

# ICPT

INTEGRATED CONTRACTOR  
PURCHASING TEAM

# Newsletter



WORKING  
TOGETHER FOR  
IMPROVEMENT

ISSUE 2 | FALL 2014

## Looking Back – Looking Forward

After a successful 2014 where we saw numerous agreements re-negotiated for better terms & conditions and/or pricing (e.g., Fisher, VWR, Elsevier, the Analytical Agreements, HP, SciFinder, Springer and Dell), to several new ICPT awards (e.g., Government Scientific Source, Newark, Blue Jeans, Wildflower [Motorola products], National

Jewish Medical & Research Center, and CISCO), we are eagerly moving into FY2015 with plans to continue to expand the ICPT offerings and increase awareness of ICPT among DOE Contractors. The more volume going through ICPT the better pricing we will be able to obtain. It's a win-win situation for all. Team Leads, Contracts Managers – take a moment at your next staff meeting to emphasize ICPT. The benefits of ICPT are outlined in Policy Flash 2014-18 (<http://energy.gov/sites/prod/files/2014/06/f16/Complex%20wide%20Strategic%20Sourcing.pdf>). The primary benefit is in time savings. Per the Policy Flash “no further requirements apply pertaining to competition, further price justification, additional review of terms and conditions contained in these agreements, etc.”. Where often a simple procurement can take up to 2-4 weeks to go through the competition, negotiations and price justification process, an award against an ICPT agreement takes just a matter of days. With shrinking budgets what could be better!



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U.S. DEPARTMENT OF  
**ENERGY**

**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

### Elizabeth Winkelman

Elizabeth Winkelman is the Supply Chain Management Center/ICPT Strategic Sourcing Site Coordinator for Lawrence Livermore National Laboratory (LLNL) in Livermore, CA. In addition to being LLNL Site Coordinator, Elizabeth manages several large teaming subcontracts for LLNL. Prior to joining LLNL in 2012, Elizabeth managed prime contracts and subcontracts for Bechtel, both domestically and internationally. She has lived and worked in Kuwait, Iraq, Jordan and the United Arab Emirates, in addition to managing contracts with work in Kazakhstan, Uzbekistan, Russia, and Georgia. She has 30 years of contracting experience in aerospace, construction, and manufacturing with various agencies of the federal government including the DoD (US Third Army, COE and USAF Space Command), State Department (USAID) and the DOE. International experience includes work with defense department of the State of Kuwait and a civil project for the Emirate of Abu Dhabi. She earned her BS and MBA degrees in Business Administration from the University of Phoenix and is a certified Prime Contracts Manager with Bechtel.



## ICPT Supplier

### supplyFORCE

supplyFORCE is a small business that represents the largest network of independent distributors in North America, dedicated to providing national account and integrated supply solutions to large multi-site corporations. supplyFORCE is the only national account provider that can cover numerous key categories including: Electrical/Electronics, Industrial Supplies, Pipes, Valves & Fittings, Safety Products and Procurement Services. Since our acquisition of Vanguard National Alliance (VNA) in 2014, supplyFORCE has become the only 100% Rockwell/Allen-Bradley Automation solution in North America.



supplyFORCE's network of 185+ distributors (Owner-Members) consists of 2,200 stocking branches with \$4.5 billion worth of inventory. Collectively, our Owner-Member network boasts over \$20 billion in sales annually.

supplyFORCE and our Owner-Member network work together much like a co-op. supplyFORCE manages the administrative side of the relationship including contract management, national pricing negotiation directly with manufacturers, reporting, electronic connectivity, e-catalog and corporate services. supplyFORCE Distributors manage the local facility relationship including local account management, technical support and training, order fulfillment, and inventory and logistics.

supplyFORCE is an industry leader in providing all indirect material management requirements. We provide unique services across multiple industry segments including: Government, Forestry, Automotive, Chemical Manufacturing, Pharmaceutical, Aerospace; Food and Beverage; Pulp and Paper; and Energy and Power Generation.

supplyFORCE provides our customers with national solutions for the procurement of their maintenance, repair, and operating materials. Utilizing our Distributor Network in conjunction with National Manufacturers, we deliver a comprehensive and consistent level of service, cost savings, and product fulfillment across North America.

**For more information about supplyFORCE, please contact Jennifer Blessing at 610-239-4372 or [jblessing@supplyforce.com](mailto:jblessing@supplyforce.com).**

## New & Updated Agreements

*(since last newsletter)*

### Blue Jeans Network, Inc.

Blue Jeans Network, Inc.,  is a videoconferencing service that makes high quality face-to-face collaboration easily accessible and cost-effective for all businesses, regardless of size. Blue Jeans cloud based service connects traditionally incompatible video services and devices together, enabling you to easily host secure multi-party video meetings from a desktop, mobile device or conference room video system. To further enable productive collaboration, Blue Jeans lets you share presentations, documents and even HD video files in real time during your video meetings. They are a small business. Contact Jim Beek, Enterprise Accounts, [jbeek@bluejeans.com](mailto:jbeek@bluejeans.com), <http://bluejeans.com/>, direct: 415.347.2702.

### National Jewish

The Beryllium Group,  a part of National Jewish Health's Division of Environmental and Occupational Health Sciences, has continued a long standing relationship with ICPT and has recently negotiated a new 5 year ICPT BeLPT contract effective October 1, 2014. The Beryllium Group has extensive experience with the diagnosis and treatment of [beryllium disease](#). They emphasize early disease detection and intervention to halt or slow disease progression. Their

comprehensive diagnostic capabilities included:

- Clinical laboratory testing including the beryllium lymphocyte proliferation test (BeLPT) for beryllium sensitization
- Complete medical evaluations by board-certified specialists
- Impairment evaluations (Department of EEOICP) by certified, experienced examiners can be performed upon request.
- Pulmonary function testing
- Exercise tolerance testing and assessment of gas exchange
- Diagnostic chest imaging, including in-house B-readers for chest x-rays
- Facilities for performing bronchoscopy, lavage, and lung biopsy
- Medical record review
- Review of exposure sampling data

For more information on any of our services and prices, please contact us at [BerylliumGroup@njhealth.org](mailto:BerylliumGroup@njhealth.org) or 1.800.423.8891 x1722.

### Dell

Dell is excited to extend its working relationship with the Department of Energy, inclusive of all its labs and facilities, through the renewal of its ICPT contract. Dell's relationship with the DOE has spanned more than 15 years, and the new contract will ensure that the department and its labs continue to receive discounts for an extensive line of IT compliant products that meet agency requirements.



As part of the ongoing partnership, Dell will partner with the DOE's labs and offices nationwide to take a consultative approach in solving their IT challenges. Dell will work closely with the DOE IT staff to identify solutions from our end-to-end portfolio of hardware, software and services to help serve the agency's mission. Dell's partnership with the DOE has evolved to include a full suite of enterprise solutions as well as extended offerings from partners, like Microsoft, VMware and Red Hat. Dell's work is supported by a network of small and medium-sized businesses and specialists focused exclusively on servicing the DOE community.

From PC to high-performance computing, Dell has partnered with DOE to develop tailored solutions that meet the unique needs of the department and its labs, identifying strategic approaches to overcome a range of IT and operational challenges. A critical piece of this partnership has been the Dell Solutions Center, where Dell introduces new solutions to various DOE organizations that can enhance their operational effectiveness and efficiency with the power of IT solutions within Dell's growing portfolio. Dell looks forward to continue building its relationship with DOE and leveraging next generation solutions to further the department's mission.

*(cont. on pg 4)*



(Agreements cont. from pg 3)

## Wildflower International Ltd.

Wildflower International Ltd. in concert



with Motorola United States Federal Government Markets Division has spent almost two years studying the DOE complex its need regarding Land/Mobile Radio (LMR) requirements. As a result, Wildflower has presented the ICPT committee with highly discounted pricing on LMR products and services based on the enterprise as a whole.

Further, Wildflower ensures that DOE facilities will be able to use their local Motorola Authorized Reseller for service and repairs on the contract. All orders shall be placed with Wildflower who will manage and dispatch the local service partners DOE knows and trusts. In addition to realizing enterprise wide discounts, the complex will have greater visibility to savings and other ad-hoc reports provided by Wildflower. Wildflower International Ltd., is a small woman-owned, HUB-Zone certified business headquartered in Santa Fe, New Mexico and has been serving DOE since 1993. Please contact Dustin Freels via: Email: [dfreels@wildflowerintl.com](mailto:dfreels@wildflowerintl.com) Phone: 865-438-9199

## Other Strategic Sourcing Efforts within DOE...

- **One Acquisition Solution for Integrated Services (OASIS)** - a non-FSSI contracting vehicle, is also available. These are multiple award, Indefinite Delivery Indefinite Quantity (IDIQ) contracts that provide flexible and innovative solutions for complex professional services. These contracts span many areas of expertise and mission spaces; span multiple professional service disciplines; allow flexibility for all contract types, including hybrids and cost-reimbursement, at the task order level; and allow ancillary support components commonly referred to as Other Direct Costs (ODC), at the task order level. The core disciplines of the contract include program management services, management consulting services, logistics services, engineering services, scientific services, and financial services. Find out more about OASIS at [http://www.gsa.gov/portal/content/161367?utm\\_source=FAS&utm\\_medium=print-radio&utm\\_term=oasis&utm\\_campaign=shortcuts](http://www.gsa.gov/portal/content/161367?utm_source=FAS&utm_medium=print-radio&utm_term=oasis&utm_campaign=shortcuts), and what steps are required to use OASIS at <http://www.gsa.gov/portal/content/161411>. Only open to Federal Contracting Officers at this time.

- **Federal Strategic Sourcing Initiative (FSSI)** FSSI - Blanket Purchase Agreements for Ground Delivery (DDS3), Print Management, Wireless and Maintenance Repair and Overhaul (MRO) supplies and services are available and ready for use. FSSI is open to Feds, M&Os, and FMCs. Find out more about FSSI at <https://strategicsourcing.gov/about-fssi-0>.



## Question Corner

**Q: Have you ever been asked by a supplier how they can get on ICPT?**

A: Just direct them to the ICPT website (<https://icpt.llnl.gov>) and have them contact an ICPT Steering Council Member! It's that easy!

**Q: Do you have Apple Computers on ICPT?**

A: Yes, the supplier is Holman's

**Q: Can I ask an ICPT supplier for better pricing?**

A: Yes, and you are encouraged to do that especially in cases where you are buying large quantities or your order is of significant dollars.

## ICPT Agreements

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

## ICPT Steering Committee:

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## Helpful Links

ICPT website

<https://icpt.llnl.gov/>

FSSI website

<http://www.gsa.gov/portal/content/112561>

OASIS website

<http://www.gsa.gov/portal/content/161367>

### DOE Strategic Sourcing Policy Flashes:

- a) 2014-18 Complex-Wide Strategic Sourcing – Update <http://energy.gov/management/downloads/policy-flash-2014-18-complex-wide-strategic-sourcing>
- b) 2013-73 Utilization of GSA Federal Strategic Sourcing Initiative Blanket Purchase Agreements for Office Supplies <http://energy.gov/management/downloads/policy-flash-2013-73-utilization-gsa-federal-strategic-sourcing-initiative>
- c) 2013-57 New Strategic Sourcing Acquisition Guide Chapter 7.2 <http://energy.gov/management/downloads/policy-flash-2013-57-new-strategic-sourcing-acquisition-guide-chapter-72>

## Questions or Comments?

Contact Kerry Bass at

509-371-7526 or

[kerry.bass@pnnl.gov](mailto:kerry.bass@pnnl.gov)

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