - Paducah & Portsmouth Sites

Upcoming/Ongoing Procurements

- Paducah Gaseous Diffusion Plant Deactivation
(Closed)
- ETEC Environmental Monitoring and Facility D&D
(Closed)
- Denver Federal Center – Bldg 55
(Closed)

EM's Strategic Sourcing Initiative

What is it?

- Leveraging Spend

Why is EM doing it?

- Maximize taxpayer value

How is EM accomplishing it?

- Utilizing NNSA SCMC
- Processes and tools
- Coordination between prime contractors

EM's Strategic Sourcing Initiative

Where is it being done?

- Savannah River
- Richland
- Office of River Protection
- Idaho
- Oak Ridge
- WIPP
- Portsmouth
- Paducah
- West Valley

EM's Strategic Sourcing Initiative

What it is

- System to Leverage Spend
- Structured and Funded Approach
- Commodity Teams
- Commercial Best Practice

What it isn't

- Consolidation of Site Procurement Budgets
- Replacement of Site Contractor Purchasing Organizations/Systems
- Shifting of Small Business Credit
- Procurement of Everything

EM's Strategic Sourcing Initiative

How are we doing?

Implement eSourcing at all Contractor Locations

Completed

Implement eStore at 75% of Contractor Locations

Completed

Implement Spend Analysis tool at 2 Contractor Locations

Completed

Provide a FY2014 Implementation plan and budget

Completed

Achieve savings of \$11.4 Million

Exceeded

Begin use of Enterprise wide Commodity Agreements

Completed

Small Business Participation

Supplier Name	Commodity	Type
Aruba Networks, Inc.	Wireless Products	Small
Carahsoft Company	Symantic Antivirus	Small
Centergas Fuels	Ground Fuels	Small
Four Points Technology	RSA SecurID Tokens	Small
Government Scientific Source, Inc.	Laboratory Supplies & Grainger	Small
Holmans USA	Computer, and Computer supplies	Small
Mansfield Oil	Ground Fuels	Small
Newark (3 regional Small Businesses)	Electronic Components	Small
Rebel Oil	Ground Fuels	Small
S and S Supplies and Solutions	Industrial Safety Supplies	Small
SupplyFORCE.com, LLC	Electrical Supplies	Small
TechnologyIntegration Group (TIG)	Computer, and Computer supplies	Small
3M Company	Prescription Safety Glasses	Large
Air Liquide	Bulk Gas	Large
Delta Airlines and Partners	Airline Services	Large
Hertz Corporation	Auto Rental Services	Large
Hyatt Hotels	Hotel Services	Large
IHG	Hotel Services	Large
Matheson	Bulk Gas	Large
National Enterprise Auto Rental	Auto Rental Services	Large
Orbitz For Business	Travel Management Services	Large
SC Fuels	Ground Fuels	Large
US Bank	Bank Card Services	Large

23 Total Agreements

- 12 w/Small Business
- 11 w/Large Business
 - 7 Travel/Financial

Synopsis

- 75% of total applicable agreements awarded to small businesses
- Total enterprise-wide agreement spend was \$5.4M
- Total enterprise-wide small business agreement spend was \$5.4M (100% of total)
- Actual savings rate was 16.6% when using these enterprise-wide small business agreements

BACKUP SLIDES

Useful References

- EMCBC Open Solicitations: <http://emcbc.doe.gov/About/CurrentSolicitationWebsites>
- DOE Acquisition Forecast: <http://hqlnc.doe.gov/forecast>
- FedBizOpps: <http://www.fbo.gov>
- FedConnect: <https://www.fedconnect.net/FedConnect/>
- U.S. SBA SUB-Net
 - Website: <http://web.sba.gov/subnet/>
 - SBA listing of subcontracting solicitations and opportunities posted by large prime contractors and other non-federal agencies
- Other Useful Websites
 - Grants.gov: <http://www.grants.gov/>
 - GSA Subcontracting Directory: <http://www.gsa.gov/portal/content/101195>

- EMCBC Federal Procurement Director:
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- EMCBC Small Business Program Manager:
Karen Bahan
513-246-0555
karen.bahan@emcbc.doe.gov
- DOE's Small Business Opportunity Tool
 - <http://www.doe.gov/diversity/working-us/small-businesses-101-doing-business-department-energy>

- **SCMC Director**
 - Scott Bissen – Phone: 816-488-7888; e-mail: sbissen@kcp.com
- **eSourcing**
 - Lauren Patton – Phone: 816-778-1575; e-mail: lpatton1@kcp.com
- **Enterprise Commodity Agreements**
 - Paul Biagioli – Phone: 816-723-7724; e-mail: pbiagioli@kcp.com
- **eCatalog**
 - Sharon Jeffries – Phone: 816-509-4079; e-mail: sjeffries@kcp.com
- **Spend Analysis / Portal**
 - Bill Marks – Phone: 816-509-6304; e-mail: wmarks@kcp.com

Subcontracting Opportunities

EMCBC Prime Contracts

Site	Contractor	Type of Services	Subcontracting Opportunities POC	
			Name	Phone Number
ETEC	Boeing	Surveillance and Maintenance	Gil Gagnon	(562) 797-7783
ETEC	CDM	Regulatory Management	Talia Zaczkowski	(865) 482-1065
LBNL	University of California	Demolition and Removal	Rebecca Cornett	(510) 495-8186
MOAB	S&K Technologies, Inc	Technical and Administrative	Anthony Amadeo	(580) 579-0037
MOAB	Portage Environmental, Inc.	Disposal Operations	Ted Christensen	(208) 419-4104
SPRU	URS Energy & Construction, Inc.	Demolition and Removal	Walter Anderson	(518) 630-5163 ext. 753
WDVP	CH2MHill B&W West Valley, LLC	Decommissioning	David Pritchard	(716) 942-4544
Complex-Wide	EnergySolutions, LLC	Waste Disposal	Johnny Bowne	(801) 649-2104
Complex-Wide	Waste Control Specialists	Waste Disposal	Michael Burney	(432) 525-8661
Complex-Wide	EnergySolutions, LLC	Waste Treatment	Steve Bowman	(865) 481-6363
Complex-Wide	Perma-Fix Environmental Services, Inc.	Waste Treatment	Renee Echols	(865) 813-1303
Complex-Wide	Philotechnics LTD	Waste Treatment	Brian Morris	(865) 285-3030
Complex-Wide	Studsvick, Inc.	Waste Treatment	Andy Avila	(404) 983-1459

Subcontracting Opportunities

EMCBC Prime Contracts

Site	Contractor	Type of Services	Subcontracting Opportunities POC	
			Name	Phone Number
Complex-Wide	DLE Technical Services	Technical and Administrative	Rob DeLaEspriella	(772) 341-1093
Complex-Wide	Boston Government Services	Technical and Administrative	Harry Boston	(865) 988-6157
Complex-Wide	JG Management Systems	Technical and Administrative	Buddy Garland	(410) 608-4705
Complex-Wide	North Wind Solutions	Technical and Administrative	Tony Salmon	(208) 557-7916
Complex-Wide	Aspen Resources Limited	Technical and Administrative	Michael Rivera	(303) 448-9073
Complex-Wide	TerranearPMC	Technical and Administrative	Larry Saraka	(202) 204-2515
Complex-Wide	Trinity Engineering Associates, Inc.	Technical and Administrative	Kimberly Wood	(513) 521-3515
EM-Headquarters	e-Management Consultants, Inc	Technical and Administrative	Ola Sage	(301) 565-2988
EM-Headquarters	The MITRE Corp.	Technical and Administrative	Robin Perdue	(703) 983-3250
EM-Headquarters	Project Enhancement Corporation	Technical and Administrative	Ricardo Martinez	(240) 686-3059
EM-Headquarters	Protection Strategies Incorporated	Technical and Administrative	David Bivans	(301) 903-5909

Subcontracting Opportunities

EMCBC Prime Contracts

Site	Contractor	Type of Services	Subcontracting Opportunities POC	
			Name	Phone Number
EMCBC	Chenega	Technical and Administrative	LeAnn Herren	(210) 236-3934
EMCBC	Peerless	Technical and Administrative	Chris Manier	(937) 490-5078
EMCBC	BEI	Technical and Administrative	Georges Brandan	(865) 671-0071
EMCBC	PMTech	Classification/Declassification	Jerrilyn McAndrew	(303) 425-5255
EMCBC	Project Services Group	Technical and Administrative	Greg White	(770) 454-0397
EMCBC	Technical Resources Group	Transportation Emergency Prep	Tom Clawson	(208) 528-8895
EMCBC	Source One	Litigation Assistance	Ruth McKinney	(303) 263-3533
EMCBC	TLI Solutions, Incorporated	Litigation Assistance	Robert Heath	(303) 763-7188
EM-Headquarters	The MITRE Corp.	Technical and Administrative	Robin Perdue	(703) 983-3250
EM-Headquarters	Project Enhancement Corporation	Technical and Administrative	Ricardo Martinez	(240) 686-3059
EM-Headquarters	Protection Strategies Incorporated	Technical and Administrative	David Bivans	(301) 903-5909

Subcontracting Opportunities

EM Nationwide IDI/Q ER/D&D Multiple Award Contracts Small Business Awardees “Set-Aside”

Contractor	POC Name	Phone Number
Clauss Construction	Patrick Clauss	(619) 390-4940
Dynamic Management Solutions, LLC	Raoul Mebane	(509) 539-6470
Gonzales-Stoller Remediation Services, LLC	Jerome Gonzales	(303) 546-4300
Innovative Technical Solutions, INC	Jay Pride	(925) 946-3100
LATA-Sharp Remediation Services, LLC	Rees Lattimer	(615) 508-1200
Navarro Research and Engineering, Inc.	Susana Navarro-Valenti	(865) 220-9650
North Wind, Inc.	Sylvia Medina/John Bukowski	(208) 528-8718
Philotechnics Dade Moeller, LLC	Brian Morris	(865) 285-3030
Portage, Inc.	Nick Stanisich	(406) 683-2836
Professional Project Services, Inc.	Mark Degraff/Mike Renfro	(865) 220-4300
Safety and Ecology Corporation	Chris Leichtweis/Scott Ellis	(865) 251-2096
TerranearPMC-Energy Solutions Environmental Services, LLC	Kenneth Fillman	(610) 862-5040

Subcontracting Opportunities

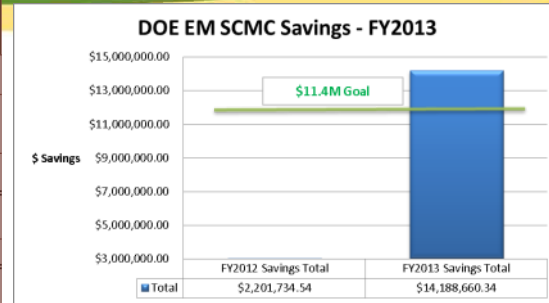
EM Nationwide IDI/Q ER/D&D Multiple Award Contracts Large Business Awardees “Unrestricted”

Contractor	POC Name	Phone Number
AECOM Technical Services, Inc.	Ellen Mack	(210) 271-0925
Bechtel National, Inc.	Andrew Kelsey	(240) 379-3427
CDM, a Joint Venture	David Wallace	(865) 482-1065
CH2M Hill Constructors, Inc.	Willie Franklin	(720) 286-2274
EnergySolutions Federal Services, Inc.	Beatryx Washington	(801) 303-2696
Fluor Federal Services, Inc.	Debra Sampson	(864) 281-6034
Jacobs Engineering Group, Inc.	Darryl Wachob	(865) 220-4679
MACTEC Engineering and Consulting, Inc.	Holly Hutson	(770) 360-0624
Science Applications International Corporation	Rochelle Lowe	(858) 826-7406
Shaw Environmental & Infrastructure, Inc.	Jeffrey Gilbert	(504) 595-2548
Washington Group International, Inc. (URS)	Vince M. Maivelett	(803) 502-9851

FY2013 Cost Savings Goal: \$11.4M

EM FY2013 SCMC Activities

EM Field Offices	EM Project	eSourcing		Events ran	eSourcing tool spend		eSourcing savings		eStore		eStore utilization Monthly Actual	Commodity Agreement Savings	Total Savings	
		Sch'd date	Comp		Target	Target	Actual	Sch'd date	Comp	Target			Actual	
SRS	Salt Waste- PAR	Dec 2012	Met	49	\$3.7M	\$367K	\$1.8M	FY2014	**		8248	\$283.7K	\$2M	
	SR M&O - SRNS	Oct 2012	Met	46	\$16.7M	\$1.67M	\$2.3M	Oct 2012	Met		\$577.3K	\$669.2K	\$3.5M	
	Liquid Waste-SRR	Jun 2012	Met	12	\$2.7M	\$274K	\$16.1K	FY2014	**			\$31.8K	\$47.9K	
ORP	Tank Ops - WRPS	Apr 2013	Met	39	\$13M	\$2.5M	\$2.2M	FY2014	Met			\$58.2K	\$2.3M	
	WTP-BNI	June 2013	Met	40	\$5M	\$750K	\$2.1M	Apr 2013	FY14				\$2.1M	
RL	Plateau Remediation-CHPRC	Nov 2012	Met	34	\$27M	\$2.7M	\$294.4K	Jul 2013	FY14			\$2.4K	\$296.8K	
	RCC-WCH	Nov 2012	Met		\$150K	\$15K		Apr 2013	FY14					
	Mission Support-MSA	Nov 2012	Met	1	\$2.5M	\$250K	\$20.5K	Jul 2013	FY14			\$1K	\$21.5K	
OR	ETTP-UCOR	Feb 2013	Met	11	\$15M	\$1.5M	\$1.6M	Feb 2013	Met				\$1.6M	
ID	AMWTP-ITG	Apr 2013	Met	1	\$306K	\$30K		Mar 2013	Met	21	\$1.4K	\$1.7K	\$3.2K	
	ICP-CWI	Apr 2013	Met		\$1.4M	\$146K		Mar 2013	Met	25	\$1.7K		\$1.7K	
PPPO	DUF-6 - BWCS	Apr 2013	Met	87	\$520K	\$52K	\$103.2K	May 2013	Met				\$103.2K	
	Ports Support-WEMS	Jan 2013	Met	8	\$250K	\$25K	\$23.8K	Mar 2013	Met	11	\$7K	\$6.5K	\$31K	
	Paducah Remediation-LATAKY	Jun 2012	Met	11	\$5.6M	\$393K	\$14K	Nov 2012	Met				\$14K	
	SST	Jun 2012	Met	2	\$66K	\$6.7K	\$8.3K	Nov 2012	Met	6	\$4K	\$5K	\$9.1K	
	Ports D&D-FBP	Jan 2013	Met	190	\$2.3M	\$235K	\$1.4M	Mar 2013	Met				\$1.4M	
WIPP	WIPP M&O-WIPP	Feb 2013	Met	2	\$4.2M	\$400K		Feb 2013	Met	1	\$0.7K	\$7.8K	\$7.9K	
WVDP	Phase 1 Decon - CHBWV	Mar 2013	Met	8	\$294K	\$29K	\$669.1K	Mar 2013	Met	5	\$3K	\$1.4k	\$670.8K	
FY13 Totals				542	\$101M	\$11.4M	\$12.5M			8317	\$582.2K	\$1.1M	Target \$11.4M Actual \$14.2M	
FY12 Goal Summary	eSourcing Savings \$2.1M			SCMC Commodity Agreement Savings \$34K			Total Savings \$2.2M (Goal \$1.5M)							



FY2014 Carry Over Savings - \$9.0M

Spend Analysis Milestones		
EM Project	Target date	Finish Date
Tank Ops-WRPS	FY2013	Completed
Mission Support-MSA	FY2013	Not started
Plateau Remediation-CHPRC	FY2013	Not started
ETTP-UCOR	FY2013	Completed

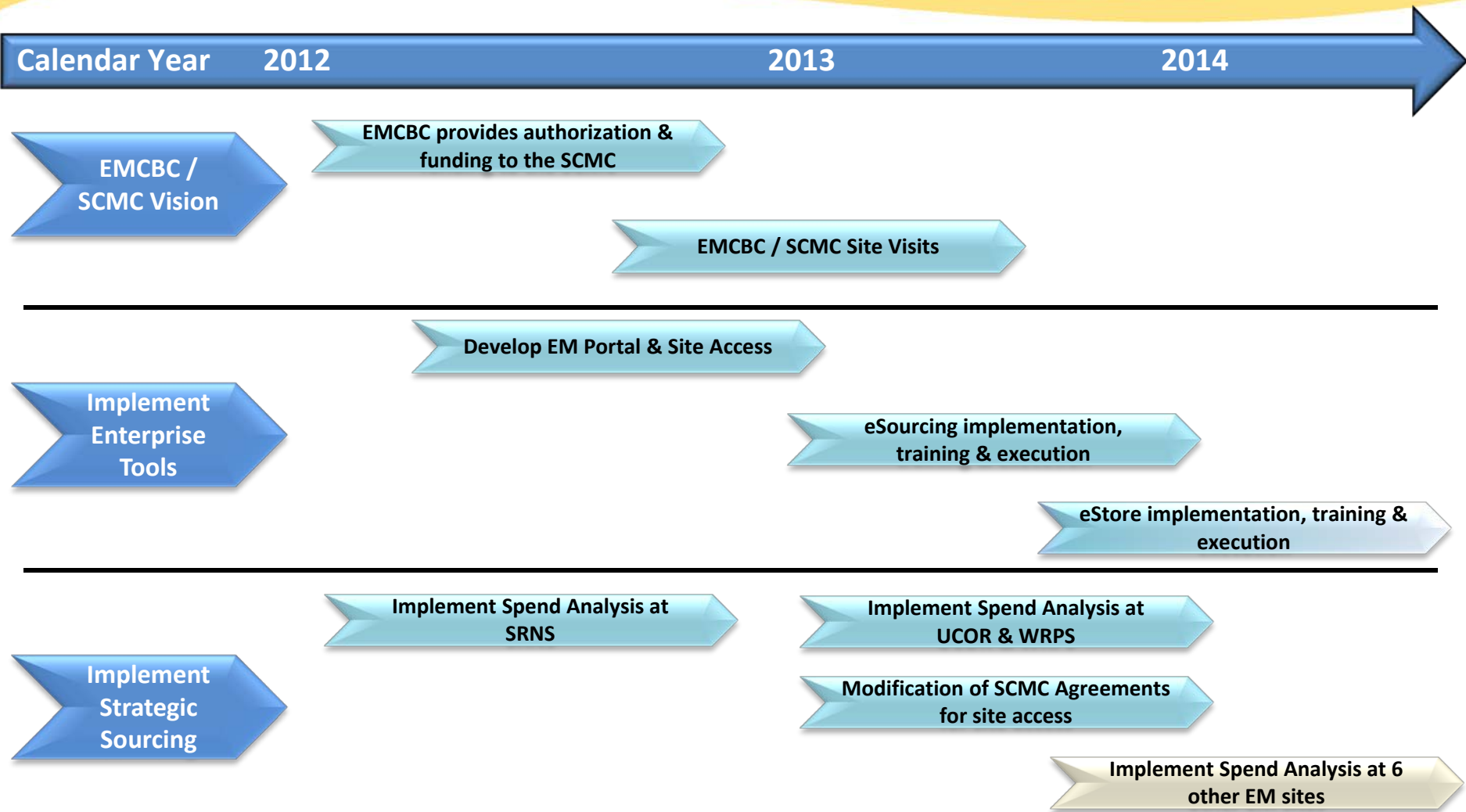
Multi Year Contract Milestones		
Action Item	Target date	Completed
Identify the universe of major EM multiyear agreements	March-13	Completed
Identify FY14 multiyear strategy and metric	July-13	Completed

** Parsons - site will re-visit eStore/marketplace implementation after upgrading Deltek Costpoint".

SRR - site is currently sharing eStore/marketplace with SRNS and will re-visit separation in FY14.

Met Target
Effort + Missed
Missed

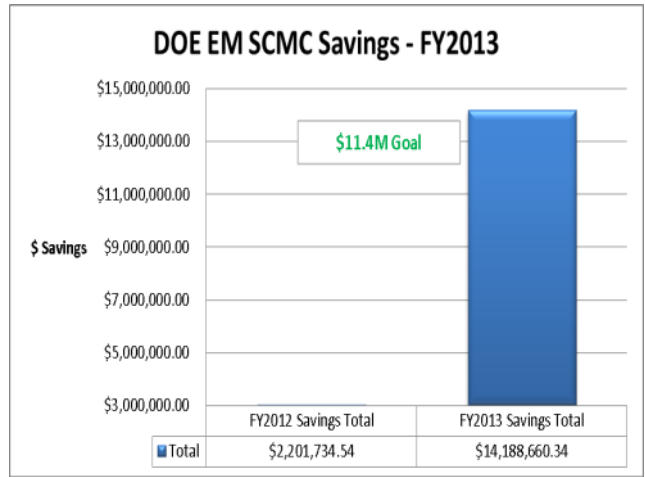
Implementation Plan



MILESTONES

Implement eSourcing at all Contractor Locations	Completed
Implement eStore at 75% of Contractor Locations	Completed
Implement Spend Analysis tool at 2 Contractor Locations	Completed
Provide a FY2014 Implementation plan and budget	Completed
Achieve savings of \$11.4 Million	Exceeded
Begin use of Enterprise wide Commodity Agreements	Completed

	Full	Ala Carte	Portal	Spend	eSourcing	eStore	Commodity
EM							
PAR	X		●	○	●	○	●
SRNS	X		●	●	●	●	●
SRR	X		●	○	●	●	●
WRPS	X		●	●	●	●	●
BNI	X		●	○	●	○	○
CHPRC	X		●	○	●	○	●
MSA	X		●	○	●	○	○
UCOR	X		●	●	●	●	○
AMWTP		X	●		●	●	●
ICP-CWI		X	●		●	●	●
BWCS		X	●		●	●	○
WEMS		X	●		●	●	●
LATAKY		X	●		●	●	○
SST		X	●		●	●	●
FBP		X	●		●	●	○
WIPP	X		●	○	●	●	○
CHBWW		X	●		●	●	●
	9	8	17/17	3/9	17/17	13/17	10/17



FY13 Goal - \$11.4M
FY13 Act. - \$14.2M