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ICPT - Supporting DOE's Strategic Sourcing Efforts

We are excited to bring you our first newsletter. With each newsletter we hope to share our past successes and new ICPT awards; highlight an ICPT supplier and an ICPT Steering Committee member; and of course, lay out a road map of where we're headed. By communicating the multitude of on-going ICPT activities and initiatives, we hope to



bring a better understanding of ICPT to the DOE Contractor community. As we inform and engage more with DOE sites, the utilization of ICPT Agreements will increase bringing more efficiency and cost savings to DOE thereby achieving the Department's vision to "create a comprehensive DOE (Federal and Contractor) approach that truly is enterprise wide and strategically driven to ensure maximum value for every acquisition dollar spent." ICPT Agreements have provided a historic average annual savings of >\$25M and are integral to the achievement of this Department goal. In addition, with many of the ICPT Agreements being with small businesses we also help the Department achieve their small business goals when we use ICPT Agreements.

First off, we'd like to send a "thank you" out to the ICPT "High Users" (defined as >\$2M/yr ICPT spend) which includes Albuquerque, LANL, Sandia Livermore, LLNL, DOE-ORNL, BNL, KCP, Bechtel Marine Propulsion Corp, PNNL, ANL, Bettis APL, SLAC, NST, Bonneville Power Administration, Bechtel Bettis, SRNS, DOE, NNSA and Pantex. And to all the sites using ICPT Agreements your participation is appreciated and we hope you find more ways to utilize ICPT in the upcoming months!

We have a lot on our plate as we head into the last part of FY2014 including issuing new agreements (under consideration - air filters, HP toner cartridges, telecommunications, safety supplies, fasteners and safety glasses), updating our website and "constituent list", providing better response time to M&O pricing requests, and updating outdated agreements. We are continuing to seek out opportunities to expand the ICPT offerings in ways that are beneficial, attractive, are introduced to those who do need to acquire those goods/services, and do not overlap exiting leverage agreements. We encourage and welcome your feedback! Please feel free to contact any ICPT Steering Committee Member with your thoughts, suggestions, or concerns (list of Steering Committee members is on Page 6). Enjoy this newsletter!

.....We look forward to continuing to serve YOU!

The Integrated Contractor Purchasing Team (ICPT) is established to pursue strategic sourcing opportunities that represent procurement leveraged spend that results in a lower total cost of ownership for DOE Complex-Wide Site and Facility Contractors, provide long term strategies, provide communication on strategic sourcing initiatives, marketing methodology and procurement related issues, and provide opportunities to Small Businesses.

SPOTLIGHT

ICPT Steering Committee Member

Landon Hill

Landon Hill is the Team Leader of the Commercial Support group in the Acquisition Management Services Division for UT-Battelle/Oak Ridge National Laboratory (ORNL). Mr. Hill manages the Marketplace Catalogs program, ORNL's e-commerce/B2B program.



Prior to joining ORNL in 2008, Mr. Hill served 8-years in the US Army, followed by 3-years as a Supply Chain Analyst at Panalpina. He earned his BS degree in Logistics/Transportation from the University of Tennessee, an MBA degree from Lincoln Memorial University, a Master's Certificate in Government Contracting from George Washington University, and is also a 2013 graduate of the highly competitive NCMA Contract Management Leadership Development Program. He was also ORNL's Small Business Advocate of the Year award winner in 2011. *"The most exciting aspects of being on the ICPT is knowing our contributions in strategic sourcing can have a nationwide positive impact on tax payer spend, and also knowing that I get to work with and learn from some of the most knowledgeable and experienced contract management professionals in the industry."*

ICPT Supplier

Government Scientific Source, Inc. (GSS)

GSS is a Veteran Owned Small Business (VetBiz certified) distributor with over 22 years' experience providing laboratory consumables, equipment, instrumentation, chemicals, reagents and safety products within the federal and DOE marketplaces. GSS is ISO 9001:2008 Certified, NQA-1 Compliant, has a corporate FOCI Clearance and is on a number of site specific Qualified Supplier Lists. Representing hundreds of manufacturers and distributors, GSS offers full product lines from highly reputable manufacturers and suppliers specifically for General Laboratory Supplies and Consumables, Equipment and Instrumentation, Standard Laboratory Chemicals & Reagents as well as Production Chemicals, Chromatography Supplies and Instrumentation, Life Science Supplies and Instrumentation, Environmental Sampling Products and Hazardous Materials (CBRNE) & Safety Products and Detection Equipment. The GSS product offering ranges from laboratory test tubes, plasticware, glassware and chromatograph columns to centrifuges, robotic liquid handling instrumentation, DNA sequencers, Gas Chromatographs and Radioisotopic Identification Devices and everything in between. Examples of manufacturers available through GSS include Agilent Technologies, Bio-Rad, Bruker, Coorstek, Corning, Dupont, Eppendorf, FLIR/ICx, GE Healthcare Life Sciences, Kimberly Clark, Millipore, Nalgene, Perkin Elmer, Promega, Qiagen, Rainin, Sigma Aldrich, Texwipe, Thermo Scientific and Waters Corporation.



GSS can serve your mission with a dedicated and knowledgeable customer service account representative. Also, GSS can offer a wide range of procurement solutions from a more traditional model of order processing to an online or full eCommerce punchout catalog with a site specific, secure and fully customizable web-based integration to any ERP system (Oracle, PeopleSoft, SAP, SciQuest, Vinimaya, etc.). Orders can be placed with GSS via phone, fax, email, through a dedicated online site or sent via cXML. GSS is wholly owned, operated, and located in the U.S. and can deliver products locally from all warehouses and support operations globally. Our offices are located in Reston, VA, Albuquerque, NM, and Knoxville, TN, and Livermore, CA.

Contact GSS VP for Business Development Mike Mendrysa at 1 800-248-8030 (ext. 173), mmendrysa@govsci.com, or Gordon Scrimger, (650) 926-2612, gscrimger@slac.gov

New Awards

We are happy to announce the following new ICPT awards available for your use!

Newark element14

After winning a nation-wide RFP, Newark element14 is in



the process of implementing a very special program for all DOE Labs under SCMC and ICPT master agreements. Newark has committed to providing the full range of products and services, custom E-Procurement Punchout Catalogs site by site at specially negotiated pricing. In addition, Newark has contracted with a number of Small Disadvantaged Business partners to deploy a strong joint solution at no additional cost to the DOE participating sites. Newark sales personnel will be working side by side with the designated SDB partner long term to ensure sustainable solutions are provided. These solutions include value-added work such as product kitting, PCB design to build support, VMI, dedicated inventory and much more.

Newark's product range extends from MRO, test and measure, custom panel instrumentation, facilities and production support to component and board level items geared to fuelling innovation. Newark element14's semiconductor offering is now world-class and includes the latest technologies plus proven solutions from names such as Analog Devices, AVX, Cypress

Semiconductors, Freescale, Microchip, National Semiconductor and Texas Instruments. In addition to passive, semiconductors or active components, the offering includes a full range of interconnect products, wire & cable, optoelectronics, lamps/displays, electrical and circuit protection products, power and electromechanical products, industrial control, tools, production supplies, test & measurement, enclosures and networking.

Point of Contact: Lisa Krstulic, Supply Chain Management Center, (816) 488-5293, lkrstulic@kcp.com

Cisco

On October 25th, 2013, Cisco Systems Inc.



established a Manufacturers Agreement with the Department of Energy through UChicago Argonne LLC as operator of Argonne National Labs. Cisco has had a long and beneficial relationship with the DOE and this agreement will extend that relationship for small business acquisitions. UChicago Argonne LLC acting on behalf of the Integrated Contractor Purchasing Team (ICPT) awarded a Blanket Ordering Agreement for Cisco Networking hardware, software and Smartnet services to seven (7) Cisco Gold Certified Small Business Partners. The Cisco product awardees were Advanced Computer Concepts,

Accuative Corporation, Intelligent Decisions, Inc., IronBow Technologies, Leverage Information Systems, Force 3 and Prosys Information Systems Inc. Any DOE Laboratory Prime contract holder is eligible to purchase under the ICPT issued Blanket Ordering Agreements. Cisco stands behind the Integrated Contractor Purchasing Team's (ICPT) objective to provide "Guiding Principles" that incorporate best practices in the selection of both networking products and services through Cisco's Gold Partners. Gold Certification offers the broadest range of expertise across major market opportunities known as architecture plays - Borderless Networks, Collaboration, Data Center Virtualization and IP Next-Generation Network. Gold Certified Partners have also integrated the deepest level of Cisco Lifecycle Services expertise into their offerings and demonstrate a measurably high level of customer satisfaction. Cisco is committed to providing the Integrated Contractor Purchasing Team (ICPT) with Networking hardware, software, associated options and services at the best possible price for DOE. **Point of Contact:** William (Bill) Walsh, Argonne National Laboratory, (630) 252-7045, wmwalsh@anl.gov

(cont. on pg 4)

(New Awards cont. from pg 3)

Elsevier



This is an agreement for software license for access to various specialize publications and journals. This agreement has base year and (4) one-year options to renew. It is currently in the first year option period which started 1 January 2014 thru 31 December 2014. Currently, there are 12 DOE sites being covered under this agreement. It is not too late for any additional sites to be part of this agreement. **Point of Contact:** Danny Lloyd, Jefferson Laboratory, (757) 269-7121, Lloyd@jlab.org

Springer



This is an agreement for software license for access to various specialize publications and journals. This agreement is for three years for the period of 1 January 2013 through December 31, 2015. There are no options on this agreement. Currently, there are 14 DOE sites being covered under this agreement. It is not too late for any additional sites to be part of this agreement. **Point of Contact:** Danny Lloyd, Jefferson Laboratory, (757) 269-7121, Lloyd@jlab.org

ICPT Agreements

3M Company	Analytical Laboratories	Anixter, Inc.	Cisco
Safety Eyewear	A listing of several analytical lab agreements	Communications, Security, Electrical and Electronic Wire	A listing of several Cisco Certified Gold Small Business Partners
Hewlett-Packard Company (HP)	Dell Computer Products	Fisher Scientific Company	Forms and Supply, Inc. on behalf of American Office Products Distributors Office Products
Workstations, Servers, Laptops	Computer Hardware Products	Scientific Products	Office Products (Evergreen)
Elsevier B.V.	Lenovo	Hospital of University of Pennsylvania Beryllium Lymphocyte Proliferation Testing (Be LPT)	Haworth Inc.
Software License for access to publications & Journals	Computers, Laptops, Notebooks	Beryllium Lymphocyte Proliferation Testing (BeLPT)	Office Furniture
Federal Resources Safe Measures	Hewitt Associates, LLC	Government Technology Solutions	Grainger Industrial Supply
Scientific Products and E-commerce Services	Benefit Value Studies	Anti-virus and security software; Trend Micro, Fidelis Security, Fortinet, Microdasys, CP Secure, Imanami, ACR2 Solutions	Hardware, Tools, and Tool Repair
Government Scientific Source, Inc.	Holman's Inc.	National Jewish Medical and Research Center	MSC Industrial Supply Co.
Scientific Products and E-commerce Services	Apple Computers	Beryllium Lymphocyte Proliferation Testing (Be LPT)	Safety Supplies, Respirators, & Gloves
Newark element 14	Springer	Nova Machine Products, Inc.	SciFinder
Electronic Components	Software License for access to publications & Journals	Safety Related Fasteners	Software License for access to publications & journals
United Rentals	U.S. Patriot, LLC	SYNNEX Information Technologies, Inc.	xpdx
Rentals/Sales - Construction equipment and supplies	Army Combat Uniforms and Misc. Security Related Equipment	HP Printer	Paper Products
supplyFORCE	VWR Scientific Products	Wildflower International Ltd.	
Electrical Supplies	Scientific Products	Network Appliance Products & Varian Vacuum Products	

Other Strategic Sourcing Efforts within DOE...

What is FSSI (Federal Strategic Sourcing Initiative)? Scott Clemons, MA-622, Strategic Programs Division Chief

In May 2005 OMB/OFPP issued a memorandum, implanting Strategic Sourcing, requiring federal agencies to review commodities and services that could be purchased smarter through strategic sourcing methods. The General Services Administration (GSA) defines strategic sourcing as the structured and collaborative process of critically analyzing an organization's spending patterns to better leverage its purchasing power, reduce cost and improve overall performance. The primary goals of the initiative are to:

- Strategically source across federal agencies;
- Establish mechanisms to increase total cost savings, value and socio-economic participants;
- Collaborate with industry to develop optimal solutions;
- Share best practices; and,
- Create a strategic sourcing community of practice.

Today, the FSSI includes more than 20 federal agencies, both military and civilian; DOE is one of those agencies.

FSSI Past:

In September 2009, GSA FSSI awarded a **Domestic Delivery Service Second Generation** (or FSSI DDS2) contract to the United Parcel Service and FedEx for Express and Ground Delivery Service.

In June 2010, GSA FSSI awarded **Second Generation Blanket Purchases Agreement (BPA) for Office Supplies** (or FSSI OS2) to 15 vendors (including 13 small business concerns which many have participating dealer agreement with over 120 other small businesses) for Office Supplies.

In September 2011, GSA FSSI awarded **Print Management** (or FSSI PM) BPA to 11 vendors for Office Imaging and Document Solutions.

In May 2013, GSA FSSI awarded a new government-wide **Wireless** (or FSSI Wireless) BPA that allows the government to better manage wireless spending by consolidating service plans and centralizing management. The agreements are expected to save \$300M over the next 5 years from the \$1.3B the government spends on wireless services and mobile devices annually. In addition, this solution allows for pooling of cell phones minutes which is a first for the federal government.

The most recent GSA FSSI award covers **Maintenance, Repair & Operations** (or FSSI MRO) equipment and supplies. The 23 BPAs were awarded to 11 contractors (10 of those contractors are small businesses). These contractors offer the range of products under the broad MRO product spectrum of prices, on average, 12 percent lower than previously offered within the government market. The federal government currently spends almost \$1.6 billion a year on these

types of equipment and supplies, of which an estimated \$1 billion is eligible to generate savings under the MRO solution.

FSSI Future:

The Interagency Strategic Sourcing Leadership Council (SSLC) was established by the OMB in December 2012 to increase federal agencies use of strategic sourcing for acquisitions to "negotiate the best deal for the taxpayer." Among other charges, the SSLC recommends products and services for which new government-wide acquisition vehicles or management approaches should be developed and made mandatory, to the maximum extent practicable for SSLC participating agencies. The following list of commodities and/or services are being targeted in FY14 and FY15 for new strategic sourcing agreements or for enhancements that are intended to increase strategic sourcing:

- Large Desktop Publisher Software
- Janitorial and Sanitation Supplies
- Cyber Security Software
- Building Maintenance and Operations Services

We are working with GSA to ensure these agreements are available for use by the DOE Contractor community. For additional information regarding the FSSI, please visit the following website <http://www.gsa.gov/portal/content/112561>

ICTP Steering Committee:

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Upcoming Events

DOE 13th Annual Small Business Forum & Expo,
June 10-12, 2014, Tampa, FL

Trivia

What year was the ICPT started: 2004, 2006 or 2007?

See page 5 for answers

Questions or Comments?

Contact Kerry Bass at
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