

Small Business Program Brookhaven National Lab

Outreach, Inreach and Compliance

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Management

BSA Community Advisory Council

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70 YEARS OF
DISCOVERY

A CENTURY OF SERVICE



Overview

- Mission
- Small Business Liaison Officer (SBLO)
- FY16 Achievements
- FY17 Goals & Progress
- Outreach
- Inreach
- Compliance
- Opportunities
- Mentor-Protégé Program
- Awards

Mission

- The Small Business Program is designed to serve as the advocate and point of contact for the six (6) small business categories, who are seeking contracting opportunities at Brookhaven.
- The Small Business Program's primary mission is to connect responsible and reliable small businesses who can meet the needs of the Laboratory by offering high quality goods or services, on time, and at a fair and reasonable price with the procurement specialist at Brookhaven.
- The program will strive to enhance the small business community by supporting recognized superior performers and offering guidance and support to help grow the small businesses that meet our needs.

Brookhaven Science Associates, LLC Brookhaven National Laboratory

Major Facilities:



National Synchrotron Light Source II (NSLS II)
Extremely bright beams of x-ray, ultraviolet, and infrared light are used to examine a wide range of materials, in order to accelerate advances in energy, environmental sciences, and medicine.



Center for Functional Nanomaterials (CFN)
At the CFN, scientists study and fabricate materials at the nanoscale to find and develop efficient forms of renewable energy.



New York Center for Computational Science
In a partnership between Brookhaven & Stony Brook University two IBM supercomputers support a broad range of research.



Relativistic Heavy Ion Collider (RHIC)
Physicists study the nature of matter as it existed in the first microsecond of the universe at this underground facility 2.4 miles in circumference.



The Northeast Solar Energy Research Center
A one-megawatt solar photovoltaic array allows scientists in government, academia, and industry to test new solar, battery storage, and grid technologies.

Small Business Liaison Officer

- Point of contact for small business concerns
- Outreach and Inreach
- Recommend Resources to small business

Local

- Long Island Association (LIA)
- Hauppauge Industrial Association (HIA)

National

- Small Business Development Centers (SBDC)
 - Farmingdale State College
 - Stony Brook University
 - Brooklyn - NYC College of Technology
 - Procurement Technical Assistance Center (PTAC)

FY16 Achievements

Category	%Goals	%Actual	\$ Value
Small Business	50%	51%	\$73M
Small Disadvantaged Business	5%	5%	\$7M
Small Woman Owned Business	6.5%	7%	\$11M
Small HUB Business	3%	4%	\$5M
Small Service Disabled Veteran Business	3%	1%	\$2M
Small Veteran Business	3%	3%	\$4M

***These are percentages of the total procurement spend for the fiscal year.

FY17 Goals & Actuals as of the 2nd Quarter

Category	%Goals	%Actual	\$ Value
Small Business	50%	42.87%	\$56M
Small Disadvantaged Business	5%	4.41%	\$6M
Small Woman Owned Business	5%	5.79%	\$6M
Small HUB Business	3%	2.32%	\$3M
Small Service Disabled Veteran Business	3%	1.33%	\$3M
Small Veteran Business	3%	3.37%	\$3M

***These are percentages of the total procurement spend for the fiscal year. Actuals are reflective of progress through the 2nd quarter.

Opportunities

- Internal departments provide many services that would otherwise go to small business such as:

Advertising/PR

Printing

Information Technology Services

Legal & Medical Services

Photography Services

Web Design/Hosting

- Brookhaven does **NOT** maintain a bid list. However, Brookhaven **DOES** post bidding opportunities that are high dollar procurements on the federal government's FedBizOpps web site (www.fedbizopps.gov).
- The **FedBizOpps** Sign up for the "Watch List" where small businesses will automatically be notified of government solicitations over \$25,000
www.fedbizopps.gov



Outreach

- Networking
- Expos
- Procurement Fairs
- Match Making Events & Educational Workshops
- One-on-one meetings with suppliers
- Seminars
- Webinars

SMALL doesn't always mean "small"

The federal government defines a small business by the North American Industrial Classification System (NAICS) codes.

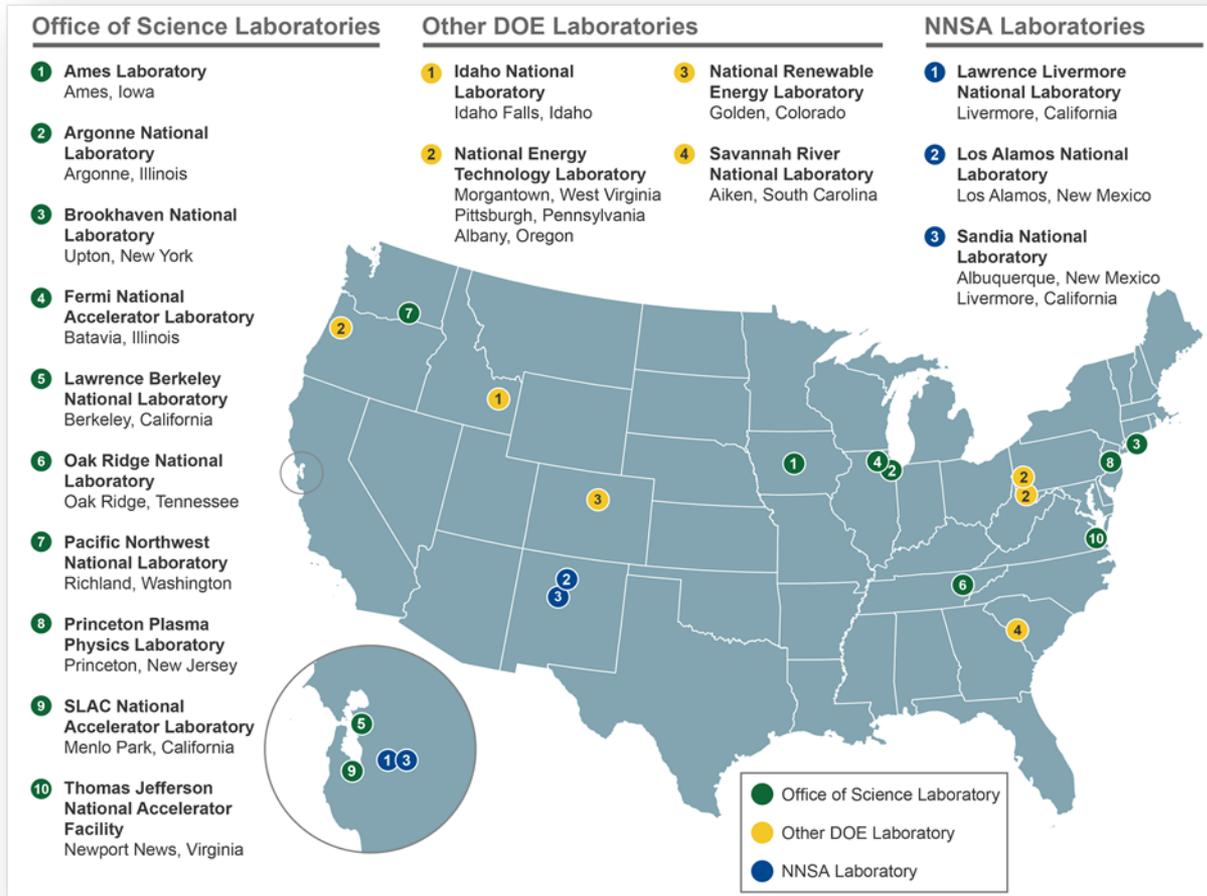
<u>Category</u>	<u>NAICS code</u>	<u>Under # Employees*</u>	<u>Under \$ Revenue**</u>
Architectural Consultant	541310		\$ 7.5 M
Chemicals	424690	500	
Commercial construction	236220		\$ 36.5 M
Computer	334111	1,250	
Electron Microscope	334516	1,000	
Ind. Safety Devices	423450	500	

For more info on NAICS codes and small business types, go to:
<http://www.bnl.gov/ppm/SDB/DefinitionNAICS.asp>

* Average number of employees over the last 12 months.

** Average annual revenue over the last 3 years.

Market to some of the other DOE National Laboratories



Links to these laboratories can be found at: <http://www.bnl.gov/PPM/SDB>

Other subcontracting opportunities to consider:

Every Federal Agency has an **Office of Small & Disadvantage Business Utilization** (OSDBU) which is your entry point into that Agency. Decide what Agency you would like to sell to and look them up at:

<http://www.vetsgwac.com/federal-osdbu-offices.html>

Send the SBLO an email with your **one page** capabilities statement. Be sure that it includes all the type(s) of small business categories that apply to your business AND what you sell.

Inreach

Information to Buyer

- Updates of Federal Acquisition Regulations (FAR)
- Set Asides
- Workshops
 - Finding North American Industrial Classification (NAICS) codes
 - Using System for Award Management (SAM)

SmallBiz Newsletter

- Buyer's accomplishments are published, and latest changes in government contracting are disseminated to the buyers.

Fairs

- Small Business Fairs

Compliance

Manage Subcontracting Plans

- BSA's and the Subcontractor's Plans
- Small Business Exception Forms
 - Contracts over \$150k
- SCP Waiver
 - Contracts over \$700k or \$1.5 mil for construction

Maintain Records

i.e. Small Business Administration (SBA) Certified Verification

- Hub Zone (small companies that operate and employ people in Historically Underutilized Business Zones)
- 8a Certification (socially and economically disadvantaged businesses)

Mentor Protégé Program



- Protégé is a small business
- Two (2) year term

- Current formal DOE Protege is R&R Enterprise d/b/a Hold That Scene:
 - ProveWrite System
 - Botanical DNA Authentication System

BNL Award Winning Small Business Program



- BSA was selected by the U.S. Small Business Administration (SBA) as the national winner of the 2016 Dwight D. Eisenhower Award for Excellence in the Research and Development category. This award recognizes by category a single large organization that has excelled in its use of small businesses as suppliers and subcontractors.
- Jill Clough-Johnston of Procurement & Property Mgmt. Division (Small Business Liaison Officer); Dave Paveglio attended on her behalf to accept the award.

Questions?



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NATIONAL LABORATORY

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