



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

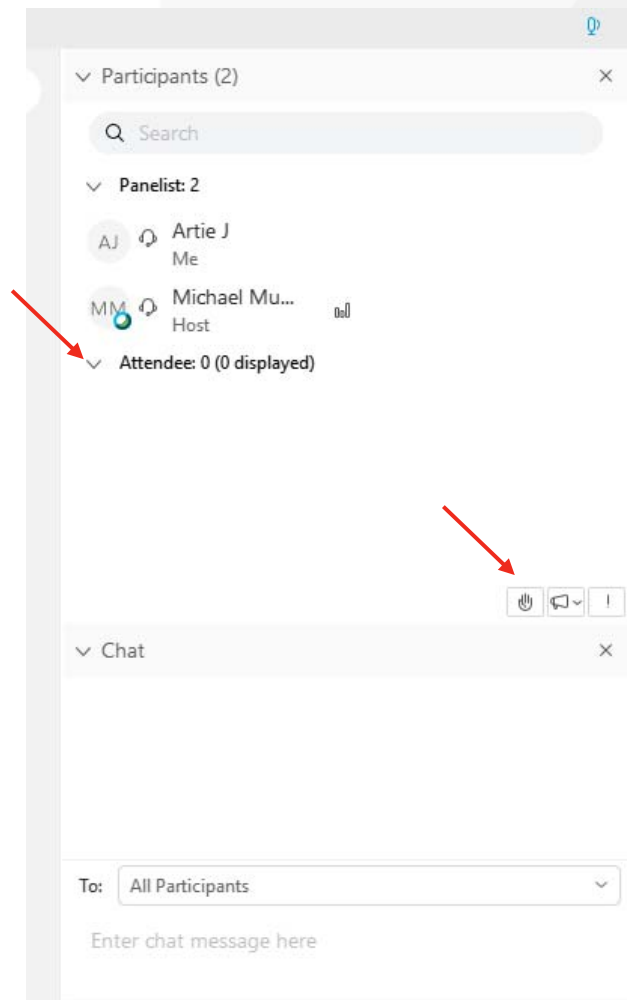
Important Notes to Remember for All Participants:

- 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

Time (EDT)	Time (CDT)		
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/assembly shut down
- Ford down to a two-month supply nationwide
 - Stock out of high-end models
- Critical supplier, limited options, long term impact
- <https://www.fool.com/investing/2018/05/17/how-a-giant-supplier-fire-will-affect-fords-earnin.aspx><https://www.fool.com/investing/2018/05/17/how-a-giant-supplier-fire-will-affect-fords-earnin.aspx>

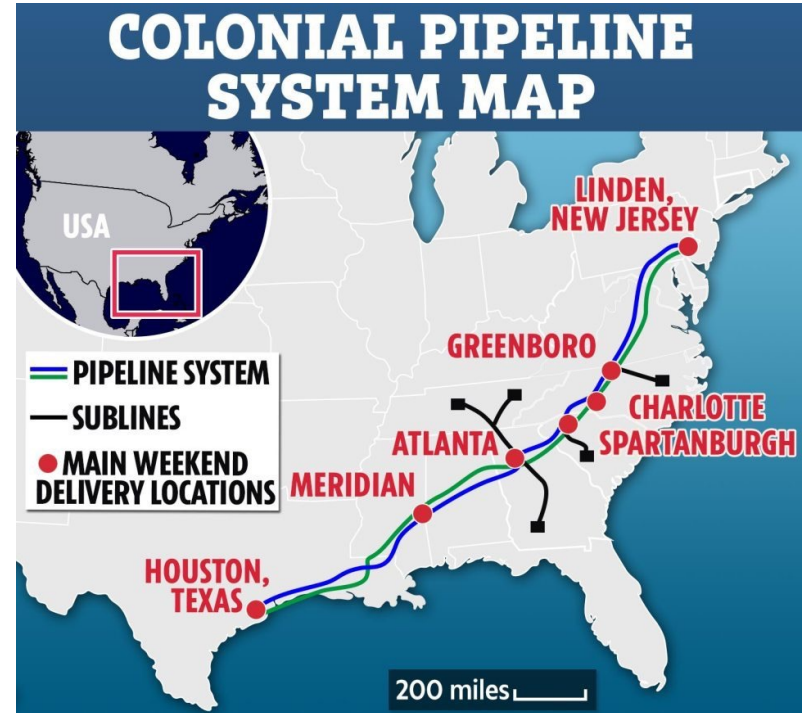
Ever Given



- 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%)

Respondent Position	Senior	Middle	Professional	Technical
% of Sample	26.79% (45)	44.64% (75)	16.07% (27)	12.5% (21)

	Years in Current Position	Years in Organization	Years Planning Experience
Respondent Avg	5.39	11.63	10.71

Proposed that each of these components positively impacted Flexibility.

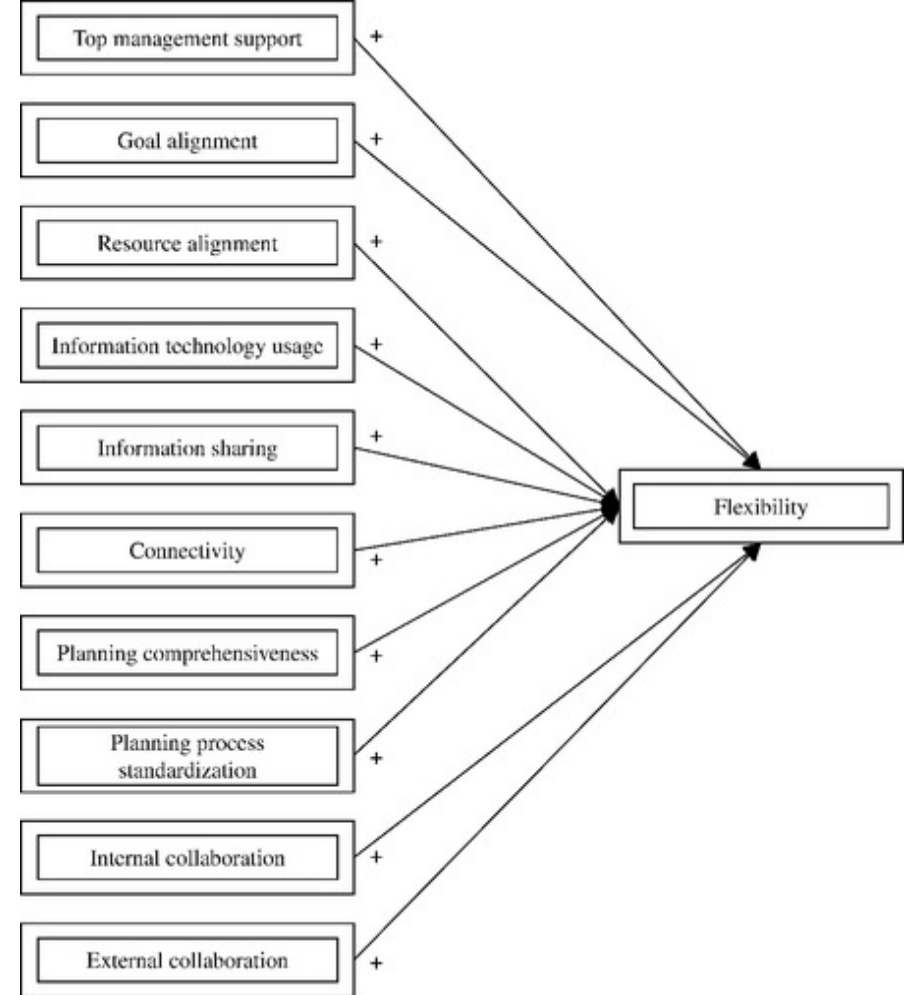
Which do you think are important?

- 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 exist?
- Those that are prepared, WIN!







Question and Answer



Program Overview: Supply Chain Management Center



John O'Connell
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Robert Leuszler
Sr. Manager, Commodities/Small Business
Program Resource Center
rleuszler@kcncs.doe.gov

June 24, 2021

PROGRAM OVERVIEW

SUPPLY CHAIN MANAGEMENT CENTER

JOHN O'CONNELL
PRINCIPAL CUSTOMER PROGRAMS LEADER

ROBERT LEUSZLER
SR. MANAGER, COMMODITIES/SMALL BUSINESS
PROGRAM RESOURCE CENTER



NSC-614-3660 dated 6/2021
Unclassified Unlimited Release



The Department of Energy's Kansas City National Security Campus is
operated and managed under contract number DE-NA0002839

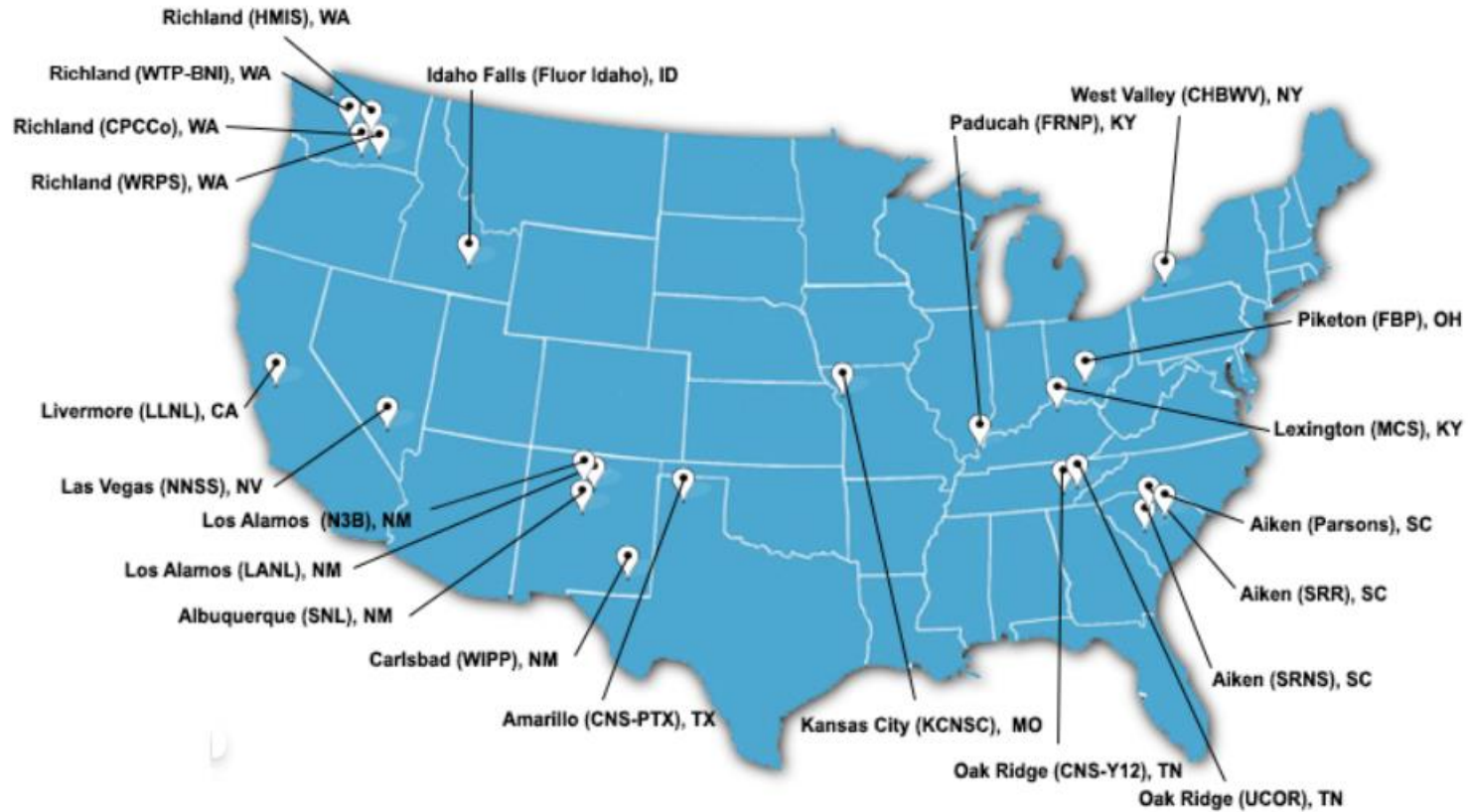
SCMC IS AN ENTERPRISE ACQUISITION PROGRAM

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%)

Utilizes commercial practices; promotes small business growth

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



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



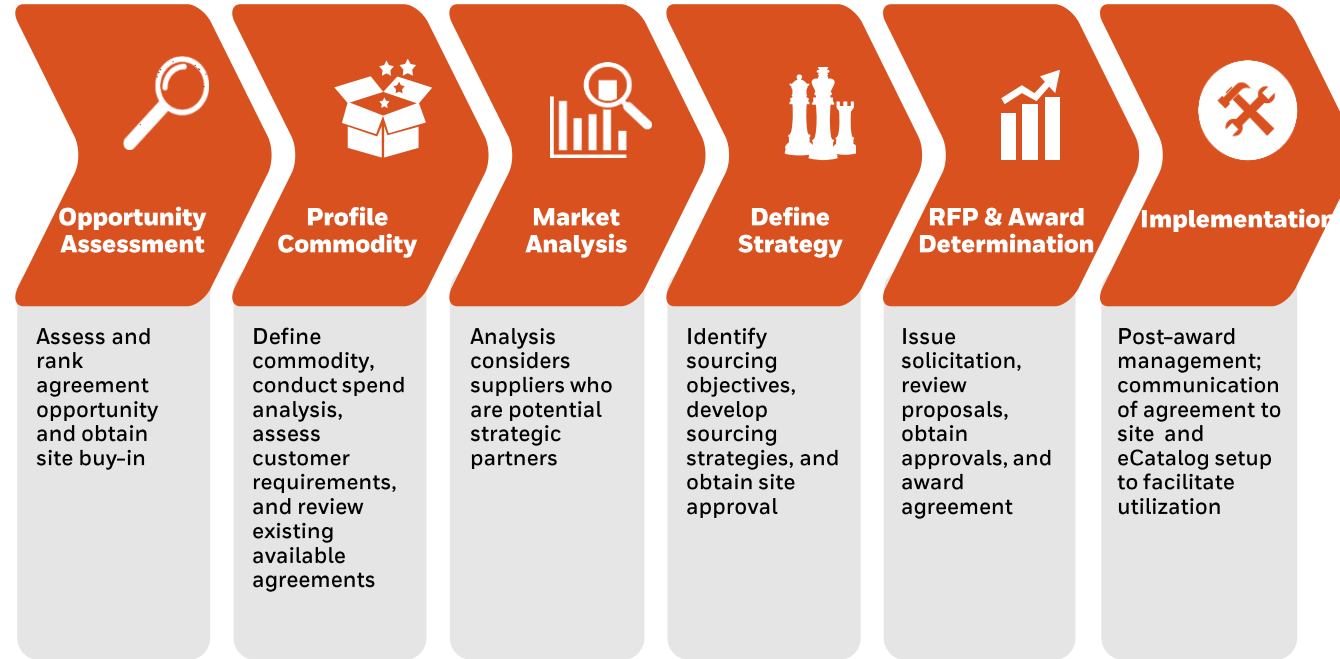
Superior P.O. execution for quality & delivery; exceptional order history reporting



Regional footprint with expansion capability; strategic alliances / national consortium

Supplier characteristics aligned with agreement requirements

SCMC STRATEGIC SOURCING PROCESS



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](https://www.theSCMCgroup.com)

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

Business Opportunities

Commodity / Sub-Commodity	NAICS Code	Commodity Manager	Email	Anticipated RFP Release Date
Operating Supplies				
Electronic Components	334419	Doug Ward	dward@kcncs.doe.gov	Jan. 2022
Industrial Supplies	339999	Bree Ramirez	bramirezgibson@kcncs.doe.gov	Mar. 2022
Services				
Architectural / Engineering Services — Phase 2	541330	Pamela Diego	pdiego@kcncs.doe.gov	Nov. 2021
NOTE 1: RFP RELEASE DATES AND NAICS CODES MAY CHANGE. RELEASES MAY BE CANCELED.				

Supplier Profile

General Information

First Name * <input type="text"/>	Company Name * <input type="text"/>
Last Name * <input type="text"/>	Company Website <input type="text"/>
Email Address * <input type="text"/>	Country * United States <input type="button" value="v"/>
Telephone Number <input type="text"/>	State * Please select <input type="button" value="v"/>
	City / Town * <input type="text"/>
	Zip Code * 5 digit ZIP or ZIP+4 <input type="text"/>

Industry Information *

Construction <input type="checkbox"/> Construction Electrical <input type="checkbox"/> Construction Mechanical <input type="checkbox"/> Construction General Contracting	Maintenance Repair & Operating <input type="checkbox"/> Containers <input type="checkbox"/> Electrical Supplies <input type="checkbox"/> Electronic Components <input type="checkbox"/> HVAC/R Supplies <input type="checkbox"/> Industrial Supplies <input type="checkbox"/> Lab Equipment and Supplies <input type="checkbox"/> Lighting <input type="checkbox"/> Material Handling Equipment & Supplies <input type="checkbox"/> Safety Supplies <input type="checkbox"/> Janitorial Supplies <input type="checkbox"/> Interconnects	Transportation & Logistics <input type="checkbox"/> Bulk Gas <input type="checkbox"/> Packaged Gas <input type="checkbox"/> Fuel
Electrical - Direct <input type="checkbox"/> Active/Passives <input type="checkbox"/> Cables <input type="checkbox"/> Circuit Assemblies <input type="checkbox"/> Electrical Specialty Devices <input type="checkbox"/> Interconnects	Other <input type="checkbox"/> Capital Equipment <input type="checkbox"/> Facilities <input type="checkbox"/> Fitness <input type="checkbox"/> Furniture <input type="checkbox"/> Medical Supplies	

Visit [theSCMCgroup.com](https://www.theSCMCgroup.com)

QUESTIONS?

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816-506-5700

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Sr. Manager, Commodities/SBPRC

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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

Description	Method of Procurement	NAICS / Estd \$	RFP release / Award date ^b	Buyer/Email/Phone
Design/Build				
LPF Glovebox Door (Y-12)	TBD	333249 TBD	1Q FY22	C. Redmond chesney.redmond@cns.doe.gov 865.574.5101
LPF Isostatic Press (Y-12)	SSB	333249 \$1M - \$10M	3Q FY21	C. Redmond chesney.redmond@cns.doe.gov 865.574.5101
LPF HMG (Y-12)	TBD	333994 TBD	1Q FY22	C. Redmond chesney.redmond@cns.doe.gov 865.574.5101

Description	Method of Procurement	NAICS / Estd \$	RFP release / Award date ^b	Buyer/Email/Phone
Architect and Engineering				
Project Design Services (Pantex/Y-12)	FOC	541330 \$1M - \$10M	4Q FY21	M. Durden melinda.h.durden@cns.doe.gov 865.576.5279

CNS Procurement Forecast - Continued

Description	Method of Procurement	NAICS / Estd \$	RFP release / Award date ^b	Buyer/Email/Phone
Construction				
Environmental Chambers & Equip Skids (Pantex)	SSB	\$250K - \$1M	3Q FY22	J. Carducci james.carducci@cns.doe.gov 806.573.6109
Lightning Protection System Repair 10MAA Facilities (Pantex)	SSB	\$1M - \$10M	1Q FY22	L. Sullivan Lindsey.sullivan@cns.doe.gov 806.573.6246
12-108 & 4-147 Fuel Storage Tank Replacement (Pantex)	FOC	\$1M - \$10M	4Q FY21	L. Sullivan Lindsey.sullivan@cns.doe.gov 806.573.6246
Install Sectional Switches, Southwest Circuit (Pantex)	FOC	\$1M - \$10M	4Q FY21	J. Carducci james.carducci@cns.doe.gov 806.573.6109
PREP Feeder to North Main Substation (Pantex)	FOC	\$1M - \$10M	4Q FY21	L. Sullivan Lindsey.sullivan@cns.doe.gov 806.573.6246
MET Tower Replacement (Y-12)	SSB	\$250K - \$1M	3Q FY21	L. Hunley landon.hunley@cns.doe.gov

CNS Procurement Forecast - Continued

Description	Method of Procurement	NAICS / Estd \$	RFP release / Award date b	Buyer/Email/Phone
Construction/Architect/Engineering				
Zone 12 CAS/SAS Revitalization (Pantex)	TBD	238190 \$1M - \$10M	4Q FY21	L. Sullivan lindsey.sullivan@cns.doe.gov 806.573.6246

Description	Method of Procurement	NAICS / Estd \$	RFP release / Award date b	Buyer/Email/Phone
Materials				
Concrete (Y-12)	FOC	327320 \$250K - \$1M	3Q FY21	N. Harris nancy.harris@cns.doe.gov 865.574.1736

Description	Method of Procurement	NAICS / Estd \$	RFP release / Award date b	Buyer/Email/Phone
Construction Management				
Lithium Processing Facility (Y-12)	FOC	236210 \$500M - \$1B	4Q FY21	B. Bales bryant.bales@cns.doe.gov 865.241.6163

Description	Method of Procurement	NAICS / Estd \$	RFP release / Award date b	Buyer/Email/Phone
Services				
Facilities Maintenance (Y-12)	FOC	562910 \$1M - \$10M	4Q FY21	M. Day mark.day@cns.doe.gov 865.241.3806

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 on line 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

The screenshot displays the SAM.GOV website interface. At the top left is the SAM.GOV logo. At the top right, a red-bordered box contains the text "Official U.S. Government Website" and "100% Free". The main content area is divided into two primary sections. The left section, titled "The Official U.S. Government System for:", lists several categories: "Contract Opportunities (was fbo.gov)", "Contract Data (Reports ONLY from fpds.gov)", "Wage Determinations (was wdol.gov)", "Federal Hierarchy (Departments and Subtiers)", "Assistance Listings (was cfda.gov)", "Entity Registration (Including Disaster Response Registry)", "Entity Reporting (SCR and Bio-Preferred Reporting)", and "Exclusions". The right section, titled "Register Your Entity", includes the text "Register your entity to get started doing business with the federal government." and three buttons: "Get Started" (with a folder icon), "Renew Entity" (with a folder icon), and "Check Registration Status" (with a checkmark icon). At the bottom, a search bar is visible with the text "Already know what you want to find?", a dropdown menu labeled "Select Domain...", and a search input field containing "e.g. 1606N020Q02" and a magnifying glass icon.

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>
- Review Federal Business Opportunities on the www.sam.gov website.
- 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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