

HOUSTON 2018

MAKING IT EASIER
TO WORK TOGETHER

Doing Business with the Department of Energy

*featuring Supply Chain Management and
Category Management*

**Scott Bissen, Director
Supply Chain Management Center**



17th Annual DOE Small Business Forum & Expo
MAY 22 - 24, 2018 | HOUSTON, TX

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 (SBPRC)



Acquisition Effectiveness

Desire to improve supply chain efficiencies and value through commercial practices



SCMC Objective

Enable Prime Contractor acquisition funding to go farther

Program based on collaboration and partnership to create solutions

Tools and Services

Tools and services are 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

Program Tools



Program Services



Program = focused, funded approach to facilitate strategic sourcing

Small Business Impact Nationwide



Overall

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

Commodity Agreements

- 60 agreements across 25 states
 - 38 small business awards (63%)
- \$400M average SCT annual award value
 - \$338M small business annual award value (68%)



SCMC supports and provides enhanced growth for small businesses

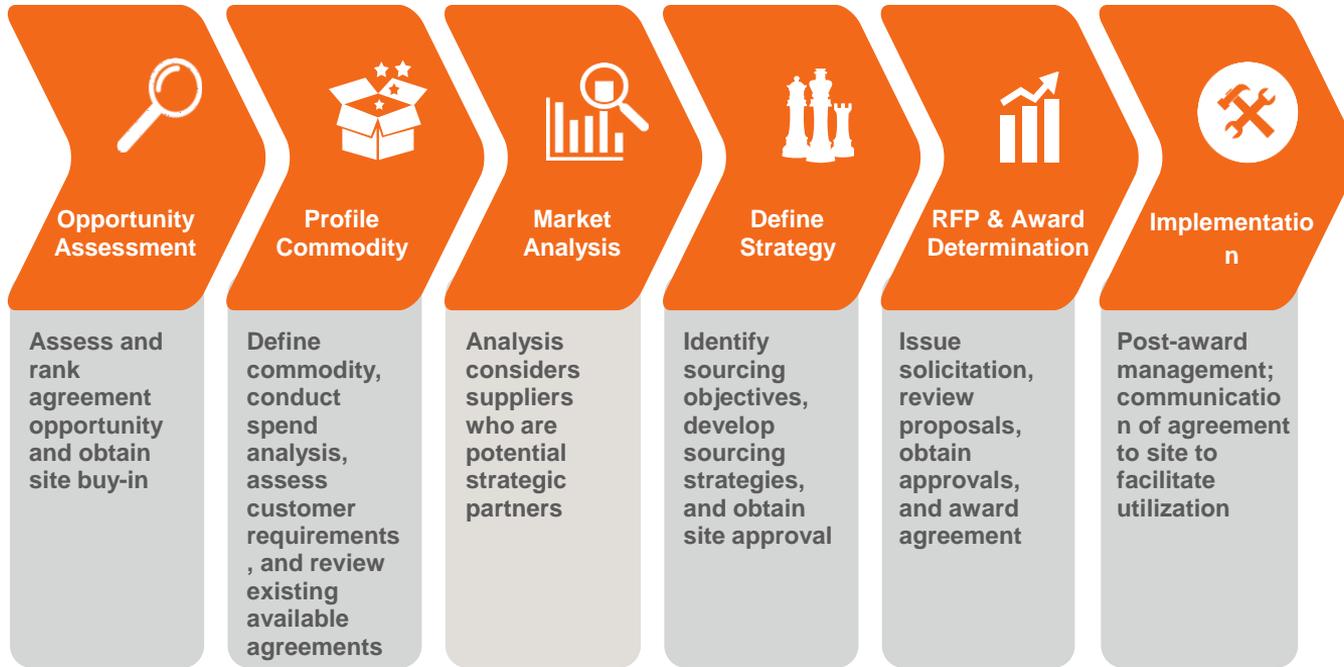
Category Management



- Five active commodity categories
- SCMC reviews current site agreements and savings efforts to identify multi-site and enterprise-wide opportunities
- Not an exhaustive list, may add other categories as data and sites dictate
 - i.e. Construction, Security, Medical

Commodity managers review opportunities for specific types of goods and services

SCMC Strategic Sourcing Process



SCMC follows approved commercial best practice methodologies

Characteristics of a Strategic Partner



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



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



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



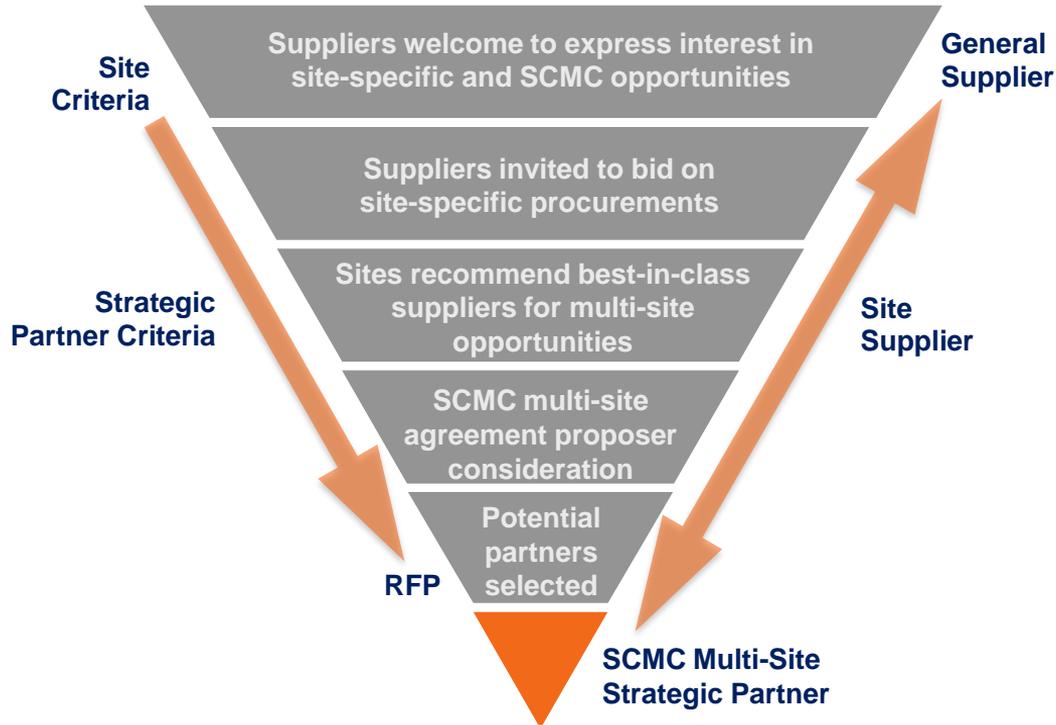
Superior P.O. execution for quality & delivery; exceptional order history reporting



Regional footprint with expansion capability; strategic alliances / national consortium

Supplier characteristics aligned with agreement requirements

Levels of Small Business Partnership



Suppliers matched to solicitation requirements / needs

A way to be considered for opportunities

- **SCMC Website**
(www.thescmcgroup.com)
- Our Vision
- Our Mission
- Focus Areas
- Our Clients
- Agreements and Opportunities
- Strategic Tools
- Highlights
- Potential Partnerships
- Contact

Contact Us

General Information

First name: Last name:

Email: Telephone:

Business/Organization Name: Are you currently a Supplier to any of our clients? [show list](#)
 Yes No

Add your homepage:

Industry Information

IT	Transportation & Logistics	Operating Supplies
<input type="checkbox"/> Hardware	<input type="checkbox"/> Bulk Gas	<input type="checkbox"/> Industrial Supplies
<input type="checkbox"/> Software	<input type="checkbox"/> Packaged Gas	<input type="checkbox"/> Lab Supplies
<input type="checkbox"/> Telecommunications	<input type="checkbox"/> Fuel	<input type="checkbox"/> Electrical Products
<input type="checkbox"/> Computer Services	<input type="checkbox"/> Professional Services	<input type="checkbox"/> Instruments
Travel	<input type="checkbox"/> Repair and Maintenance	<input type="checkbox"/> Furniture, Hospitality & Food Service
<input type="checkbox"/> Airline	<input type="checkbox"/> Utilities	<input type="checkbox"/> Office Supplies
<input type="checkbox"/> Rental Car		<input type="checkbox"/> Office Furniture & Furnishings
<input type="checkbox"/> Hotel		<input type="checkbox"/> Electronic Components
<input type="checkbox"/> Travel Services		<input type="checkbox"/> Electronics & Appliances
<input type="checkbox"/> Procurement / Travel Card Services		<input type="checkbox"/> Printing, Photographic, AV Products (PPAV)
		<input type="checkbox"/> Office Equipment
		<input type="checkbox"/> Medical Supplies
		<input type="checkbox"/> Published Products

Additional Information

Enter your primary NAICS code:

Comments/Questions:

(Maximum characters: 200) You have 200 characters left.

Annual Spend of \$4 Billion

Supply Chain Management Center (SCMC)

Please join us!
Information Meeting for Small Businesses
February 18, 2018 - 9:00 AM to 4:30 PM (MST)

What the SCMC is:

- An Enterprise-wide sourcing system leveraging E3 and National nuclear facility administration spend.
- A structured, dedicated, funded approach to acquire cost savings.
- Commodity teams responsible for data collection, commodity strategy, reporting and delivering savings.
- A commercial best practice site.

Our Vision
To add value to the contractor acquisition process, by creating a strategically driven function, leveraging the combined contractor spend dollars across the commodities.

Business Opportunities

Commodity / Sub-Commodity	NAICS Code	Commodity Manager	Email	Anticipated RFP Release Date
Professional Services				
Environmental Consulting Services Business Services to manage environmental requirements	541620	David Boyd	dboyd@scmc.com	Jul - Oct 2016
Employee Drug Testing Services Pre and post employment testing	621999	David Boyd	dboyd@scmc.com	Jul - Oct 2016
Engineering and Management Services Business Support Services / Engineering Planning, Development, Design and Management	541330 / 541611	David Boyd	dboyd@scmc.com	Jul - Dec 2016
Operating Supplies				
Janitorial Supplies Cleaning Chemicals / Cleaning Equipment / Paper / Cleaning Accessories	320000 / 330000 Series	Doug Ward	dward@scmc.com	Apr - Jun 2017
Electrical Supplies Wire & Cord/Conduit & Raceways / Distribution Equipment / Controls / Wiring Devices / Lighting / Line Construction Materials / Misc. Supplies	320000 / 330000 Series	Doug Ward	dward@scmc.com	Jul - Sep 2017
Safety Supplies Personal Protection Equipment and Supplies	339999	Doug Ward	dward@scmc.com	Jan - Mar 2017
Information Technology				
Desktop Computer Equipment Hewlett Packard & Apple desktop / laptops / peripherals	334111	Karen Cassell	kcassell@scmc.com	Oct - Dec 2016

Future Business Opportunities

Commodity / Sub-Commodity	NAICS Code	Commodity Manager	Email	Anticipated RFP Release Date
Professional Services				
Management Services Business Support Services	541330 / 541611	Paul Biagioli	pbiagioli@kcp.com	May – June 2018
Operating Supplies				
National Instruments products	334513	Doug Ward	dward@kcp.com	July – Sept. 2018
Information Technology				
IT Storage	334112	Karen Cassell	kcassell@kcp.com	July – Sept. 2018
Transportation & Logistics				
Industrial Bulk Gas	325120	Bryan Rhodes	brhodes@kcp.com	April – June 2018

Visit thescmgroup.com for the latest opportunities and information

Other Tips for Working with the Enterprise

- Develop a comprehensive capability statement.
 - Identify the NAICS codes and DUNS number that align with your capabilities.
- Register with the System for Award Management (SAM) and FedBizOpps database.
- Identify mentor-protégé and small business programs offered by individual DOE sites and labs
- Visit your local OSDBU Procurement Technical Assistance Center
- Visit the SBA's online Government Contracting Classroom

Source: U.S. Department of Energy

Conclusions

- 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 several strategic ways for suppliers to become involved with the SCMC as well as the rest of the NNSA and EM contractor locations
- Visit thescmcgroup.com to register your business



Roundtable Discussion

- What has been your experience with the DOE?
- How might you scale your business for growth?
- Do you see opportunities for multi-site or enterprise-wide agreements?
- Are there best practices when working with the sites you'd like to share?
- If you've worked with more than one site ...
 - How are they similar?
 - How are they different?

We want to hear from you

Session Evaluations

Please complete the Speaker/Session Evaluation Form located in your program guide and place the form in the basket in the back of the room.



SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

SESSION TITLE: _____

Please rate each of the following:	Poor		Fair		Great
Overall Session Rating.	1	2	3	4	5
Session content matches the program description.	1	2	3	4	5
The speaker(s) appeared organized, informed, and delivered effective presentation.	1	2	3	4	5
Would you recommend that this/these speaker(s) return for future presentations?	<input type="checkbox"/> Yes <input type="checkbox"/> No				

**Turn over for additional questions*

SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

What topics most interested you in this session?

What topics do you feel were missing in this session?

Additional comments: _____



Questions?

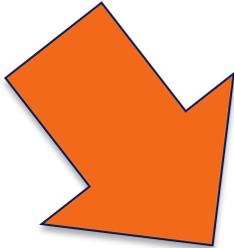
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Thank you! Visit Us At Booth # 404-406