

Pre-Solicitation Meeting Engineering Support Services

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May 24, 2021

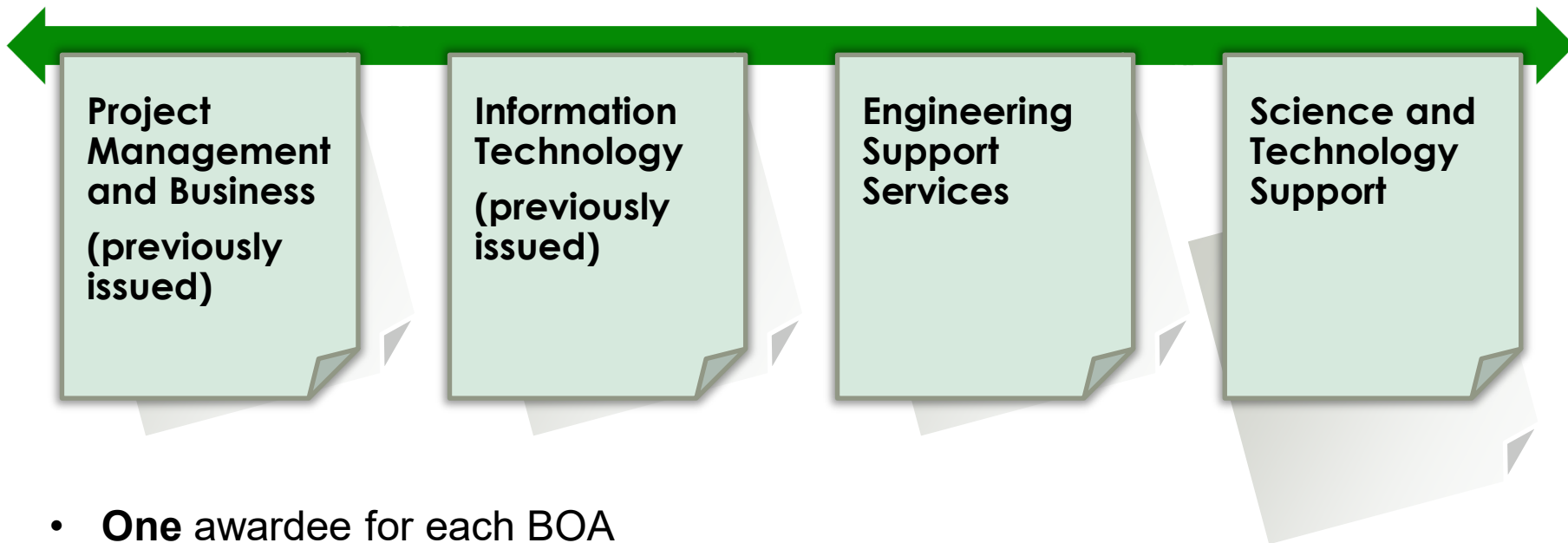
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New Approach to Subcontracting

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

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

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