

# Supply Chain Management Center

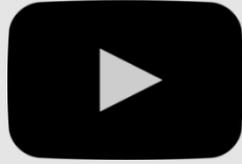
## INFORMATION MEETING

Carlsbad, New Mexico

Scott Bissen, SCMC Director

October 19, 2016

# Program Synopsis



## Program Origin 2006

Transformation to shape a “one business” supply chain, including strategic sourcing



## National Enterprise

21 Locations / 12 different states; ~\$4B annual spend; 30,000+ suppliers



## Collaboration Model

Federal, Contractor and Supplier



## Small Business

Increase the role small businesses play within the enterprise



## Acquisition Effectiveness

Desire to improve supply chain efficiencies and value through commercial practices



## SCMC Objective

Enable Prime Contractor acquisition funding to go farther

# Tools and Services

## Program Tools



Commodity Sourcing



Spend Analytics



eSourcing



eCatalog

## Program Services



Supplier Performance



Technology Enhancement



Infrastructure



Website Portal



Communication

## Designed to help Contractors

- Enhance current acquisition processes
- Create an effective, efficient and strategically driven Sourcing / Procurement function
- Enable leveraging of the aggregate spend across the enterprise for cost containment

# Small Business Impact Nationwide



## Overall

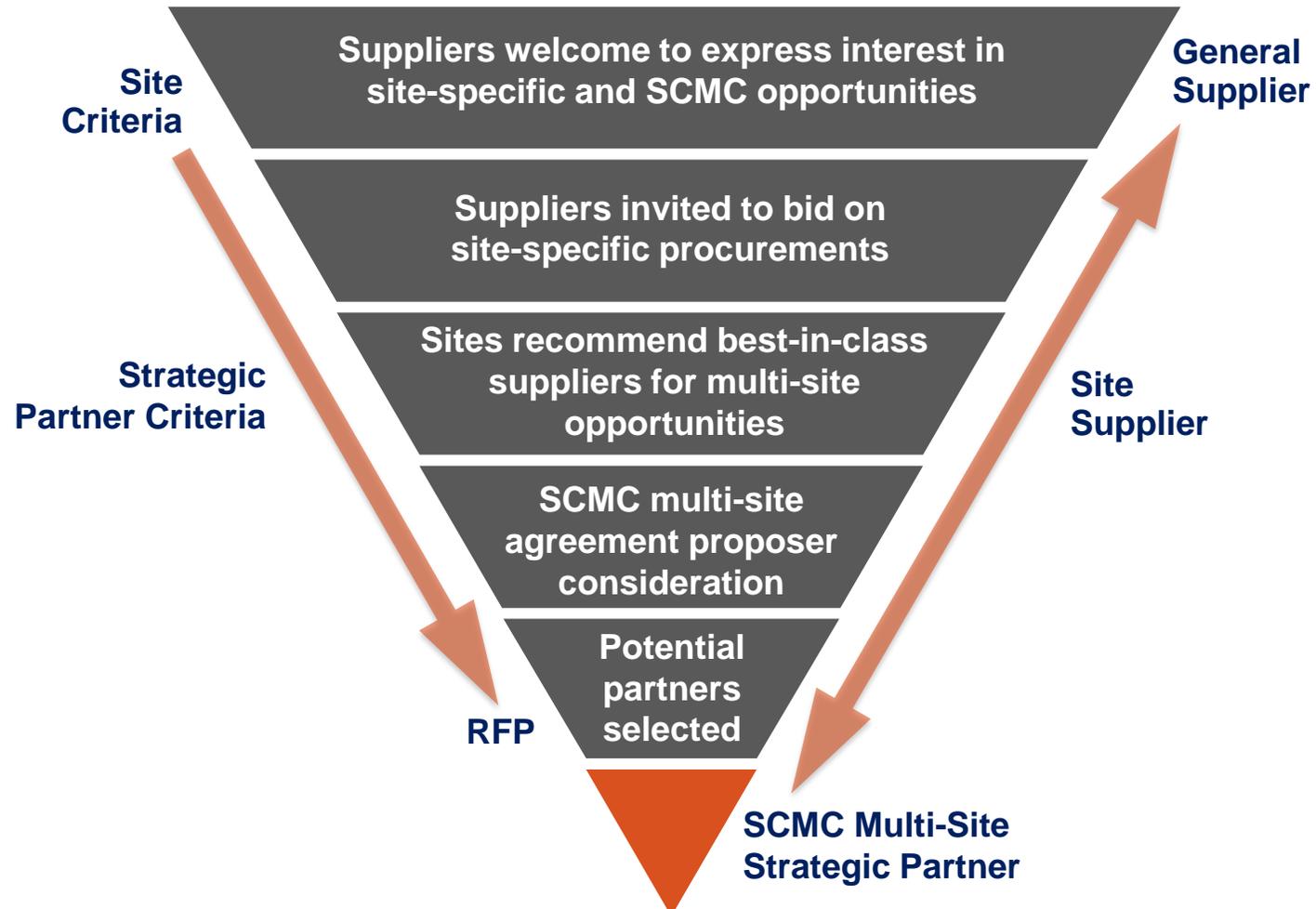
- 21 DOE locations across 12 states
- \$4.2B annual site invoice spend
- 30,000+ enterprise suppliers

## Commodity Agreements

- 57 agreements across 22 states
  - 24 small business awards
- \$364M annual award value (~8% of total \$4.2B spend)
  - \$231M small business annual award value (64%)

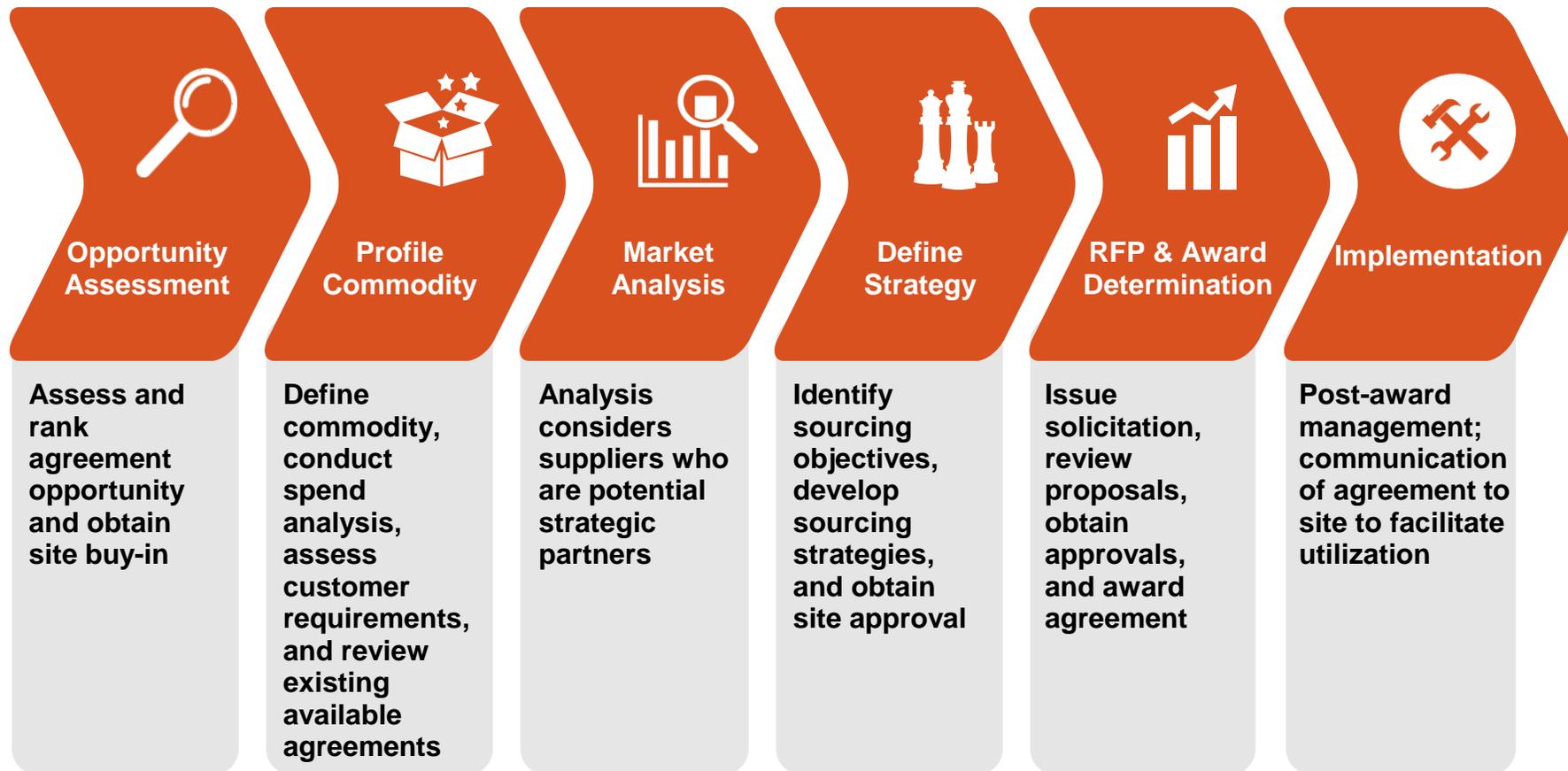


# Levels of Small Business Partnership



Suppliers matched to solicitation requirements / needs

# SCMC Strategic Sourcing Process



**SCMC follows approved commercial best practice methodologies**

# Characteristics of a Strategic Partner



## NNSA / DOE Experience

Familiarity with NNSA / DOE Contractors' diverse, unique and extensive requirements



## Value-Added Services

Ability / staffing for barcoding, JIT, handling extensive customer service needs, etc.



## eTool Capability

eSourcing ability, eCatalog capability to meet varying item and interface requirements



## Best-in-Class Performance

Superior P.O. execution for quality & delivery; exceptional order history reporting



## National / Regional Footprint

Regional footprint with expansion capability; strategic alliances / national consortium

# A way to be considered for opportunities

- **SCMC Website**  
([www.thescmcgroup.com](http://www.thescmcgroup.com))

- Our Vision
- Our Mission
- Focus Areas
- Our Clients
- Agreements
- Strategic Tools
- Highlights
- Potential Partnerships
- Contact

The image shows a screenshot of the Supply Chain Management Center (SCMC) website. The top navigation bar includes links for Home, Our Clients, Agreements, Strategic Tools, Highlights, and Become Our Partner. A banner at the top right states 'Annual Spend of \$4 Billion'. Below this is a promotional banner for an 'Information Meeting for Small Businesses' on February 18, 2016, from 9:00 AM to 4:30 PM (MST), with a 'Click here for details and to register' link.

The main content area is divided into two columns. The left column features a 'Contact Us' form with the following sections:

- General Information:** Fields for First name, Last name, Email, Telephone, Business/Organization Name, and Add your homepage. A checkbox asks 'Are you currently a Supplier to any of our clients?' with 'show list' and 'Yes/No' options.
- Industry Information:** A grid of checkboxes for various categories:
  - IT:** Hardware, Software, Telecommunications, Computer Services.
  - Transportation & Logistics:** Bulk Gas, Packaged Gas, Fuel, Professional Services, Repair and Maintenance, Utilities.
  - Operating Supplies:** Industrial Supplies, Lab Supplies, Electrical Products, Instruments, Furniture, Hospitality & Food Service, Office Supplies, Office Furniture & Furnishings, Electronic Components, Electronics & Appliances, Printing, Photographic, AV Products (PPAV), Office Equipment, Medical Supplies, Published Products.
  - Travel:** Airline, Rental Car, Hotel, Travel Services, Procurement / Travel Card Services.
- Additional Information:** A field for 'Enter your primary NAICS code' and a 'Comments/Questions' text area. A character count indicates '(Maximum characters: 200) You have 200 characters left.'

At the bottom of the form are 'Submit' and 'Reset' buttons.

The right column contains descriptive text about the SCMC, including 'Our Vision' and 'Our Mission'. A sidebar on the right lists 'What the SCMC is' and 'What the SCMC will not do'.

## Demo Website

# Frequently Asked Questions

- **Why does the SCMC not publish specific agreement holder information on the website?**
- **Does the SCMC follow federal procurement rules and regulations?**
- **Are sites required to use SCMC agreements?**
- **Does the SCMC have a small business goal?**
- **Are SCMC agreements always awarded based upon lowest price?**
- **Does the SCMC provide debriefings to proposers who are not awarded SCMC agreements?**
- **What happens to the information I submit through the SCMC website?**



# Conclusion

- The SCMC leverages commercial best practices for strategic sourcing, which is different than the Federal Procurement System
- The SCMC supports small businesses and provides an opportunity for business growth
- The SCMC is dedicated to continuously improving its approach and communications
- There are many ways for suppliers to become involved with the SCMC as well as the rest of the NNSA and EM contractor locations



**Thank you for your time and attention!**

**Looking forward to your questions**