



# Doing Business with PNNL

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Small Business Program Manager



PNNL is operated by Battelle for the U.S. Department of Energy





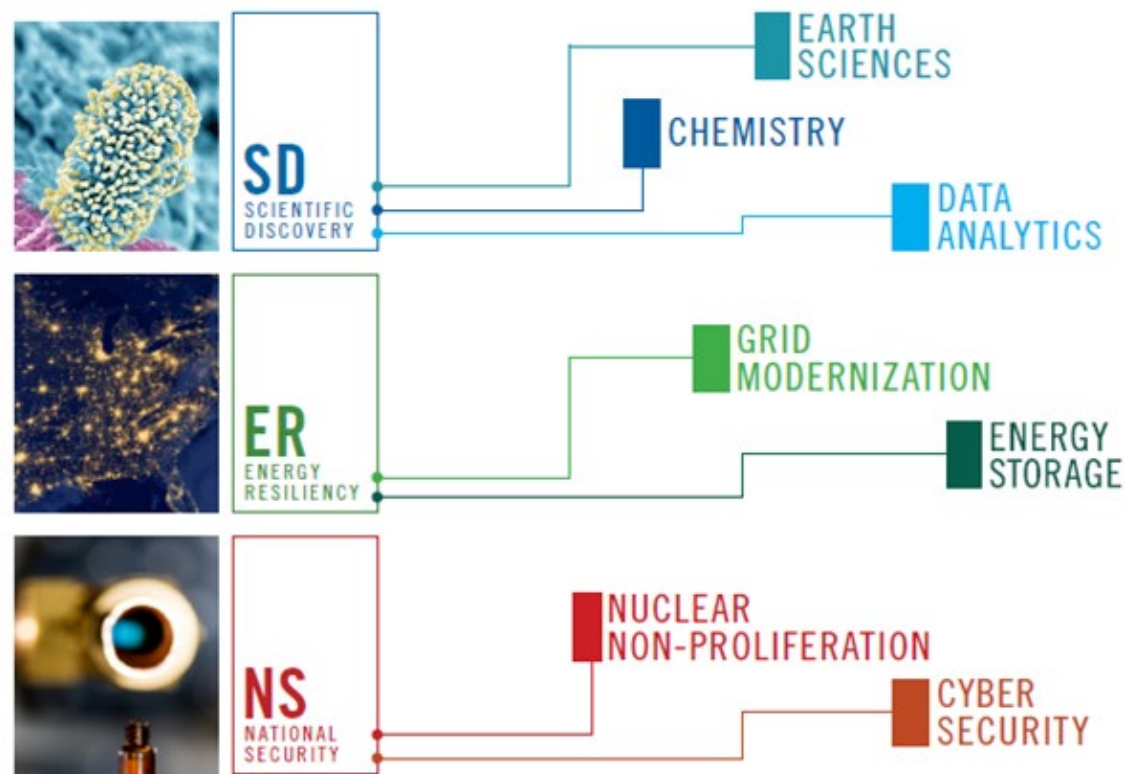
# DOE's 17 **national laboratories** tackle critical scientific challenges





# About **PNNL**

- Operated by Battelle Memorial Institute since 1965
- Mission-driven collaborations with government, academia and industry, Environmental Molecular Sciences Laboratory global user facility



# PNNL is one of DOE's **most diverse** national laboratories



**\$1.34B** Spending



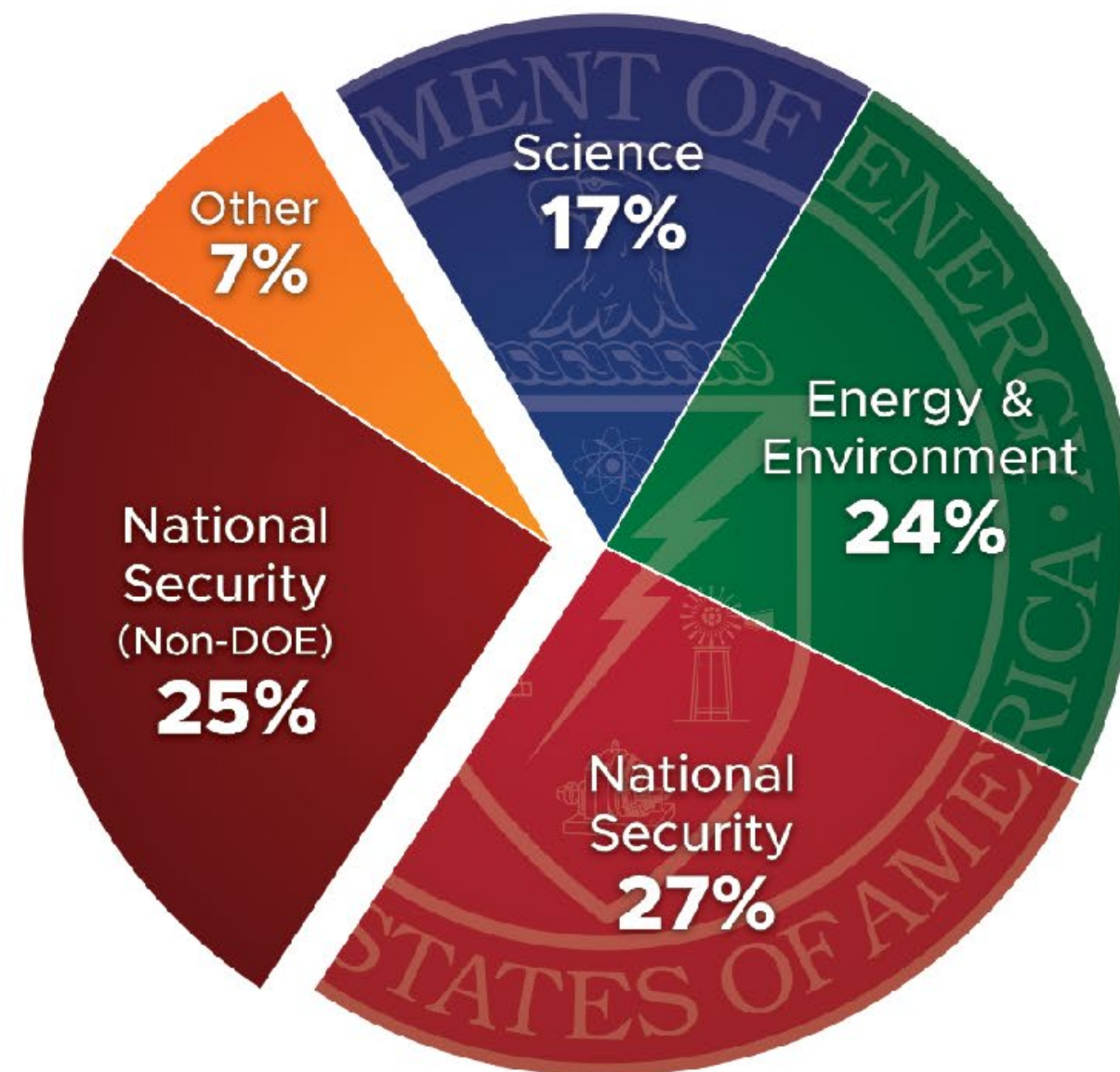
**5,700** Staff



**1,905** Peer-reviewed Publications



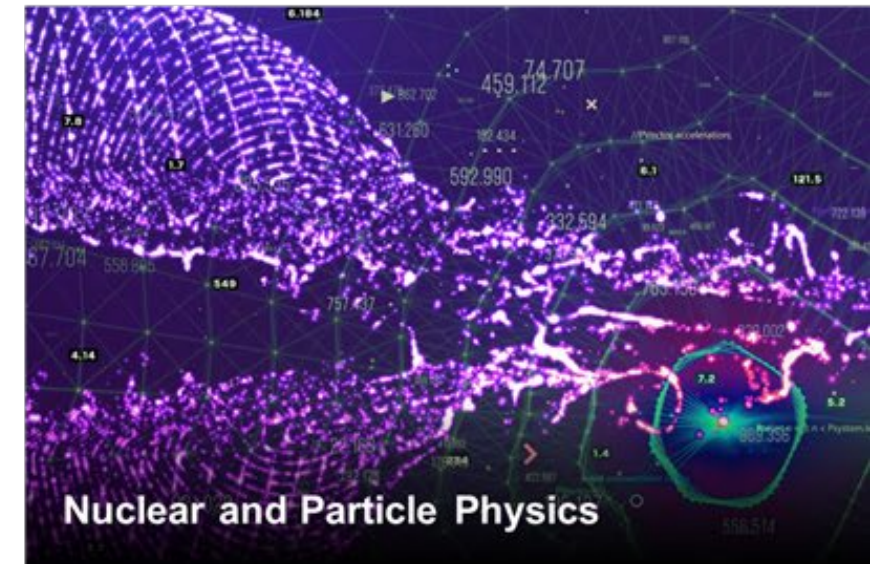
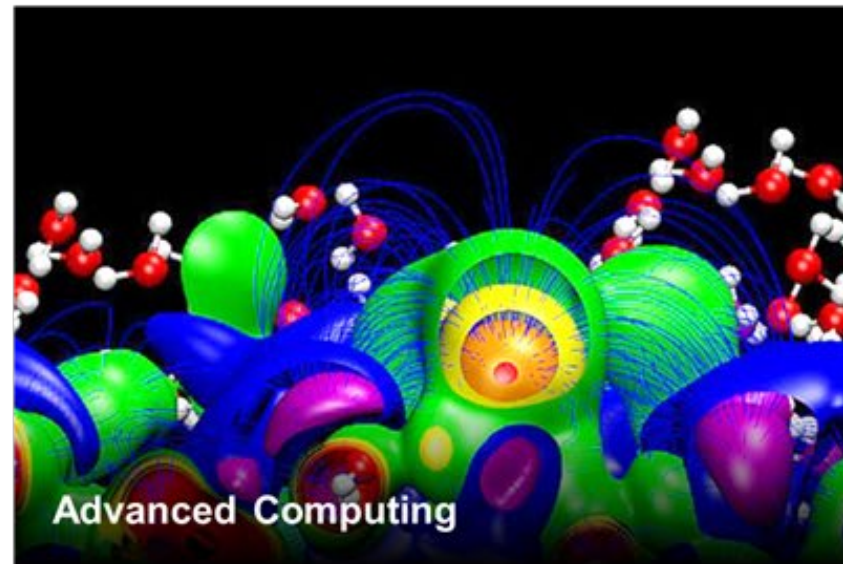
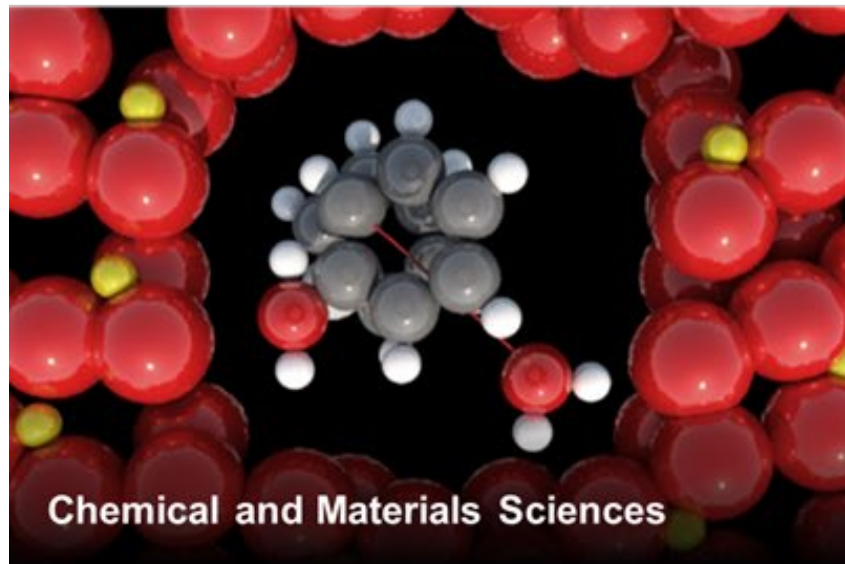
**272** Invention Disclosures



FY 2022 Spending



# PNNL's **Science** mission advances understanding of the world around us



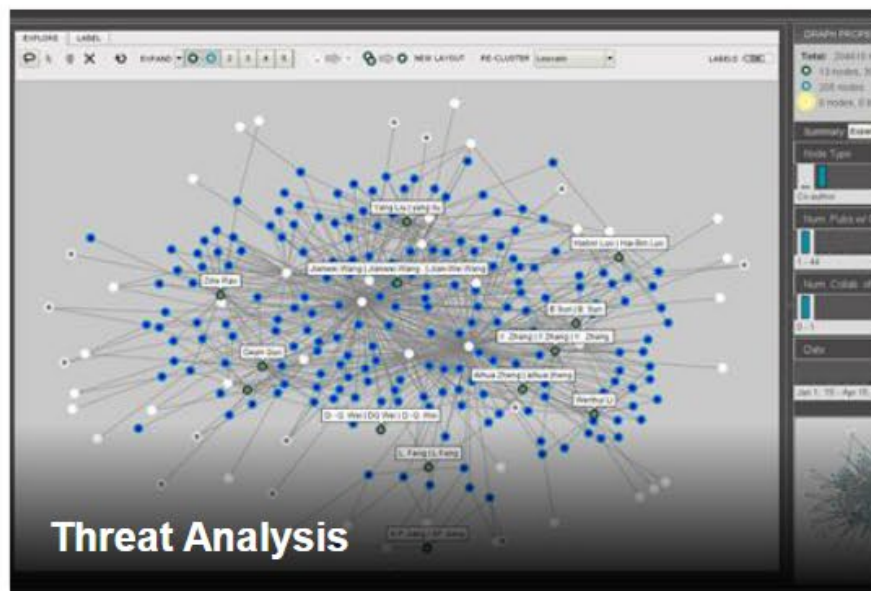
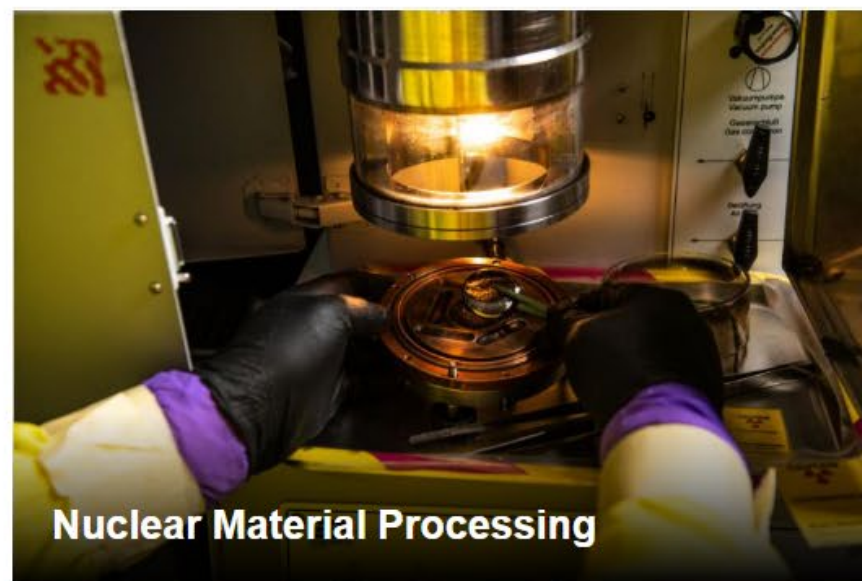


# PNNL's **Energy and Environment** mission delivers innovations for US energy future





# PNNL's **National Security** mission is reducing the threat from weapons of mass effect





# State-of-the-art facilities enable world-class research



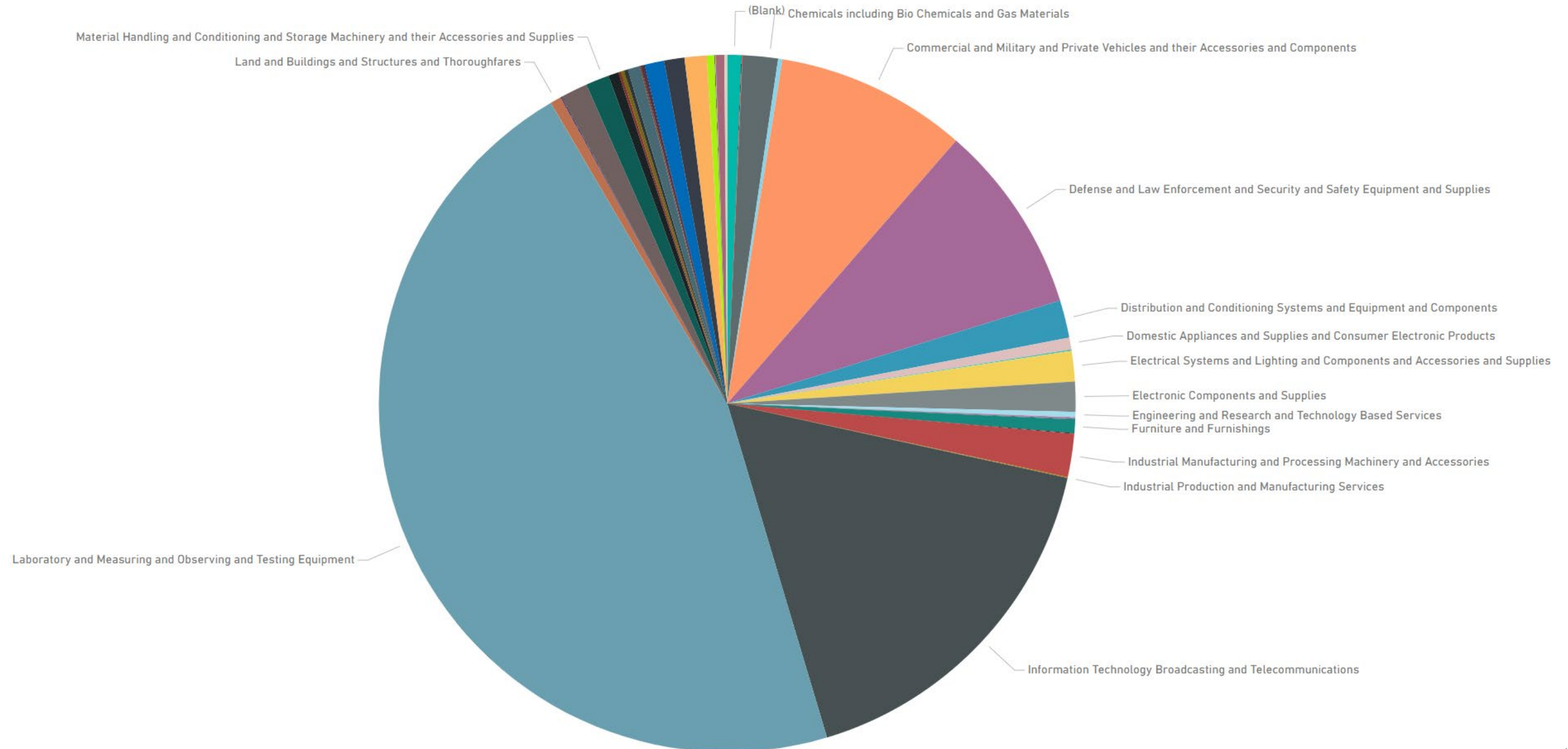


## What we buy and how we buy it

- PNNL purchases a VERY broad spectrum of goods and services through three purchasing mechanisms:
  - Subcontracts/Purchase Orders – high-risk/high dollar goods and services; \$517M in FY23
  - P-Card – low dollar goods (< \$10K) and services (<\$2,500); \$31M FY23
  - B2B – Commercial Off-The-Shelf goods (<\$35,000) via eCommerce; \$18M in FY23
- PNNL supports DOE's small business objectives
- Typical Purchases include scientific & laboratory equipment; energy & efficiency resources; security software systems and products; computational tools and information technology services; construction and facilities infrastructure equipment



# Top Goods Categories for FY23





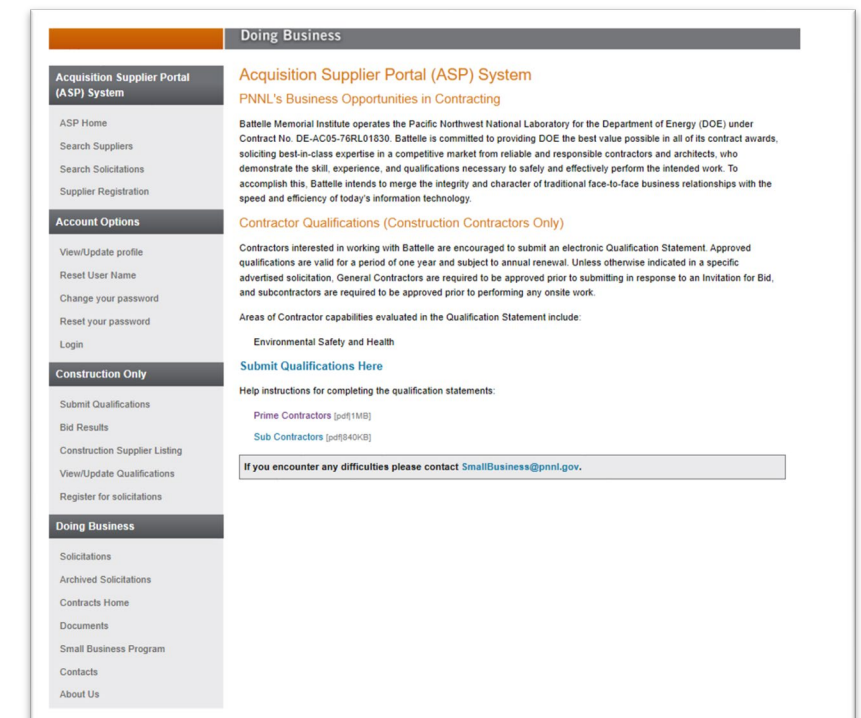
## FY23 Small Business accomplishments

Total	Totals		Goal
	\$	%	%
Large	\$149,297,397	41.2%	50.0%
Small	\$213,465,671	58.8%	
Total	\$362,763,068		
SDB	\$36,605,753	10.1%	5.0%
WOB	\$21,683,721	6.0%	5.0%
HUBZ	\$14,956,257	4.1%	3.0%
VO	\$38,402,725	10.6%	5.0%
SDV	\$27,248,400	7.5%	3.0%



# Tips for working with PNNL

- Prior to Award/doing work with PNNL, you should:
  - Take a few minutes to learn about PNNL and how you can help its mission
  - Become familiar with Battelle's [Prime Contract](#) with the DOE for contract scope and requirements
  - Reach out to PNNL's Small Business Program Manager to express interest and submit your Capability Statement/Line Card
  - Register in PNNL's [Acquisition Supplier Portal](#) (ASP)
    - ✓ ASP approved profile required for onsite construction
  - Partner with a small business (if large)





## Tips for working with PNNL

- Prior to Award/doing work with PNNL (continued)
  - Become familiar with the requirements for vendor setup –
    - ✓ SAM UEI # required
    - ✓ Registration in PNNL's Vendor Database and System for Award Management (SAM) or expect to fill out a MOSRC form
- Solicitation/Request for Proposal
  - Competitive solicitations posted externally >\$250K
- Review past “Doing Business with PNNL” webinars
  - <https://www.pnnl.gov/procurement/small-business-program>



# Forecast Opportunities

- CONSTRUCTION – ongoing; 4 active Solicitations

<u>Solicitation Number</u>	<u>Title</u>	<u>Location</u>	<u>Issue Date</u>	<u>Due Date</u>	<u>Solicitation Type</u>
0000788210	Richland North Infrastructure Construction	Richland, WA	9/18/2023	10/17/2023	Construction
0000792977	331 Elevator #2 Refurbishment	Richland, WA	9/29/2023	10/19/2023	Construction
0000791558	New Orleans Replacement Project/CR-Portal Upgrade Construction Support	New Orleans, LA	9/19/2023	10/25/2023	Construction
0000778733	Wind Forecast Improvement Project 3 Instrumentation and Analysis	Richland, WA	10/13/2023	10/26/2023	Services
0000792320	3410 Lab 1606 Rad Hood Installation	Richland, WA	9/27/2023	09/18/2024	Construction

- Wind Forecast Improvement Instrumentation and Analysis
  - Solicitation active – proposal due date 10/25/2023
  - University subcontract with subcontracting opportunities possible
- C-Band Scanning ARM Precipitation Radar
  - >\$1M
  - Open Competition/Source Selection
  - NAICS: 334519
  - Anticipated FY24 Q1 RFP Release



## Come see us at upcoming outreach events

- Meet the BIGS! with Greater Spokane, Inc.
  - November 2, 2023, 8am – 1pm PST, in Airway Heights, WA
  - <https://greater-spokane.org/events/meet-the-bigs-doing-business-with-government-2023/>
- DOE & PNNL Small Business Synergy Day
  - November 8, 2023, 8:30am – 2:30pm in Richland, WA
  - <https://www.energy.gov/osdbu/upcoming-events-calendar>
- “Doing Business with PNNL – Campus Construction Update FY 2024”
  - February 2024, Richland, WA
  - Register in Acquisition Supplier Portal to be on the list for more information



## Small Business Program resources and contacts

- PNNL [Acquisition Supplier Portal](#)
- PNNL [Solicitation](#) Website
- PNNL Doing Business with Procurement: [Directorate Listing](#)
- For more information about PNNL Small Business Program and its Small Business Program goals, please visit the [Small Business Program Website](#)
- Contact PNNL's Small Business Program Manager [small.business@pnnl.gov](mailto:small.business@pnnl.gov)







Thank you

