

ICPT - Supporting DOE's Strategic Sourcing Efforts Amidst a Global Pandemic

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This 2021 newsletter brings you changes to the ICPT Executive Steering Council, up-to-date information on our annual Face to Face meeting which was held virtually in 2021, highlights of both new and existing ICPT suppliers, spotlights on new ICPT Steering Committee members, and recognition for ICPT Contributors of the Year.

As we inform and engage more across the DOE complex, the increased utilization of ICPT agreements will drive more efficiencies 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 outstanding value to the DOE community with a five-year savings total of \$737M (avg. \$147M/fiscal year) and is integral to the achievement of the Department's goal. Additionally, "soft" or transactional savings are realized in utilizing ICPT agreements with sites not needing to administer or negotiate their own agreements, as well as there are no fees or percentage cost to the contracting parties to access and use the terms of the agreement. ICPT operates without charging additional fees to the participating sites because the ICPT model is based on those sites collaboratively and collectively working together to complete the strategic sourcing mission of DOE's M&O community.

In addition, since ICPT agreements are most commonly awarded to small businesses or with aggressive small business subcontracting requirements, DOE and the M&O community rely heavily on ICPT to help meet their small business goals.

A Note from ICPT Chair - Brianna Yi



2020 brought an unusual challenge to the DOE complex – the global COVID-19 pandemic curtailed much of the onsite operations at the DOE contractor sites, sending contractor staff home to work virtually for the better part of the year and into 2021. The DOE contractor community

has not seemed to slow down in procurements however so the need for more solutions to procure goods and services in a more efficient, cost effective way remained ever more a priority. ICPT rose to the challenge of continuing the work to award new and administer existing ICPT Agreements, continuing the progress it was making with efforts which began pre-COVID curtailment, all while working in a virtual environment.

New Agreements were placed and existing Agreements were renewed with better pricing and terms and conditions. The ICPT's annual Face to Face meeting which usually is held in February each year became a virtual three-day workshop meeting that garnered great attendance, engagement and interaction from the Steering Committee. Many great ideas were born out of this meeting and relationships were fostered through the

benchmarking and collaboration sessions the opportunity to meet provided. Spend and savings reporting continued to show that ICPT Agreements were being used by sites as well with Dell reporting twice as much spend in FY20 than it did for FY19, largely due to purchases of computer hardware staff in Quarter 4 for the necessary equipment to work remotely. ICPT continued to foster its relationship with DOE-HQ as well, strengthening the cooperation and offering its support of initiatives DOE-HQ sees as priority, thanks to the great leadership from ICPT Steering Committee DOE-HQ liaison, Bari Brooks. ICPT continues to work towards process improvements as well by standing up a supplier performance evaluation process, establishing sustainable acquisitions communications, and streamlining its reporting process to be more consistent and better report small business spend.

More changes are inevitably on the horizon as we move into a new way of working, whether remote, hybrid or full time on campus as contractor staff begin their post-COVID return to normal campus operations. The needs of DOE and contractors will change and ICPT will adapt to bring strategic sourcing solutions to the contractor community for new commodities and services. And if 2020 taught us anything, its that there are always ways of working smarter and more efficiently and the art of the possible is just that – possible – when you have the ICPT ready and waiting to assist.

SPOTLIGHT

The Small Company That Stands TALL

Burgoon Company is an award-winning supplier of MRO industrial supplies and equipment, including Refrigeration and HVAC, laboratory, safety, industrial, chemical, and medical equipment and supplies. We are a small business consisting of 30+ employees with a 30+ year record of excellent service to government agencies, academic institutions, and prime contractors throughout the United States. We have the capability to streamline your procurement process through our competitively bid contracts, extensive vendor base, and access to a world class logistics platform. Other value-added services include: Inventory Management Solutions, Installations, Sourcing, Subcontracting Services, and Sales & Marketing Activities.

Burgoon Company | EVCO PARTNERS LP

HUB HUBZone WOMEN OWNED

Customer First

Driven & Passionate

Reliable

Team Player

Humble Thinker

Burgoon Core Values

Mission:
To help others achieve their best.

Certifications & Registrations

- Registered in SAM as EVCO Partners, LP dba Burgoon Company
- Federal HUBZone, WOSB, WBE, SBE
- Texas HUB, and numerous State and Local registrations/certifications

Ecommerce Capabilities

- 100% paperless transactions (For those who prefer paperless)
- Electronic delivery: Invoices, deposits, and order confirmations
- Real-time order/shipment tracking
- Online order & order management system
- Ability to work with customer platforms, such as:
 - Jaggaer, Ariba, PeopleSoft, Vinimaya, Maximo, Acquire

ICPT Face to Face Recap By Nicole Bullock

This year's Face to Face (F2F) for the ICPT Steering Committee looked a little different than years past. In following the guidelines set by the Department of Energy due to the COVID-19 Pandemic, the ICPT Executive Steering Council planned a virtual "F2F" this year. Although, nothing will ever replace in person interaction, the Executive Steering Council felt the overall F2F was a success this year.

During the three-day virtual event, the ICPT Steering Committee was able to hear from several Committee members and those outside of the committee. Justin Crosby, our current DOE Sponsor, presented an overview of how DOE is structured and how each DOE counterpart fits into the overall DOE Oversight of programs such as P-Card, ICPT, SCMC, and PERT. The opportunity to discuss concerns and issues across DOE Sites/ICPT with Justin provided great insight and feedback all around.

Additionally, SCMC was represented by Jody Detten and discussion was held about the efforts from SCMC and collaboration was discussed between ICPT and SCMC to discuss better path forward to work together and not re-invent the cycle. During the discussions with SCMC and DOE, it was discussed regarding if ICPT and SCMC would ever become one – at this point, ICPT and SCMC will remain separate with no path or discussion on ever being combined, which makes the collaboration with ICPT and SCMC even more important.

Dustin Mackey (ORNL) gave a great presentation on ICPT Agreements and getting them organized and in place for other DOE sites to easily

wrap. Dustin was also recognized as Contributor of the Year for all of his efforts in administering ICPT agreements and diligently working to put new agreements in place. Dustin has also committed to providing training to DOE Sites, alongside Landon Hill (ORNL), to assist and encourage other sites to work on ICPT Agreements and under the overall ICPT Agreement process.

Finally, we were able to hear from Landon, the ICPT Senior Advisor, on supplier performance and how, through ICPT, we can truly understand how well a supplier is performing at the ICPT level. Although, there is still work to be completed, Landon has been able to put a great amount of time and effort to get this process stood up and ICPT appreciates those efforts.

Although, we were unable to be together, the ICPT Steering Committee is discussing holding two Face to Face events during the year – for more and increased collaboration between the sites to hopefully result in more cost savings for DOE and more ICPT agreements.

The ICPT Executive Steering Council would love to hear any feedback on how the virtual F2F went, any additional thoughts on two Face to Face conferences each year, and any other feedback from the ICPT Steering Committee members.

We hope to "see" you all soon!

A graphic of a spotlight beam shining down from the top left corner onto the word 'SPOTLIGHT'.

SPOTLIGHT

Cheryl Colan



Cheryl joined Princeton Plasma Physics Laboratory (PPPL) Procurement Team in November 2018 and transitioned into her current role as Senior Procurement Manager (Services) in Jan 2020. Prior to joining PPPL, she previously was the Procurement Manager for the past 11 years at Geisinger Commonwealth School of Medicine (GCSOM) -formerly- The Commonwealth Medical College (TCMC) located in Scranton, PA. GCSOM was the Nation's first free-standing medical school in 40 years that was not affiliated with any other College or University until its partnership with Geisinger in 2018. In her role as the Procurement Manager she implemented the procurement processes; policies; and procedures for the college and also assisted with the building of medical college from conception. In addition, Cheryl also served as the Regional Vice President for District II-(yr. 2018) for the National Association of Educational Procurement (NAEP) and had been very actively involved in the Northeastern Pennsylvania Educational Consortium (NEPEC) and the Institute for Supply Management (ISM) prior to joining PPPL. Cheryl holds a BA in Pre- Law from The Pennsylvania State University and brings with her over 15 years of purchasing experience in the manufacturing of goods and services and higher education.

Gordon Bagby



Gordon Bagby has worked in the materials management and procurement fields in various roles since 1985. Currently, he serves as Procurement Operations Manager for Fermi Research Alliance, LLC overseeing the eCommerce, ProCard, and Small Business Programs at Fermilab in Batavia, Illinois. In his thirty years at Fermilab, he has fulfilled the roles of Storekeeper, Lead Storekeeper, Buyer, Senior Buyer, Procurement Supervisor, and Procurement Manager. His most challenging and exciting procurement was the successful transport of the 50-foot-wide electromagnet from Brookhaven National Laboratory in Long Island to the Chicago suburbs in one piece. The move took 35 days and traversed 3,200 miles over land and sea. Gordon graduated from Aurora University with a Bachelor of Arts degree in Business Administration. While Gordon obtains great satisfaction from contributing to the professional arena, his other passions outside of work include bowling (2008 DeKalb USBC Hall of Fame Inductee), cooking, and fishing. He and his wife, Linda, will celebrate their 38th wedding anniversary in November.

Cole McGee



Cole McGee works at Los Alamos National Laboratory as a Procurement Specialist for the Center of Excellence team. LANL's most recent initiate was to design and implement a new ERP system, SAP Ariba, and Cole's primary role was to manage the IT category as a whole and assist suppliers in hosting both cif and Level 2 punchout catalogs. He was hired at LANL in May 2018. After 10 years of competitive swimming, Cole attended Missouri State University on a Division I scholarship and finished his degree at the University of New Mexico in Albuquerque, NM where he earned a Bachelor's of Business Administration degree with a concentration in Finance in May 2012. Cole had worked in the retail banking industry part time while completing his schooling. Aspiring to make more money, Cole followed his passion of cars, became a salesman for a BMW / MINI dealership in Santa Fe, New Mexico and was promoted to the Finance Manager for the dealership. Cole left the dealership for a job opportunity at the Laboratory and started his career as a Procurement Specialist. Outside of work, Cole coaches the Los Alamos High School swim team. Cole also enjoys traveling, going to Table Rock Lake, and working out.

Frequently Asked Questions

1. What is the ICPT?

The Integrated Contractor Purchasing Team (ICPT) is a collaboration among DOE and its Management & Operations (M&O) sites to award strategic agreements that result in lower total cost of ownership for DOE contractors through reduced prices and streamlined procurement processes.

2. What type of Agreements are used?

Basic Ordering Agreements (BOA's), called "Agreements," are negotiated by the ICPT or DOE for use by Site and Facility Contractors and eligible subcontractors. Agreements are administered by the site that awarded the Agreement.

3. What types of commodities and services are available through ICPT Agreements?

Computer Equipment and Hardware, Electronic Components, Chemical Treatment, Conferencing service, Office Supplies and Furniture, Scientific Equipment, Industrial Products, Safety Eyewear, Software, Gas Cylinders, Vacuum Products, Publications and Subscriptions, Equipment Rentals and more.

4. What are the benefits of using an ICPT Agreement?

- No further competition is necessary,
- No price analysis/justification is required, and
- Additional review of terms and conditions is not necessary (aside from adding any site specific terms as directed by a DOE Site Office)
- Pre-negotiated pricing which is consistent across the DOE complex so no further negotiating is necessary

5. How do I use an ICPT Agreement at my site?

- Contact the supplier for pricing quote for specific items/services based on their ICPT Agreement,
- Ask for small business resellers/partners to award to under the ICPT Agreement, and
- Verify pricing and terms with ICPT Agreement documents – website for terms, DOE ICPT Administrator for pricing
- Site-specific "wrap around" BOAs that are common for eProcurement or P-Card agreements for goods and services purchased through these methods.

6. What is the difference between an ICPT agreement and a SCMC Agreement?

The ICPT is a DOE-wide sourcing team, where their agreements are available for all Management and Operation (M&O) Contractors to utilize. The Supply Chain Management Center (SCMC) is a DOE sourcing organization, where their agreements are available only for M&O Contractors categorized as NNSA or EM. M&O Contractors managing the Science or Energy sites are not currently authorized to utilize SCMC agreements. ICPT differs from many of the other strategic sourcing initiatives in that there is no cost to use these agreements, and it is managed by a purely voluntary workforce that produces and manages the agreements.

7. Where can I find more information?

- ICPT Website <https://icpt.doe.gov/>
- DOE's Complex Wide Strategic Sourcing <https://www.energy.gov/management/strategic-sourcing>
- Policy Flash 2008-03, "Complex-Wide Strategic Sourcing-Update" or "The Golden Ticket" as we like to call it <https://www.energy.gov/management/downloads/complex-wide-strategic-sourcing-update>

HELPFUL HINTS

ICPT website

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

FSSI website

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

OASIS website

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

Questions or Comments?

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