ICPT
Integrated Contractor
Purchasing Team

SCMC Supply Chain Management Center

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New Faces, New Agreements, and New Focus!

FY2017 and FY2018 have been a productive time for the ICPT. Four Steering Council members have been elected into the following roles:

- ICPT Chair **Landon Hill**, Procurement Manager, Support Services Group, UT-Battelle, LLC Oak Ridge National Laboratory;
- ICPT Vice Chair **Brianna Yi**, Sr. Contracts Specialist & Small Business Program Manager, Pacific Northwest National Laboratory;
- ICPT Secretary (Returning) **Stefanie D. Johnston**, Procurement Specialist, Battelle Energy Alliance, LLC, Idaho National Laboratory, and
- Communications Officer **Cheri McLaggan**, Commodities Team Lead, SLAC National Accelerator Laboratory .

New Agreements!

ICPT has been busy placing new Agreements since our Spring 2016 Newsletter and they include: CDW-G (IT Peripherals), AIP (Scientific Journals), Mathworks from Lyme Computer Systems (Mathematical Computing), REMI Group (Scientific Equipment Maintenance/ Service), Cole Parmer (Lab Supplies/Equipment) Wiley Subscription Services (Scientific Journals), and Springer (Scientific Journals).

In addition to working on new Agreements, the ICPT has been working on several initiatives including increasing ICPT awareness, increasing ICPT usage, ensuring adequate resources to support the ICPT strategic sourcing effort down the road, and working to ensure appropriate cost savings reporting. These are challenges ICPT will continue to work as time goes on, and we are up to the task!

Welcome New Members!

We are welcoming 25 new and energetic faces to the ICPT Steering Council since we last published a newsletter: John Beltrone (NREL), Amber Bush (MSA), Karen Campisi (WRPS), Michael Canavan (BNL), Brittany Decker (NREL), Doug Felix (SRNS), Emma Fox (MSTS), Angela Hawn (ORAU), Landon Hill (ORNL), Erin Johnson (CNS/Y12), Carol Johnston (NREL), Kevin Kartchner (SNL), Justin Keck (ORNL), Tina Krstulic (KCNSC), Crystan Morgan (KCNSC), Maurice Nelson (NREL), Holly Podva-Baskin (LLNL), Adam Potts (KCNSC), Laura Sanders (LBNL), Andy Saxton (Ames), Sandy Smith (ANL), Laurie Snyder (NREL), Francesca Voyce (KCNSC), Sondra Wyman (LANL), and Brianna Yi (PNNL).





SPOTLIGHT

Spotlight ICPT Member - Brittany Decker

Brittany Decker is the ICPT Strategic Sourcing Site Coordinator for National Renewable Energy Laboratory (NREL) in Golden, CO. In addition to being NREL Site Coordinator, Brittany manages the Strategy, Planning and Construction team in Acquisition Services. Additionally Brittany serves as the NREL Real Property Lease Administrator and manages several large subcontracts for NREL, such as the recently completed subcontract for NREL's new high-performance computer. Prior to joining NREL in 2014, Brittany awarded and managed prime contracts and subcontracts for the City of Orlando and was heavily involved in many



large construction projects including the renovation of the Citrus Bowl, Amway Center, Dr. Phillips Performing Arts Center and more. Prior to that, Brittany worked for the State of Texas, Health and Human Services Agency as a Procurement Project Manager and the Historically Underutilized Business Program Coordinator. She earned her BS from the University of Texas at Austin and MPA from the Texas State University in San Marcos, Texas and is a Certified Texas Procurement Manager as well as a Certified Professional Public Buyer. Brittany moved to Colorado to work for NREL and lives in Golden with her husband, dog, horse and 4 children.

POLICY FLASH

- Commonly referred to as the Golden Ticket and covers Complex-Wide Strategic Sourcing.
- This is the basic reason and or justification under which ICPT exists. "The use of these instruments offers numerous cost, time, and resource benefits, including significant leveraged discounts for commonly acquired goods and services."
- Also strongly supports the small business initiatives.
- This covers Agreements placed by DOE, ICPT and SCMC.

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

https://www.energy.gov/management/downloads/complex-wide-strategic-sourcing-update.

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!

ICPT FY2017 – 2019 FOCUS

- Evaluate usage and effectiveness of each agreement
- Integrate with our site's sourcing activities
- Evaluate and document each new or replaced agreement
- · Manage existing agreements proactively
- Manage the data
- Tell our story
- Position ICPT agreement work as a career advancement opportunity

Thank You!

A big "Thank You" goes out to the following sites for their high-level usage of ICPT (over \$1M in Q2FY18): Lawrence Berkeley National Laboratory, Los Alamos National Laboratory, Sandia National Laboratories, Savannah River Nuclear Solutions, and SLAC National Accelerator Laboratory.

Several other sites had between \$500-\$1M in ICPT spend in Q1FY17 including: Lawrence Livermore National Laboratory, Oak Ridge National Laboratory, and Y-12 National Security Complex. Any ICPT usage by any site is helpful. Every penny counts. The more ICPT usage we have, the better discounts we will be able to obtain.

In Appreciation

We would like to thank **Mr. Brooks Baldwin**, Operations and Compliance Manager, UT-Battelle, LLC Oak Ridge National Laboratory, for his inspiration and encouraging leadership in FY2017. His strategic direction towards key ICPT documents and processes will positively impact this team for years to come. Brooks will still have an impact on the team, now as a Sr. Advisor.

We would like to thank **Mr. Bill Walsh**, Procurement Operations Manager at Argonne National Laboratory, for his exceptional leadership as ICPT Chair for FY2014 – FY2016. His dedication to ICPT has been outstanding and greatly appreciated! We are happy he is continuing on as a valued ICPT Steering Council member and as a Sr. Advisor.

Recognition of ICPT Contributors FY16-FY18

- **Sondra Wyman** of LANL as an active participant on the ICPT calls, sharing her wisdom and experience, and volunteered to work on a team tasked with revamping/updating the ICPT agreement template. Sondra's enthusiasm kept the team moving, and without her effort the team would not have completed the agreement template before the ICPT Face-to-Face Meeting in Las Vegas in March 2018.
- **Bret Pollard** of INL for his valuable contributions and prominent user of ICPT agreements. Brett routinely assists staff on understanding and utilizing the agreements, and currently manages the complex EPIC agreement, as well as the Veritiv paper agreement.
- **Landon Hill** of ORNL for his efforts in being an active member of ICPT and contributing to several new agreements over the past few years. Additionally, he was a strong proponent of ICPT and aggressively challenged suppliers to do their part in making ICPT a win/win vehicle.
- **Danny Lloyd** of JLAB for his focus and drive in keeping ICPT focused on utilization of small business concerns. Danny has been active in ICPT for probably the longest of any member and has been our expert in Agreements with scientific journals/publications.
- **Kerry Bass** of PNNL for her energy and enthusiasm, particularly in the area of communications which was very well received by both the DOE Contributors and DOE itself. Her newsletter allowed ICPT to connect with the respective buying staff within the complex.

Special Recognition 2017

- **Danny Lloyd,** Purchasing and Small Business Program Manager from Jefferson Lab, was recognized with the Office of Small and Disadvantaged Business Utilization (OSDBU) Director's Excellence Award which "recognizes the efforts and commitment of DOE's small business advocates who take every opportunity to utilize small business concerns to meet its requirements."
- Jami Anthony, Small Business liaison at Jefferson Lab accepted the award for Lloyd, who has served as the Lab's Small Business manager for 30 years. "It is very rewarding to have our work in support of small business recognized in a national forum like this," Lloyd said. "It honors the efforts of the entire lab population working together to achieve excellent small business results."

Helpful Links

ICPT website https://icpt.doe.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 https://www.energy.gov/sites/prod/files/ PF2014-18.pdf
- b) 2013-73 Utilization of GSA Federal Strategic Sourcing Initiative Blanket Purchase Agreements for Office Supplies

https://www.energy.gov/sites/prod/files/ PF2013-73.pdf

c) 2013-57 New Strategic Sourcing Acquisition Guide Chapter 7.2 https://www.energy.gov/sites/prod/files/ PF2013-57.pdf

Questions or Comments?

Contact Cheri McLaggan at 650-926-7402 or **cheri@slac.stanford.edu**

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.

ICPT Steering Council

Please feel free to contact any ICPT Steering Council Members if you have questions regarding ICPT or just want to learn more about ICPT:





| Maureen Armijo | |
|------------------------|----|
| Paulette Baca-Asplu | nd |
| Gordon Bagby | |
| John Beltrone | |
| Karen Campisi | |
| Michael Canavan | |
| Scott Clemons | |
| Laura Crosby | |
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| Sammy Ernst | |
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| Kevin Fox | |
| Angela Hawn | |
| Landon Hill | |
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| Diane Hutchinson | |
| Erin Johnson | |
| Stefanie Johnston | |
| Justin Keck | |
| Joseph Kwiatkowski | |
| Sue Madrid | |
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| The second secon | The second |

ICPT Agreements

In accordance with DOE Policy Flash 2014-18, Agreements placed by the ICPT have met all applicable requirements of the Competition in Contracting Act, FAR, DOE Acquisition Regulation, and other relevant policies and procedures. Therefore, contracts may be placed under these Agreements pursuant to the ordering instructions of the individual Agreements. No further requirements apply pertaining to competition, further price analysis/justification, additional review of terms and conditions contained in these agreements. Here are the ICPT Agreements currently available:

| ACS Chemistry for Life* | AIP | Analytical Laboratories | ANIXIE | AON Empower Results* | BlueJeans |
|---|------------------------|---------------------------------|--|---|-------------------|
| CDWG | cisco. | Clarivate Analytics | Cole-Parmer rule handling and analysis | DØLL | ELSEVIER |
| EPI© BUSINESS ESSENTIALS | Fisher Scientific | Government Scientific Source | GRAINGER. | HOLMAN'S USA | HOYA |
| Hewlett Packard Enterprise | SYSTEM SOLUTIONS, INC. | JUNIPER | LCPtracker. | lenovo. | Kurt J. Lesker |
| 155LYME COMPUTER CONSTRUCTION SYSTEMS | McMASTER-CARR. | NEC. | Industrial Supply Co. | NATIONAL JEWISH Medical and Research Center | Newark element Iu |
| Remi | ♦ SciFinder® | | supply <i>Fonce</i> | CSYNNEX | United Rentals |
| U.S. PATRIOT By skallen Fer Sekllen | Veritiv | VWR Part of Avantor | WILDFLOWER WE PETAL TECHNOLOGY | WILEY | |

Supply Chain Management Center (SCMC)

The Supply Chain Management Center (SCMC) is a service organization that works closely with Department of Energy (DOE) contractors to leverage \$4B of annual spend, to yield lower prices and optimize business systems, providing cost savings and value to our customer, the DOE. Our success is attributed to our close working relationships with the contractor locations, as well our focus on achieving the mission & vision, while measuring performance to established goals.

Our Vision: To augment the National Security Enterprise and Environmental Management acquisition processes creating a strategically driven function, thus leveraging the combined spend across the entire enterprise while integrating SCMC and Contractor sourcing platforms.

Our Mission: The long-term objective of the SCMC is to enable the NSE / EM enterprise-wide strategic sourcing solution that applies an integrated and crossfunctional approach to the entire enterprise.

Focus Areas:

- Strategic Tools eSourcing/eProcurement, eStore/Marketplace
- Commodity Agreements
- Client Requirements In-depth understanding of internal purchasing needs
- Strategic Planning Insight and knowledge of commodity/supply markets
- Approach Inclusive, collaborative method used to drive solutions

What the SCMC Is:

- An Enterprise-wide sourcing system leveraging EM and National Nuclear Security Administration spend
- A structured, dedicated, funded approach to acquisition cost savings
- Commodity teams responsible for data collection, commodity strategy, reporting and delivering savings
- A commercial best practice which includes acquisition tools and data analytics

What the SCMC will not do:

- Contract for other Federal agencies/departments
- · Shift procurement budgets or buying from individual sites
- Replace local purchasing organizations





From left to right: David Weatherford, Bryan Rhodes, Bill Marks, David Boyd, Michelle Burdine, Marc Gatewood, Scott Bissen, Dawn McWilliams, John O'Connell, Karen Cassell, Brent Wilson, Paul Biagioli, and Doug Ward. Gil Parra (not pictured). Consuelo Vinroe (not pictured).

SCMC Available Agreements

Operating Supplies

19 Agreements covering the following Commodities

- Prescription Safety Glasses
- Laboratory Equipment and Supplies
- Industrial Supplies
- Electronic Components
- Test & Measurement Products
- Safety Supplies
- Electrical Supplies
- Janitorial Supplies

17 Agreements awarded to Small Businesses

1 Large business agreement allows Small Business participation

Information Technology

12 Agreements covering the following Commodities

- Apple Computer Products
- HP Computer Products
- Dell Computer Products
- Cisco Computer Products
- IT Storage Products
- Anti-Virus Software and Services
- Intellectual Property Software
- Design Engineering Software
- Catalog Software and Services
- 7 Agreements awarded to Small Businesses

Services

- 11 Agreements covering the following Commodities
- · Safety Basis
- · Contingent Labor
- International Travel
- Environmental Consulting Services
- 5 Agreements awarded to Small Businesses

Transportation & Logistics

- 12 Agreements covering the following Commodities
- Packaged Gas
- Bulk Gas
- Ground Fuels
- 4 Agreements awarded to Small Businesses

Travel

- 5 Agreements for the following Commodities
- Airline Services
- Auto Rental Services
- Travel Management Services
- Bank Card Services
- 1 Agreement awarded to Small Business

SPOTLIGHT

ICPT Suppliers

Accelerating Scientific Discovery with the DOE-ICPT

Since 1930, AIP Publishing has been providing the **global scientific community with high-quality, peer-reviewed content.** With a commitment to scientific research that will impact worldwide developments, AIP Publishing offers participants of the ICPT agreement, a robust portfolio of 23 journals, 2 magazines, 1700+ Conference Proceedings as well as a Gold Open Access portfolio of 5 journals.



Providing the basis for scientific advancement, spanning: Applied Physics, Bioscience, Chemical Physics, Energy, Materials Science, Nanoscience, and Photonics, the AIP Publishing portfolio offers the latest and most relevant content. The Archives at AIP Publishing are a vital, foundational resource for scientists to pioneer new discoveries and offers the DOE-ICPT community perpetual access to 68 years of groundbreaking research. It is a one-time purchase that keeps relevant content in users' hands and lowers annual subscription costs. To learn more about the Archives available at AIP Publishing, visit: https://publishing.aip.org/sites/default/files/aippub/files/factsheet_digital_archive.pdf

NEW in 2019: As of January 2019, AIP Publishing will be offering the Journal of the Physical Society of Japan (JPSJ). This journal has been publishing important research results in all fields of physics, from condensed matter physics to particle physics, since 1946. Learn more today!

Explore the AIP Publishing portfolio, accessible on the Scitation platform, by visiting: https://www.scitation.org

For pricing and to join the ICPT agreement, contact your AIP Publishing Sales Manager, Lorna Vasica at (516) 576-2333 or send an email to lvasica@aip.org.

CDW-G

From cables to cloud and everything in between, CDW-G is your one-stop shop for all I.T. needs. Here at CDW-G, we offer more than 1500 leading technology brands of hardware, software, peripheral products, and services support. Our brand-agnostic approach partnered with a team of technology-specific experts allows us to provide you the best solution to help fulfill any agency mission.



What are we doing with the Department of Energy today? As a trusted partner and advisor, many of the Labs have utilized our expertise and portfolio breadth to assist in such projects as unified communications, data center consolidation, and network design. Our 1,000+ engineers allow us to assist in the entire IT lifecycle from road mapping and initial design to implementation.

CDW-G was awarded an ICPT basic ordering agreement in 2015 through Oak Ridge National Lab. This contract includes our entire portfolio which can be found on CDWG.com. Multiple Labs across the country have taken advantage of all of the products we have to offer through punch-out style pages for e-commerce platforms that provide efficient means for procurement.

We have partnered with multiple key small businesses to accommodate most socio-economic requirements including a certified Service-Disabled Veteran Owned small business (SDVOSB) and an 8(a), Woman Owned (WOSB & EDWOSB), HUBzone small business. Utilizing this partner relationship with our ICPT contract, we have saved the Department of Energy labs millions of dollars since October 2015. If you would like to hear more about what our ICPT contract can do for your Lab, please contact DOE@cdwg.com.

WILEY

Wiley is pleased to have been awarded a Basic Ordering Agreement with National Renewable Energy Laboratory on behalf of ICPT for the Department of Energy (BASIC ORDERING AGREEMENT BCE-7-70017-00).



Wiley, a global company, helps people and organizations develop the skills and knowledge they need to succeed. Our online scientific, technical, medical, and scholarly journals, combined with our digital learning, assessment and certification solutions help universities, societies, businesses, governments, and individuals increase the academic and professional impact of their work.

The new Wiley Online Library provides a best-in-class online experience for researchers, connecting them to the most relevant scholarly content to support their research goals. Wiley Online Library is home to one of the world's broadest and deepest multidisciplinary collections of online resources, including content from life, health, physical, and social sciences, as well as the humanities. It supports and delivers access to over 6 million articles, 1,600 journals, 200 reference works, and 21,000 online books.

Wiley Online Journals. Wiley offers an exceptional portfolio of over 8 million articles from 1,600 journals, half of which are published in partnership with prestigious international scholarly and professional societies. Our titles cover the full spectrum of life, health and physical sciences, social science and the humanities, and include many titles ranked at the forefront of their field.

Wiley Digital Backfiles. Wiley Digital Backfiles span three centuries of scientific research over 18 million pages, across 900+ titles. Covering the complete range of scientific, technical, medical, business, humanities and social science disciplines, titles extend to Volume 1, Issue 1, and include issues dating as far back as the 18th century.

Wiley Online Reference Works. Written and edited by some of the world leading experts including Nobel Laureates, society chairs, and award-winning authors, our authors ensure that quality is at the heart of what we publish. New and revised articles are regularly added to the collection of more than 200 Wiley Online Reference Works, to ensure they keep up with the pace of academic and scientific discovery.

Wiley Online Books. Combining quality content with the convenience, accessibility and enhanced functionality of electronic access., Wiley Online Books features over 20,000 scholarly and professional books, handbooks, dictionaries, companions, and landmark book series.

The Cochrane Library. This unparalleled resource provides practitioners with protocols, systematic reviews, abstracts, technology assessments, economic evaluations, and clinical trials abstracts, ensuring access to the most up-to-date, independent, and assessed healthcare information at their fingertips.

Essential Evidence Plus. Designed for clinicians who deliver first-contact care, this resource includes more than 13,000 topics, guidelines, abstracts and summaries, covering all the information required to make critical patient care decisions.

Current Protocols. Explore the leading source of laboratory protocols for over 30 years, comprised of more than 20,000 straightforward, step-by-step procedures and techniques across 18 titles.

For more information, please contact your Wiley ICPT Representative, Meghan Becker, at 201-492-3235 or by email mebecker@wiley.com.



Government Scientific Source, Inc.

Government Scientific Source, Inc. (GSS) is an ISO 9001:2015 certified, veteran-owned, small business distributor of laboratory supplies, equipment, instrumentation and chemicals to the U.S. Department of Energy (DOE) and the National Nuclear Security Administration (NNSA) via ICPT Agreement SLAC BOA 003-03-2014.



Headquartered in Reston, VA, GSS also has three satellite facilities in Knoxville, TN, Albuquerque, NM, and Livermore, CA. FOCI cleared with over 26 years of experience in the lab industry, GSS offers significant marketplace knowledge with access to over 1000 direct suppliers, as well as best practice solutions to real-world supply chain challenges. Aside from two dedicated teams of account managers and customer support in Virginia and New Mexico, GSS has developed sophisticated in-house eCommerce capabilities (e.g., Marketplace solutions, punchout and static catalog support, cXML, site customizations, item blocking, UNSPSC coding and overrides, customizable reporting, JIT delivery and site specific inventory support). This combination of dedicated and knowledgeable personnel, eCommerce sophistication and a robust product portfolio allows GSS to simplify your procurement process, reduce paperwork, shorten lead times, and offer significant cost savings. Examples of research areas supported and the leading manufacturers offered by GSS are below.

Analytical Chemistry & Radiochemistry Research

Chromatography (GC, Ion, LC), Spectroscopy (AA, AE, AF, EDS/EDX, FTIR, OES, Raman, XRF), Mass Spectrometry (GC, ICP, IMS, LC, MALDI), Radiation Detection, Thermal Desorption

Agilent Technologies, Bruker, Gerstel, Horiba, Markes, Metrohm, PANalytical, Parker, PerkinElmer, Rigaku, Shimadzu, Teledyne, Thermo Fisher Scientific, Waters Corp

Biological Research

Antibodies, Automation, Cell Culture, DNA, Epigenetics, Flow Cytometry, Gel Electrophoresis, Gene Expression, Imaging, Lab Plasticware, Microarray, Oligos, PCR, Protein, RNA, Sequencing (Next Generation)

Applied Bio, Beckman, Bio-Rad, Corning, Eppendorf, Essen, GE Healthcare, GSS Balances, MilliporeSigma, Nalgene, Promega, Qiagen, Rainin, Sartorius, Thermo Fisher Scientific

Photonics, Optics, Vacuum and Microscopy Research

Filters, Hyper Spectral Imaging, Laser Systems and Accessories, Lenses, Metrology, Microscopy, Optical Components, High Energy Vacuum Pumps, SEM/TEM, Spectrometers

Agilent Vacuum, B&W Tek, Bruker, Keyence, Kurt J. Lesker, Materion, Newport Corporation, Ocean Optics, Ted Pella, Thorlabs, Zygo

GSS operates a rigorous Quality Assurance program to maximize internal efficiencies and to ultimately provide the highest level of customer satisfaction possible. Excellent customer service has always been a hallmark of GSS and every effort will be made to support all procurement opportunities. GSS knows that the research you perform is critical, we are proud to support your mission and are equally committed to your success.

Primary Contacts

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COLE-PARMER/SCIENTIFIC SALES, INC.

Scientific Sales, Inc. is pleased to be the Small Business partner with Cole-Parmer in the award of an ICPT Basic Ordering Agreement (Agreement #PNNL-ICPT-BOA-2016-024). Since 1955, Cole-Parmer has been a leading global source of laboratory and industrial fluid handling products,



instrumentation, equipment and supplies. As proven experts in the fields of fluid handling, temperature measurement and control, electrochemistry, environmental testing and a wide range of benchtop instrumentation, Cole-Parmer sells products throughout the world. Cole-Parmer purchased Davis Instruments who has been one of the world's leading sources of test, measurement, control and calibration instruments since 1912. Cole-Parmer also acquired Environmental Express, Ismatec and Bibby Scientific.

Cole-Parmer has partnered with Scientific Sales, Inc. (SSI) of Oak Ridge, TN for this ICPT Agreement. SSI is a small, wom-an-owned, minority-owned business with 30 years of experience selling to DOE sites and industrial customers. SSI is an award winning small business with strong IT capabilities, award winning customer service and sales staff, and a long history as a distributor for Cole-Parmer.

SSI's Recent Awards Include:

- 2017 DOE Small Disadvantaged Business of the Year 2016
- 2016 Small Business Achievement Award-CNS-Y12
- 2016 Woman-Owned Business of the Year-City of Knoxville
- 2015 Small Business Impact Award-Oak Ridge National Laboratory
- 2015 Small Business Supplier Award-Bechtel National, Inc.
- 2013 Small Disadvantaged Business-URS/CH2M Oak Ridge, LLC
- 2010 SBA Small Woman-Owned Business Of The Year-Nominated by Wackenhut Services, Inc.
- 2009 AVID Supplier of the Year-ORNL

Through this ICPT Basic Ordering Agreement, Scientific Sales, Inc. and Cole-Parmer are proud to offer the highest quality fluid handling, analysis equipment, instrumentation, and laboratory supply products to the DOE Complex.

Megan Honeycut

East Region Sales Manager, Cole-Parmer Orders, Support, and Service at www.coleparmer.com 800-323-4340

Vicki Dyer

President, Scientific Sales Inc. Orders, Support, and Service at www.scisale.com 800-229-7252

LYME COMPUTER SYSTEMS (LCS)

LYME COMPUTER SYSTEMS (LCS), a 100% employee owned certified HUB-Zone Small Business since 1983, is a full-service computer products reseller with a focus on IT hardware, software, networking, networking security and interconnectivity. LCS was awarded an ICPT for Mathworks Software through Oak Ridge National Lab in 2016.



Our Corporate Mission is to be recognized as the premier IT solutions provider by providing an unsurpassed mix of customer service and high-quality products at the most competitive prices. We realize that our customers have many purchasing options; therefore, we strive to be better than our competition in every facet of business. We are a principle based organization that believes in treating our customers, vendors and employees with the utmost integrity and respect. We honor these relationships and will never do anything to compromise them.

Utilizing a "single-point-of-contact" philosophy enables us to provide every customer with highly personalized service. The account manager handles every phase of the customer's order, from pre-sales consultation and demonstration, to product procurement and delivery, to post-sales support and service. Each customer is considered a long-term business relationship that deserves comprehensive service and competitive pricing. LCS account managers are knowledgeable professionals who have the skills and resources that make them effective technology consultants and efficient procurement specialists. Our entire organization functions as a team that supports the efforts of our account managers.

Please reach out to Linda and Heather, your dedicated team at Lyme Computer Systems to learn more about your Mathworks ICPT. Linda Neubelt, <u>Linda@Lyme.com</u>, Phone-Fax-Text @ 603-676-3609 and Heather Pitiger, <u>Heather@Lyme.com</u>, Phone-Fax-Text @ 603-676-3613

