





Doing Business Brookhaven Lab



Sheri Alexander Procurement & Property Management Division





Brookhaven Lab Today

Energy

Research Hub

Interdisciplinary <u>Sci</u>ence Bldg.

The Atom Smasher Relativistic Heavy Ion Collider

NASA Space Radiation Lab

Medical Isotope Maker

Brookhaven Linear Isotope Producer

Magnet Makers

Physics

Chemistry

Biology

Environment, Nonproliferation, And More

Detector Designers

Instrumentation

Data Crunchers Scientific Data and Computing Center

Accelerator

Test Facility

Solar Power Test Site

> Long Island Solar Farm

Ultra-bright Light Source

National Synchrotron Light Source II

Ultra-small Science Center for Functional Nanomaterials

Brookhaven Lab Today

5,321 Acres

12 Miles of Sidewalks

2,550 Employees

29 Miles of Paved Roads

300+ Buildings

> 5,000 Guests and Users

What Brookhaven Buys

Brookhaven buys almost anything a small town buys and scientific equipment too

- High-tech scientific equipment (microscopes, beamlines)
- Apparel/safety/misc. equipment
- Audio-visual equipment
- Chemicals
- Communications equipment
- Computers & peripherals—all types
- Construction, paving
- Copier maintenance
- Document shredding
- Electronics equipment

- Janitorial/plant equipment
- Service, maintenance equipment
- Hardware, tools, and fasteners
- Office furniture
- PC boards, printed circuit boards, electronics fabrication
 - Raw metals
 - Laboratory, medical, and office supplies
 - HVAC, electrical, and carpentry supplies
 - Wireless (RF) equipment

What Brookhaven Doesn't Buy

We rarely buy some services—we have some of these capabilities in house, others we don't buy at all.

- Advertising and public relations
- Insurance services
- Automotive vehicles
- Legal and medical services
- Food
- Military products/services
- Healthcare services

- Photography services
- Printing
- Information technology services
- Web design and hosting

Small Doesn't Always Mean "small"

The federal government defines a small business is by the North American Industrial Classification System (NAICS) codes.

Category	NAICS code	Under # Employees*	Under \$ Revenue**
Architectural Consultant	541310		\$ 7.5 M
Chemicals	424690	500	
Commercial construction	236220		\$ 36.5 M
Computer	334111	1,250	
Electron Microscope	334516	1,000	
Ind. Safety Devices	423450	500	

* Average number of employees over the last 12 months ** Average annual revenue over the last 3 years

What Brookhaven Buys From Small Businesses

A breakdown of FY2017 small business achievements

Small Business	50%	or	\$ 56M
Small Disadvantaged Business	5%	or	\$ 6M
Small Woman Owned Business	5%	or	\$ 6M
Small HUB Business	3%	or	\$ 3M
Small Service Disabled Veteran Owned Business	3%	or	\$ 3M
Small Veteran Owned Business	3%	or	\$ 3M

Small Business FY2018 goals

Small Business Small Disadvantaged Business Small Woman Owned Business Small HUB Business Small Service Disabled Veteran Owned Business Small Veteran Owned Business

Note: These are percentages of the total procurement spend for the fiscal year.

42%	o or	- \$	57M	
5%	or	\$	6.8M	
5%	or	\$	6.8M	
3%	or	\$	4M	
3%	or	\$	4M	
3%	or	\$	4M	

Business Volume: FY 2017 Procurement Commitments

Total Total New York State Nassau County Suffolk County \$ 119,192,187
\$ 26,079,345
\$ 1,507,402
\$ 12,045,559





Specifically, What to Do

Sign up for FedBizOpps "Watch List"

 Automatic notifications of government and BNL solicitations www.fedbizopps.gov (Note: You can filter notifications for Brookhaven only)

Brookhaven Lab Small Business Liaison Office

sblo@bnl.gov

Monitor

- BNL Small Business website (http://www.bnl.gov/ppm/SDB/)
- Bid specs (https://bidspecs.ls.bnl.gov/)





Specifically, What to Do

BNL Small Business website (http://www.bnl.gov/ppm/SDB/)



Intel Business Program

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Specifically, What to Do

Bid specs (https://bidspecs.ls.bnl.gov/)

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Bid Specs

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Know Us and Our 'Clients'

- Procurements less than \$25,000: Buyer's discretion
- Procurements between \$25,000 and \$250,000:
 Competition not required for small businesses, and staff recommendations are considered

Remember: Competition, efficiency, and quality are vital.





If You'd Like to Introduce Yourself

Email sblo@bnl.gov and include:

- A one-page capabilities statement
- Business type (small; small disadvantaged; Small Business Administration (SBA) certified 8(a) and/or HUB-zone; small womanowned; small veteran-owned; and/or small service-disabled veteran-owned).
- What you sell, either by NAICS code or description
- Contact information
 Note: We do not maintain a bid list.





Business Beyond Brookhaven

Again, Brookhaven is one of 17 national labs. If you are a small business to us, you qualify as a small business with our fellow labs.



U.S. Department of Energy, via Wikimedia Commons

Questions?

Stay in Touch

www.fedbizopps.gov http://www.bnl.gov/ppm/SDB https://bidspecs.ls.bnl.gov sblo@bnl.gov