

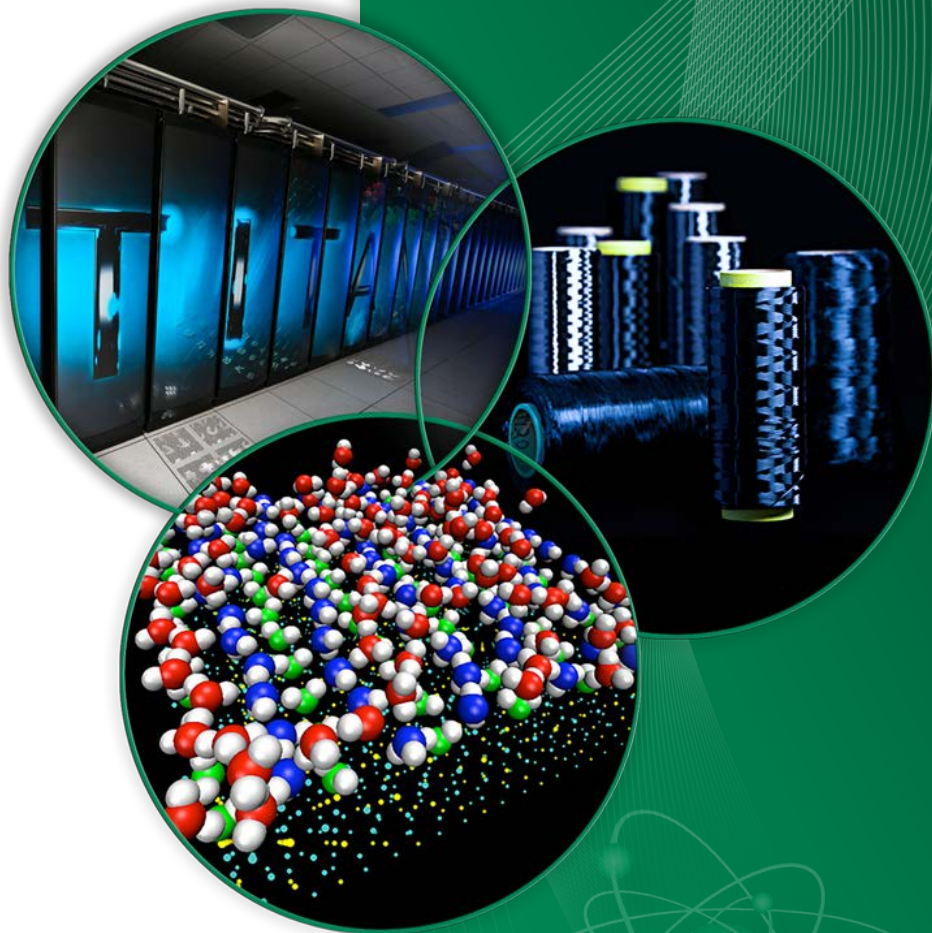
Oak Ridge National Laboratory Mentor-Protégé Program

Business Success Stories

Presented by
Cassandra McGee Stuart

ORNL Small Business
Programs Office

May 23, 2013



Today, ORNL is DOE's largest science and energy laboratory

\$1.65B
budget

4,400
employees

3,000
research
guests
annually

\$500M
modernization
investment

Nation's
largest
materials
research
portfolio

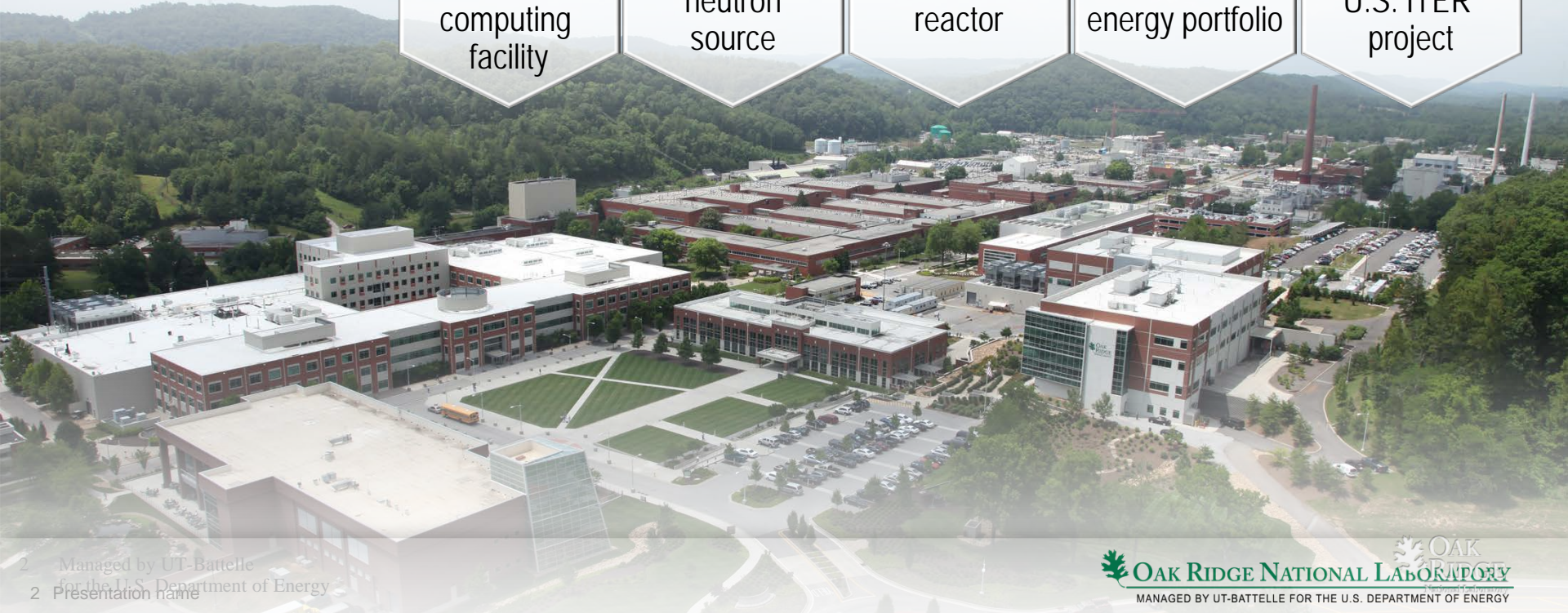
Most
powerful open
scientific
computing
facility

World's
most intense
neutron
source

World-class
research
reactor

Nation's
most diverse
energy portfolio

Managing
billion-dollar
U.S. ITER
project



ORNL is managed by UT-Battelle, LLC

The University of Tennessee



Battelle Memorial Institute



- An ORNL partner since 1946
- State-funded Science Alliance started in 1982, to build programs with ORNL
- Shared research and joint appointments
- Joint institutes in advanced materials, biological sciences, computational sciences, neutron sciences, and nuclear physics

- A 65-year relationship with DOE
- Develops and deploys technology worldwide
- Manages or co-manages 6 DOE national laboratories: ORNL (with UT), Brookhaven (with SUNY-Stony Brook), Idaho, Lawrence Livermore (with UC and Bechtel), NREL (with MRI), and Pacific Northwest

Small Business Programs Office : Mission



Serve As A Point of Contact

Advocate On Behalf of Small Businesses

Communicate Subcontracting Opportunities

Manage the ORNL Mentor-Protégé Program

- Promotes developmental opportunities with Small Businesses and HBCUs/MEIs

ORNL Mentor-Protégé Program

A Department of Energy initiative designed to assist energy-related firms in an effort to enhance their capability to perform contracts and subcontracts for Oak Ridge National Laboratory and other DOE laboratories and facilities. Small businesses eligible to participate in the program include:

Small Disadvantaged Businesses


Women-Owned Small Businesses

Historically Black Colleges and Universities (HBCUs) and

Other Minority Educational Institutions

Service-Disabled Veteran-Owned Small Businesses





**OAK RIDGE NATIONAL LABORATORY**
Managed by UT-Battelle for the Department of Energy


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Small Business Programs
Office






 **Mentor-Protégé Program**

Mentor-Protégé Program



Click here to review the mentor protégé guidelines for the Oak Ridge National Laboratory.

Guidelines, Revised Jan 1, 2010. 

The Oak Ridge National Laboratory Mentor-Protégé Program is a Department of Energy initiative and is designed to assist energy-related firms in an effort to enhance their capability to perform contracts and subcontracts for Oak Ridge National Laboratory managed by UT-Battelle and other DOE Laboratories and Facilities. Those companies eligible to participate in the program include:


- Small Disadvantaged
- 8(a)
- Women-Owned Businesses
- Historically Black Colleges and Universities (HBCU)
- Other Minority Institutions of higher learning
- Small Business Concerns owned and operated by service-disabled veterans

This exciting program has proven to be very beneficial to Small Businesses as well as to Oak Ridge National Laboratory. For more information, please send all email inquires to:

Small Business Programs Office
Cassandra McGee Stuart, Acting Director
mcgeecm@ornl.gov

Current Protégés

Alumni

 **Links You May Need**

Battelle Labs

Contracts Services Division

Department Of Energy - Headquarters (DOE-HQ)

Department Of Energy - Oak Ridge Operations (DOE-ORO)

DOE National Laboratories

DOE Office of Small and Disadvantaged Business Utilization (OSDBU)

Electronic Subcontracting(eSRS) Reporting System

FedBizOpps

Federal Acquisition Regulation (FAR)

SCORE


Set-Aside Alert Opportunities

Small Business Administration (SBA)

State of Tennessee

TN Procurement Technical Assistance Center (PTAC)

TN Small Business Development Center

 **Other DOE-SB Contacts**

Mentor-Protégé Program: Guidelines

For small business:

- Have been in business at least two years
- Have at least one existing subcontract with ORNL
- Have at least two internal ORNL champions (secured by protégé)
 - Persons within ORNL willing to work with the protégé for the duration of the two-year mentor-protégé agreement

Mentor-Protégé Program: Guidelines

For HBCUs/MEIs:

- Be an accredited institution
- Have demonstrated research areas of compatibility with ORNL
- Be eligible to participate in/receive government contracts
- Have at least one staff person dedicated to Mentor-Protégé Agreement tasks
- Have at least two internal champions
 - Persons within ORNL willing to work with the protégé for the duration of the three-year mentor-protégé agreement

Mentor-Protégé Program: Requirements

- Protégé Development Plan
- Onsite Training
- Procurement Training
- Marketing Plan
- Business Plan

Objective: Success

- To enhance the capabilities of small businesses to perform subcontracts for ORNL, DOE and other federal agencies.
- To foster relationships with small business and to increase opportunities and resources for small business growth.
- To provide guidance on use of research facilities and to assist small businesses with growth in their respective industries.

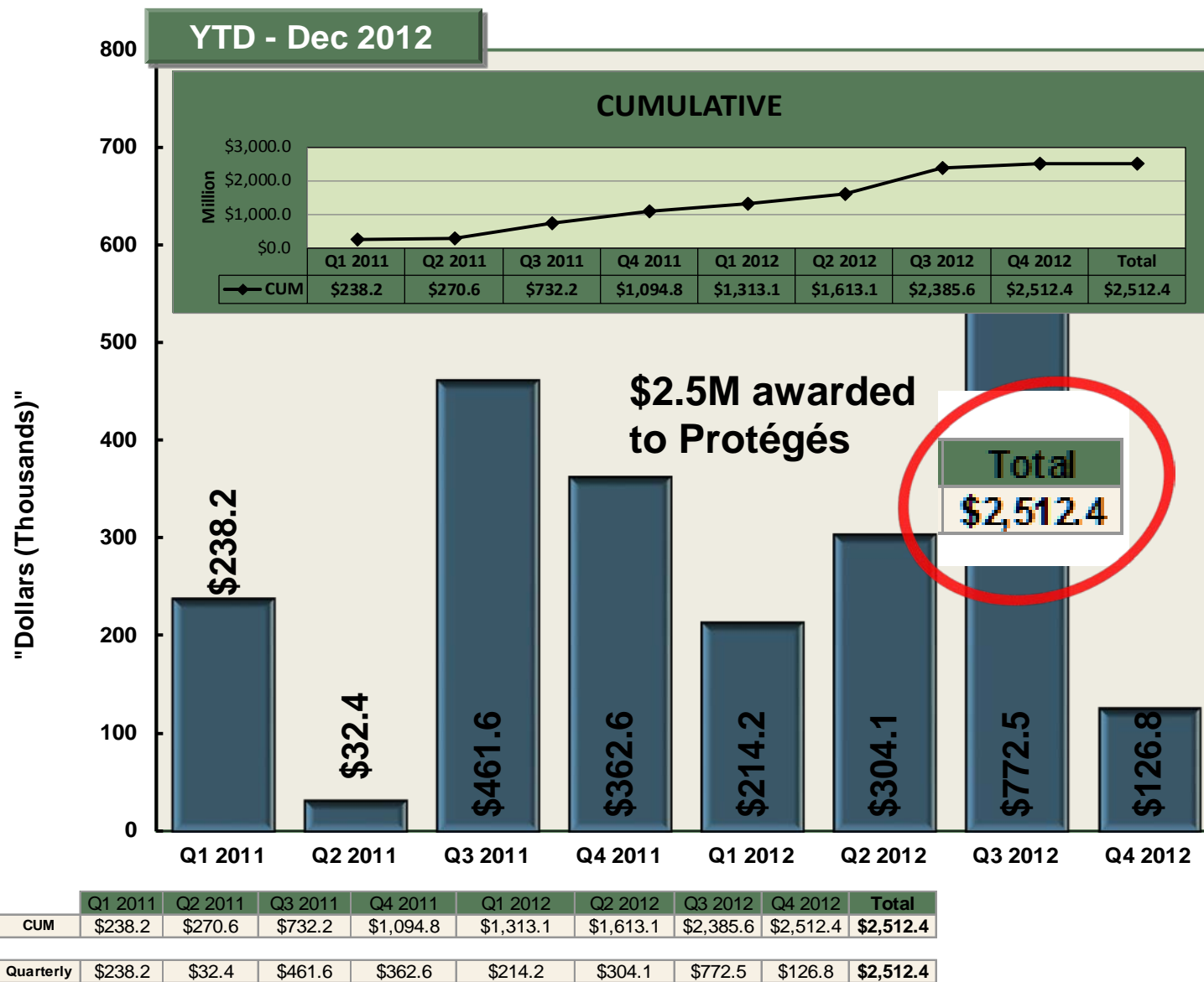
Not just a quick way to win subcontracts!!

FY2011- FY13 Protégés

- Ability Engineering Technology, Inc.
 - 8(a) – Engineering, design and manufacturing.
- City-State, LLC
 - Waste and hazardous materials support
- Disabled American Veterans Company, LLC (DAVCOM)
 - SDVOB – Engineering design and support
- Elizabeth Eason Architecture, LLC
 - WOSB, HUBZone - Architecture
- Southern University and A&M College
 - HBCU – Engineering and transportation research areas, opportunities for students.



Jan 2011 - Dec 2012 ALL Protégés



1/9/2013

FY2013-FY15 Protégés

- Dayenesi, Inc.
 - 8(a), WOSB – Engineering, construction
- City-State, LLC (extension)
- Southern University (final year)



Business Success

- Successful teaming agreements that have resulted in contracts
- Worked on company infrastructure; Utilized champions' expertise to learn more about compliance issues; Able to expand into new business areas
- Companies have won awards, including SBA Small Business of the Year
- "We got a lot of visibility to other departments at ORNL... We also developed a good relationship with the Small Business Team at Oak Ridge and the Procurement Department."
- "We have had several discussions about how to better position the business for increased growth, and we are taking actions to implement some of the ideas discussed. We have had increased growth because of the developmental assistance. We won over \$3000, 000 in additional contracts because of the increased visibility at ORNL. This is equivalent to ~20% increase in sales."
- "Understanding your true manufacturing costs; developing stronger relationships with ORNL as well as other DOE Labs; aggressive marketing of capabilities to as broad a range of people as possible"

OAK RIDGE NATIONAL LABORATORY

MANAGED BY UT-BATTELLE FOR THE DEPARTMENT OF ENERGY

Small Business Programs Office

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Oak Ridge National Laboratory: Meeting the challenges of the 21st century

