



Small Business Awareness Items to Know about the DOE Laboratories

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Sandia National Laboratories is a multi-mission laboratory managed and operated by National Technology and Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International, Inc., for the U.S. Department of Energy's National Nuclear Security Administration under Contract DE-NA0003525. SAND No. xxxx-xxxxxx



Understanding FFRDC's and M&O Contractors

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Federally Funded Research and Development Centers (FFRDCs)



- FFRDC's evolved from research facilities established to meet special needs of WWII
 - Prior to 1967 centers were called "federal contract research centers"
 - In 1967 Federal Council for Science & Technology (FCST) set criteria for the newly named FFRDCs
- Primary activities include one or more of the following:
 - basic research, applied research, development, or management of R&D;
 - specifically excluded are organizations engaged primarily in: routine quality control and testing, routine service activities, production, mapping and surveys, and information dissemination.
- FFRDCs enable agencies to use private sector resources to accomplish tasks that are integral to the mission and operation of the sponsoring agency.

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|---|---|
| <ul style="list-style-type: none">■ Department of Defense (DOD): Air Force, Army, Navy■ Department of Energy (DOE)■ Department of Health and Human Services (HHS)■ Department of Homeland Security (DHS)■ Department of Transportation (DOT)■ Department of Veteran Affairs (VA) | <ul style="list-style-type: none">■ National Aeronautics and Space Administration (NASA)■ National Institute of Standards and Technology (NIST)■ National Science Foundation (NSF)■ Nuclear Regulatory Commission (NRC)■ United States Courts |
|---|---|

Federally Funded Research and Development Centers (FFRDCs)



- An FFRDC meets some special long-term research or development need which cannot be met as effectively by existing in-house or contractor resources.
 - Performs actual R&D or R&D management either upon direct request of the Government or,
 - Under a broad charter from the Government but,
 - In either case under the direct monitorship of the Government.
- The FFRDC is required to conduct its business in a manner befitting its special relationship with the Government,
 - to operate in the public interest with objectivity and independence,
 - to be free from organizational conflicts of interest, and
 - to have full disclosure of its affairs to the sponsoring agency.
- It is not the Government's intent that an FFRDC use its privileged information or access to installations, equipment and real property to compete with the private sector.
 - An FFRDC may perform work for other than the sponsoring agency under the Economy Act, or other applicable legislation, when the work is not otherwise available from the private sector.
- FFRDCs are operated, managed, and/or administered by either a university or consortium of universities, other not-for-profit or nonprofit organization, or an industrial firm
 - Constitute a separate organizational unit within the parent organization or is organized as a separately incorporated organization; an autonomous organization.

Federally Funded Research and Development Centers (FFRDCs)



- Long-term relationships between the Government and FFRDCs are encouraged in order to provide the continuity that will attract high-quality personnel to the FFRDC.
 - Encourage the FFRDC to maintain currency in its field(s) of expertise,
 - Maintain its objectivity and independence,
 - Preserve its familiarity with the needs of its sponsor(s), and
 - Provide a quick response capability.
- Receives its major financial support (70% or more) from the Federal Government, usually from one agency.
 - Has an average annual budget (operating and capital equipment) of at least \$500,000
- Has or is expected to have a long-term relationship with its sponsoring agency (about five years or more), as evidenced by the specific obligations it and the agency assume.
- Most or all of the facilities are owned or funded for in the contract by the Government.
- An FFRDC, in order to discharge its responsibilities to the sponsoring agency, has access, beyond that which is common to the normal contractual relationship, to Government and supplier data, including sensitive and proprietary data, and to employees and installations equipment and real property.

Why Are FFRDCs Important to the Nation?



- Comprehensive Knowledge of Sponsors' Needs
 - Mission, culture, expertise, and institutional memory regarding issues of enduring concern to the sponsor
- Adaptability
 - Ability to respond to emerging sponsor needs and to anticipate future critical issues
- Objectivity
 - Ability to produce thorough, independent analysis to address complex technical and analytical problems
- Long-Term Continuity
 - Uninterrupted, consistent support based on a continuing relationship
- Broad Access to Sensitive Government and Commercial Proprietary Information
 - Absence of institutional interests that could lead to misuse of information or cause contractor reluctance to provide such information
- Quick Response Capability
 - Ability to offer short-term assistance to help sponsors address urgent and high-priority challenges

FFRDC's within the DOE



43 FFRDCs

There are 43 Federally Funded Research and Development Centers

- 26 R&D Centers
- 10 Study Analysis Centers
- 7 Systems Engineering & Integration Centers

26 R&D Centers

26 Research and Development Laboratories span across several Agencies

16 DOE

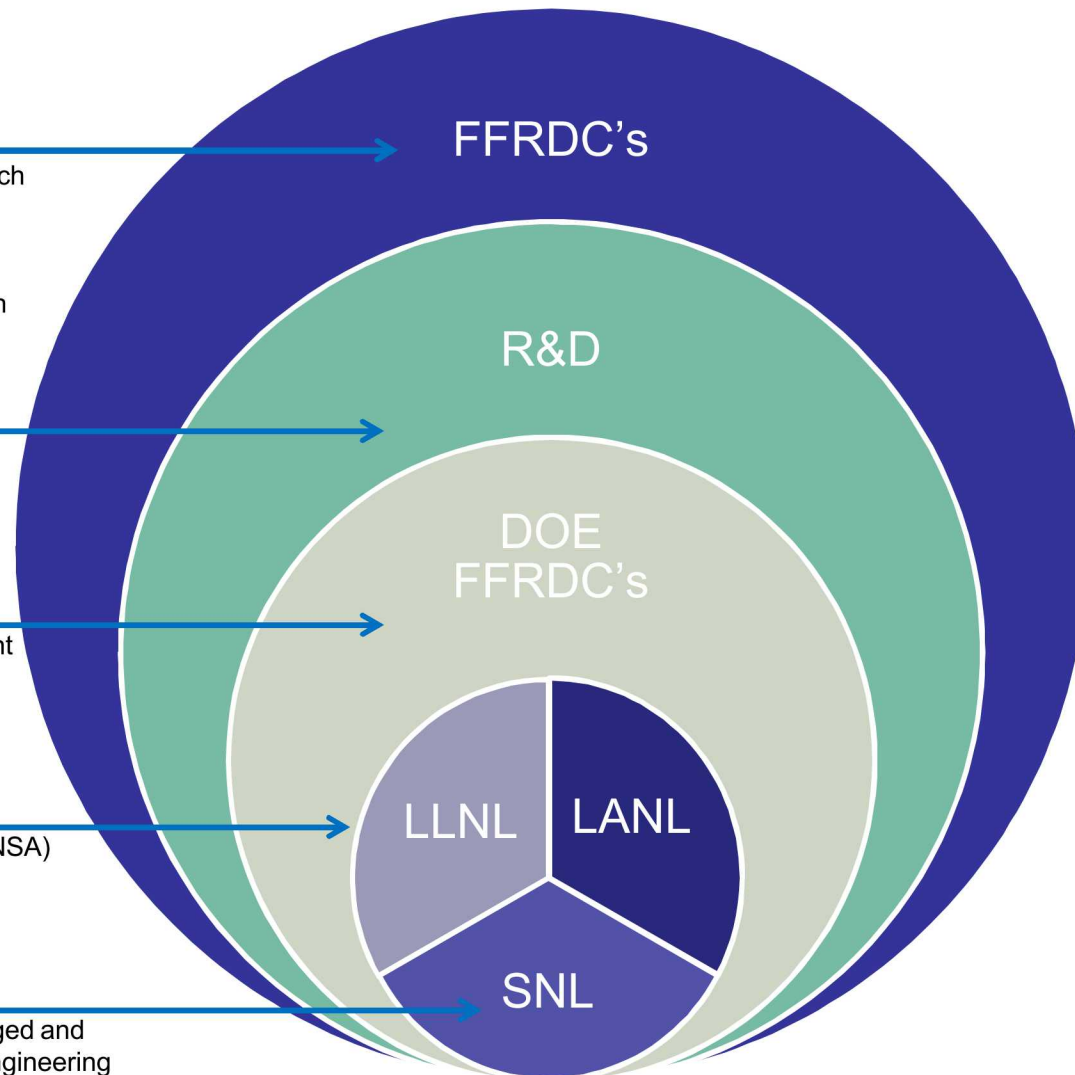
16 of the 26 R&D Centers are Department of Energy FFRDC's

3 NW

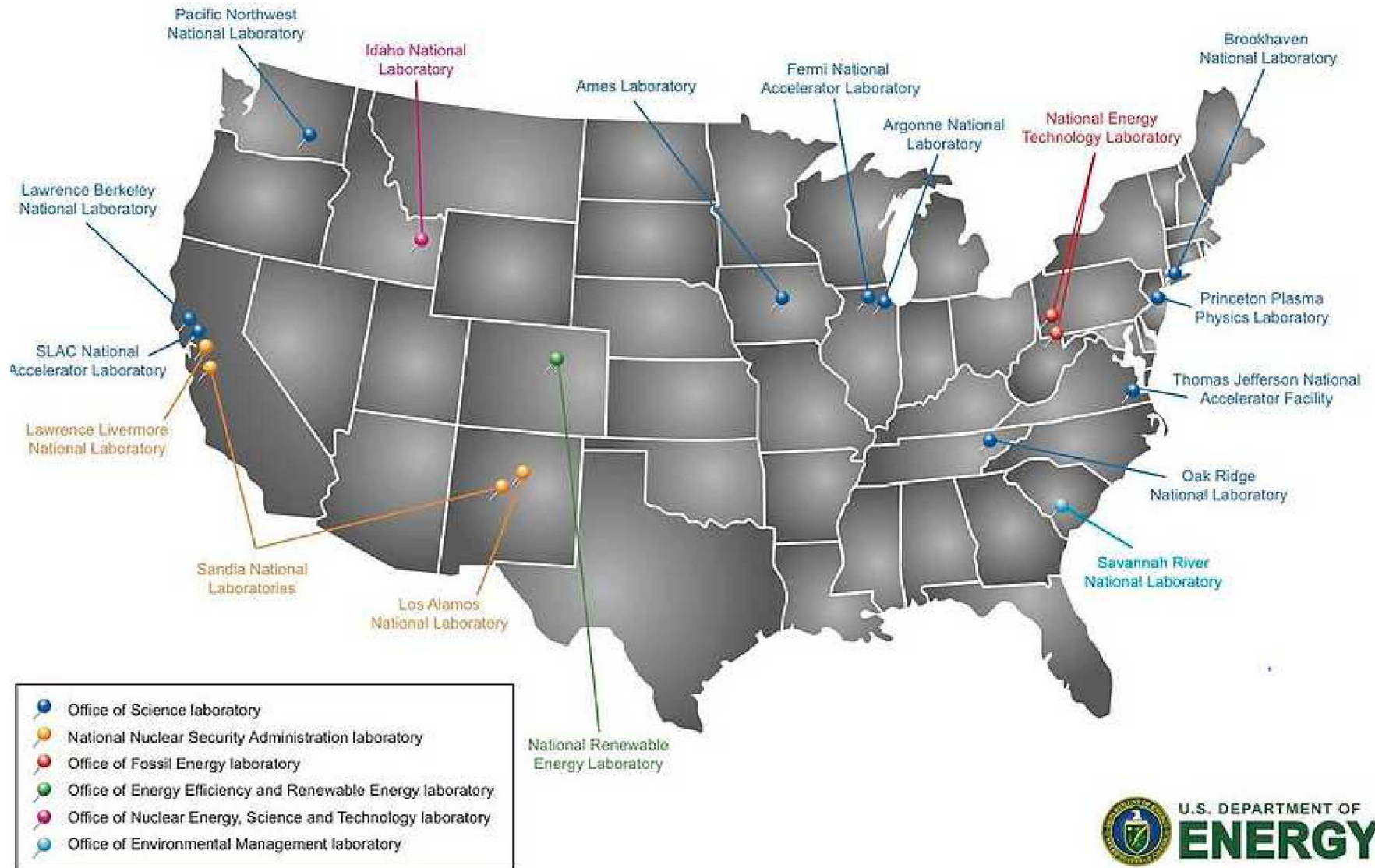
3 are Nuclear Weapons Laboratories (NNSA)

Sandia National Laboratories (SNL)

SNL is a DOE sponsored FFRDC managed and operated by National Technology and Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International, Inc.



DOE National Laboratories



Governance Structure



- Responsible for 17 National Laboratories
- 16 are Federally Funded Research & Development Centers (FFRDCs)
- All 16 are Operated under sponsoring agreements in the form of Management and Operating (M&O) Contracts with Private Sector Organizations

History of the M&O Laboratories

- M&O contract model dates back to WWII and the Corps of Engineers' Manhattan Engineer District
 - Designed to ensure recruitment of world-leading scientific and technical talent
 - Successful completion of the mission
 - Atomic weapons
 - End to the war
- Passage of Atomic Energy Act of 1946
 - Signaled Approval of carrying the M&O model forward
 - Authorities to the Atomic Energy Commission (AEC) – to AEC's successor agencies – including DOE
- M&O Contract Relationship Enabled the Government
 - Establish objectives for the laboratories' research programs
 - Exercise controls to assure security, safety, and prudent use of public funds
 - Allow private sector organizations to carry out laboratories day-to-day operations
 - Selected for technical ability and managerial expertise

Who Are We?



We are a GOCO FFRDC

A government-owned, contractor operated (GOCO) Federally Funded Research and Development Center (FFRDC).

GO = As an agency of the government, the Department of Energy's National Nuclear Security Administration (NNSA) owns all Sandia National Laboratories (SNL) facilities and is a sponsor for Sandia's FFRDC status.

CO = Through a management and operating (M&O) contract, Sandia National Laboratories is managed and operated by National Technology and Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International, Inc.

General Call-Outs



- All M&O Prime Contracts are different, much of it is due to the timing of the award, what FAR Clauses are flowed down, what version and clauses are in effect at the time of award, and the revision(s) that may have occurred to FAR Clauses.
 - Not all FAR Contracting Clauses flow down to M&O laboratories
 - 52.219 does flow down to us
 - FAR Part 19 clauses do not automatically flow down to us.
 - WOSB/EDWOSB, HUBZone, SDB/8(a), SDVOSB do not flow-down to us; this would be a negotiated factor in our Prime Contracts (if they do it)
- Each M&O Bidder proposes different components that are reviewed and absorbed into the Prime Contract. These components are quite often what makes the offeror successful in obtaining the Prime Contract award. The Small Business portion is but one part of their proposal and there are most likely many other differences from one M&O contract to another as each site is unique in its mission and focus.
- Prime Contract dictates the FAR Clauses that flow down

General Call-Outs



- SCMC, ICPT, etc. are strategic sourcing options
- E-Auctions (Reverse auctions) are utilized
- Employees are not Federal Government Employees
- Feds are to/must use GSA schedules
 - We are authorized to use if the pricing is advantageous
- We report into Management & Operating Subcontract Reporting Capability (MOSRC) and Feds do not
- All of the Federal contracts are entered into FPDF-NG individual labs do not report into that system we have our own system that we set-up and established
- Each lab is independent with regards to Mentor Protégé

Differences from One M&O to Another



KCNSC

- 3% pricing preference for HUBZones
- Set-asides are internal policy
- No right to protest; can ask for a debrief
- Do not have limitations of subcontracting

LANL – Under LANS

- 5% regional pricing preference for Northern NM (7 counties and 8 pueblos) small businesses; local region in Prime Contract
- Northern NM target with respect to placing subcontracts/working with Northern NM companies
- Special reporting requirements – Tribal, Diversity, MSC, RCLC, County, City, State, National Leaders, NNSA, etc.
- Regional community development plan for any subcontract above \$5M; large or small business
- Economic Development, Education, Community Giving
- Limitations of subcontracting is not standard requirement (optional)
- LANL Mentor Protégé Program in place
- LANL web site lists procurement opportunities
- Limited to number of outreach events (Local and National)

Differences from One M&O to Another



LLNL

- Set-asides are internal policy
- Do not have limitations of subcontracting

ORNL

- Subcontracts or modifications expected to exceed \$650K (\$1.5M for construction) thresholds shall include “Representations Regarding Small Business Subcontracting Plan and Small Business Subcontracting Plan” provision – exception, commercial items
- Do not accept Summary Subcontract Reports in eSRS
- Strive for “effective” competition
- The GSA is a non-mandatory source of supply
- Debriefing - understand the basis for non-selection and to improve future proposals

SNL

- Set-asides are internal policy
- No right to protest; can ask for a debrief
- Do not have limitations of subcontracting
- 5% pricing preference for New Mexico small businesses

References – Public Information



- FFRDCs – A Primer: Federally Funded Research and Development Centers in the 21st Century
 - Mitre Corporation
- U.S. Department of Energy Policy Regarding the Competition of Contracts to Manage and Operate its National Laboratories
 - Steven Chu, Secretary of Energy (December 22, 2009)
- National Science Foundation Website
 - Spreadsheets listing FFRDC's



Dynamic Small Business Search (DSBS)

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Dynamic Small Business Search (DSBS)



- How We Utilize
 - Sourcing Searches
 - Socioeconomic Category Mailings
- Sections You Need to Update
 - NAICS, DUNS Numbers, Cage Code
 - Socioeconomic Categories
 - Physical Address of Company
 - Website
 - Contact Information
 - Certifications
 - Customers/Clients
 - Overview of Company
- Demo
 - http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

The screenshot shows the DSBS website interface. At the top, there is a navigation bar with the SBA logo and links for Mobile View, Print, Exit, Help, DSBS, Quick Market Search, and TM OnLine. Below the navigation bar, a welcome message reads: "Welcome to the Dynamic Small Business Search". A note states: "All search form hotlinks open a new browser window." and "All form fields that require typing in data have 'tooltips' with data format information." A red starburst icon highlights "NEW FEATURES FOR MOBILE USERS: Phone number hotlinks can be used to dial the number on mobile phones. Address hotlinks can be used to show the address in Google Maps." A red warning message states: "This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract." The "Location of Profile" section includes a "States:" dropdown menu with a list of states (AL - Alabama, AK - Alaska, AA - American Atlantic (APO/FPO), AE - American Europe (APO/FPO), AP - American Pacific (APO/FPO), AS - American Samoa, AZ - Arizona, AR - Arkansas, CA - California). To the right of the states list is a "Searching within a State:" section with a note "(Requires exactly one state from the State list at left.)" and a "Congressional District:" dropdown menu with a "Help" link. Below the states list is a "County:" dropdown menu with a "Select 1 State, then press Lookup" prompt and a "Lookup Help" link. At the bottom, there are four input fields for "Area Code or Phone Number Initial Fragment", "Metropolitan Statistical Area" (with a "Help" link), "SBA Servicing Office" (with a "Help" link), and "Zip Code or Zip Code Initial Fragment".



Capabilities, Elevator Pitches & Matchmaking Sessions

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Capabilities Statements



- What We Look For:
 - Provide an Overview of the Company
 - High Level
 - Concise

- What Do We Need Them to Include:
 - NAICS, DUNS Numbers, Cage Code
 - Socioeconomic Categories
 - Physical Address of Company
 - Website
 - Contact Information
 - Certifications
 - Customers/Clients
 - Overview of Company
 - Specific Program/Project Overviews

Elevator Pitches / Presentations



- How to Relay What-You-Do in Matchmaking Sessions:
 - Concise because of limited time
 - Overview of the company
 - Targeted capabilities pitch based on what the laboratory has said they are looking for
 - Past performance; breadth and depth of projects

- How Relay What-You-Do in One-on-One Sessions:
 - Moderate amount of time to present
 - Targeted towards Supplier Diversity Advocates and Buyers
 - Overview of the company
 - Targeted capabilities pitch based on what the laboratory has said they are looking for
 - Past performance; breadth and depth of projects

- How to Relay What-You-Do in Capabilities Briefings:
 - Greatest amount of time to present
 - Targeted towards audience you will be presenting to; business & technical staff
 - Overview of the company
 - Targeted capabilities pitch based on what the laboratory has said they are looking for
 - Past performance; breadth and depth of projects

Supplier Diversity Department



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SUPPLIER DIVERSITY ADVOCATES

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Woman Owned Small Business Advocate

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- Advanced Science & Technology, Mission Assurance, IT Services & Key Subcontractors

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Veteran & Service Disabled Veteran Owned Small Business Advocate

- Streamlined Acquisitions (<\$250k)
- National Security Programs
- Weapons Engineering / Product Realization & Infrastructure

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Small Disadvantaged Business/8(a) and American Indian Tribal Enterprises & Alaska Native Corporations Advocate

- Security & International Procurement
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HUBZone Small Business Advocate

- Agile Procurement
- Corporate & Strategic Purchasing

Questions & Answers

