



UT-BATTELLE



ORNL 2005 Vendor Networking Fair

August 2, 2005

**OAK RIDGE NATIONAL LABORATORY
U. S. DEPARTMENT OF ENERGY**

Greg Turner

Chief Financial Officer

OAK RIDGE NATIONAL LABORATORY
U. S. DEPARTMENT OF ENERGY



Welcome and Introduction

- **Welcome small and large businesses, current and potential suppliers for Commercial Items**
- **Future ORNL business outlook**
- **Doing business with ORNL**
- **Small Business Program**
- **SBA Tennessee special guest**
- **Upcoming Commercial Items opportunities**
- **Meet the Acquisition Management System Team – Q&A**
- **Meet the suppliers - Exhibits**

Barry Miller

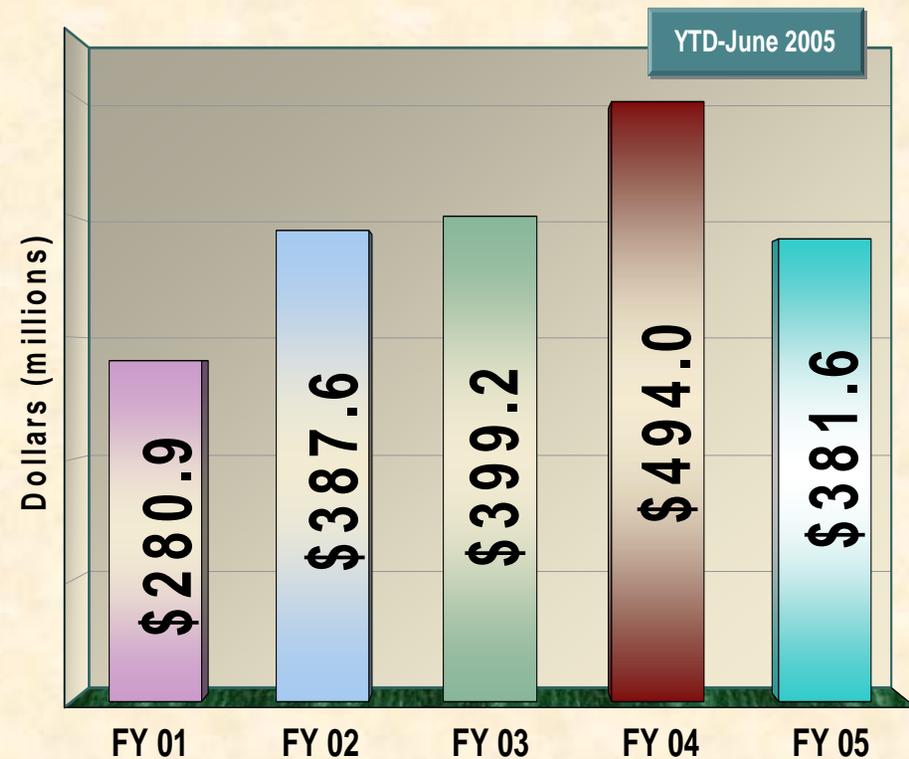
Director, Contracts

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Trends - Spend Chart FY 01-05

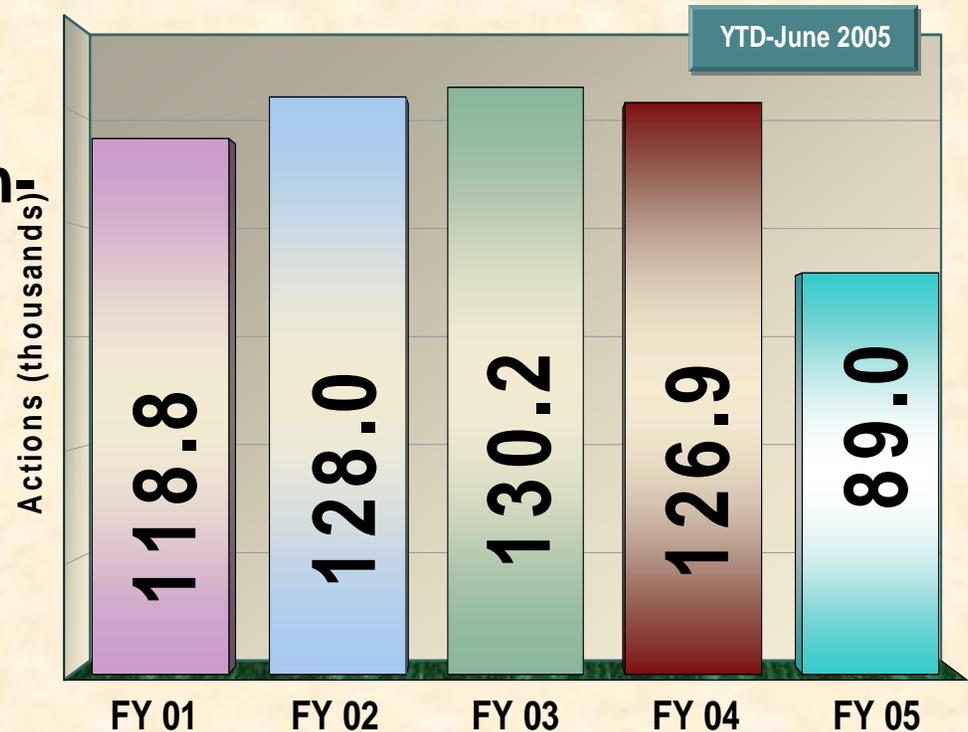
- Growth at 75.8%
- SNS, Supercomputing, Threat Reduction Programs account for majority of growth
- If typical year-end spending occurs ORNL will meet or exceed \$500 million in contract awards



Includes P-Cards

Trends – Actions Since FY 01

- Largest growth in non-commercial items
- Expect increase in commercial FY06-08 as ORNL programs grow and several areas go operational

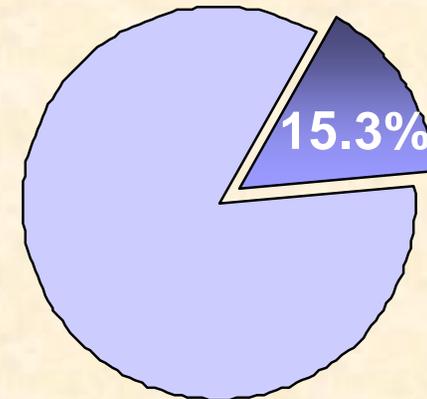


Includes P-Cards

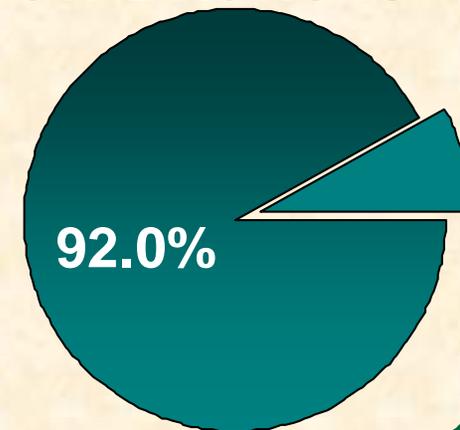
Doing Business with ORNL

- **YTD (through June) 05:**
- **Commercial Items**
 - **Contracts Division Buyers, AVID/JIT agreements, P-Cards**
 - **CSSC, Fabrication Center Engineers**
 - **P-Cards take the place of 20 buyers and supporting personnel – Valuable tool**

TOTAL DOLLARS



TOTAL ACTIONS

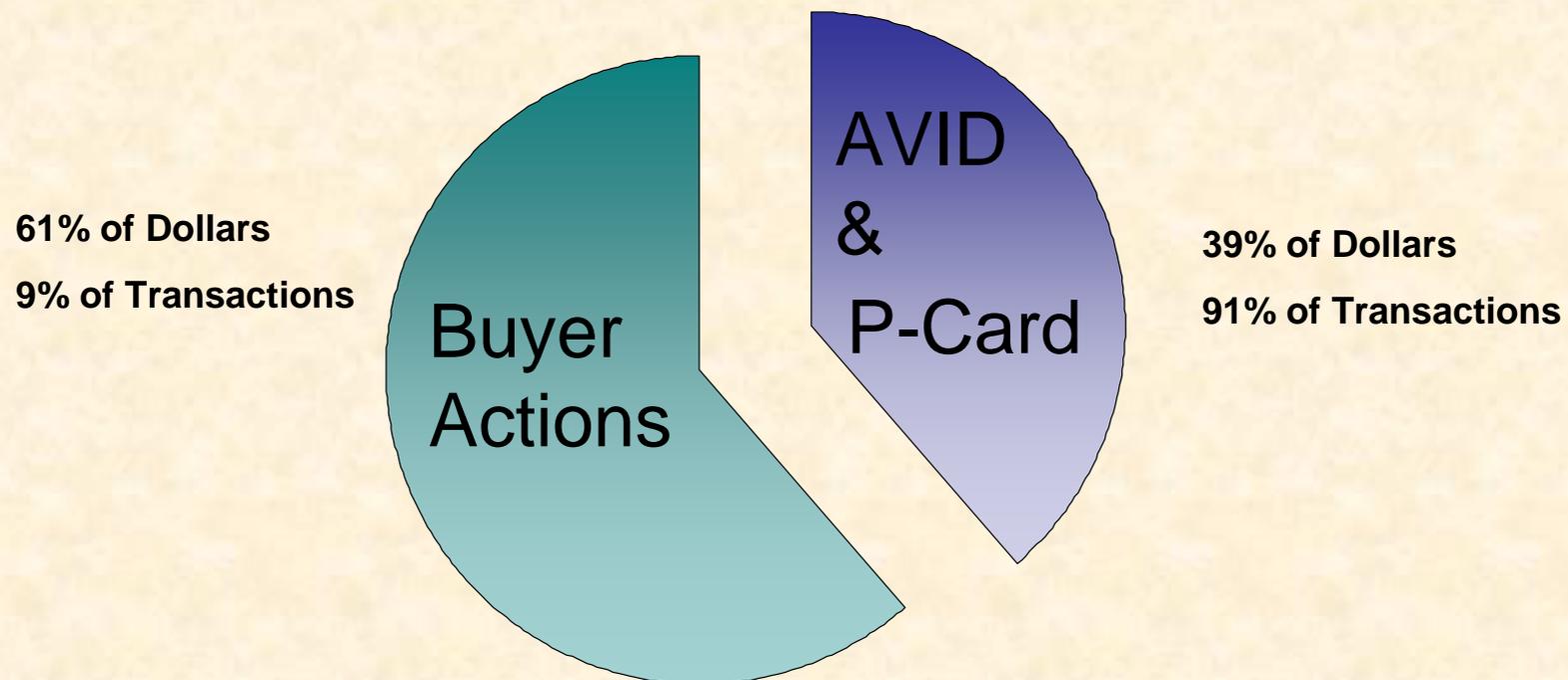


CI Rapid Purchasing Techniques

- **AVID – Just In Time Agreements**
 - 1.5 million items available online
 - 10 re-bids in process of solicitation/award
 - Performance Based Terms – up to 10 years
- **P-Cards – 350+ Cardholder direct purchases**
 - Cardholders' purchases provide opportunities to determine patterns
- **Express Buys – Requisitioner/Contracts buyers**
 - Requires greatest procurement resources
 - Offers greatest opportunities for data mining

Commercial Items

**YTD 05 (through June) Dollars and Transactions
(\$58.5M 82,004 actions)**



1) Just In Time Agreement Process

- **Contracts Division solicits, awards JIT agreement**
 - Requisitioner determines individual requirement
 - Requisitioner selects supplier from list on ORNL web
 - Requisitioner shops supplier's punch-out web catalog
 - Requisitioner submits purchase order directly to supplier from ORNL web
 - Purchase order prints to supplier
 - Order arrives, crosses ORNL dock, goods receipt issued
 - Automatic payment to supplier within 24 hours

2) P-Card Process

- **Approximately 350 ORNL Cardholders**
- **P-Card issued based on need and manager approval**
- **25 top cardholders purchase 60 percent of dollars**
- **8 power buyers (CSSC) located in divisions with increased buying limits**
- **Cardholder purchases directly from suppliers**
- **Cardholder submits advance entry information for each transaction**
- **Cardholder reconciles statements each month, assigns account information**

3) Buyer Procurement Process

- Requirement identified by lab customer
- Requisition submitted to ORNL Contracts
- Requisition assigned to buyer by manager
- Buyer obtains quotes from suppliers
- Buyer awards purchase order
- Purchase Order crosses dock, goods receipt issued
- Accounts Payable pays within 30 days

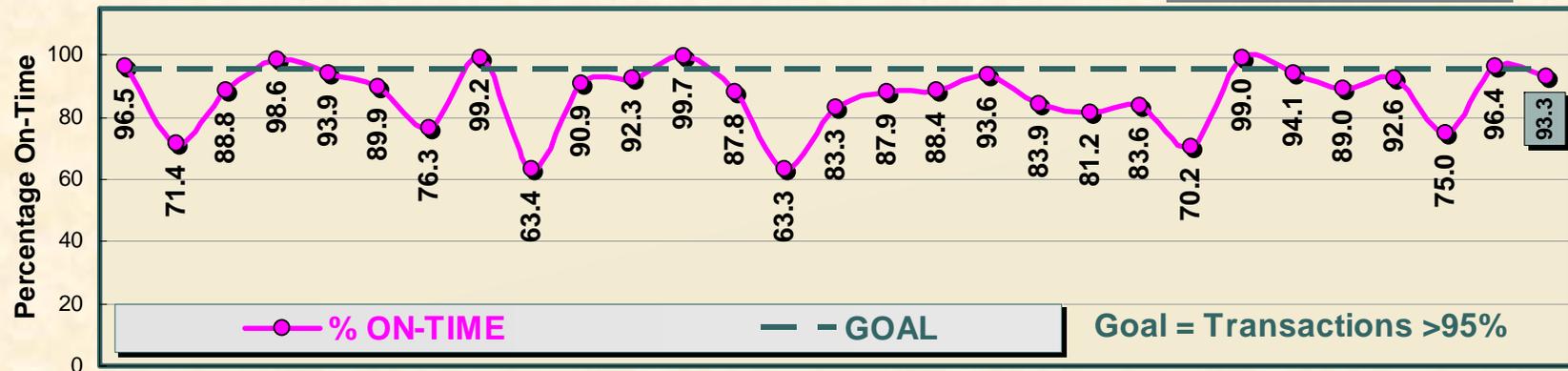
Initiatives

- **Data Mining**
 - Turn Express Buys and P-Card Purchases into JIT Agreements
- **Incentive Term Performance**
 - 2-year initial term
 - Five 2-year options - 10 years possible

On Time Delivery

AVID On-Time Delivery Report - YTD *Cumulative*

YTD-June 2005



Will Minter, Manager Asset Mgt. & Small Business Program

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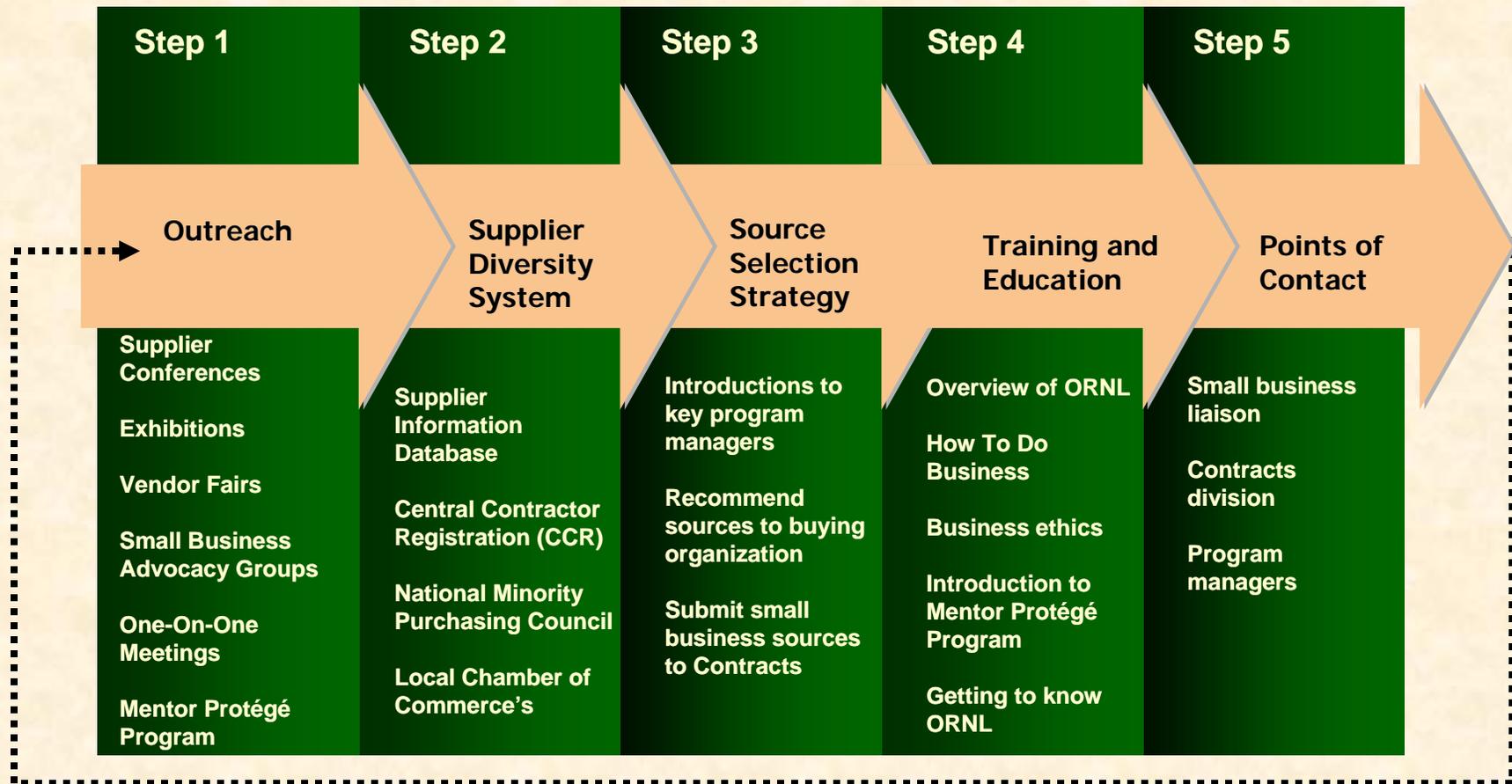
Doing Business With the Oak Ridge National Laboratory



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ORNL Small Business Advocacy Strategy



Services We Buy

**Architect &
Engineer**

**Information
Technology**

**Personal
Services**

Construction

**Telecommunication
Services**

**Education &
Training**

**Research
Support**

**Administration
Support**

**Maint., Repair &
Rebuild Services**

**Education &
Training**

**Homeland
Security Support**

**Management
Support Services**

See our website for detail listing.

Commodities We Buy

**Computer
Hardware**

Paints

**Industrial
Supplies**

Chemicals

Electrical

**Pipe, Tubing,
& Fittings**

**Laboratory
Supplies**

**Electronic
Components**

**Cleaning equip.
& supplies**

**Building &
Construction**

**Office
Supplies**

Lubricants

See our website for detail listing.

Business Development Assistance

- **Mentor Protégé Program**
- **One-on-One Internal Marketing Assessments**
- **Referrals to SBA & other small business advocates**
- **On-site Vendor Fairs**
- **Promoting an entrepreneurial culture using ORNL Technology**
- **Small Business Subcontracting Plan**

Economic Development Goal 1: Promoting an entrepreneurial culture.

- **Entrepreneurial leave**
- **Center for Entrepreneurial Growth (CEG)**
- **Technopreneurial programs**
- **SBIR support**

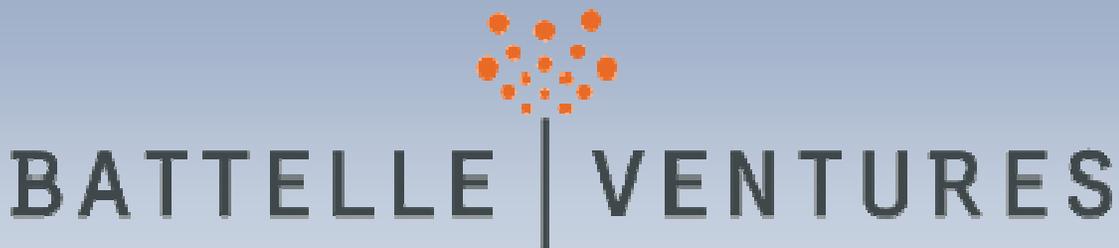


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ORNL Economic Development Goal 2: Increase access to venture capital.

- **Utilize “Battelle Ventures” as a key partner**
- **Grow New Venture Capital Relationships**
- **Grow Technology 2020 Seed Fund**
- **Establish Local Venture Capital Funds**



Awards and Recognitions – Best In Class Results

- **2005 Dwight D. Eisenhower Award**
- **2004 Department of Energy “Best In Class” assistance to Historically Black Colleges and Universities**
- **2003 Department of Energy Small Business Diversity Achievement Award**
- **2003 U.S. Small Business Administration’s Award of Distinction**
- **2002 Tennessee Small Business Advocacy Award presented by the Tennessee Department of Economic and Community Development**
- **2001 Star Performer – Secretary of Energy Award**

Marketing to ORNL

- **Visit the ORNL Small Business web site**
- **Register your business in our Supplier Information Database**
- **Register on Central Contractor Registration (CCR) database**
www.ccr.gov
- **Send your capability documents to the Small Business Office**



Marketing to ORNL - continued

- **Make an appointment to visit the Small Business Office (optional)**
- **Visit our web site for Upcoming Subcontracting Opportunities**
- **Keep in touch by e-mail with your ORNL small business representative**



Oak Ridge National Laboratory
Small Business Programs Office
1009 Commerce Park Drive, Suite 350
Oak Ridge, Tennessee 37830

Fax: (865) 576-0096

Web site: www.ornl.gov/smallbusiness/
www.ornl.gov/adm/contracts

<u>Name</u>	<u>Phone</u>	<u>e-mail</u>
Kim Hinton	(865) 576-5484	hintonkc@ornl.gov
Will Minter	(865) 574-9803	minterwd@ornl.gov

W. Clint Smith, District Director SBA Tennessee Office

- **Assistance provided by SBA**

Cecilia Jones, Manager Commercial Support Group

Commercial Support Group

- **Rapid Purchasing Techniques**
- **Team Leader:**
 - Roy Etheridge
- **AVID Administrator:**
 - Jackie Smith
- **P-Card Administrator:**
 - Janice Crippen
- **Commodity Buyers:**
 - Dave Carrington
 - Betty Salada
 - Aaron Goin
 - Chuck Marth
- **Express Buyers:**
 - Candace Meade
 - Tina Moody
 - Dalena Lohman

Acquisition Management System Team

- **AVID Coordinator-Deliveries: Randy Hinton**
- **SAP Analyst: Tracey Lawson**
- **Quality Services: Connie Arnwine**
- **Small Business Program: Kimberly Hinton, Marilyn Rich**
- **Accounts Payable: Barbara Bullock**
- **CSSC: Joy Ramsey, Bonita Vaught, Ken Houbre, Sally Gardner, Dana Freshour, Vicki Beets, Wanda Gilliam, Jackie Nelson**

UPCOMING PROCUREMENTS

- **Communicated through ORNL Websites**
- **Procurement Home Page – Lists Upcoming Agreements, Subcontracts, Buyers**
- **Small Business Program Home Page – Vendor Data Base**

Upcoming Procurements In Progress

- **Automotive & Industrial Supplies, Lubricants (Chuck Marth)**
- **Copier Paper (Betty Salada)**
- **Filters, Power Transmission Equipment (Aaron Goin)**
- **Custodial (Jackie Smith)**
- **Paint – (Jackie Smith)**

Upcoming Procurements To Be Issued

- **Building & Plumbing Supplies (Chuck Marth)**
- **Hardware/Software (Roy Etheridge)**
- **Gloves, Respirators, Safety Supplies (Jackie Smith)**
- **Electrical Supplies/Lamps (Betty Salada)**
- **Office Supplies (Jackie Smith)**
- **Chemical & Industrial Supplies (Jackie Smith)**

Award Considerations

- **Multiple Awards for Some Agreements**
- **Performance Evaluations after 2 Years**
 - **Competitive Pricing, On-Time Delivery, Customer Service, Ease of Use for OCI Catalog, Adherence to Quality Requirements, Effectiveness of Restricting Prohibited Items from Catalog**
 - **Growth of AVID Business**
- **Add JIT Agreements as Determined from Buyer Actions and P-Cards**

Questions And Answers

- **Questions - Ask the Acquisition Management Team**
- **Break**
- **Open Exhibits, Networking**
- **Drawing for Door Prizes at 12:45**
- **Thank you Summer Students: Ashley Smith, Lisa Napier, Katie Medlock**