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Changes are Aboard!

Since our Fall newsletter lots has been happening! As you've probably already noticed, we have retitled our newsletter and are expanding it to cover all "Strategic Sourcing" Initiatives that are available to the Department of Energy (DOE). Strategic Sourcing is much more than just the Integrated Contractor Purchasing Team (ICPT) and we want to share all the exciting Strategic Sourcing news with you.

As Margaret Mead once said "Never doubt that a small group of thoughtful, committed, citizens can change the world. Indeed, it is the only thing that ever has." With the National Nuclear Security Administration's Supply Chain Management Center (SCMC), DOE's Integrated Contractor Purchasing Team (ICPT), the General Services Administration's Federal Strategic Sourcing Initiative (FSSI) and the GSA One Acquisition Solution for Integrated Services (OASIS) Initiative, DOE is benefiting from these groups of dedicated individuals who are working hard to push Strategic Sourcing forward and to realize savings for DOE. That's real money back in the pockets of researchers.

We hope you enjoy this new and improved newsletter and let us know if there are topics we can address in our newsletter to better enlighten the DOE Community on all things Strategic Sourcing.





**Working Together
For Improvement**

New Faces, New Agreements, and New Initiatives!

FY2015 has been a busy time for the ICPT. Three Steering Council members were elected into the following roles in March:

1. Mr. William (Bill) M. Walsh, Procurement Operations Manager at Argonne National Laboratory, ICPT Chair;
2. Mr. Brooks Baldwin, Manager, Commercial Support Group, Acquisition Management Services Division UT-Battelle, LLC Oak Ridge National Laboratory, ICPT Co-Chair; and
3. Mrs. Stefanie D. Johnston, Procurement Specialist, Battelle Energy Alliance, LLC, Idaho National Laboratory (INL), ICPT Secretary (and new member of the ICPT Steering Council).

We would like to thank Samuel B. Grover, Manager, Material Acquisitions, INL, for his steadfast leadership as ICPT Chair for the past 4 years. His dedication to ICPT was outstanding and greatly appreciated! We are happy he is continuing on as a valued ICPT Steering Council member.

In addition to Stefanie Johnston, we are welcoming several other new and energetic faces to the ICPT Steering Council including: Laura Crosby (LBL), Karen Wrigley (KCP), Chris Green (HQ), Ann Huber (LLNL), Jim Swanson (LLNL), Kevin Kartchner (SNL) and Kevin Fox (BNL).

ICPT has been busy placing new Agreements since our Fall 2014 Newsletter and they include: Juniper (Infrastructure/IT/IM), LCP Tracker (Labor Compliance Software), McMaster Carr (Industrial Supplies), Thomas Reuters (Publications/Subscriptions), and National Instruments (though Ideal System Solutions, a small, disadvantaged, woman-owned, HUBZone business).

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!

A big "Thank You" goes out to the following sites for their high-level usage of ICPT (over \$1M in FY15Q1): Sandia National Laboratories – Albuquerque, Los Alamos National Laboratory, Oak Ridge National Laboratory, Brookhaven National Laboratory, Lawrence Livermore National Laboratory, Pacific Northwest National Laboratory, Idaho National Laboratory, Savannah River Nuclear Solutions, Argonne National Laboratory, Knolls Atomic Power Laboratory, and SLAC National Accelerator Laboratory.

Several other sites had between \$500-\$1M in ICPT spend in FY15Q1 including: Bettis, National Security Technologies, Lawrence Berkeley National Laboratory, Thomas Jefferson National Laboratory, National Energy Technology Laboratory, National Renewable Energy Lab, and Pantex. 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.

We are looking forward to the rest of FY2015!

ICTP 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	m_armijo@lanl.gov	505-665-2098
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Brooks Baldwin	baldwinbc@ornl.gov	865-576-7151
Laura Crosby	LBcrosby@lbl.gov	510-495-2607
Jeff Davis	Jeff.Davis@hq.doe.gov	202-287-1877
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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 Agreements

			
3M Company	Analytical Laboratories	Anixter Inc.	www.bluejeans.com
Safety Eyewear	A listing of several Analytical Lab Agreements	Communications, Security, Electrical and Electronic Wire	Video Conferencing Service
			
Cisco	Dell Computer Products	Elsevier B.V.	Federal Resources Safe Measures
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
			
Fisher Scientific Company	Forms and Supply, Inc. on behalf of American Office Products Distributors Office Products	Government Scientific Source, Inc.	Government Technology Solutions
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
			
Grainger Industrial Supply	Haworth Inc.	Hewitt Associates, LLC	Holman's Inc.
Hardware, Tools, and Tool Repair	Office Furniture	Benefit Value Studies	Apple Computers
			
Hewlett-Packard Company (HP)	Ideal System Solutions, Inc.	Juniper Networks	LCPtracker, Inc.
Workstations, Servers, Laptops	National Instruments, Products and Services	Technology products, Solutions and Services	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.	xpedx	
Scientific Products	Motorola Products	Paper Products	

SPOTLIGHT

ICPT Supplier

National Instruments

Founded in 1997, Ideal System Solutions, Inc. (ISSI) has become a trusted technology adviser to the federal government by providing “best-in-class” technology products, professional services, and enterprise solutions from the desktop to the data center and everything in between.

ISSI is pleased to have been awarded a Basic Ordering Agreement with UT-Battelle on Behalf of ICPT for the Department of Energy (Basic Ordering Agreement ORNL-2015-1003) for National Instruments (NI) products.

Since 1976, NI has developed software and hardware that have revolutionized and continue to redefine the way engineers develop systems that require measurement and control for industry, advanced research, and engineering education. ISSI’s strategic partnership with NI for over five years has strengthened our ability to deliver NI products and services to achieve our client’s goals from design to production.

ISSI delivers total account management to our customers by assisting with NI configurations, quotations, fulfillment of orders, ongoing status updates, and reporting through our sophisticated and secure order management system. In addition, ISSI offers electronic connectivity, e-catalog services, and robust e-commerce capabilities.

As a small business vendor of choice for our clients nationwide, ISSI offers additional value to our clients by helping them to fulfill multiple diversity quotas. ISSI is a certified HUBZone, SDB, and Woman-Owned small business. Our goal is to exceed customer expectations, provide the best value, and maintain the highest level of customer satisfaction via our superior support and service capabilities.

For more information, please contact your NI ICPT Representative, Fran Melia, at 866 665-4547 or franm@idealsi.com.



FUN FACT

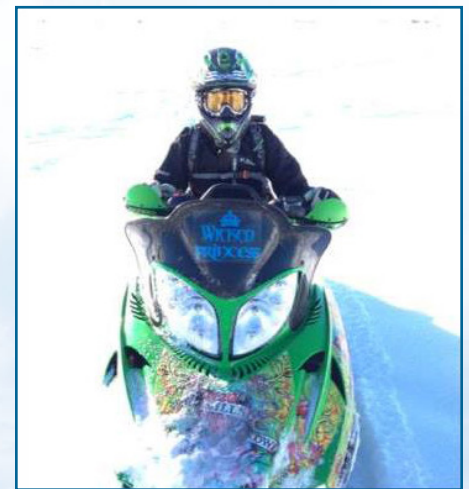
Total FY14 ICPT Reported Savings

\$61.8M

(up from \$41.6M in FY13).

WHO IS THIS?

(hint: ICPT Steering Council Member) – send your guess to kerry.bass@pnnl.gov



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 Supplier

TEVET

The Supply Chain Management Center recently awarded TEVET, LLC (TEVET) an agreement for Keysight Test and Measurement equipment. The agreement is effective through July 2019 and authorized for use by the NNSA Prime Contractors and the Department of Energy (DOE) Environmental Management (EM) Contractors. The agreement establishes pricing; terms and conditions; quality and delivery requirements for Keysight Test and Measurement equipment.

TEVET is a Service-Disabled Veteran-Owned and HUBZone small business. Established in 2004, TEVET has grown from a home based, one man operation to maintaining offices in Albuquerque, Chicago, Los Angeles, and Dallas with sales exceeding \$104M in 2014. TEVET's 7,500 square foot headquarters is located on two acres in East Tennessee. The company is ISO 9001:2008 certified with expectations of being AS9100/9120 certified by midyear 2015.

TEVET has created a Keysight specific proprietary punch-out catalog including over 11,000 items and negotiated pricing. TEVET offers the only Keysight equivalent configurator ensuring purchase and delivery integrity, saving cost and time. Implementation of the proprietary punch-out catalog is in process for Los Alamos National Lab, Honeywell Federal Manufacturing & Technologies and Sandia National Lab.

In addition to Keysight, TEVET also represents other industry leading manufacturers such as Agilent Technologies, including the full line Life Sciences & Chemical Analysis products (GSA Schedule – Contract #GS-07F-383AA), GE Intelligent Platforms and National Instruments. TEVET supports the Federal Government, defense agencies (DOD / DOE) and major federal prime contractors on a national basis.

TEVET provides a dedicated and knowledgeable SCMC Account Executive committed to customer service. As TEVET continues to execute against this agreement over the next 5 years, they will strive to enhance the DOE's vision to create a comprehensive, enterprise wide DOE strategic approach to ensure maximum value for every acquisition dollar spent. Please visit the TEVET website at www.tevetllc.com.

Contact Evie Webster, Account Executive, evie.webster@tevetllc.com, 678-905.1300 Ext. 112 or Patty Solomon, Account Manager, patty.solomon@tevetllc.com, 678-905-1300 Ext. 105.



AWARDS & CERTIFICATIONS

Department of Energy Awards:

- Veteran Owned Supplier of the Year Award
- Disabled Veteran of the Year Award

Lockheed Martin Awards:

- Veteran Supplier of the Year
- STAR Supplier of the Year
- Aeronautics Quality Award
- Space Systems Excellence Award

Other Awards:

- NDIA Kathleen P. Sridhar Small Business Executive of the Year
- DoD Nunn Perry award winner along with Mentor Rockwell Collins
- HUBZone Corporate Citizen of the Year Award
- Inc. 5000 list of fastest growing private companies in the nation in 2013 & 2014
- Rockwell Collins Mentor Protégé
- 2013 Raytheon 4 Star Excellence Award
- Tracy Solomon (CEO) named 2014 SBA Small Business Person of the Year for the state of Tennessee

SCMC Agreements



Available SCMC Agreements

Operating Supplies

6 Agreements Covering the Following Commodities

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

4 Agreements awarded to Small Businesses

1 Agreement awarded to Large Business (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
- Anti-virus Software
- Wireless Products

All Agreements awarded to Small Businesses

Transportation & Logistics

10 Agreements Covering the Following Commodities

- Packaged Gas
- Bulk Gas
- Ground Fuels

3 Agreements awarded to Small Businesses

Travel

7 Agreements for the Following Commodities

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

New SCMC Agreement in FY15:

TVAR Solutions, LLC. TVAR Solutions, LLC, a small business located in McLean, VA was awarded a five year SCMC agreement for Symantec Information Security Software and Anti-Virus Software products. The agreement includes all Symantec products within the Information Security line including some of the following high use products: Symantec Endpoint Protection, Risk Automation Suite, Symantec Protection Suite Enterprise and Ghost. The agreement is available for use by the NNSA Prime Contractors and the DOE Environmental Management Contractors. Contact Liz Norton, liz.norton@tvarsolutions.com, 703-635-3849.

Other DOE Strategic Sourcing Initiatives

What's Happening Around the DOE Strategic Sourcing Complex

Federal Strategic Sourcing Initiative (FSSI) - The General Services Administration (GSA) recently awarded Office Supplies 3 (OS3), the third generation FSSI contract for office supplies. All FSSI vehicles are open to Feds, M&Os, and FMCs. Find out more about FSSI at <http://www.gsa.gov/portal/content/112561>.

One Acquisition Solution for Integrated Services (OASIS)

OASIS is available to Feds, M&Os, and FMCs. It provides flexible and innovative solutions for complex professional services. 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

What is Strategic Sourcing?

Strategic sourcing is a structured data driven way to buy goods and services. Strategic sourcing is a branch and tenet of Supply Chain Management; strategic sourcing represents a shift from buying tactically, on an as-needed basis, to buying collaboratively, with well-planned service and supply acquisitions that consider spending trends and future requirements of the entire enterprise as opposed to those of a single entity. Strategic sourcing solutions can range from implementing supplier partnerships, to establishing centers of excellence (based on region or core competencies), to leveraging strategic business arrangements that garner results for the enterprise. By creating an environment of data transparency and instilling a culture of strategic decision-making and collaboration, DOE can acquire strategically sourced goods and services that maximize procurement dollars and program support. Strategic sourcing is not simply about reducing the number of DOE contracts or reallocating spending; it is about working collectively and operating as a single, unified acquisition workforce.

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

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