Welcome to the CNS Partners in Excellence Forum

Event Topics: Supply Chain Disruption, Procurement Opportunities & Doing Business with CNS

Note: You are muted when you first join the event and cannot unmute yourself. If you need assistance, please send a message to the Host via Chat.

If your audio is not functioning, please call in using the information below:

Phone Number: US Toll +1(415) 527-5035
Access Code: 199 005 7671
Event Password: pwDJwvRn483 (79359876 phone connections only)

We Will Begin Shortly
General Webex Information

Important Notes to Remember for All Participants:

- Please keep your mic on mute during the presentation to keep feedback or other background noise from distracting the presenter and/or other attendees.
  - Note: Attendees are automatically set to Mute upon entering the workshop and cannot Unmute themselves unless given permission by the Host.

- Please do not speak out during the presentations unless requested/called upon by a panelist or presenter.

- Slow or Questionable Internet Connection? Dial in:
  - Audio Conference: US Toll +1-415-527-5035
  - Access Code: 199 005 7671
  - Event Password: pwDJwvRn483 (79359876 phone connections only)
  - Please Note: This info is provided to us by Webex, however, individuals may receive slightly different login/password info based on their unique registration confirmation emails.
General Webex Information

Important Buttons to Take Note of:

- In the middle of your screen, to the right of your name in the Participants list, you will see a mic button. This controls the mute function.

- In the Participants list on the right side of your screen, you will see those who are designated as Panelists and just yourself within the Attendee section.
  - If you wish to view other Attendees, select the blue “View All Attendees” button located under your name in the Attendees section of the list.

- If you have a question that you would like to ask, select the Raise Hand Button located at the bottom right side of the participants list on the right side of your screen.

- If you would like to say “Yes” or “No” you may select the response button located at the bottom of the Participants list on the right side of your screen (directly next to the raise hand icon).
General Webex Information

Chat Functions within Webex:

- Under the Participants list, there will be a Chat menu (may be collapsed at the bottom— if so select “Chat” and the menu should be revealed)

- Selecting the “To” button within the Chat menu will designate who will receive your message
  - To all Participants: Everyone in the meeting will be able to view your chat message (Should not be used unless directed to)
  - To all Panelists: Only all Panelists will be able to view your chat message
  - To Host: Your message will only be visible to the Host
  - To Presenter: Only the individual currently presenting will be able to view your chat message
  - To Host and Presenter: The Host and the Presenter will be able to view your message

- Selecting Individuals Name: Selecting an individual’s name will make your chat message only visible to the individual that you have selected.

  - **Note**: During our Q&A Session, questions should be sent to all Panelists. **If questions are sent to another individual or group in the Chat menu, they may not be seen.**
## Forum Agenda

<table>
<thead>
<tr>
<th>Time (EDT)</th>
<th>Time (CDT)</th>
<th>Agenda Item</th>
<th>Presenter</th>
</tr>
</thead>
</table>
| 2:00 p.m.  | 1:00 p.m.  | Welcome     | Randy Crawford  
Pantex Small Business Program Manager |
| 2:10 p.m.  | 1:10 p.m.  | Welcome & Comments | Bill Tindal, Chief Operating Officer for  
Consolidated Nuclear Security, LLC |
| 2:25 p.m.  | 1:25 p.m.  | Keynote Address: Supply Chain Disruption | Dr. Ben Skipper, University of Tennessee |
| 2:45 p.m.  | 1:45 p.m.  | Program Overview: Supply Chain Management Center | John O’Connell & Robert Leuszler  
Supply Chain Management Center |
| 3:05 p.m.  | 2:05 p.m.  | Upcoming Subcontract Opportunities with CNS | Rick Hillert, Director of Procurement  
Operations for CNS |
| 3:20 p.m.  | 2:20 p.m.  | Doing Business with CNS | Greta Ownby  
Y-12 Small Business Program Manager |
| 3:30 p.m.  | 2:30 p.m.  | Defense Priorities and Allocations System: Associated  
Preferred Contract Types * | Drake Russell  
National Nuclear Security Administration |
| 3:50 p.m.  | 2:50 p.m.  | Closing Comments & Survey | Jason Eaton, Senior Director Supply Chain  
Management for CNS |

* The Defense Priorities and Allocation System presentation was postponed to a future PIE event.
Safety is Our Top Priority

Safety Message: Fireworks Safety Tips
• Obey local laws regarding use of fireworks.
• Never give fireworks to small children
  • Sparklers can reach 1,800°F – *hot enough to melt gold.*
• Always follow instruction on the fireworks packaging.
• Keep a water supply close by. Don’t hold fireworks in your hand while lighting or have any part of your body above them.
• Wear eye protection when lighting fireworks.
• Light only one firework at a time and never attempt to relight a dud.
• Store fireworks in a cool dry place and away from children and pets.
• Never throw or point fireworks at people, animals, vehicles, structures or flammable materials.
• Keep pets indoors to reduce the risk of injury and anxiety.

Enjoy the July 4th Holiday with Safety in Mind!
Welcome & Opening Remarks

Bill Tindal

William.Tindal@cns.doe.gov

Chief Operating Officer, Consolidated Nuclear Security, LLC
Keynote: Supply Chain Disruption

Dr. Ben Skipper
bskipper@utk.edu

Executive Director, Aerospace & Defense Programs, and a Lecturer in the Department of Supply Chain Management, Haslam College of Business at the University of Tennessee
Supply Chain Disruptions: Causes and Opportunities

Dr Ben Skipper
Executive Director, Aerospace & Defense

Prepared for
CNS Partners in Excellence Forum
June 24 2021
What could possibly go wrong?

- Best Selling Pick-up, primary components in multi-year design
- April 2018, fire at a magnesium plant
- Manufacturing/assembling shut down
- Ford down to a two-month supply nationwide
  - Stock out of high-end models
- Critical supplier, limited options, long term impact

Ever Given

- Mar 2021 – *Ever Given* caught in sandstorm (doing 15 in a 10), turned sideways, blocked width of Suez
  - Required 14 tugs and a supermoon to dislodge vessel
- 300+ ships impacted almost immediately
- 16.9 million tons of cargo
- *Lloyd’s List* estimates blockage cost $400M/hour and,
- Additional $9B/day in disruption in ripple effect
- Impacted already low inventory due to Covid
Colonial Pipeline – May 2021

- 5,500 miles of pipeline, providing nearly 45% of East Coast fuel
- NOT a supply disruption, a distribution disruption, played on public fear
- Hacked and ransomed for $4.4M
- Gas prices jumped to highest levels in 6.5 years
Why?

6 reasons why supply chains break

- Heavy emphasis on Tier 1, but what do you know about beyond?
- Technology will solve all our problems! Right?
- We are an innovative company. Hey, did anybody tell our suppliers/customers that we innovated?
- We don’t have any data!
- We have way too much data!
- Fragmentation (SC, Org, Effort, etc..)
Impacts

- Hurricanes, Typhoons, Volcanoes, Oh My!
- Shipping delays, Driver shortage, Rail capacity
- Technology implementation success/failure/exposure
- Supply Chain disruptions linked to decrease in shareholder value (Hendricks & Singhal, ’08, Accenture ‘13)
So, what can you do about it?

- Technology/IT solutions?
- Process improvement?
- HR/People solutions?
- Integration/Collaboration/S&OP?
- Bigger picture strategy?
- Give up?
- Ignore it, the world is flat anyway.
Improving Flexibility thru Planning (Skipper & Hanna ‘09)
• Minimize risk
• Formal planning process
• Increase flexibility

Think about --
How might you increase organizational flexibility?

Be specific.
... flexibility in the supply chain adds the requirement of flexibility within and between all partners, including departments within organizations and external partners, including suppliers, carriers, third party companies, and information systems.

Surveyed 400 supply chain planners, 168 usable responses (42%)

<table>
<thead>
<tr>
<th>Respondent Position</th>
<th>Senior</th>
<th>Middle</th>
<th>Professional</th>
<th>Technical</th>
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<td>% of Sample</td>
<td>26.79% (45)</td>
<td>44.64% (75)</td>
<td>16.07% (27)</td>
<td>12.5% (21)</td>
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<thead>
<tr>
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<th>Years in Current Position</th>
<th>Years in Organization</th>
<th>Years Planning Experience</th>
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<tbody>
<tr>
<td>Respondent Avg</td>
<td>5.39</td>
<td>11.63</td>
<td>10.71</td>
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</table>
Proposed that each of these components positively impacted Flexibility.

Which do you think are important?

- Top Management Support
- Goal Alignment
- Resource Alignment
- IT Usage
- Information Sharing
- Connectivity
- Planning Comprehensiveness
- Planning Process Standardization
- Internal Collaboration
- External Collaboration
Why?

- **Top Management Support**
  - Nearly all initiatives require TMS in order to survive
- **Resource Alignment**
  - Without resources, even the best initiative will fail
- **IT Usage**
  - Organizations that use standardized IT across and between organizations can react faster
- **External Collaboration**
  - Organizations that collaborate together develop relationships that lead to flexibility
Why Not?

- **Goal Alignment**
  - Goals aligned on paper, but in reality…
- **Information Sharing**
  - When information sharing is not part of the culture can have negative impact – forced vs. natural
- **Connectivity**
  - System connectivity comes with pre-defined limits, may restrict flexibility
- **Planning Comprehensiveness**
  - Plans that try to plan for everything…
- **Planning Process Standardization**
  - Overly defined versus general guidance
- **Internal Collaboration**
  - Too much control – group think – negative impact
What can we learn?

• Planning for disruption is a good thing
  • Nearly 67% of organizations that planned for significant disruption recovered

• Flexibility truly is the key!
  • But…difficult to achieve, and requires effort from across the organization
    • NO SILVER BULLETS!
  • Requires planning, well thought out, team effort
    • Contingency purchasing/sourcing
    • Inventory strategy, placement, and management
    • Training and communication as part of org culture
    • Leadership!
Opportunities?

• Understand the supply chain
  • Where do vulnerabilities exist?
  • What are the right tools to address that vulnerability?
  • What costs are involved?
    • Can planning ahead save?
    • Does planning ahead cost?
  • What potential opportunities exists?

• Those that are prepared, WIN!
Program Overview: Supply Chain Management Center

John O'Connell
Principal Customer Programs Leader
joconnell@kcns.doe.gov

Robert Leuszler
Sr. Manager, Commodities/Small Business Program Resource Center
rleuszler@kcns.doe.gov
PROGRAM OVERVIEW
SUPPLY CHAIN MANAGEMENT CENTER

JOHN O’CONNELL
PRINCIPAL CUSTOMER PROGRAMS LEADER

ROBERT LEUSZLER
SR. MANAGER, COMMODITIES/SMALL BUSINESS PROGRAM RESOURCE CENTER
SCMC IS AN ENTERPRISE ACQUISITION PROGRAM

A focused, funded, strategic sourcing solution for DOE’s NNSA and EM Contractors

• Simplifies the buying process
• Enables savings
  – Built-in cost avoidance
  – Combined Contractor purchasing power
  – Allows more money to be focused on more mission
• Technology platforms improve operational efficiency
  – Innovative solutions (eCatalogs, eSourcing, Spend Analytics)
• Center of excellence and collaboration
  – Best practice sharing and training
  – Reducing duplication of efforts, fragmented approaches to strategic sourcing
  – Fair market competition while valuing small business participation

Enhancing supply chain efficiency, effectiveness
22 SITES IN 12 STATES

An enterprise-wide sourcing system.
PROGRAM SYNOPSIS

Program Origin 2006
Transformation to shape a “one business” supply chain, thru enterprise acquisition

National Enterprise
22 Locations / 12 different states; ~$5B 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

More than $1 billion in prime contractor savings.
SCMC PROGRAM INTENTIONS

What it is:

• Enterprise-wide acquisition system, including procurement eTools to leverage NNSA and EM spend
• Structured, funded approach to acquisition cost savings
• Commodity teams responsible for data collection, commodity strategy, reporting and delivering savings
• A commercial best practice

What it is not:

• Not contracting for other federal agencies / departments
• Not shifting money or buying from individual sites
• Not replacing local purchasing organizations
• Not replacing systems already in place
• Not taking “credit” away from M&Os for small business or local spend
STRATEGIC COMMODITY SOURCING

- SCMC operates as a strategic sourcing enterprise through the facilitation of collaboration across the contractor sites, capitalizing on identified leverage opportunities
- Grouping like commodities into Strategic Commodity Teams (SCT) while providing contractor-inclusive cross-network sourcing strategies allows the creation of roadmaps to fully capitalize on leverage opportunities and enable achievement of critical business targets, as well as improving the ease of business on a repetitive basis

Overall
- 22 DOE sites across 12 states spending ~$5B annually
- 30,000+ enterprise suppliers

Commodity Agreements
- 83 agreements across 23 states
  - 55 small business awards (65.5%)
- $690M average SCT annual award value
  - $467.5M small business award value (67.8%)
OUR VALUE PROPOSITION FOR SUPPLIERS

The SCMC values small business and the vital role they play in strategic sourcing.

• SCMC looks to **small businesses first** in order to maximize their usage where and whenever practical.

• **More than 60 percent** of SCMC’s currently awarded agreements are with small businesses nationwide.

• **Over 90 percent of site spending** year-to-date in 2021 has been with SCMC small business agreements.

• SCMC’s **Small Business Program Resource Center** provides assistance to site small business program managers.

What’s in it for you?

• Nationwide supply chain represents a strong opportunity for small businesses to grow outside their traditional markets.

• High quality, technically superior, and competitively priced suppliers can be and have been selected for multi-site and enterprise-wide agreements.

• Agreements are awarded on a best value basis, not a lowest price basis.

Gain exposure to DOE contractors across the country.
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

Supplier characteristics aligned with agreement requirements
SCMC STRATEGIC SOURCING PROCESS

Opportunity Assessment
Assess and rank agreement opportunity and obtain site buy-in

Profile Commodity
Define commodity, conduct spend analysis, assess customer requirements, and review existing available agreements

Market Analysis
Analysis considers suppliers who are potential strategic partners

Define Strategy
Identify sourcing objectives, develop sourcing strategies, and obtain site approval

RFP & Award Determination
Issue solicitation, review proposals, obtain approvals, and award agreement

Implementation
Post-award management; communication of agreement to site and eCatalog setup to facilitate utilization

SCMC follows approved commercial best practice methodologies
SMALL BUSINESS PROGRAM RESOURCE CENTER

• Created as part of the NNSA’s small business master strategy
• A free resource for NNSA and EM sites
  – Assists and compliments your small business strategies
  – Helps to resolve related multi-site and enterprise-wide small business issues
  – Encourages the connection of site small business programs to better leverage best practices and supplier relationships
• Does not replace local site small business programs, policies, strategies, infrastructure, staff, or reporting requirements
  – Represented by the sites’ small business program managers
  – Supported by Rob Leuszler, SCMC senior manager

Part of SCMC’s Integrated Shared Services
CURRENT AGREEMENTS – INDIRECT MATERIAL

Operating Supplies

24 Agreements covering the following Commodities:
• Cable, Wire, Batteries, and Heat Sources
• Electrical Supplies
• Electronic Components
• Industrial Safety Supplies
• Industrial Supplies
• Janitorial Supplies
• Laboratory Equipment and Supplies
• Prescription Safety Glasses
• Test & Measurement Products

20 Agreements awarded to Small Businesses
4 Large Business agreements allow Small Business participation

Services

29 Agreements covering the following Commodities:
• Construction Site Monitoring and Escort Services
• Environmental Consulting Services
• Infrastructure Engineering Support
• International Travel
• Management and Business Services
• Nuclear Safety Basis
• Recruitment

17 Agreements awarded to Small Businesses
12 Agreements awarded to Large Businesses

Transportation & Logistics

13 Agreements covering the following Commodities:
• Bulk Gas
• Ground Fuels
• Packaged Gas

5 Agreements awarded to Small Businesses
8 Agreements awarded to Large Businesses

Information Technology

17 Agreements covering the following Commodities:
• Amazon Web Services
• Apple Computer Products
• Bank Card
• Catalog Software and Services
• Cisco Computer Products
• Dell Computer Products
• Design Engineering Software
• HP Computer Products
• HR Software
• Intellectual Property Software
• IT Computer Storage
• IT Storage Products

12 Agreements awarded to Small Businesses
5 Agreements awarded to Large Businesses
HOW TO BECOME AN SCMC SUPPLIER

Visit theSCMCgroup.com

- Complete a supplier profile for consideration
- Explore the latest business opportunities
- Stop back often to check out the latest news and updates
QUESTIONS?

John O’Connell
Principal Customer Programs Leader
joconnell@kcnsc.doe.gov
816-506-5700

Rob Leuszler
Sr. Manager, Commodities/SBPRC
rleuszler@kcnsc.doe.gov
816-266-9242

Thank you for your time today!
Question and Answer
Upcoming Subcontract Opportunities with CNS

Rick Hillert
Ricky.Hillert@cns.doe.gov
Director, Procurement Operations
## CNS Procurement Forecast

<table>
<thead>
<tr>
<th>Description</th>
<th>Method of Procurement</th>
<th>NAICS / Estd $</th>
<th>RFP release / Award date</th>
<th>Buyer/Email/Phone</th>
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</thead>
<tbody>
<tr>
<td><strong>Design/Build</strong></td>
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<tr>
<td>LPF Glovebox Door (Y-12)</td>
<td>TBD</td>
<td>333249 TBD</td>
<td>1Q FY22</td>
<td>C. Redmond <a href="mailto:chesney.redmond@cns.doe.gov">chesney.redmond@cns.doe.gov</a> 865.574.5101</td>
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<tr>
<td>LPF Isostatic Press (Y-12)</td>
<td>SSB</td>
<td>333249 $1M - $10M</td>
<td>3Q FY21</td>
<td>C. Redmond <a href="mailto:chesney.redmond@cns.doe.gov">chesney.redmond@cns.doe.gov</a> 865.574.5101</td>
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<td>LPF HMG (Y-12)</td>
<td>TBD</td>
<td>333994 TBD</td>
<td>1Q FY22</td>
<td>C. Redmond <a href="mailto:chesney.redmond@cns.doe.gov">chesney.redmond@cns.doe.gov</a> 865.574.5101</td>
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<td><strong>Architect and Engineering</strong></td>
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<td>Project Design Services</td>
<td>FOC</td>
<td>541330 $1M - $10M</td>
<td>4Q FY21</td>
<td>M. Durden <a href="mailto:melinda.h.durden@cns.doe.gov">melinda.h.durden@cns.doe.gov</a> 865.576.5279</td>
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## CNS Procurement Forecast - Continued

<table>
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<th>Description</th>
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<td>$250K - $1M</td>
<td>3Q FY22</td>
<td>J. Carducci&lt;br&gt;<strong><a href="mailto:james.carducci@cns.doe.gov">james.carducci@cns.doe.gov</a></strong>&lt;br&gt;806.573.6109</td>
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<td>Lightning Protection System Repair 10MAA Facilities (Pantex)</td>
<td>SSB</td>
<td>$1M - $10M</td>
<td>1Q FY22</td>
<td>L. Sullivan&lt;br&gt;<strong><a href="mailto:Lindsey.sullivan@cns.doe.gov">Lindsey.sullivan@cns.doe.gov</a></strong>&lt;br&gt;806.573.6246</td>
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<td>12-108 &amp; 4-147 Fuel Storage Tank Replacement (Pantex)</td>
<td>FOC</td>
<td>$1M - $10M</td>
<td>4Q FY21</td>
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<td>$1M - $10M</td>
<td>4Q FY21</td>
<td>J. Carducci&lt;br&gt;<strong><a href="mailto:james.carducci@cns.doe.gov">james.carducci@cns.doe.gov</a></strong>&lt;br&gt;806.573.6109</td>
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<td>4Q FY21</td>
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<td>L. Hunley&lt;br&gt;<strong><a href="mailto:landon.hunley@cns.doe.gov">landon.hunley@cns.doe.gov</a></strong></td>
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### CNS Procurement Forecast - Continued

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<td><strong>Construction Management</strong></td>
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<td><strong>Services</strong></td>
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Additional Forecast Details

CNS Procurement provides the forecast of subcontracting opportunities for FY 2021 and FY2022. Keep in mind that these requirements may be revised or cancelled, depending on program budget funding or departmental needs.

If you have questions or would like to express an interest in any of the opportunities listed in the previous slides, contact:

procurement@pantex.com (Pantex) or procurement@y12.doe.gov (Y-12).

System for Award Management

All Offerors must be registered with The System for Award Management (SAM). To obtain registration forms, call the System for Award Management Registration Assistance Office at (866) 606-8220. Offerors may also register online via the internet on the SAM website www.sam.gov. Offerors not registered will be ineligible for award.

CNS Forecast Site

www.y12.doe.gov/suppliers/procurement/subcontracting/subcontracting-forecasts/cns-forecast
Question and Answer
Doing Business with CNS

Greta Ownby

Greta.Ownby@cns.doe.gov

Y-12 Small Business Program Manager
Doing Business with CNS

- Have you checked the boxes?
- Some helpful hints to get the first subcontract and future subcontracts
- Review what’s new or changing
Have You Checked All of The Boxes?

- Is your company registered in sam.gov?
- Recent format/layout revisions of sam.gov
- Check the status of your registration
- Keep your registration up-to-date
Have You Checked All of The Boxes? - Continued

• Do you have a Dun & Bradstreet (D-U-N-S) number?
  • Nine digit number
  • Required in order to do business with a federal contractor
  • Apply online at www.fedgov.dnb.com/webform/

• Have you entered your company info into Dynamic Small Business Search (DSBS) at www.sba.gov?

• Have you identified your primary North American Industry Classification System Codes (NAICS) and secondary areas of expertise?
Have You Checked All of The Boxes? - Continued

• Do you have a capabilities statement? Is it clear, organized and a professional reflection of your company?
• Does it include your primary and secondary North American Industry Classification System (NAICS) codes?
• Does it include any socioeconomic certifications
• Does it include contact information, including phone, email, website, address and key individuals?
• Does it clearly describe your company’s products/services?
• Have you forwarded the capabilities statement to a small business program manager?
Helpful Hints

• Review (and bookmark) the CNS, Y-12 and Pantex websites. Are you a good match for the mission? Do you have products or services needed at one or both sites?

  www.pantex.energy.gov
  www.y12.doe.gov
  www.cns-llc.us

• Review Upcoming Major Procurements for Y-12 & Pantex at: http://www.y12.doe.gov/suppliers/procurement/subcontracting/subcontracting-forecasts


• Attend and actively participate in workshops, conferences, expos and forums.

• Network, Network, Network to discover business opportunities.

• Take advantage of resources such as your local PTAC office and Small Business Development Center
Helpful Hints

• Respond to inquiries in a timely and efficient manner before established deadlines.
• Submit accurate and complete proposals.
• Complete all forms.
• Perform/Supply per the statement of work – no more, no less – without appropriate approvals.
• Anticipate and efficiently facilitate the requirements of your contract. Will you need to complete Foreign Ownership Control or Influence (FOCI), quality requirements, escort needs, clearance approvals, etc.
• Communicate if you are classified as small, small disadvantaged, woman-owned, veteran-owned, and/or service disabled veteran-owned small business.
• If you qualify, get certified as an 8a or HUBZone business.
What’s New or Changing

• Unique Entity Identifier (UEI)
  • Currently, it is a two step process
  • With the transition it will be one step
  • When a company registers in SAM, the UEI will be assigned
    • All companies registered now have been assigned a UEI
  • Transition by April 2022
  • Visit www.gsa.gov for more information
Question and Answer
Closing Comments

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