Agenda

ORNL Small Business Opportunities
Proposal Workshop
Construction 101
Marketing to the Federal Government in a Challenging Environment
ORNL’s mission

Deliver scientific discoveries and technical breakthroughs needed to realize solutions in clean energy and national security and provide economic benefit to the nation.
Meeting national needs through discovery and innovation

Defending the nation

Improving human health

Developing energy solutions

Protecting the environment

Enhancing energy security

Advancing US competitiveness

Our work leads to solutions in clean energy and national security and provides economic benefit to the nation.
As a US Department of Energy (DOE) national lab, ORNL is part of a network for discovery and innovation.
ORNL facts and figures

- 3,200 research guests annually
- Nation's most diverse energy portfolio
- Nation's largest materials research portfolio
- Forefront scientific computing facilities
- World's most intense neutron source
- World-class research reactor
- Managing major DOE projects: US ITER, exascale computing
- 52 patents issued in FY21
- 241 invention disclosures in FY21
- 2,511 journal articles published in FY21
- 5,780 employees
- $2.4B annual expenditures
- $750M modernization investment
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Clinton Laboratories, 1943
Mission: Produce gram quantities of plutonium for chemical and engineering research

- Construct the world’s first continuously operated nuclear reactor
- Develop chemical processing techniques to separate plutonium from irradiated fuel
ORNL’s major science and technology initiatives

- **Advance the impact and application of neutron science**
- **Discover and design next-generation materials and chemical processes for energy**
- **Scale computing and data analytics to exascale and beyond for energy**
- **Achieve breakthroughs in nuclear science, technologies, and systems**
- **Provide strategic capabilities in isotope R&D and production**
- **Understand complexity in biological and environmental systems**
- **Deliver S&T to address pressing national security challenges**
- **Deliver transformational R&D on integrated energy systems**

**Achieve breakthroughs in nuclear science, technologies, and systems**

- **Provide strategic capabilities in isotope R&D and production**
- **Understand complexity in biological and environmental systems**
- **Deliver S&T to address pressing national security challenges**
- **Deliver transformational R&D on integrated energy systems**
Computing and data

Exascale Computing Project lead

Nation's most powerful computer

Delivering first exascale system
Isotope production and R&D

Stable and radioactive isotopes

Medicine, industry, research, security
Integrated energy systems

Efficient buildings and industries

Energy transitions

Advanced manufacturing

Reliable, resilient electricity grid

Image courtesy of Gate Precast
ORNL FY20 Small Business Performance

Goals vs. Actual
$882M Small Business Spend

- Small Business: 53%* (51%)
- Small Disadvantaged: 12%
- Women-Owned: 11%
- HUBZone: 5%
- Veteran-Owned: 8%
- Service-Disabled Veteran-Owned: 4%
- Large Business: 47%

Total procurement spend: $1.2B

* Minus large supercomputer purchase
ORNL Business Opportunities

- https://smallbusiness.ornl.gov
## ORNL Business Opportunities

- [https://smallbusiness.ornl.gov](https://smallbusiness.ornl.gov)

### Current Business Opportunity Listings

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
<th>Small Business Set-Aside</th>
<th>Estimated Value</th>
<th>Expected Issue Date</th>
<th>Expected Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stable Isotope Production and Research Center (SIPRC) Architect Engineering Services</td>
<td><a href="#">Details</a></td>
<td>No</td>
<td>$500K</td>
<td>June 2021</td>
<td>September 2021</td>
</tr>
<tr>
<td>Sewage Treatment Plant Modernization</td>
<td><a href="#">Details</a></td>
<td>No</td>
<td>$10M</td>
<td>April 2021</td>
<td>July 2021</td>
</tr>
<tr>
<td>Construction of the Craft Resources Support Facility (CRSF)</td>
<td><a href="#">Details</a></td>
<td>No</td>
<td>&gt; $10M</td>
<td>July 2021</td>
<td>December 2021</td>
</tr>
<tr>
<td>Structural Steel to Support Waveguides</td>
<td><a href="#">Details</a></td>
<td>No</td>
<td>&lt;$250K</td>
<td>May 2021</td>
<td>September 2021</td>
</tr>
<tr>
<td>Material Plasma Exposure Experiment (MPEX) Enhancements</td>
<td><a href="#">Details</a></td>
<td>No</td>
<td>&gt; $1M</td>
<td>July 2021</td>
<td>November 2021</td>
</tr>
<tr>
<td>AE Services for Critical Infrastructure Modernization Project (CIMP)</td>
<td><a href="#">Details</a></td>
<td>No</td>
<td>&gt; $500K</td>
<td>March 30, 2021</td>
<td>July 2021</td>
</tr>
</tbody>
</table>

### AE Services for Critical Infrastructure Modernization Project (CIMP)

- Small Business Set-Aside: No
- Estimated Value: > $500K
- NAICS Code: 541330
- Expected Issue Date: March 30, 2021
- Expected Award Date: July 2021
- Contact Name: Terri Cleveland
- Contact Email: clevelandtdd@ornl.gov

For each Business Opportunity, please contact the Procurement Officer listed to indicate interest in being placed on the bid list.

[ORNL Business Opportunities](https://smallbusiness.ornl.gov)

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ORNL Business Opportunities

- [https://smallbusiness.ornl.gov/facts/construction-pre-qualification](https://smallbusiness.ornl.gov/facts/construction-pre-qualification)

- Construction pre-qualification
  - Letter
  - TN Contractor’s License
  - Health & Safety Program – OSHA
  - Price Anderson Amendments Act (PAAA)
  - Experience Modification Rating (EMR)
ORNL Procurement Staff

Click on the name to find the person's email address and telephone number.

Brooks Baldwin, Director, Contracts

Teresa Hatmaker, Assistant

Computing & Computational Sciences/Information Services

Justin Keck, Procurement Manager

Roy Etheridge, TEAM LEAD

Mitzi Bailey

Eva Rather

Morgan Seleman

Jo Ann Fitzpatrick

Georgia Stone

Energy & Environmental Sciences, Physical Sciences, & TCR

https://contracts.ornl.gov/staff-assignments/
ORNL Small Business Programs Office

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  – Manager, Small Business Program  
  – Oak Ridge National Laboratory

• Email: mcgeecm@ornl.gov

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• Office: 865-576-3560
Our vision for ORNL: World’s premier research institution

- Conduct world-leading research
- Focus on the most difficult problems
- Ensure the nation’s energy future
- Strengthen national security
- Expand energy justice through innovation
- Deliver impactful breakthroughs