

# Meet the Buyer: *Doing Business with Hanford Primes and PNNL*

Washington Procurement Technical Assistance  
Center (PTAC)



***Sponsored by***



# Agenda

- Opening and Housekeeping
- Review of PTAC program
- PNNL Presentation
- Hanford Prime Presentations
- Q & A Session
- Closing

*Funded in part by a cooperative agreement with the Defense Logistics Agency*



# PTAC Services

**We assist small businesses who wish to sell to federal, state, and local governments.**

- Certifications & registrations
  - Finding opportunities to bid
  - Interpreting solicitations and regulations
  - Marketing to government buyers
  - ...and much more
- 
- We provide these services through:
  - Workshops
  - One-on-one Counseling Sessions
  - Matchmaking events
  - Optional Bid Match service (fee-for service)



# U.S Department of Energy

(DOE)



## Small Business Program Manager (SBPM) – Your Advocates

- Two SBPMs for DOE Hanford Procurement Division
- Support and assist the Office of Small & Disadvantaged Business Utilization and Small Business Administration
- Help ensure procurement opportunities within each organization are made available for SBs to the maximum extent practicable
- DOE Hanford Procurement Opportunities
  - [Acquisition Forecast | Department of Energy](#)
  - [Welcome to GSA Advantage!](#)
  - [NASA SEWP Home](#)
  - [CurrentAcquisitionWebsites \(doe.gov\)](#)

## Hanford Small Business Council

- The Hanford Small Business Council (HSBC) includes both federal and prime contract SBPMs (including PNNL), a local Procurement Technical Assistance Center (PTAC) Representative, and Chamber of Commerce participation.
- Contractors can reach out to any of the SBPMs (preferably one associated with contract action of question)
- Shared Vendor Databases
- SBPMs work together to answer and resolve questions or concerns

## Information for new SBs

- Work with Procurement Technical Assistance Center (PTAC)
- Do your research before contacting buyers for the government and prime contractors
  - Do your company capabilities align with Contract scope and available subcontracting opportunities?
  - What types of supplies/services are included in the small business subcontracting plan?
- Read RFPs carefully and do not leave anything out in your response
- Check SAM.gov and the DOE Forecast site regularly for upcoming opportunities to plan for and/or propose across the DOE Cleanup Sites and National Laboratories
  - Forecast opportunities listed on the OSDBU website at Acquisition Forecast | Department of Energy (includes an expiring contracts listing)  
[Acquisition Forecast | Department of Energy](#)
  - [Cleanup Sites | Department of Energy](#)
  - [DOE National Laboratories | Department of Energy](#)
- [Bridging Partnerships](#)

The primary goal of this symposium is to bring professionals from both small and large businesses together under one roof to network, learn, and build relationships that lead to increased procurement and other business opportunities for small businesses.



**Richland Operations Office ~ Office of River of Protection**  
**Hanford Procurement Division**

U.S. DEPARTMENT OF ENERGY

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U.S. DEPARTMENT OF  
**ENERGY** | Office of  
Science

OFFICE OF SCIENCE

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**Ousman Kinteh** HPMC OCCUPATIONAL MEDICAL SERVICES

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<https://navarro-inc.com/home/hlmi-transition-page/>







# Doing Business with PNNL

**Brianna Yi**

Small Business Program Manager



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





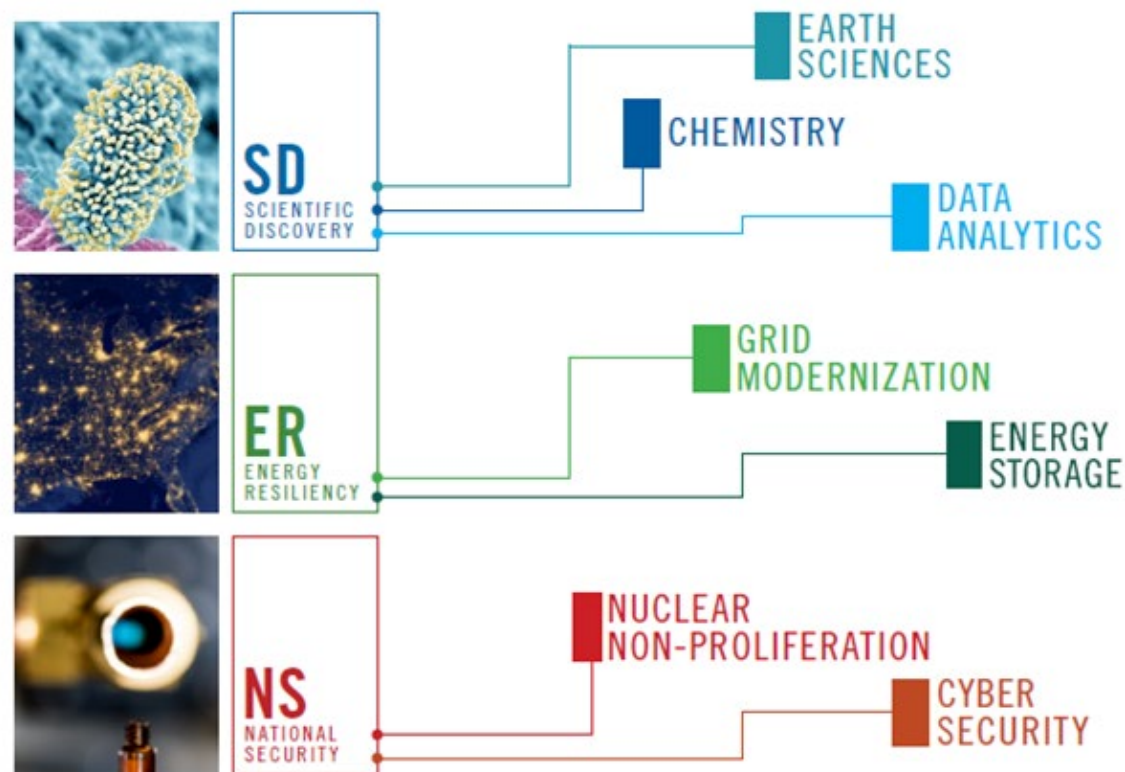
# DOE's 17 **national laboratories** tackle critical scientific challenges





## 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 **by the numbers**



**5,314**

Scientists, engineers  
and professional staff  
in FY21



**\$1.24B**

Research &  
Development  
expenditures in FY21



**1,280**

Peer-reviewed,  
published articles  
in FY20



**5,254**

Invention disclosures  
(since 2000)



**2,977**

U.S. and foreign  
patents (since 1965)



**\$29.5M**

in Community  
investments (since 1965)



**119**

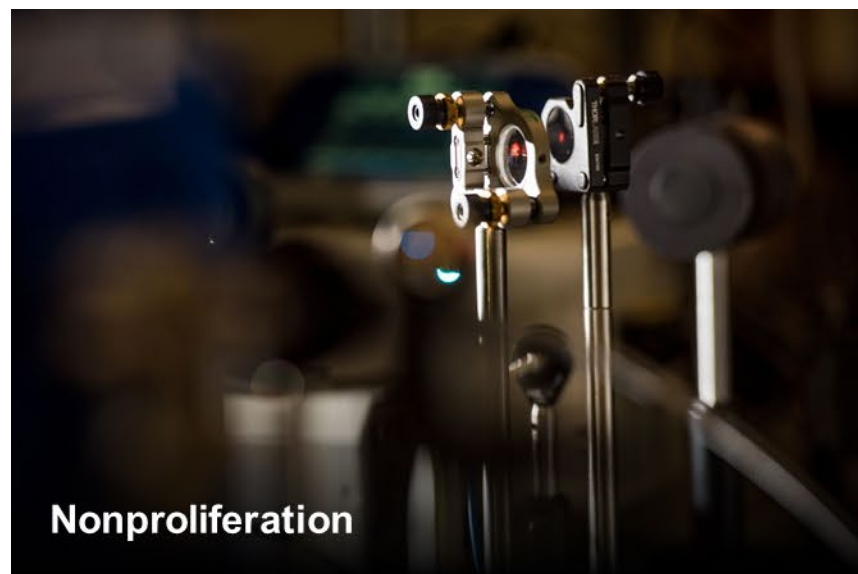
R&D 100 awards  
(since 1969)

PNNL-SA-167699

**PNNL.GOV**



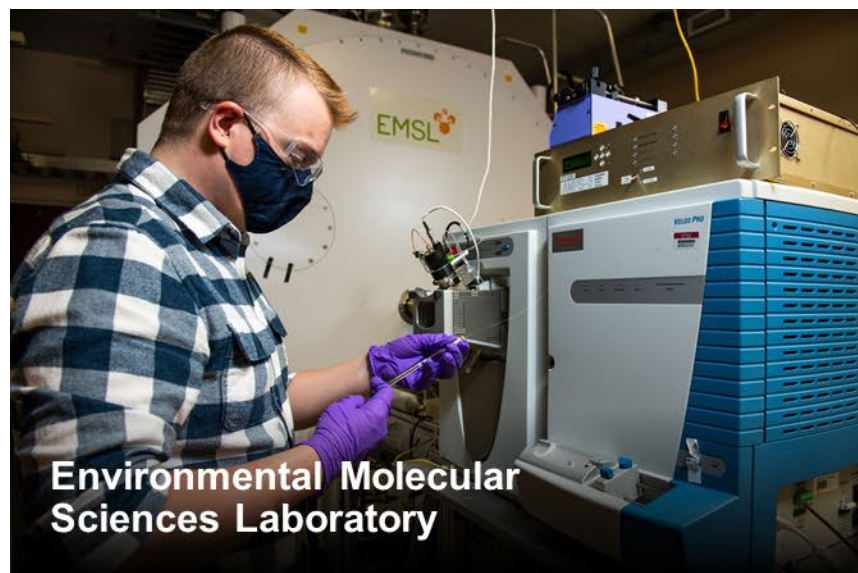
# PNNL's **National Security** mission is reducing the threat from weapons of mass effect



These photos were taken before the COVID-19 pandemic



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



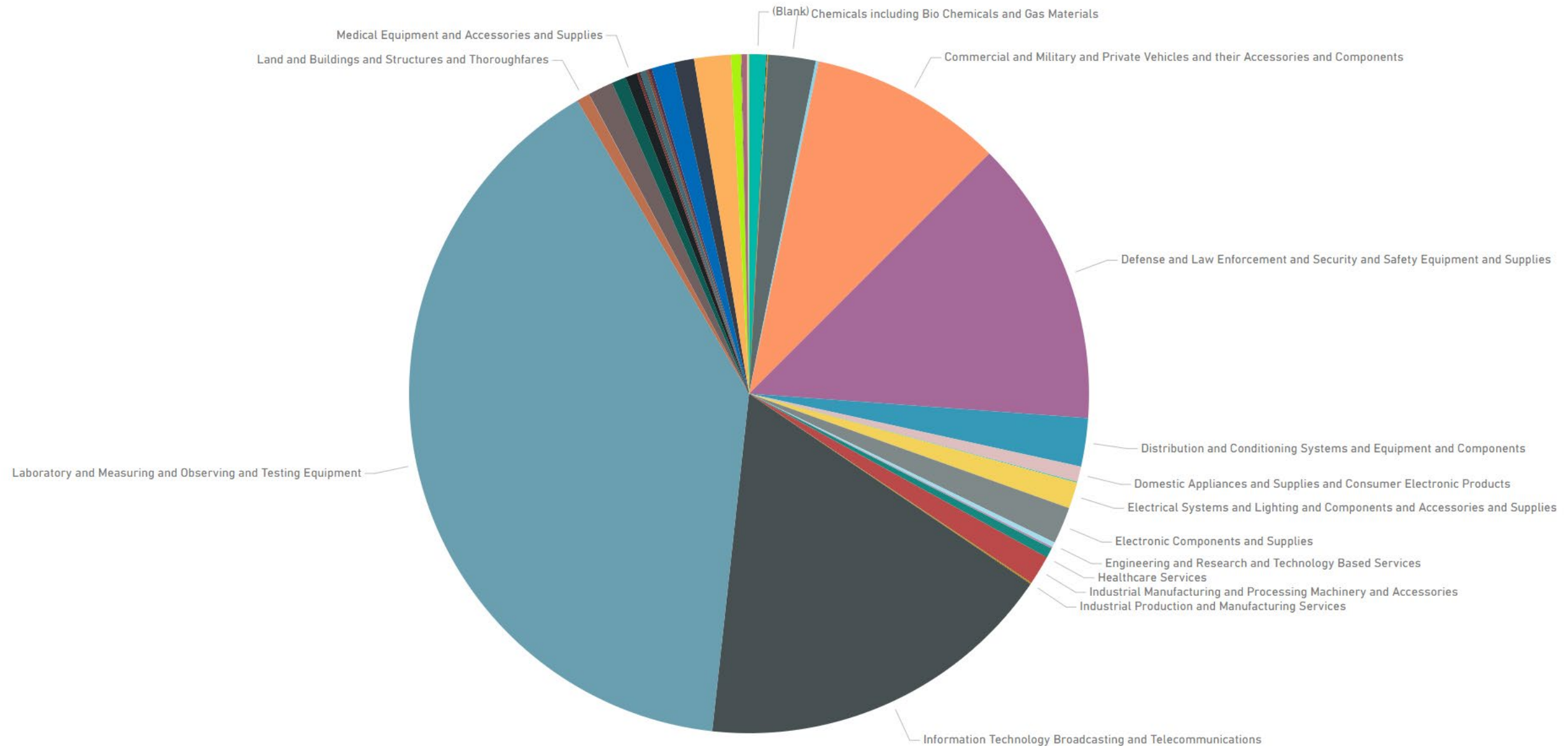
These photos were taken before the COVID-19 pandemic



## 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; \$515M in FY22
  - P-Card – low dollar goods (< \$5K) and services (<\$2,500); \$27M FY22
  - B2B – Commercial Off-The-Shelf goods (<\$35,000) via eCommerce; \$12M in FY22
- 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 FY22

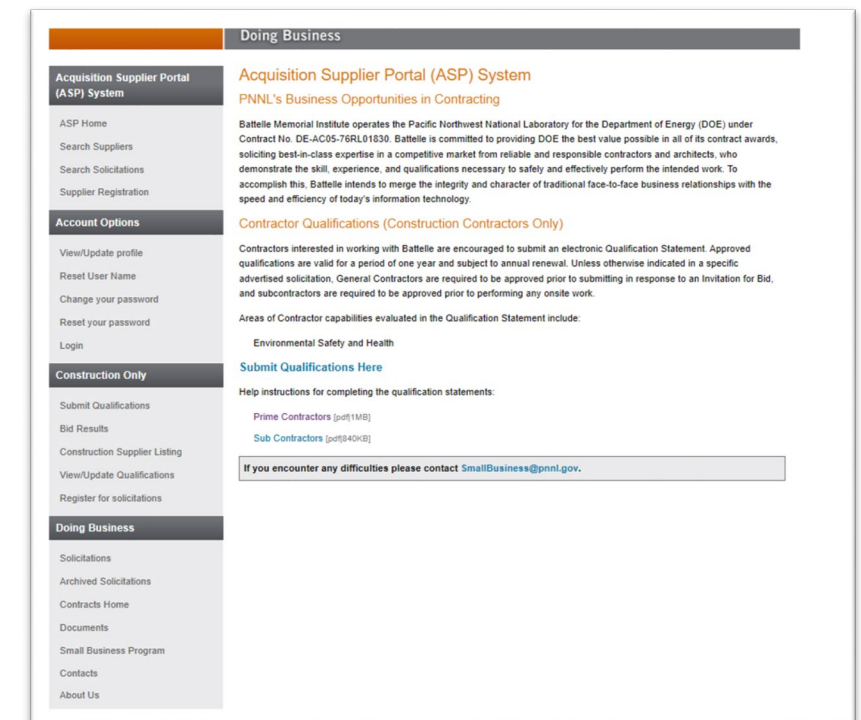


## FY22 Small Business accomplishments

Total	Totals		Goal
	\$	%	
Large	\$160,479,108	44.4%	49.0%
Small	\$201,323,458	55.6%	
Total	\$361,802,566		
SDB	\$25,531,216	7.1%	5.0%
WOB	\$21,911,235	6.1%	5.0%
HUBZ	\$16,132,273	4.5%	3.0%
VO	\$37,445,516	10.3%	5.0%
SDV	\$24,936,103	6.9%	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

<u>Solicitation Number</u>	<u>Title</u>	<u>Location</u>	<u>Issue Date</u>	<u>Due Date</u>	<u>Solicitation Type</u>
0000700319	Sequim MSL5 Lab 223 Replacement	Sequim, WA	10/14/2022	11/03/2022	Construction
0000727504	EIOC Jupiter Video Wall Upgrade	Richland, WA	10/26/2022	11/04/2022	Goods & Services
0000718907	Two banks of centrifugal contactors	Richland, WA	10/27/2022	11/10/2022	Goods
0000721248	Integrated Assurance Management Platform	Richland, WA	10/20/2022	11/17/2022	Services

## 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





# Upcoming Opportunities (HPM Corporation)

Title	Description - Please include one or two lines about the project, etc. so the interested vendors have a good idea about what its for	Type (Construction, Material, Services)	Estimated RFP Release Date (Month/Year)
Flu Vaccines	Over 5,000 doses of Influenza vaccinations	Material/Product	TBD
AED Machines	LifePak Automated External Defibrillators AED	Material/Product	TBD
Dynamometers	Hand and Finger Dynamometers	Material/Product	TBD
Medical Supplies	Gloves, Masks, Syringes, etc.	Material/Product	Continuous
Equipment Maintenance & Calibrations	X-Ray Machines, Audio Machines, Other Medical Equipment	Services	TBD

**Ousman Kinteh**

Subcontracts & Procurement Manager

# Doing Business with Washington River Protection Solutions (WRPS)

**Staci Downing**

Small Business Program Manager  
& Procurement Specialist





# About WRPS



U.S. Department of Energy Office of River Protection's Prime Contractor for Hanford Tank Operations since 10/01/2008 (10-year contract plus five extension years. expires FY 23.)

- An Amentum led company with partners: Atkins and Orano, employing 2,200+ employees.



# Our Mission at WRPS

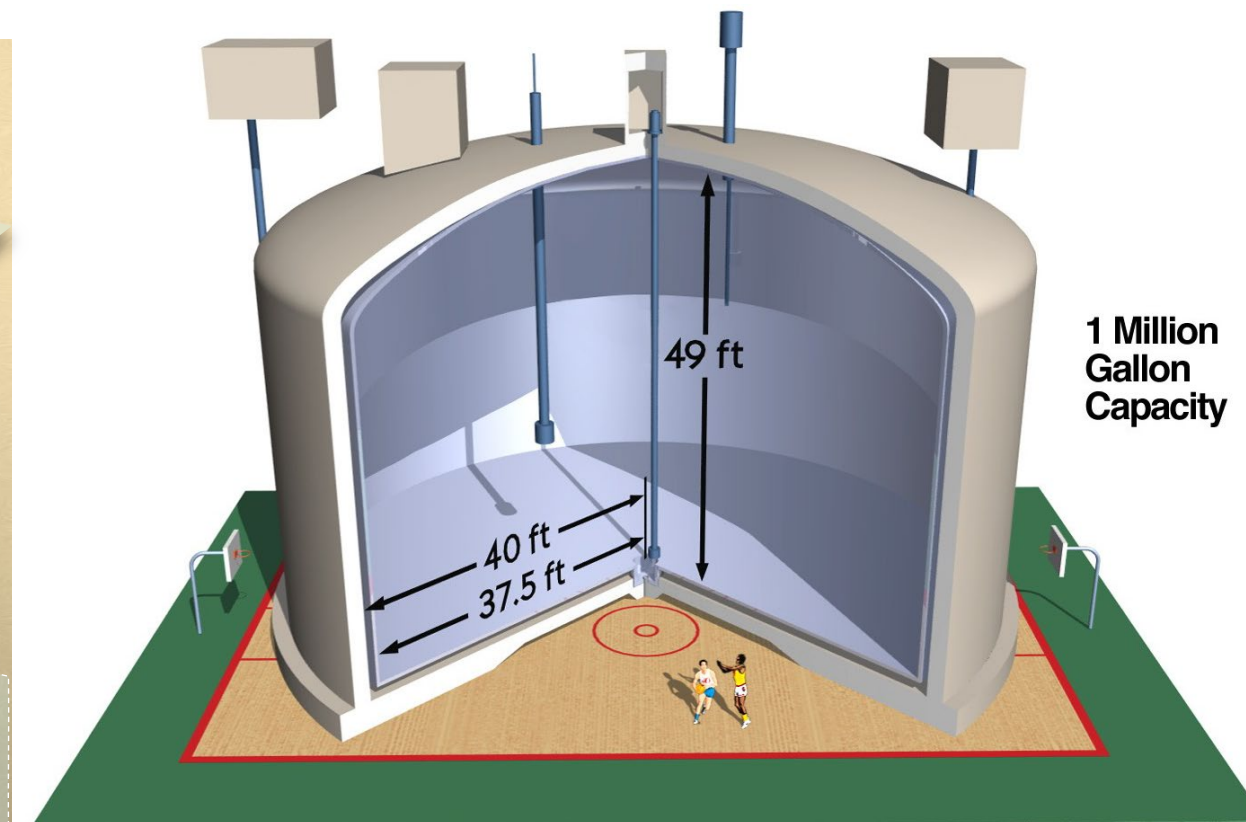
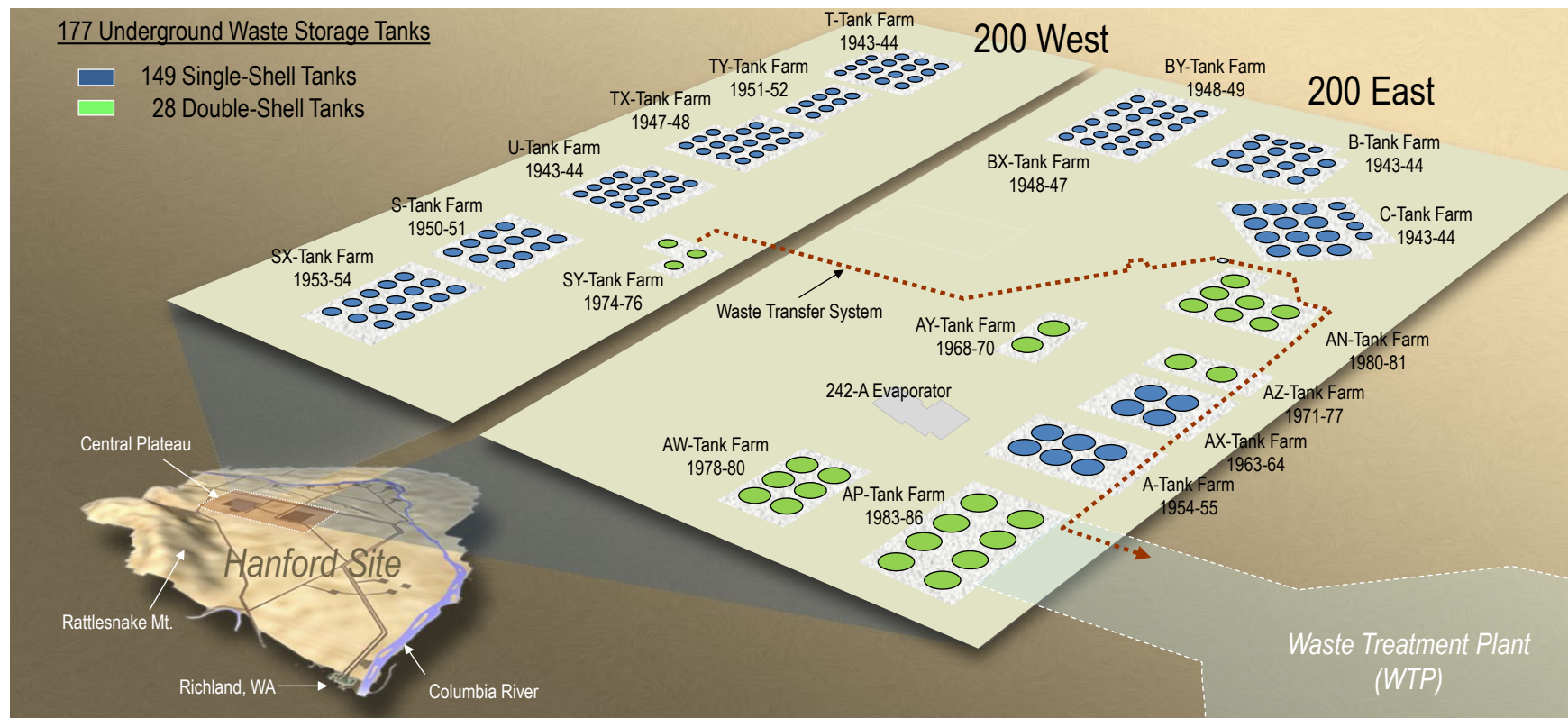
- Protect the public and the environment from the risk posed by 56 million gallons of radioactive and chemical waste stored in 177 tanks. The tank waste material are remains from years of World War II and post-war production of nuclear weapons.
- Safely manage and retrieve waste from tanks and prepare the delivery system for the Waste Treatment Plant. These tanks are stored in 18 farms around the Hanford Site.
- Immobilize the waste at the Waste Treatment Plant.





# WRPS' Strategic Priorities FY23

- Complete AX-Farm retrieval
- Maximize double-shell tank space
- Improve infrastructures
- Tank Side Cesium Removal campaign
- Prepare for retrieval from the next round of tanks
- Integrate Tank Farms and the Waste Treatment Plant



# Role of the Small Business Program Manager (SBPM)

**WRPS SBPM Email: [WRPSSmallBusiness@rl.gov](mailto:WRPSSmallBusiness@rl.gov)**

- Serve as liaison for acquisition information, vendor registration, and buyer groups.
- Provide counseling, guidance & referrals to vendors.
- Ensure that small businesses are provided the maximum opportunity to compete for subcontracted work.
- Meet or exceed established goals for awards to small businesses for the following socio-economic categories:
  - Overall Small Business 58.2%
  - Small Disadvantaged 6.3%
  - Women-Owned 5.8%
  - HUBZone 2.2%
  - Veteran-Owned 1.3%
  - Service-Disabled Veteran Owned 1.3%



**As of FY22, WRPS has awarded a total of \$2,585M in subcontracts, of which \$1,677M (64.9%) is to small businesses.**



# Role of Procurement Services

**Procurement Services is part of the WRPS integrated supply chain that seeks to consistently acquire the highest quality and best value of construction, services and products.**

- Acquire construction, products and services...
  - at competitive prices.
  - in a timely manner (delivery).
  - by qualified suppliers or subcontractors.
  - (many items/construction are quality level work with required quality assurance clauses)
- Backed by a sound contract that reflects safety, quality & environmental standards.
  - legally enforceable.
  - include appropriate flow-down prime contract requirements.

Only department in WRPS who can commit funds by awarding contracts.



# Subcontracting Opportunities

- ASME/NQA-1 Fabrication
- Construction
- Commercial Grade Item Dedication (CGD) Services
- Engineering & Design Services
- Industrial Hygiene Tech Support
- Industrial & Safety Supplies
- Project Support Staff
- (Project Managers, Project Controls Specialist, etc.)
- Pumps, Valves, Piping & Flanges
- Radiological Support
- Robotics
- Specialized Inspection Services
  - (NEC, Boiler, etc.)
- Software/Hardware
- Technical and Administrative Services
- Training (Leadership/teambuilding/PE Prep/etc.)



Find all posted solicitation on our external webpage: <http://www.hanford.gov/tocpmm/>



# Where to find Opportunities

Find all posted solicitation on our external webpage: <http://www.hanford.gov/tocpmm/>



The screenshot shows the PMM website header with the PMM logo and navigation links: Who We Are, Small Business, Current Requests for Proposal, Requests for Information, Expression of Interest, and Subcontractor Information. Below the header is a banner for 'Procurement and Materials Management' with tabs for Solicitations, Vendor Registration, Procedures, and Upcoming Events. The main content area features a large image of hands typing on a laptop, a 'Current Requests For Proposal' section, and a 'Weather' widget showing current and forecast conditions. At the bottom, there are three columns: PMM Quick Links, PMM Calendar, and PMM What's New.

**PMM Quick Links**

- Size Standard Change
- Current Requests for Proposal
- Requests for Information
- Expression of Interest
- Vendor Registration
- Upcoming Events
- Small Business

**PMM Calendar**

- There are no upcoming events in the system.

**PMM What's New**

- **Current Requests for Proposal**  
June 9, 2021
- **Expression of Interest**  
June 3, 2021
- **Documents to Subcontractors**  
June 2, 2021

**Weather**

Current	Forecast
73°F	Today: 76°F (56°F) Increasing Clouds
	Tomorrow: 74°F (53°F) Slight Chance Rain Showers
Few Clouds	

- Who We Are
- Small Business - information and Events
- Current Requests for Proposals (RFP's)
- Requests for Information (RFI's)
- Expression of Interest (EOI's)
- Subcontractor Information - terms and conditions, procedures, documents and forms.

# Terms & Conditions/Bidding Structure

Become familiar with procedures

Read T's & C's prior to submitting a proposal

<http://www.hanford.gov/tocpmm/page.cfm/TermsandConditions>

## Terms & Conditions

### PROCUREMENT TERMS & CONDITIONS

[General Provisions \(PDF\)](#)

[Commercial General Provisions \(PDF\)](#)

[On-Site Work Provisions \(PDF\)](#)

[Supplemental Provisions - Cost Reimbursement Contract Types \(PDF\)](#)

[Supplemental Provisions - Firm Fixed Price Contract Type \(PDF\)](#)

[Supplemental Provisions - T&M / Labor Hour Contract Type \(PDF\)](#)

[Construction Provisions - \(PDF\)](#)

[PHA 31](#)

[PHA 32](#)

[SP12 - Management of Government Property \(PDF\)](#)

**Review bidding structure and templates. Only complete and accurately submitted bids will be accepted.**

- If incomplete or a different template structure is submitted by vendor than it will result in an automatic disqualification.

# Vendor Registration/Contact Information

WRPS, CPCco, & HMIS all share a vendor database. The more complete and up to date your company's information is, the more visible your company is to WRPS and their ongoing projects.

Register at: **[www.hanford.gov/tocpmm/](http://www.hanford.gov/tocpmm/)**

Having trouble with vendor registration? Email Contract Support Service Help Desk at **[HMIS\\_CSS@rl.gov](mailto:HMIS_CSS@rl.gov)**

**WRPS Small Business Program Manager**

**Staci Downing**

**Email: [WRPSSmallBusiness@rl.gov](mailto:WRPSSmallBusiness@rl.gov)**

Please reach out to me with any questions, inquiries or if you would like to set up a meeting to share your company/product

# Introduction to Bechtel - WTP

- **About Bechtel - WTP:** Bechtel National, Inc. (BNI) is designing, constructing, and commissioning the world's largest radioactive waste treatment plant for the U.S. Department of Energy (DOE). When complete, the Hanford Tank Waste Treatment and Immobilization Plant, also known as the Vit Plant, will process and stabilize million gallons of radioactive and chemical waste currently stored at the Hanford Site.
- **Vitrification:** Vitrification is accomplished by mixing waste from underground tanks with glass-forming materials in high-temperature melters.
- **Mission:** Deliver a Waste Treatment Plant that will safely process Hanford Tank Waste in accordance with Department of Energy requirements.





# WTP (Vit Plant) Status



## ■ Current Project Status:

- Focused on vitrifying the low-activity waste in Hanford tanks first in 2023.
  - Melter 1 Heatup was initiated in October 2022.
- Progressing High-Level Waste (HLW) design, procurement and construction.



## ■ Lookahead:

- Initiate Melter 2 Heatup in early to mid 2023.
- Continue to progress the system design reviews for HLW.
- Award/re-start targeted HLW procurements (2023-2024) to support engineering design completion and construction.
- Long-term preservation and maintenance of HLW, Pretreatment (PT) Facility and warehouses.



# BNI's – WTP Small Business Subcontracting Goals

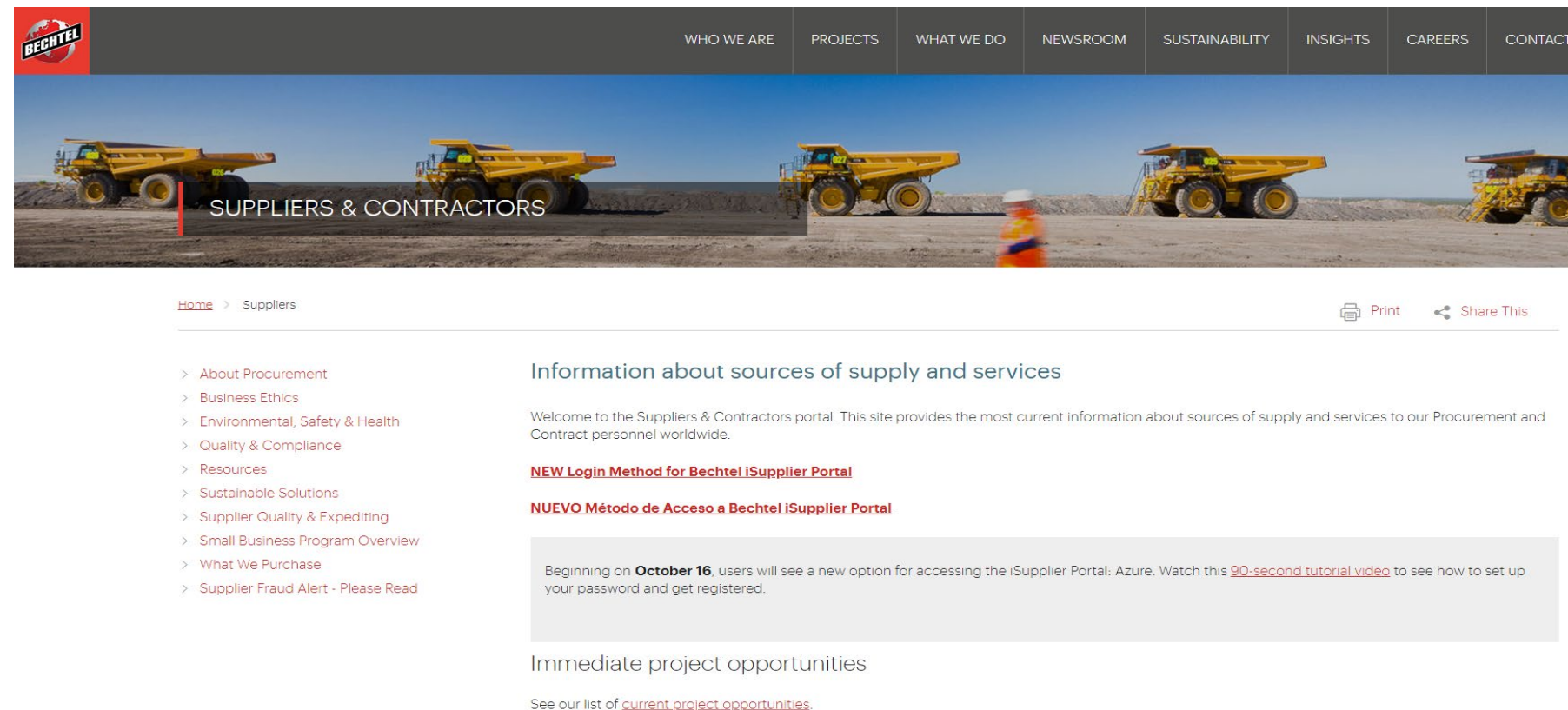
- Bechtel is committed to involving small business concerns to the maximum extent possible in the design, construction, and commissioning of the WTP and in accordance with our goals defined in our prime contract.
- Bechtel strives to meet or exceed our established goals for awards to small businesses for the following socio-economic categories:
  - *Overall Small Business: **40.4%***
  - *Small Disadvantaged Business (SDB): **3.5%***
  - *Women-Owned Small Business (WOSB): **4.0%***
  - *Small HubZone (HUB): **1.6%***
  - *Veteran - Owned Small Business (VOSB): **5.0%***
  - *Service - Disabled Veteran Owned (SDVO): **0.15%***
- Since contract inception through September 2022, BNI has awarded a total of \$1.8B to Small Businesses.

**Bechtel Small Business Email: [wtpsba@bechtel.com](mailto:wtpsba@bechtel.com)**

# Tips for Working with BNI - WTP



- Reach out to the SBPM if interested in an opportunity and they will get you in touch with appropriate Procurement Representative.
- Make sure you are registered with Bechtel. In order to submit interest on opportunities and be added to a bid list you need to be registered.
- Confirm your System for Award Management (SAM) profile is up-to-date.
- Read the entire Request for Proposal carefully and make sure you don't leave anything blank and return the requested documents on time.
- Remember to only communicate with the Procurement Representative.





# BNI - WTP Business Opportunities



Title	Description - Please include one or two lines about the project, etc. so the interested vendors have a good idea about what its for	Type (Construction, Material, Services)	Estimated RFP Release Date (Month/Year)
CM Carbon Steel Pipe Spool Fabrication	Fabrication of carbon steel piping subassemblies (pipe spools).	Permanent Equipment	November 2022
CM Stainless / Alloy Pipe Spool Fabrication	Fabrication of CM stainless steel, nickel alloy and titanium piping subassemblies (pipe spools).	Permanent Equipment	November 2022
HVAC Design/Fab & Option to Install	Design, fabricate and potentially install the remaining HVAC system in the High-Level Waste Facility.	Equipment & Services	January 2023
Commercial Motor Vehicle Trailer Parts, Service, and Repair	Perform repair work on Commercial Motor vehicle and intermodal equipment and shall be certified by the State of Washington to perform annual Department of Transportation (DOT) inspections.	Equipment Services	November 2022
Parts Washer Service/Maintenance	Parts cleaning and equipment services equivalent to Safety-Kleen Models 44, 81, and 16.	Equipment Services	November 2022
Tire Services Repair and Replacement	Perform all Work necessary to provide tire repair service, tires, tubes and related components deemed necessary and authorized field repair/technical services to maintain the WTP fleet in a safe operational configuration.	Equipment Services	November 2022

***For more information, please visit:*** [WTP Business Opportunities | Hanford Vit Plant](#)



# BNI - WTP Business Opportunities



Title	Description - Please include one or two lines about the project, etc. so the interested vendors have a good idea about what its for	Type (Construction, Material, Services)	Estimated RFP Release Date (Month/Year)
Corrosion Monitoring of Piping	Perform corrosion inspection and analysis of underground and above ground piping using wave guide inspection methods. The Subcontractor is expected to be able to provide all wave guide inspection equipment to cover the indicated pipe ranges and labor.	Technical Services	November 2022
Vibration Monitoring of Equipment	Perform vibration monitoring and analysis of approximately 100 major components that include pumps, motors, compressor and chillers. The equipment ratings to be monitored will between 50 and 800 horsepower. The Subcontractor is expected to be able to provide all vibration monitoring equipment and labor.	Technical Services	November 2022
Burner Assembly Replacement	Remove/replace existing burners in the Steam Plant boilers.	Construction / Technical Services	November 2022 / December 2022
General Services for Pumps	Provide various services on a Task Order Basis related to pump service and repair.	Technical Services	December 2022

**In order to be considered for an award at WTP, you will need to register with Bechtel. Your company must be registered in the database before you can submit interest on opportunities and be added to a bid list.**

***For more information, please visit:***

**[WTP Business Opportunities | Hanford Vit Plant](#)**  
**[Welcome to the Supplier and Contractors Portal - Bechtel](#)**

# Find Out More !



- The WTP social media and www pages are available at the following addresses:
  - Twitter: [www.twitter.com/hanfordvitplant](https://twitter.com/hanfordvitplant)
  - Facebook: [www.facebook.com/hanfordvitplant](https://www.facebook.com/hanfordvitplant)
  - LinkedIn: [www.linkedin.com/company/hanfordvitplant/](https://www.linkedin.com/company/hanfordvitplant/)
  - YouTube: [www.youtube.com/hanfordvitplant](https://www.youtube.com/hanfordvitplant)
  - Flickr: [www.flickr.com/photos/hanfordvitplant](https://www.flickr.com/photos/hanfordvitplant)
  - <https://www.hanfordvitplant.com>

