

New Staff Augmentation Subcontracting Opportunity at ORNL Science and Technology Support Services

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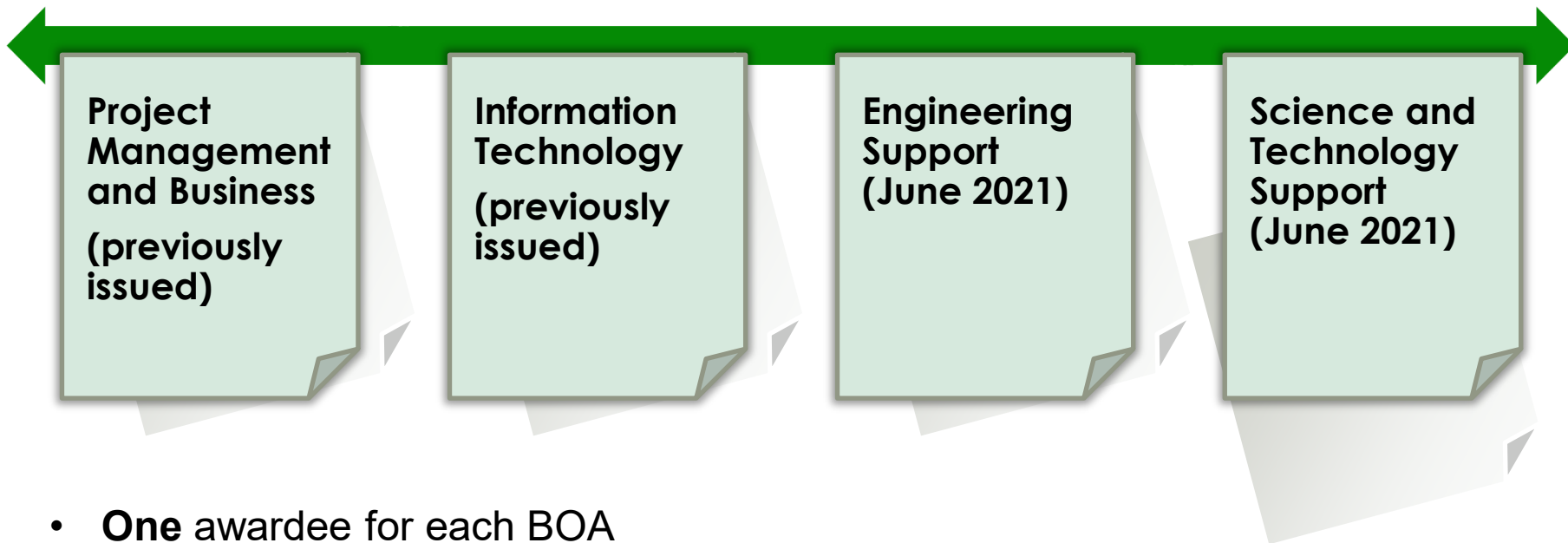
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New Approach to Subcontracting

We are replacing 100+ subcontracts and Basic Ordering Agreement (BOAs) with 4 broad, Laboratory-wide BOAs



- **One** awardee for each BOA
- Lab requirements within each scope will be procured under these vehicles, unless:
 - The Seller is unable to fulfill the requirement
 - Agreement cannot be reached on price

Scope – What Is In, What Is Out

- Includes “traditional” staff augmentation
 - Short term and surge capacity (18 months or less)
 - The Seller provides workers who meet specified education and experience requirements
 - Work assignments and direction by an ORNL supervisor
- Does not include scopes like:
 - Construction
 - R&D
 - Laundry services
 - Landscaping services
- Does include fixed price tasks
 - Where multiple workers are required to perform similar, non-progressive tasks

Examples of Labor Categories

- All aspects and phases of Science and Technology Services, including but not limited to:
 - Sample Collection, processing, analysis, and monitoring
 - Technicians (Environmental, Field, Sample, etc.)
 - Scientists (Environmental, Radiological, etc.)
 - Safety Specialists
 - Regulatory Specialists
 - Quality Assurance Representatives (including Nuclear)
- The scope of this Agreement will **not** include Computer or Information Technology Scientists and Technicians

What We Are Looking For In A Partner

- A supplier who will partner with us to make this new program successful
- Has successful experience with this type of service
- Able to provide highly capable workers to the Lab
- Works with us to identify fixed price opportunities where it makes sense
- Helps us track and manage “term limits”
- Undertakes critical assessments of the program
 - Self assessment of your own performance
 - Feedback from ORNL staff
 - Works with us to achieve continuous improvement

Expected BOA Volume

- BOA volume is difficult to predict
 - Revised staffing and procurement strategies are being implemented in parallel with this BOA
 - ORNL is hiring when the need is for more than 18 months
 - HR and division management are involved in every staffing decision
 - ORNL is growing and we have a large portfolio of existing and planned work
- We anticipate \$5M - \$8M annually
 - No minimum purchase commitment under the BOA

Transition Planning

- Current Subcontracts and Task Orders will not be ended early, however:
 - Options will not be exercised
 - New requirements will be awarded under the new BOA
- New Task Orders will not be issued under existing BOAs

New Procurement System – SAP Ariba

- ORNL is implementing SAP Ariba, a cloud-based “procure-to-pay” platform
- Ariba will facilitate a low-touch quoting and tasking process
- The successful offeror is required to transact all BOA actions in Ariba
 - Quotes
 - Task orders
 - Invoicing



What to Expect in the RFP

- Notice of set-aside: Small Business
- Local Office Requirement
- Evaluation Criteria
 - Performance Features
 - Offeror's Attributes
- Pricing Strategy: Multiplier
- Award Strategy: Best Value, technical merit is of higher importance than price
- MANDATORY Pre-Proposal Meeting - date will be a part of the RFP package



Important Dates

- Pre-Solicitation meeting – **May 25, 2021**
- Release RFP in **June 2021**
- Pre-Proposal meeting – approx. **3 weeks** after RFP release
- Proposal due date – approx. **3 weeks** after pre-proposal meeting
- Awards announced – approx. **6 weeks** after receipt of bids

Communication

- *At this point, all communication on this opportunity should be directed to the following:*

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Questions?

Thank you