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

- Design/Mechanical Engineer
- Civil Engineer
- Materials Engineer
- Chemical Engineer
- Electrical Engineer
- Environmental Engineer
- Systems Engineer
- Structural Engineer / Analyst
- Process Engineer
- CAD Designer/Checkers

**This BOA will not include Computer or Information Technology Engineers**
What We’re 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 of higher importance than price
• MANDATORY: Pre-Proposal meeting – date will be part of the RFP package
Schedule

• Release RFP in June
• Pre-Proposal meeting – 3 weeks after RFP release
• Proposals due – 3 weeks after pre-proposal meeting
• Award announced – ~6 weeks after bids are due
Communication

• All communication on this opportunity should be directed to Bethany Kalous, Procurement Officer.

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Questions?

Thank you