Doing Business with Brookhaven Lab

Sheri Alexander
Procurement & Property Management Division
Brookhaven Lab Today

The Atom Smasher
Relativistic Heavy Ion Collider

Ultra-bright Light Source
National Synchrotron Light Source II

NASA Space Radiation Lab
Accelerator Test Facility

Medical Isotope Maker
Brookhaven Linear Isotope Producer

Detector Designers
Instrumentation

Magnet Makers
Long Island Solar Farm

Physics
Solar Power Test Site

Chemistry
Ultra-small Science
Center for Functional Nanomaterials

Biology

Environment, Nonproliferation, And More
Energy Research Hub
Interdisciplinary Science Bldg.

Data Crunchers
Scientific Data and Computing Center

Physics

Ultra-bright Light Source

Chemistry
Brookhaven Lab Today

5,321 Acres

300+ Buildings

29 Miles of Paved Roads

12 Miles of Sidewalks

2,550 Employees

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.

<table>
<thead>
<tr>
<th>Category</th>
<th>NAICS code</th>
<th>Under # Employees*</th>
<th>Under $ Revenue**</th>
</tr>
</thead>
<tbody>
<tr>
<td>Architectural Consultant</td>
<td>541310</td>
<td></td>
<td>$ 7.5 M</td>
</tr>
<tr>
<td>Chemicals</td>
<td>424690</td>
<td>500</td>
<td></td>
</tr>
<tr>
<td>Commercial construction</td>
<td>236220</td>
<td></td>
<td>$ 36.5 M</td>
</tr>
<tr>
<td>Computer</td>
<td>334111</td>
<td>1,250</td>
<td></td>
</tr>
<tr>
<td>Electron Microscope</td>
<td>334516</td>
<td>1,000</td>
<td></td>
</tr>
<tr>
<td>Ind. Safety Devices</td>
<td>423450</td>
<td>500</td>
<td></td>
</tr>
</tbody>
</table>

* 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

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
<th>Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>50%</td>
<td>$56M</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>5%</td>
<td>$6M</td>
</tr>
<tr>
<td>Small Woman Owned Business</td>
<td>5%</td>
<td>$6M</td>
</tr>
<tr>
<td>Small HUB Business</td>
<td>3%</td>
<td>$3M</td>
</tr>
<tr>
<td>Small Service Disabled Veteran Owned Business</td>
<td>3%</td>
<td>$3M</td>
</tr>
<tr>
<td>Small Veteran Owned Business</td>
<td>3%</td>
<td>$3M</td>
</tr>
</tbody>
</table>

Small Business FY2018 goals

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
<th>Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>42%</td>
<td>$57M</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>5%</td>
<td>$6.8M</td>
</tr>
<tr>
<td>Small Woman Owned Business</td>
<td>5%</td>
<td>$6.8M</td>
</tr>
<tr>
<td>Small HUB Business</td>
<td>3%</td>
<td>$4M</td>
</tr>
<tr>
<td>Small Service Disabled Veteran Owned Business</td>
<td>3%</td>
<td>$4M</td>
</tr>
<tr>
<td>Small Veteran Owned Business</td>
<td>3%</td>
<td>$4M</td>
</tr>
</tbody>
</table>

Note: These are percentages of the total procurement spend for the fiscal year.
## Business Volume: FY 2017

### Procurement Commitments

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>$119,192,187</td>
</tr>
<tr>
<td>Total New York State</td>
<td>$26,079,345</td>
</tr>
<tr>
<td>Nassau County</td>
<td>$1,507,402</td>
</tr>
<tr>
<td>Suffolk County</td>
<td>$12,045,559</td>
</tr>
</tbody>
</table>
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

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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 woman-owned; 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.
Questions?

Stay in Touch

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