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FY2016 is off and rolling for the ICPT!!!!!!



We are pleased to bring you up to speed on several ICPT related topics:

- Three new ICPT Agreements were awarded in the first half of FY 2016: CDW•G (IT miscellaneous accessories), AIP Publishing, LLC (scientific journals) and EPIC Business Essentials (office supplies).
- Two ICPT Agreements were updated in the first half of FY 2016 - Grainger (MRO Supplies) and MSC Industrial (MRO Supplies). These updates provide better pricing.
- As a reminder – we also issued 5 ICPT BOAs between January-August 2015 to LCPtracker, Inc. (Davis Bacon compliance), McMaster-Carr, Ideal System Solutions (National Instruments equipment), Kurt J. Lesker (vacuum products) and MDC Vacuum Products. We hope you are finding them useful to expedite your procurement process and make sure to send feedback, good or bad, to the Government ICPT BOA POC.
- We have several new faces on the ICPT Steering Council including: Kathee Flanagan-Roque (NREL), Karen Hawk (LLNL), Becky Ip (LLNL), Greg Lichtenberg (WRPS), Diane Hutchinson (LBNL), Cheri McClaggan (SLAC), Dan Stout (INL), and Elizabeth Webb (National Security Campus) and Lorri Wright (SRS). We are excited for these new members and their varied experience and energy they will bring to the ICPT!
- Final FY 2015 ICPT spend was \$287M which resulted in \$93M in savings. Thank you for your support of ICPT and keep encouraging its usage. The more volume the more we are able to negotiate better terms and pricing.
- Have you ever wondered which ICPT supplier have the most ICPT spend? Our top 3 ICPT suppliers are Dell, followed by Holman's (HP products) and Government Scientific Source.
- Cut your procurement time down from weeks to days! Per Policy Flash 2014-18 entitled "Complex-Wide Strategic Sourcing - Update," agreements placed by the ICPT have met all applicable requirements of the Competition in Contracting Act, the Federal Acquisition Regulation, the DOE Acquisition Regulation, prime contractor terms and conditions for subcontracting, and other relevant policies and procedures. Therefore, orders 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 the terms and conditions contained in these agreements, etc.
- If you have a .gov email address and would like more information on ICPT go to the SKY portal (www.thesource.energy.gov) and click on "ICPT Home" in the left-side navigation bar.
- If you do not have a .gov email address and would like more information on ICPT go to www.icpt.doe.gov.

We are looking forward to a productive 2nd half of FY16 and the conclusion of a few more agreements - stay tuned!

Supply Chain Management Center (SCMC)

The Supply Chain Management Center (SCMC) is a service organization managed by Honeywell 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 add value to the contractor acquisition processes, by creating a strategically driven function, leveraging the combined contractor spend dollars across the communities.

Our Mission: To work closely with the National Security Enterprise and Environmental Management contractor sites to implement, maintain and continuously improve a common enterprise system to leverage procurement spend and lower the total cost of acquisition.

Focus Areas:

- ePlatforms - Strategic sourcing processes and tools
- 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:

- Will not contract for other Federal agencies/departments
- Will not shift procurement budgets or buying from individual sites
- Will not replace local purchasing organization



SCMC Internet Site

The Supply Chain Management Center will launch its internet site April 2015 to inform businesses, of its purpose, mission and contractor clients. The site will provide an overview of Enterprise Wide Agreements and the SCMC Strategic Tools along with highlights and accomplishments. There is a "contact us" feature allowing businesses, particularly small businesses, interested in dealing with the SCMC to send an email with questions and to request more information.



Seated from left to right: Dawn McWilliams, Marc Gatewood, David Boyd, Joe Tiley, Brent Wilson, Standing from left to right: Doug Ward, Bill Marks, Sharon Jeffries, Bryan Rhodes, Scott Bissen, Paul Biagioli, Lisa Krstulic

SPOTLIGHT

SCMC Member

In January 2014, **Bryan Rhodes** joined the Supply Chain Management Center (SCMC) and the Kansas City National Security Campus as a Commodity Manager. Bryan has been happily married for 17 years, has 6 children (5 girls and 1 boy). He enjoys coaching basketball and spending time outdoors with his family. Mr. Rhodes manages operating supplies commodities and is the SCMC ICPT representative. Prior to his current position, Mr. Rhodes spent 6 years with Bechtel Marine Propulsion Corporation at the Naval Reactors Facility in Procurement and Acquisition Management and 7 years in management with Wal-Mart Stores. He earned his BS degree in Business Administration from Brigham Young University – Idaho, and an MBA degree from Florida Tech University.



Supply Chain Management Center hosts small business forum in NM

NNSA Administrator Frank Klotz and U.S. Senator Martin Heinrich (D-NM) hosted approximately 350 small business owners from New Mexico on February 18 in the Albuquerque Convention Center. The day included remarks also by U.S. Senator Tom Udall (D-NM), Michelle Lujan Grisham, U.S. Representative (D-NM), Steve Pearce, U.S. Representative (R-NM), Ben Ray Lujan, U.S. Representative (D-NM).



The event centered around capturing feedback from New Mexico small businesses and sharing information about the NNSA's Supply Chain Management Center (SCMC), which is managed by Honeywell under the Kansas City National Security Campus contract.

The SCMC was formed 10 years ago to help the Department of Energy and NNSA become a more efficient and cost effective organization by using best practices that balance the consolidated aspects of strategic sourcing with the unique impact DOE's contracts have on local economies. To date, the SCMC has helped the DOE's sites save more than \$600M dollars, and 67% of the total annual value of SCMC agreements have been awarded to small businesses. It turns out that New Mexico small businesses are high on the list for both number and annual dollar value of agreements awarded.

At the event, small business owners held one-on-one meetings with commodity managers at the Sandia and Los Alamos Labs and spoke with NNSA procurement personnel throughout the day.

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

8 Agreements Covering the Following Commodities

- Apple Computer Products
- HP Computer Products
- Dell Computer Products
- Cisco Computer Products
- IT Storage Products
- Wireless Products
- Intellectual Property Software

7 Agreements awarded to Small Businesses

Services

4 Agreements Covering the Following Commodities

- Safety Basis
- Contingent Labor

3 Agreements awarded to Small Businesses

Transportation & Logistics

12 Agreements Covering the Following Commodities

- Packaged Gas
- Bulk Gas
- Ground Fuels

3 Agreements awarded to Small Businesses

Travel

8 Agreements for the Following Commodities

- Airline Services
- Auto Rental Services
- Hotel Services
- Travel Management Services
- Bank Card Services

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:

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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:

			
3M Company	https://publishing.aip.org/publishing	Analytical Laboratories	Anixter Inc.
Safety Eyewear	Scientific Journals	A listing of several Analytical Lab Agreements	Communications, Security, Electrical and Electronic Wire
			
www.bluejeans.com	https://www.cdwg.com/	Cisco	Dell Computer Products
Video Conferencing Service	IT Miscellaneous Accessories	A listing of several Cisco Certified Gold Small Business Partners	Computer Hardware Products
			
Elsevier B.V.	EPIC Business Essentials	Federal Resources Safe Measures	Fisher Scientific Company
Software License for access to publications & journals	Office Products	Avon Manufactured Air Purifying Masks, Accessories and Spare Parts	Scientific Products
			
Farms and Supply, Inc. on behalf of American Office Products Distributors Office Products	Government Scientific Source, Inc.	Government Technology Solutions	Grainger Industrial Supply
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	Hardware, Tools, and Tool Repair
			
Haworth Inc.	Hewitt Associates, LLC	Holman's Inc.	Hewlett-Packard Company (HP)
Office Furniture	Benefit Value Studies	Apple Computers	Computer Products: Desktops, Workstations, Servers, Laptops
			
Ideal System Solutions, Inc.	Juniper Networks	Kurt J. Lesker Company MDC Vacuum Products, LLC	LCPtracker, Inc.
National Instruments, Products and Services	Technology products, Solutions and Services	Vacuum Products	Prevailing wage/Davis Bacon labor compliance software
			
Lenovo	McMaster-Carr Supply Company	MSC Industrial Supply Co.	National Jewish Medical and Research Center
Computers, Laptops, Notebooks	Maintenance repair and operating supplies and components	Safety Supplies, Respirators, & Gloves	Beryllium Lymphocyte Proliferation Testing (Be LPT)
			
Newark element 14	SciFinder	Springer	supplyFORCE
Electronic Components	Software License for access to publications & journals	Software License for access to publications & journals	Electrical Supplies
			
SYNNEX Information Technologies, Inc.	Thomson Reuters	United Rentals	U.S. Patriot, LLC
HP Printer	Subscriptions Services	Rentals/Sales - Construction equipment and supplies	Army Combat Uniforms and Misc. Security Related Equipment
			
VWR Scientific Products	Wildflower International Ltd.	xpeditx	
Scientific Products	Motorola Products	Paper Products	

SPOTLIGHT

ICPT Supplier

Grainger

W.W. Grainger, Inc. is a distributor of products used to maintain, repair and operate facilities. Millions of businesses and institutions worldwide rely on Grainger for products like safety gloves, ladders, motors and janitorial supplies and services like inventory management and technical expertise. More than 4,500 key manufacturers supply Grainger with 1.4 million products made available to DOE through Grainger's branches and distribution centers or sourced through a network of suppliers and small businesses. Here's how Grainger can help you:



- **Discounts** - Grainger recently implemented significant discounts for the top product categories under the ICPT Basic Ordering Agreement. That means more money stays with your projects for other uses.
- **Cost Savings** – Cost savings for the Department of Energy (DOE) sites utilizing the Grainger ICPT BOA have been steadily increasing. In fact, FY16 Q2 cost savings were 22.4% compared to 18.6% in FY15 Q2. These figures represent an increased savings of 3.8%.
- **eCommerce Solution** – Grainger helps customers improve productivity while lowering costs by supporting various customer eCommerce platforms. Today, the eCommerce platform, which includes desktop, mobile and tablet solutions, accounts for 36% of Grainger's U.S. sales. Grainger is the 13th largest e-retailer in North America according to Internet Retailer.
- **Small Business** - Since 2006, Grainger's Small Business Program has successfully provided DOE with a solution to support Disadvantaged Business Enterprises (DBE) while consolidating maintenance, repair and operating (MRO) purchases. Buyers purchasing Grainger products from the Small Business Program support small businesses and provide employment opportunities to women-, minority- and veteran-owned businesses. In 2013, there were 2 small businesses aligned to the Grainger/ICPT BOA. Today, there are 12 small businesses partnering with Grainger under the ICPT BOA.
- **Sourcing** - Can't find what you are looking for? Ask us. We can help you:
 - Access millions of products beyond our core catalog offering.
 - Save on process costs.
 - Eliminate service gaps with our ability to source and ship directly from our supplier to your facility.

EPIC Business Essentials

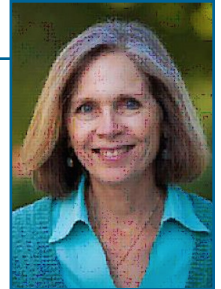
EPIC Business Essentials is a joint venture between Independent Stationers National Accounts and Trimega Purchasing Associations Point Nationwide, with over a thousand independent office supply dealers spread across the country. EPIC Business Essentials gives independent office supply members the ability to compete for business that was once reserved for only the big boxes. Through a centralized ordering platform, consistent invoicing, competitive pricing and contract compliance, EPIC Business Essentials is here to provide customers the experience they deserve while keeping their business where it really should stay – local.



SPOTLIGHT

ICPT Member

Cheri McLaggan serves as the Procurement Commodities Team Lead in Supply Chain Management Operations at SLAC National Accelerator Laboratory in Menlo Park, CA. Ms. McLaggan manages a team of commodity buyers and the SLAC eProcurement program. Prior to her current position, Ms. McLaggan served four years at SLAC with responsibilities for complex, multiyear contract agreements for lab-wide services. Her professional experience spans more than 25 years of contracting in commercial, defense, and space industries. Before joining SLAC Ms. McLaggan, managed major commodities and subcontracts with Space Systems/Loral, BAE Systems, and ESL/TRW and Sun Microsystems.



Other Strategic Sourcing Efforts Across the Complex

Category Management in the Federal Government

Despite the progress to date there is critical need for a new paradigm in Federal Government procurement. To achieve the benefits of being the world's largest buyer the Government must act as a more unified entity. The Office of Federal Procurement Policy (OFPP) has cited a critical need for Federal Government to shift from managing purchases and prices individually across thousands of procurement units to managing entire categories of common spend and total cost through category management.

Category management uses a structured approach focused around defining products and services that behave in a similar manner. Category management will provide greater visibility into overall costs and will provide a holistic approach in evaluating/developing solutions to minimize redundancies, and reduce total cost of ownership (TCO) to the Government and taxpayers. In order to do this, category management focuses on five key principles listed below:

1. Optimizing existing contract vehicles (including replacement or elimination of duplicate or underperforming contracts) and driving more optimal use of contract vehicles
2. Improving data collection efforts and analysis to drive improvements in categories of spend to increase savings and reduce duplication
3. Leveraging industry/commercial intelligence and key partner relationships
4. Maximizing customer insights and relationships to bring more spend under management and improve offerings and value
5. Growing and sharing expertise

OFPP recently named 10 Category Managers to lead the categories which represent more than \$270 billion in annual federal spending.

(Continued on pg. 9)

(Continued from pg. 8)

Strategic sourcing will continue to be one effective strategy that a Category Manager may implement to drive down total costs and improve overall performance for that category. By bringing common spend under management, including collecting prices paid and other key performance information that allow easy comparisons, Category Managers will ensure that agencies get the same competitive price and quality of performance when they are buying similar commodities under similar circumstances. The figure below provides a comparison of strategic sourcing and category management.

	Strategic Sourcing	Category Management
Goal	<p>Achieve savings: implement specific strategies around spend and vendor consolidation, standardization of requirements and specifications, and price benchmarking and negotiation</p> <p>Small business: Meet or exceed small business goals</p>	<p>Maximize value for spend: reduce total cost of ownership (TCO), generate supply chain-wide savings, reduce risks, improve supplier and operational performance, and boost innovation</p> <p>Small business: Meet or exceed small business goals</p>
Frequency	Project driven: initiated once in three to five years based on internal demand or supply market changes	Continuous: ongoing series of projects identified and prioritized based on regular analysis and reporting
Methodology	Standard methodology: typically based on a seven- to nine-step methodology starting with assessment and ending with vendor selection and implementation	Broad framework: ongoing cycle of establishing baseline and goals, developing a strategy for category improvement, project execution, and performance management
Value	Sourcing savings: annual savings through planned demand reduction and average purchase price reduction, tracked through finance and sourcing systems	Value for spend: achievement of strategic objectives, including spend under management, price savings, TCO savings, improved supplier performance, innovation, and user satisfaction

DOE is an active participant on the Category Leadership Management Council (CMLC). The Office of Acquisition Management (OAM) spearheads the agency's participation in CM by meeting frequently and collaborating closely with the CMLC, coordinating DOE's category leads, and leading the implementation of Category Management strategy and initiatives across DOE.

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?

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