

# How to do Business with BWXT Y-12, L.L.C.

Socioeconomic Programs Office

L. Weldon Hammond, II

August 3, 2006



# About BWXT Y-12

- 5 year M&O contract (started November 1, 2000) with a 5 year option; Currently in 5 year option
- Joint limit liability company between BWX Technologies, Inc., and Bechtel National, Inc.
- President and General Manager – George Dials
- Manager of Y-12 Site Office– Ted Sherry
- Approximately 4700 employees



# BWXT Y-12's Primary Mission

- Surveillance of weapons through inspection
- Production of hardware for testing and certification
- Dismantlement of retired weapons
- Modification, repair or replacement of secondaries
- Management and storage of nuclear materials
- Stewardship of technology, critical skills, and physical assets



# What Differentiates BWXT Y-12 from Others?

|                                     | <u>FY 2005<br/>Goals</u> | <u>FY 2005<br/>Performance</u> |
|-------------------------------------|--------------------------|--------------------------------|
| • Small Business                    | 44.0%                    | 53.1%                          |
| • Small Disadvantaged Business      | 10.0%                    | 11.9%                          |
| • Small Women-Owned Business        | 10.0%                    | 16.5%                          |
| • Small HUBZone business            | 3.0%                     | 5.9%                           |
| • Service Disabled Veteran Business | 2.0%                     | 0.4%                           |
| • Small Veteran Owned Business      | 3.0%                     | 2.0%                           |
| • HBCU/MEI (Projection)             | 5.6%                     | 17.2%                          |

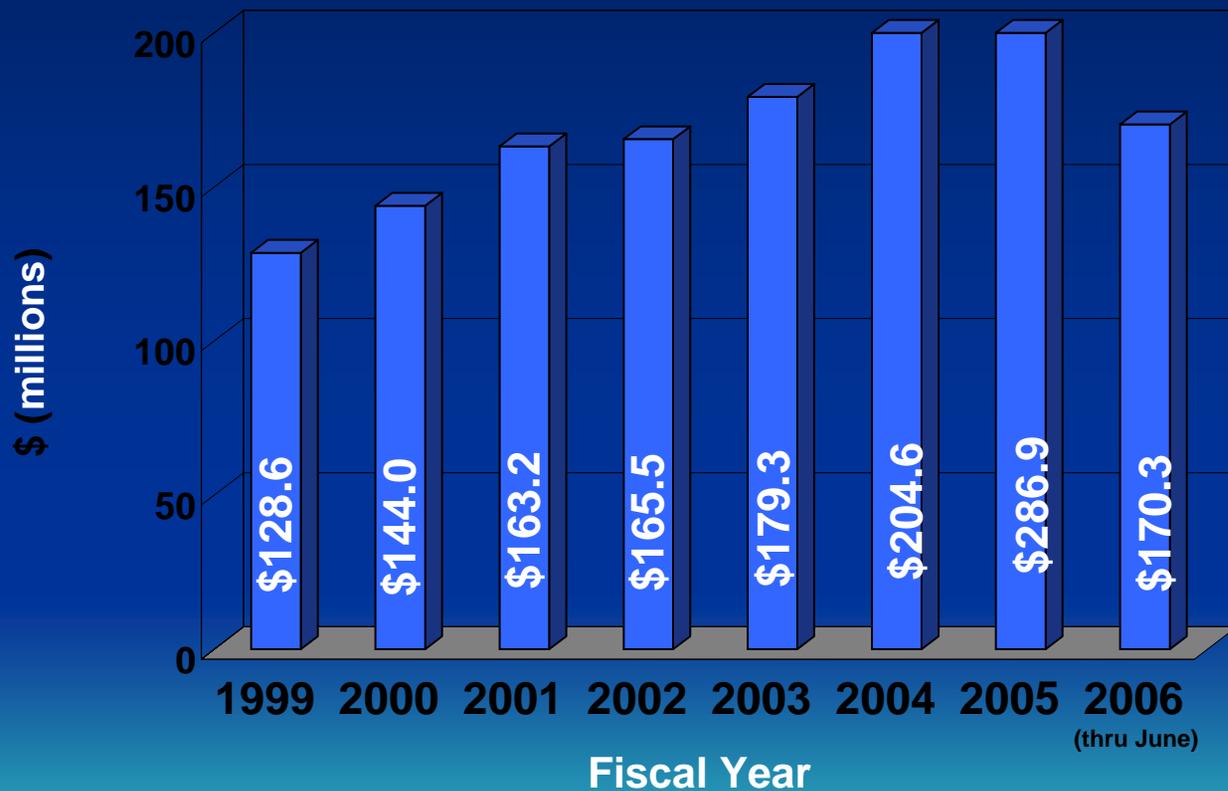
## Awards and Recognitions:

- SBA Award of Distinction
- SBA Eisenhower Award of Excellence
- DOE and NNSA Small Business Achievement Awards
- Outstanding Rating for Subcontracting Program Review by the SBA
- DOE Mentor-Protégé Team Award of the Year



# Y-12 Subcontracting Dollars and Purchases

## Total Y-12 Subcontracting Dollars



# Forecasted Fiscal Year 2006 – 2007 Subcontracts >\$100K

| <b>Acquisitions Description</b>     | <b>Estimated Range</b> | <b>RFP Release</b>          |
|-------------------------------------|------------------------|-----------------------------|
| Steam Plant Life Extension          | \$10M - \$25M          | 4 <sup>th</sup> Qtr FY 2006 |
| Pager Services                      | \$100K - \$500K        | 4 <sup>th</sup> Qtr FY 2006 |
| Water                               | \$100K - \$500K        | 1 <sup>st</sup> Qtr FY 2007 |
| Toner Cartridges                    | \$100K - \$500K        | 1 <sup>st</sup> Qtr FY 2007 |
| CNC Machine                         | \$500K - \$1M          | TBD                         |
| Miscellaneous Construction Services | \$10M - \$25M          | 1 <sup>st</sup> Qtr FY 2007 |
| Electrical Construction             | \$10M - \$25M          | 1 <sup>st</sup> Qtr FY 2007 |

# Forecasted Fiscal Year 2006 – 2007 Subcontracts >\$100K

| Acquisitions Description                                            | Estimated Range | RFP Release                 |
|---------------------------------------------------------------------|-----------------|-----------------------------|
| Electrical Construction                                             | \$10M - \$25M   | 1 <sup>st</sup> Qtr FY 2007 |
| Mechanical Construction                                             | \$10M - \$25M   | 1 <sup>st</sup> Qtr FY 2007 |
| Roofing Construction                                                | \$10M - \$25M   | 1 <sup>st</sup> Qtr FY 2007 |
| Supply bulk Anhydrous Hydrogen<br>Flouride (HF) in 700 lb. cylinder | \$100K - \$500K | 1 <sup>st</sup> Qtr FY 2007 |
| Vending Machine Services                                            |                 | 1 <sup>st</sup> Qtr FY 2007 |

# Forecasted Fiscal Year 2006 – 2007 Subcontracts >\$100K

| Acquisitions Description                               | Estimated Range | RFP Release                 |
|--------------------------------------------------------|-----------------|-----------------------------|
| Demolition & Recycle steel tanks                       | \$100K - \$500K | 2 <sup>nd</sup> Qtr FY 2007 |
| Design & Installation of Potable Water System Upgrades | \$15M - \$25M   | 2 <sup>nd</sup> Qtr FY 2007 |

# Steps To Doing Business With Y-12

**STEP 1:**           **Make sure the Socioeconomic Programs Office and buyers are aware of your company's current capabilities**

- Post company information on the Y-12 Supplier Database
- Prepare a company profile

**STEP 2:**           **Continually monitor the Y-12 and DOE/NNSA websites for forecast of subcontracting opportunities**

**STEP 3:**           **Be accessible**

- Make it easy for BWXT Y-12 to do business with you.
- Be registered with the SBA
- Get on the GSA schedule at <http://www.govsalesnet.com>

**STEP 4:**           **Market your company**

**STEP 5:**           **Be flexible**

**STEP 6:**           **Don't give up**



# Websites of Interest

## **BWXT Y-12 Subcontracting Opportunities**

[www.y12.doe.gov/business/procurement/](http://www.y12.doe.gov/business/procurement/)

- Forecast
- Supplier Database
- Vendor Advocate

## **BWXT Y-12 Supplier Database**

[www.y12.doe.gov/scripts/supplier/Suppliers\\_form/index.cfm](http://www.y12.doe.gov/scripts/supplier/Suppliers_form/index.cfm)

## **Technology Transfer - Cooperative Research and Development Agreements Information**

[www.y12.doe.gov/techmgt/wwu/crada.htm](http://www.y12.doe.gov/techmgt/wwu/crada.htm)

## **Central Contractors Registration**

[www.ccr.gov](http://www.ccr.gov)



# Small Business Program Key Contacts

**Gloria Mencer, Manager**

Socioeconomic Programs Office

(865) 576-2090

mencergd@y12.doe.gov

**Weldon Hammond**

Socioeconomic Programs Office

(865) 574-5298

hammondlw@y12.doe.gov

