



**BERKELEY LAB**  
LAWRENCE BERKELEY NATIONAL LABORATORY



# Doing Business With Lawrence Berkeley National Laboratory (LBNL)

*Presented by:*

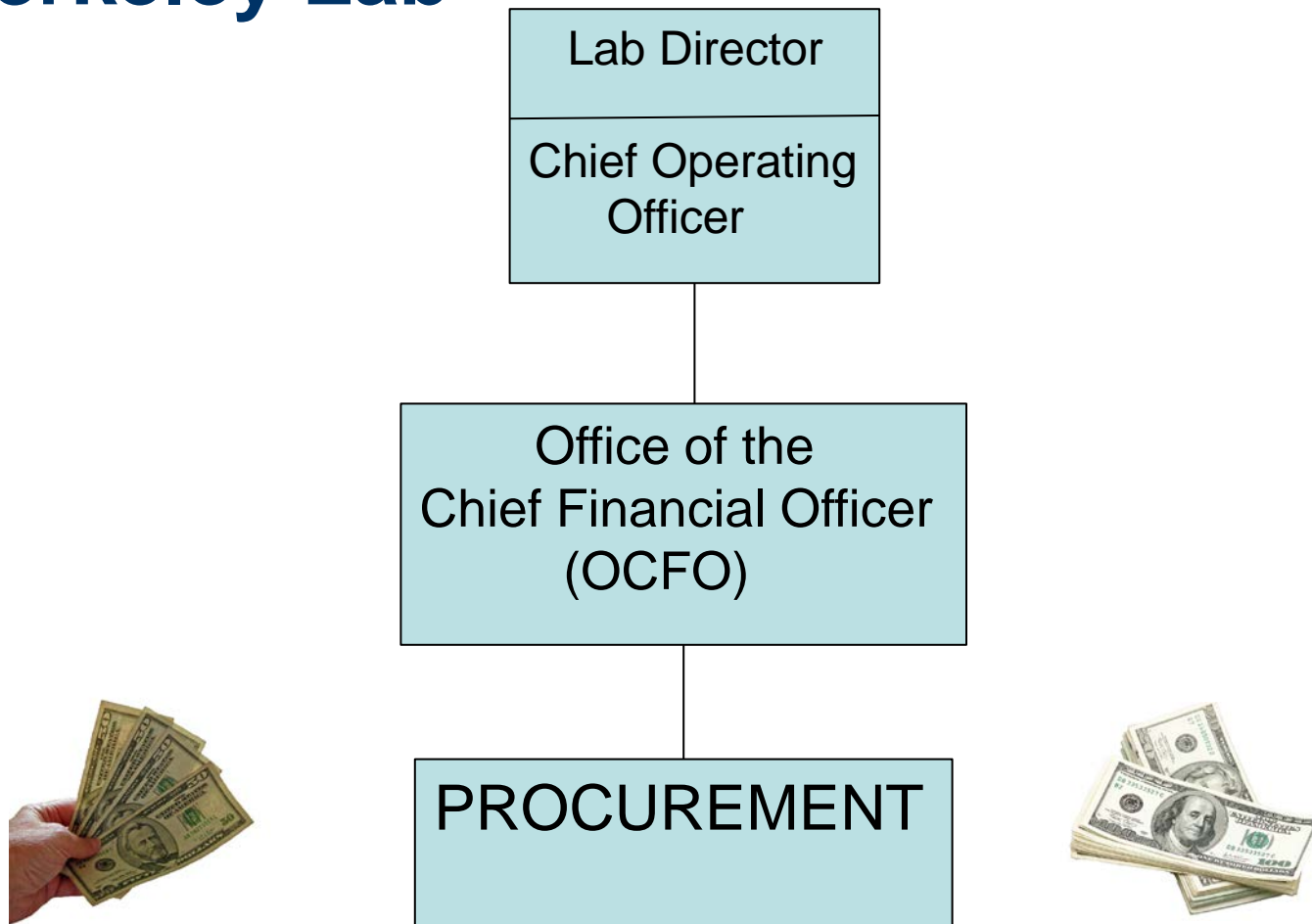
*BECKY CORNETT*

*Chief Procurement Officer*

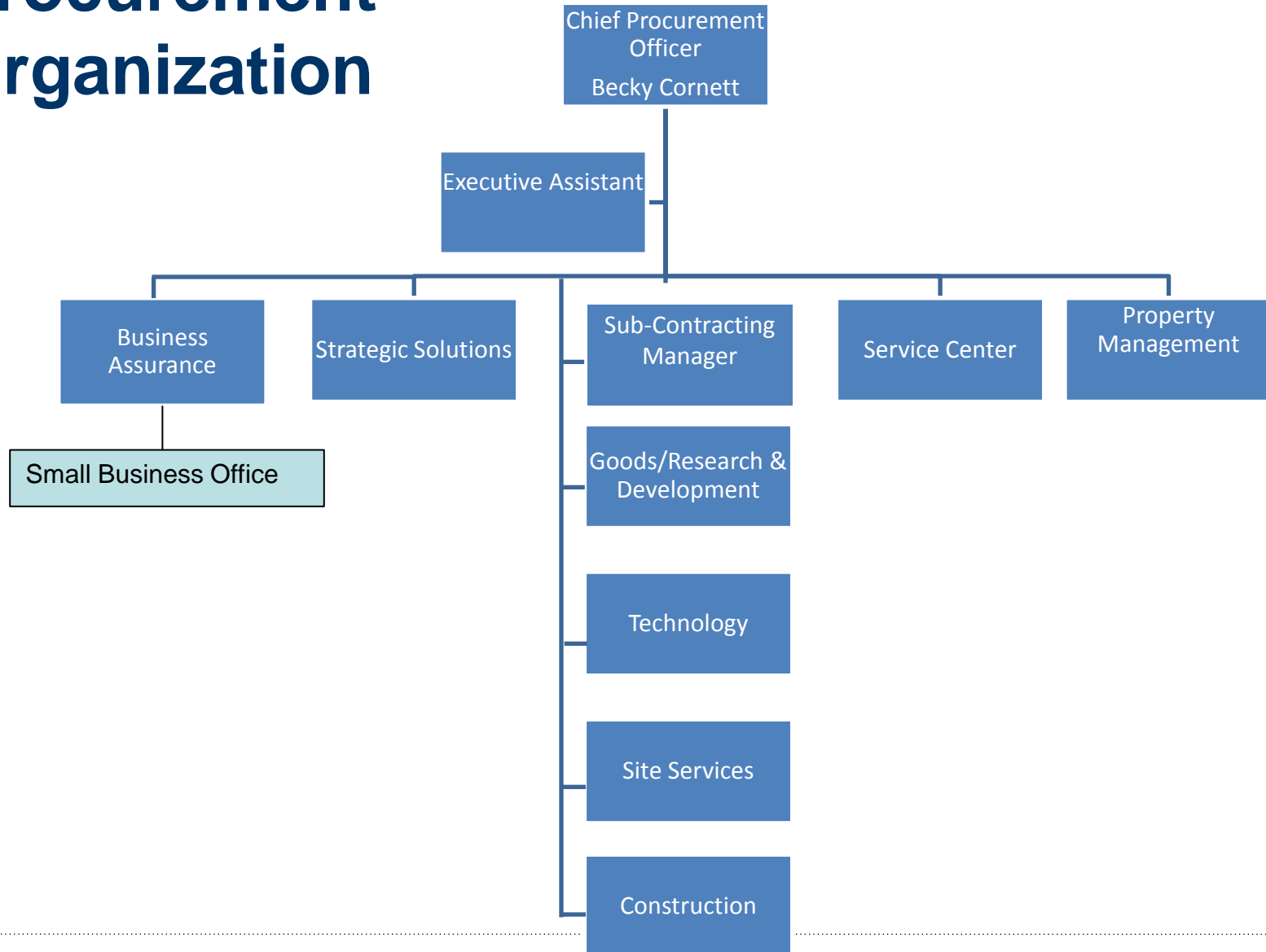
**July 12, 2012**

*BERKELEY COMMUNITY ADVISORY GROUP (CAG)*

# Berkeley Lab



# Procurement Organization



# Procurement Policy



- Follow the Federal and Department of Energy (DOE) Acquisition Regulations (FAR and DEAR) guidelines, as required by the UC/DOE Management and Operating Prime Contract for LBNL
- The LBNL Procurement Standard Practices (SPs) comprise the approved procurement system used at LBNL for its procurement.
- The SPs are established with the concurrence of the UC Laboratory Management Office (UCLO) and approved by the DOE contracting officer
- The SPs implement numerous requirements and best practices, such as delegations of authority and conflicts of interest restrictions; Buy American, Small Business utilization, and Environmental, Safety, and Health requirements

# Procurement Solicitation Process

- Award to the supplier whose offer is the most advantageous to the Laboratory
- Low Price Technical Acceptable solicitations conducted when cost/price IS the primary factor
- Best Value Source Selection (BVSS) solicitations conducted when cost/price is NOT the primary factor



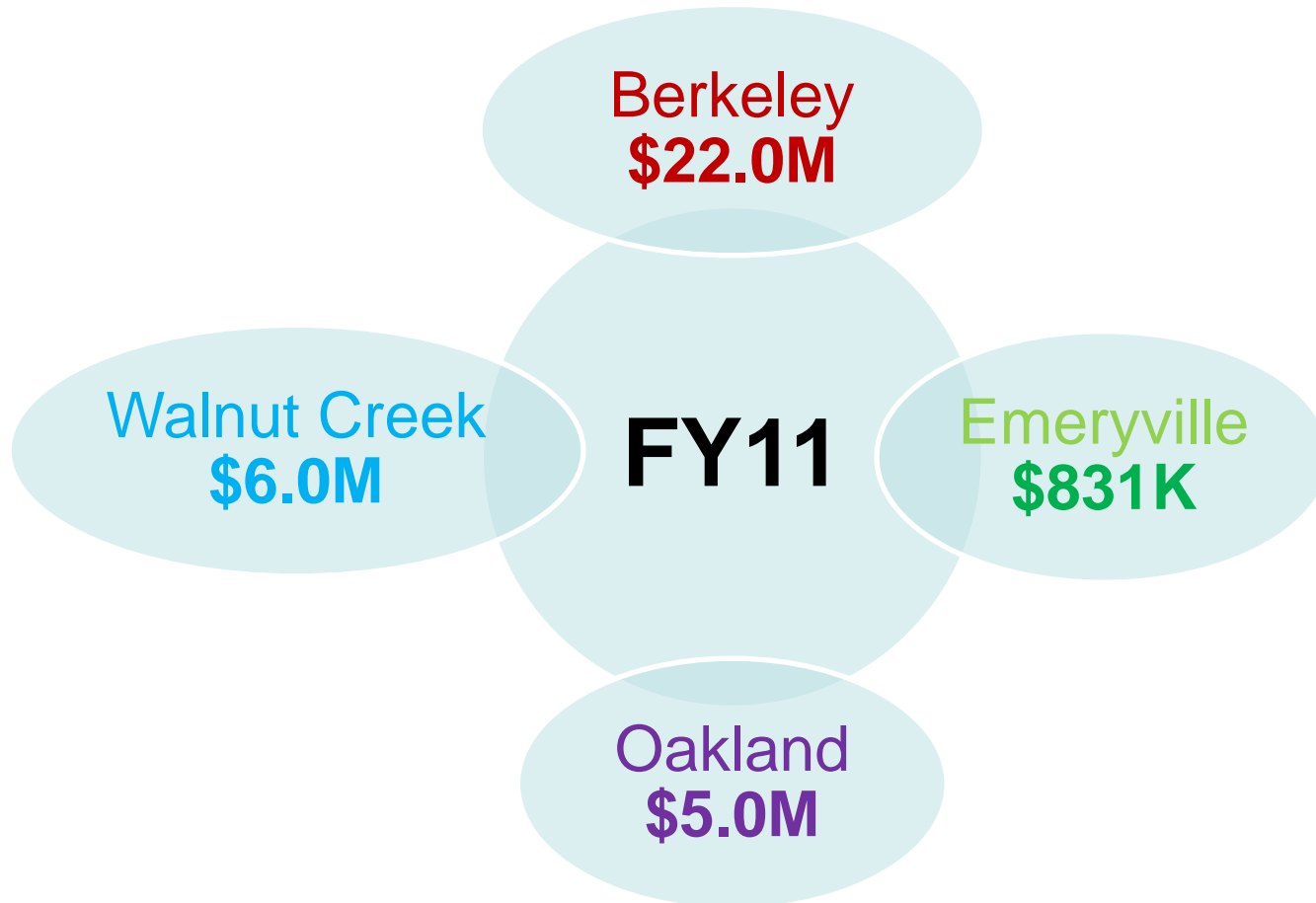
# 2011 Procurement Volume



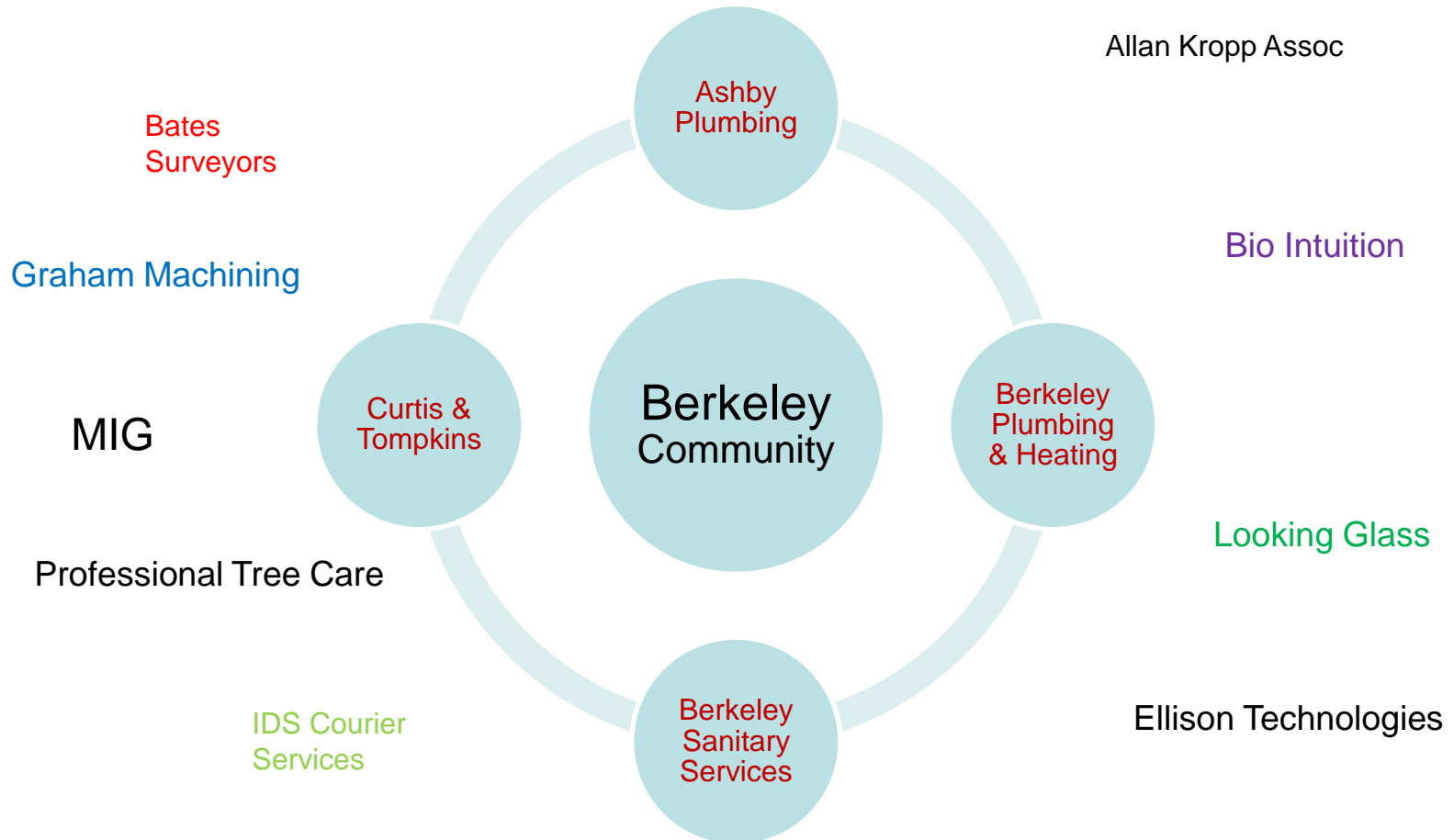
<u>Dollars Costed</u>	
Purchase Orders	\$411.3M
PCard	\$16.2M
<u>TOTAL:</u>	<b>\$427.6M</b>

# Local Direct LBNL Purchasing

- Total invoices paid on regular Purchase Orders -

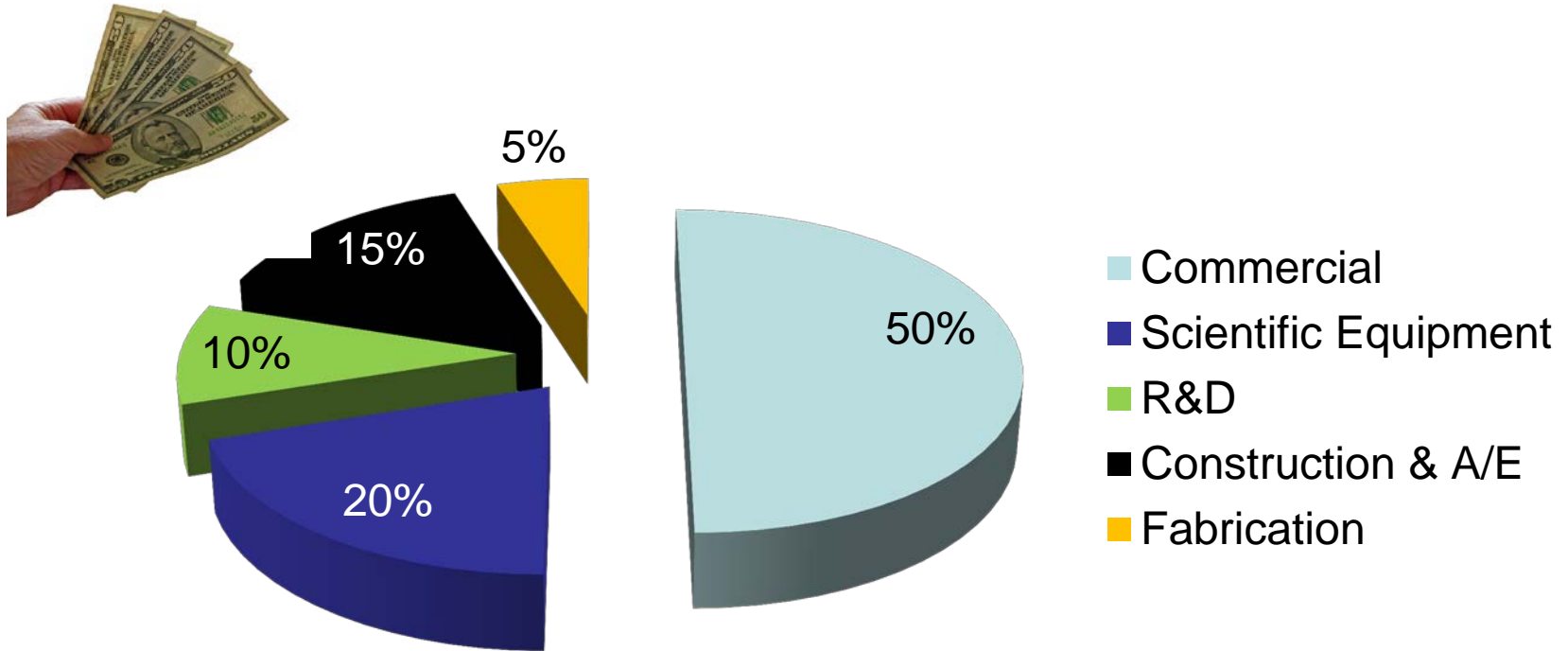


# Success stories in Berkeley community





# How We Spend Our Procurement dollars



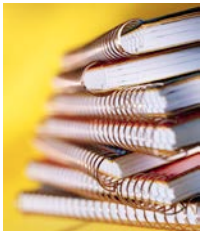
# Existing eCommerce contracts



Computers,  
peripherals,  
software,  
electronic supplies



Industrial tools  
and supplies



Gas and gas-  
related supplies



Office products

Industrial tools &  
supplies, and lab  
safety supplies



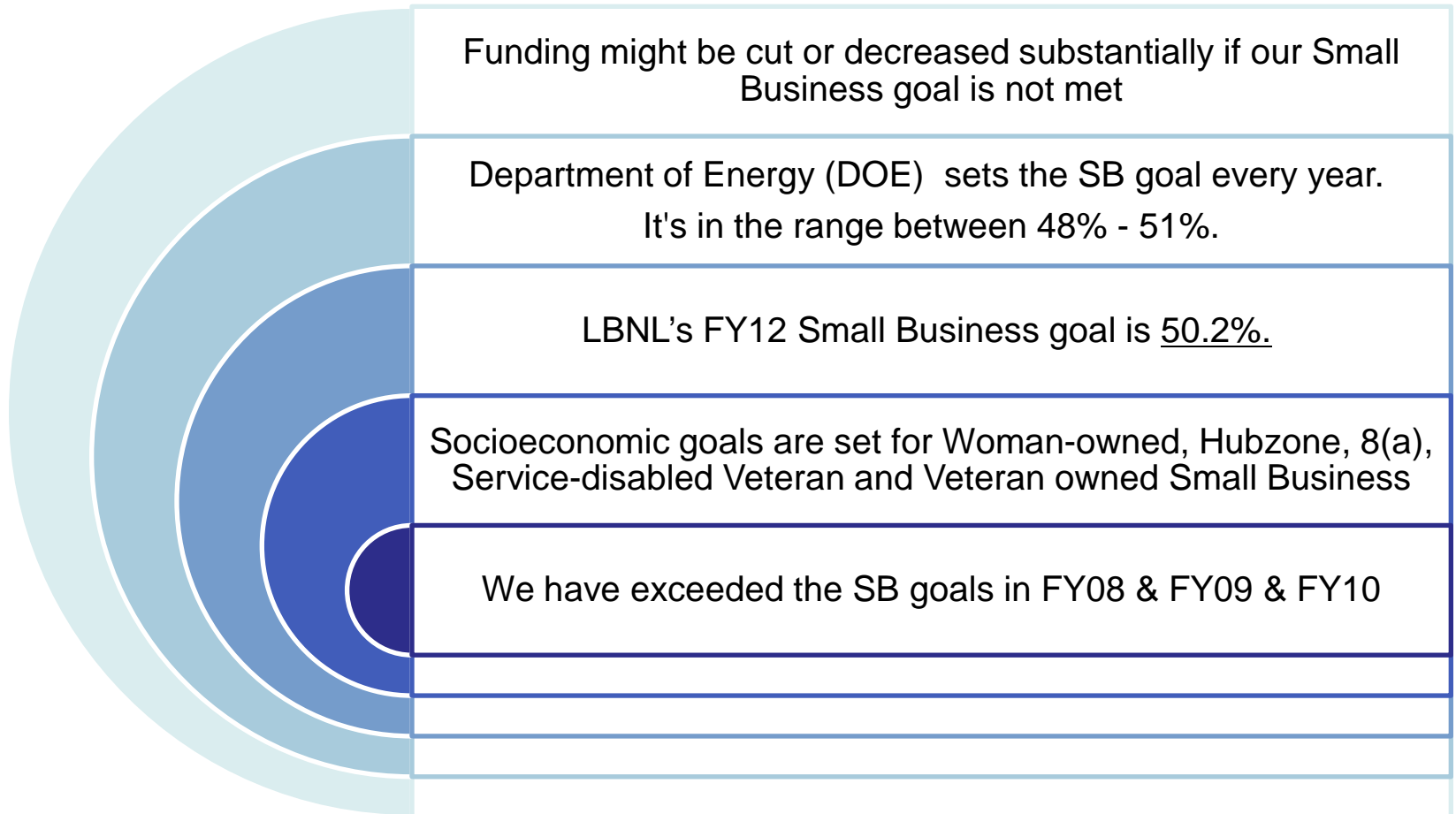
Electronic  
components



High vacuum  
products, valves,  
and fittings



# Small Business Goals



# Total combined Large and Small businesses Spending FY2009 – FY2011

FY12 Small Business Goal = 50.2%

FY09

- Small Business = 50.8%
- Large Business = 49.2%

FY10

- Small Business = 50.9%
- Large Business = 49.1%

FY11

- Small Business = 49.7%
- Large Business = 50.3%

# Small Business Guidelines

Purchase  
Orders  $\leq$  \$150K

- Mandatory set-aside for small business

Purchase Orders  
>\$150K  $\leq$  \$499K

- Designated for small business if competition exists

Purchase Orders  $\geq$   
\$500K

- Advance Acquisition Alert process is required

Subcontracts  $\leq$   
\$3M

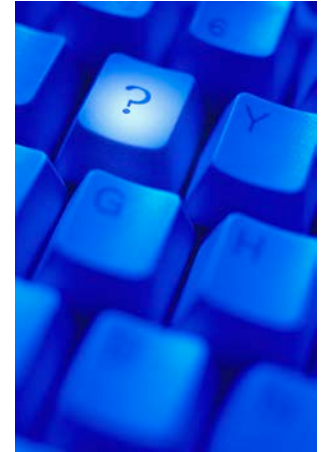
- Can be sole-sourced for Hubzone, Service-Disabled Vet, and 8(a) *with some exceptions*

# As a Small Business supplier, where do I start?

- Small Business website:

<http://www.lbl.gov/Workplace/CFO/pro/small-bus/>

- At the above link, you should be able to...
  - Register in Berkeley Lab's internal supplier database
  - View all upcoming contracting opportunities
  - View all upcoming Outreach Activities (business matchmaking, tradeshow, conferences...)
  - Peruse our Procurement's website to be familiar with our mission, Procurement and CFO organization, and our Terms & Conditions.



# LBNL's Procurement Home Page



Everything you need to know about how to do business with LBNL is listed on our Procurement Home Page

[http://www.lbl.gov/  
Workplace/CFO/pro/  
business.html](http://www.lbl.gov/Workplace/CFO/pro/business.html)

# Ways to make contact with Procurement



Check out Procurement Department Directory

<http://www.lbl.gov/Workplace/CFO/Assets/docs/pro/staff.pdf>

- Contact the appropriate Buyer
- Send literature to Buyer and End users
- Maintain contact with the Small Business Office

Peruse LBNL's website [www.lbl.gov](http://www.lbl.gov) to be familiar with Lab's mission



# Contracting Opportunity Resources



- Small Business home page for contracting opportunities  
[http://www.lbl.gov/Workplace/CFO/pro/small-bus/Small-Bus\\_Contracting.pdf](http://www.lbl.gov/Workplace/CFO/pro/small-bus/Small-Bus_Contracting.pdf)
- Facilities projects home page for Construction & A/E opportunities:  
<https://facilitiesprojects.lbl.gov>
- DOE's forecasted opportunities:  
<https://hqInc.doe.gov/forecast>
- All Federal government opportunities over \$25K  
<http://www.fedbizopps.gov>

# QUESTIONS

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