

Doing Business with Oak Ridge National Laboratory

Cassandra McGee Stuart
Manager, Small Business Program

January 19, 2022

ORNL is managed by UT-Battelle, LLC for the US Department of Energy



U.S. DEPARTMENT OF
ENERGY

Agenda

ORNL Small Business Opportunities

Proposal Workshop

Construction 101

Marketing to the Federal Government in a Challenging Environment

ORNL's mission

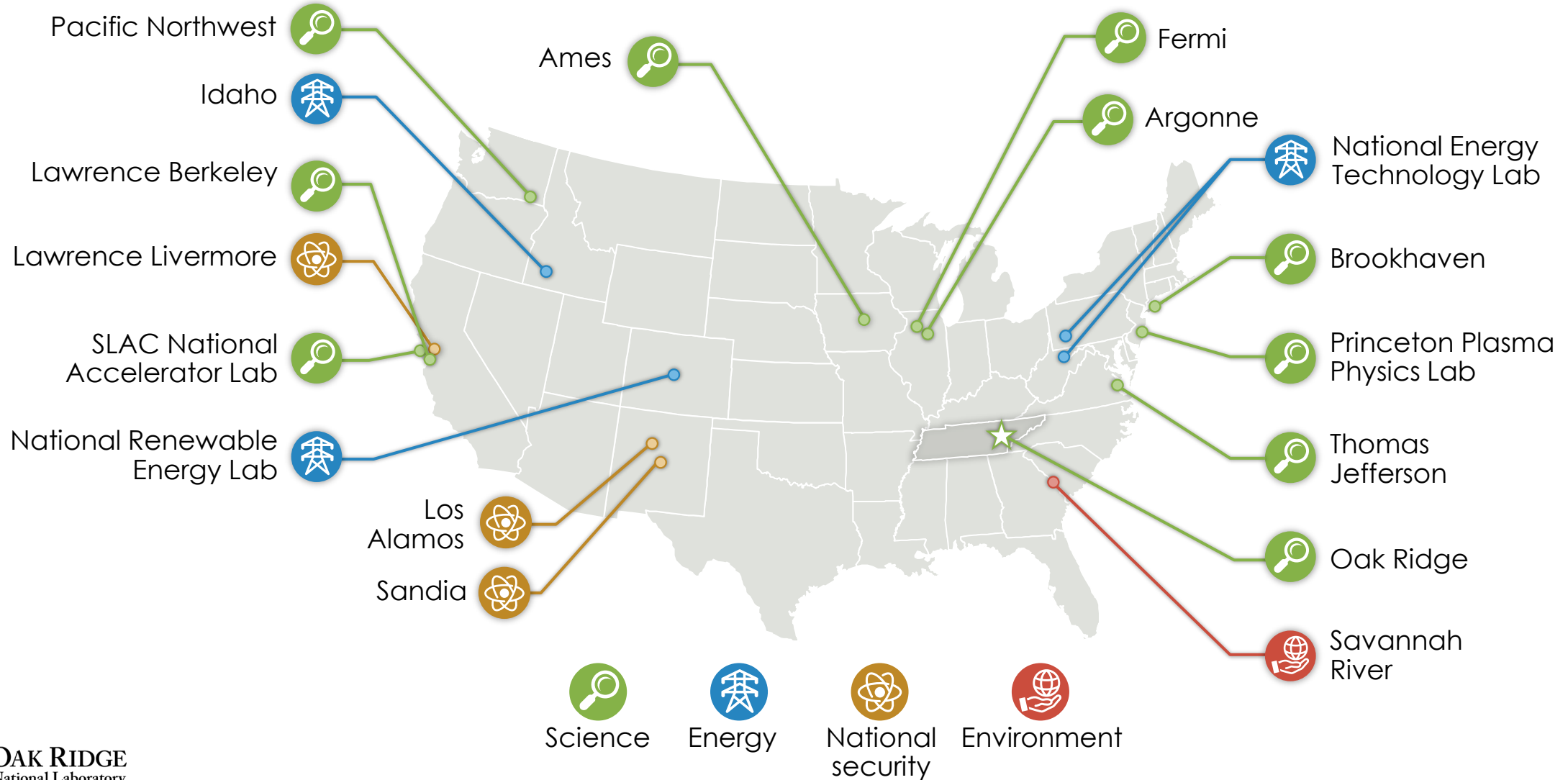
Deliver scientific discoveries and technical breakthroughs needed to realize solutions in clean energy and national security and provide economic benefit to the nation



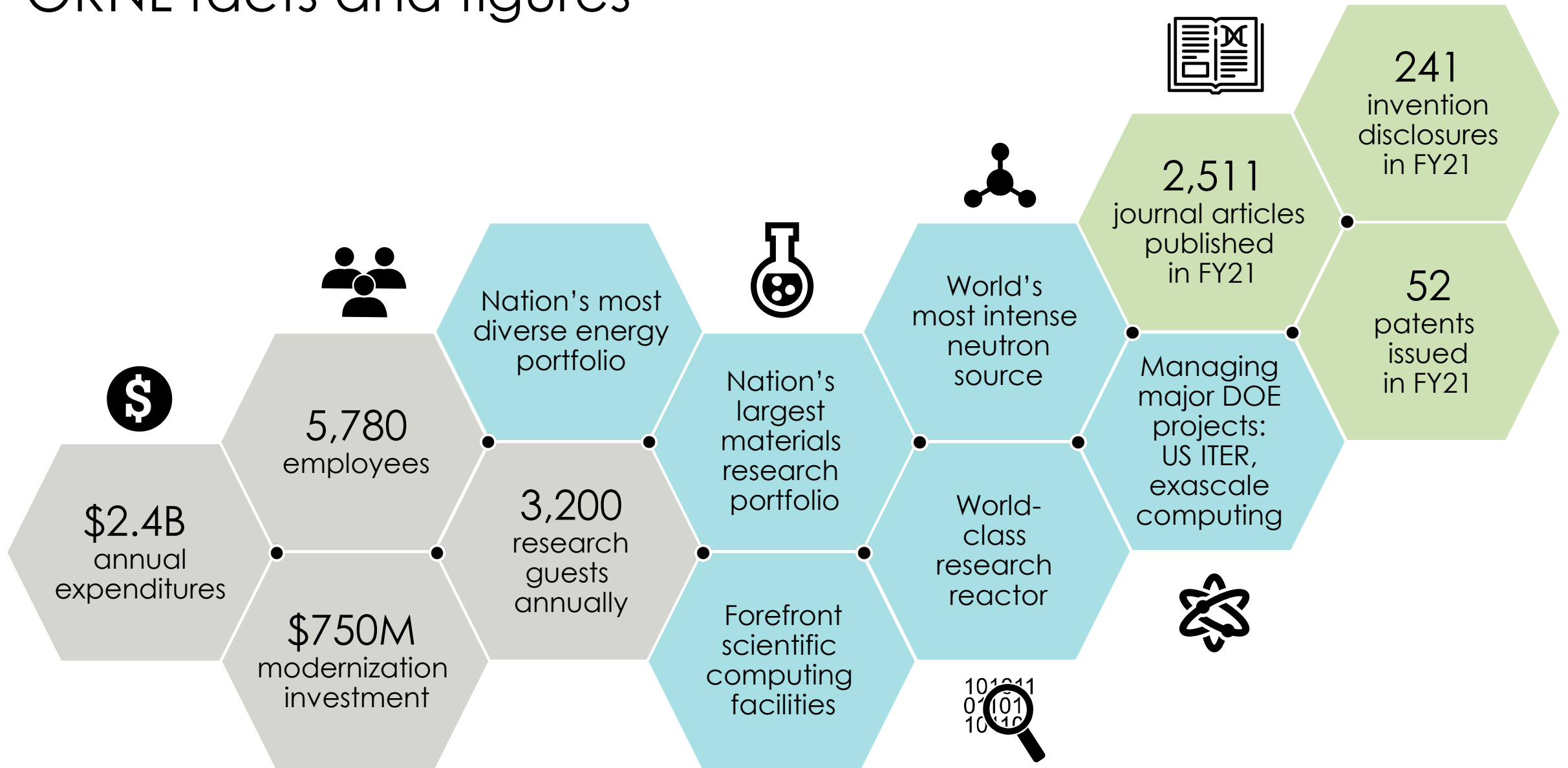
Meeting national needs through discovery and innovation



As a US Department of Energy (DOE) national lab, ORNL is part of a network for discovery and innovation



ORNL facts and figures



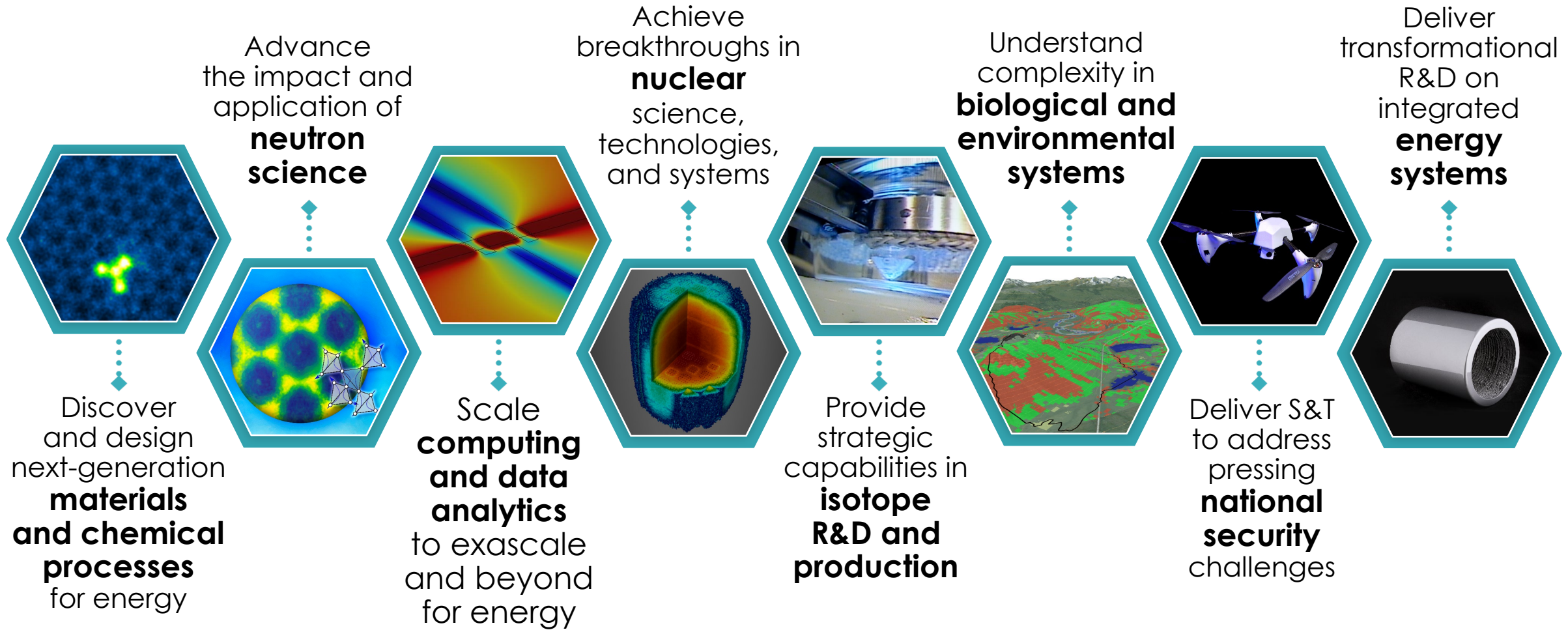
Clinton Laboratories, 1943

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





Computing
and data

Exascale
Computing
Project
lead

Nation's
most
powerful
computer

Delivering
first exascale
system

A Mars rover, likely Curiosity, is shown on the surface of Mars. The rover is white with black wheels and various scientific instruments. It is positioned in the center of the frame, facing slightly to the right. The background shows a vast, flat, reddish-brown landscape under a hazy sky. Three callout boxes are overlaid on the left side of the image, connected by lines to the rover. The top box is green and contains the text 'Isotope production and R&D'. The middle box is light blue and contains the text 'Stable and radioactive isotopes'. The bottom box is light blue and contains the text 'Medicine, industry, research, security'.

Isotope
production
and R&D

Stable and
radioactive
isotopes

Medicine,
industry,
research,
security

Image courtesy of NASA

Integrated
energy
systems

The diagram consists of six interconnected hexagons. The top-left hexagon is dark blue and contains the text 'Integrated energy systems'. The other five hexagons are light blue and contain the following text: 'Energy transitions' (top-center), 'Advanced manufacturing' (top-right), 'Efficient buildings and industries' (bottom-left), and 'Reliable, resilient electricity grid' (bottom-center). The hexagons are connected by a network of lines, with some connections passing through the hexagons themselves. The background of the slide is a photograph of a construction site at dusk, featuring two large blue cranes in the foreground, a body of water, and a city skyline in the distance. On the right side, there is a close-up of a modern building's facade with large glass windows reflecting the city lights.

Energy
transitions

Advanced
manufacturing

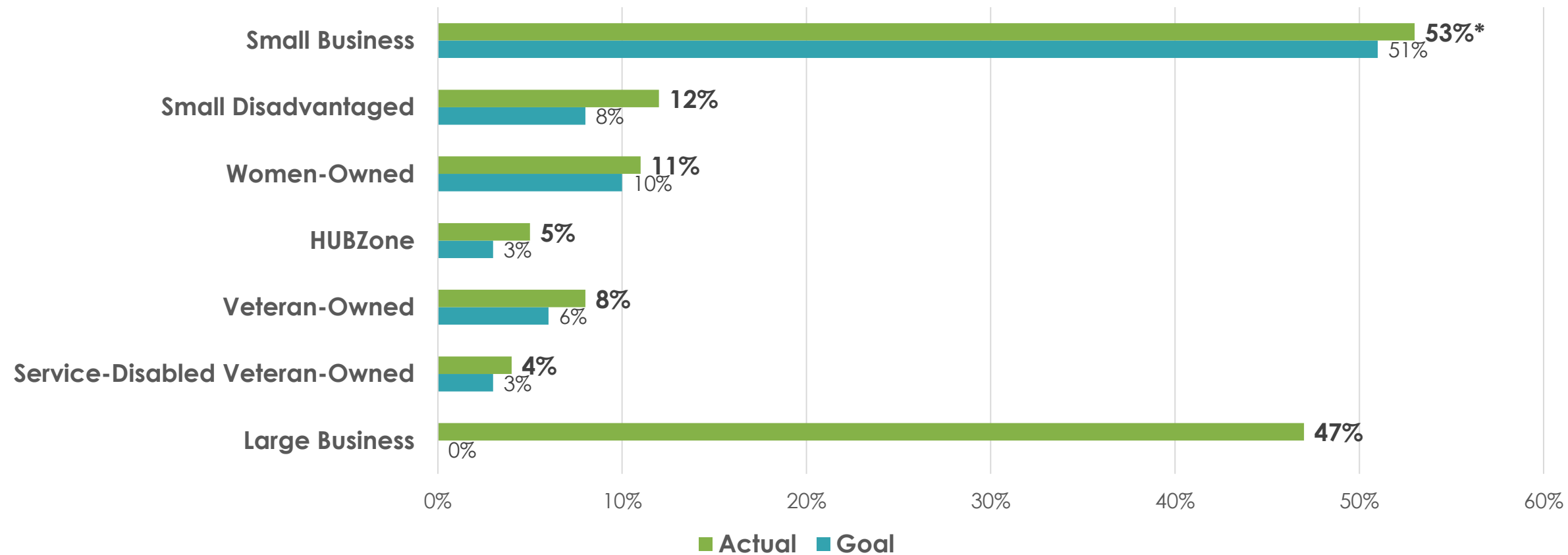
Efficient
buildings and
industries

Reliable,
resilient
electricity
grid

Image courtesy of Gate Precast

ORNL FY20 Small Business Performance

Goals vs. Actual
\$882M Small Business Spend



Total procurement spend: \$1.2B

* Minus large supercomputer purchase

ORNL Business Opportunities

- <https://smallbusiness.ornl.gov>

OAK RIDGE
National Laboratory

Small Business Programs Office

Home **Business Opportunities** Mentor-Protégé Program Working with ORNL Awards Events Information

Is your business a good fit?

Oak Ridge National Laboratory provides contracting opportunities for small and disadvantaged businesses. If your business can provide quality products and services on time and within budget, we want to talk to you!

[Contact Us Today](#)

Sign up to be notified by email when new listings are posted!

[SUBSCRIBE](#)

Business Opportunities

[Print this page](#)

Current Business Opportunity Listings

Category	Description	Small Business Set-Aside	Estimated Value	Expected Issue Date	Expected Award Date
	Stable Isotope Production and Research Center (SIPRC) Architect-Engineering Services Details	No	\$500K	June 2021	September 2021
	Sewage Treatment Plant Modernization Details	No	\$10M	April 2021	July 2021
	Construction of the Craft Resources Support Facility (CRSF) Details	No	> \$10M	July 2021	December 2021

Your newsletter subscriptions

- ☒ Computer/IT Services
- ☒ Computer Software/Hardware
- ☒ Construction
- ☒ Fabrication and Machining Services
- ☒ Industrial and Facility Services
- ☒ Industrial Equipment
- ☒ Professional and Staffing Services
- ☒ Research & Development
- ☒ Scientific Instruments

Check the newsletters you want to subscribe to. Uncheck the ones you want to unsubscribe from.

ORNL Business Opportunities

- <https://smallbusiness.ornl.gov>

Current Business Opportunity Listings

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

AE Services for Critical Infrastructure Modernization Project (CIMP)

[View](#)[Edit](#)[Delete](#)[Revisions](#)[Print this page](#)

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: clevelandtd@ornl.gov

[CIMP_CD_1_Support_EOI_R1.pdf](#)

[CIMP_CD_1_Support_Services_Scope_of_Work.pdf](#)

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/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

Contracts Home

Staff & Assignments

Documents Index ▾

Worker Safety & Health ▾

Accounts Payable

Marketplace Catalog

Construction & Demolition ▾

Electronic Funds Transfer

Business Opportunities

ORNL Supplier Portal

Organization Structure ▾

ORNL Contracts Internal

ORNL Solicitations

Contact



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 Selecman](#)

[Jo Ann Fitzpatrick](#)

[Georgia Stone](#)

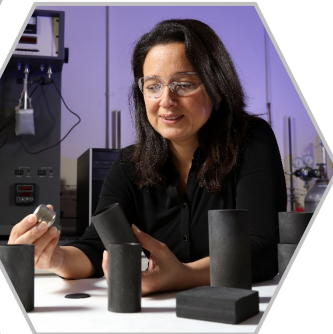
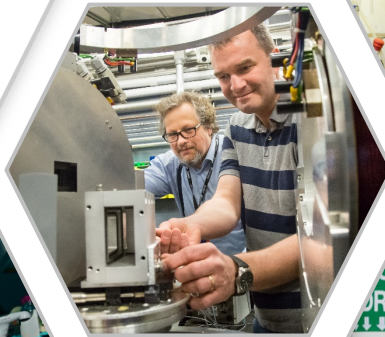
Energy & Environmental Sciences, Physical Sciences, & TCR

<https://contracts.ornl.gov/staff-assignments/>

ORNL Small Business Programs Office

- Cassandra McGee Stuart
 - Manager, Small Business Program
 - Oak Ridge National Laboratory
- Email: mcgeecm@ornl.gov
- Web: <https://smallbusiness.ornl.gov/>
- Office: 865-576-3560

Our vision for ORNL: World's premier research institution



Focus
on the most
difficult
problems

Conduct
world-
leading
research

Expand
energy justice
through
innovation

Deliver
impactful
break-
throughs

Ensure
the nation's
energy
future

Strengthen
national
security

