

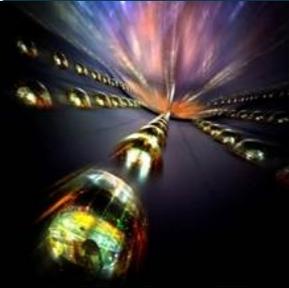
The Art & Science of Small Business Programs

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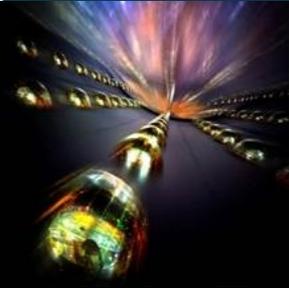
- Background
- Importance of Community Networking
- LBNL Small Business Program Highlights
- Accessing LBNL Opportunities
- Best Practices
- *Other-Than* Best Practices
- Q & A



LBLN Background

- **Founded in 1931**
- **Located In Berkeley, CA**
- **16 Nobel Laureates**





Core Research Areas

BIOSCIENCES

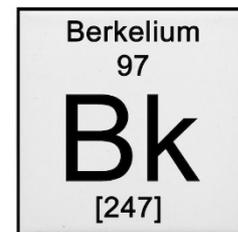
COMPUTING SCIENCES

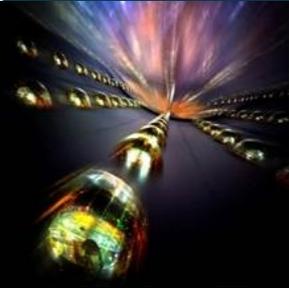
EARTH AND ENVIRONMENTAL SCIENCES

ENERGY SCIENCES

ENERGY TECHNOLOGIES

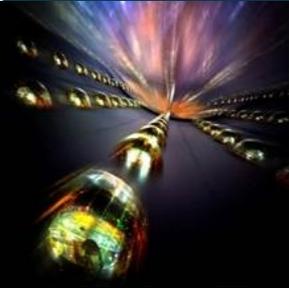
PHYSICAL SCIENCES





FY23 Small Business Utilization

Category	Goal	Achievement
Small Business	40%	57%
Disadvantaged	5%	7%
HUBZone	2%	3%
Woman-Owned	5%	7%
Service Disabled Vet	1%	6%
Veteran Owned	3%	9%
\$445m spend		



Accessing LBNL Opportunities

LBNL Supplier Registry

<https://procurement.lbl.gov/welcome-to-procurement-property/small-business-program/>



Small Business Program

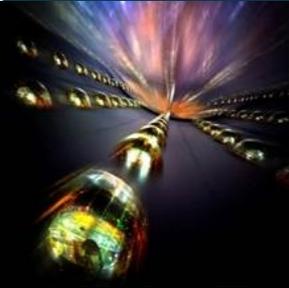


SMALL BUSINESS PROGRAM

- [How to Become a Supplier](#)
- [Mentor-Protégé Program](#)
- [Outreach Events](#)
- [Potential Contracting Opportunities](#)
- [Performance](#)

WHO WE ARE

Our mission: To support the growth and development of small business concerns by providing them with maximum opportunities to ensure their success in the contracting process.



Accessing LBNL Opportunities

Potential Contracting Opportunities

Line ⇅	Description of the Acquisition ⇅	Acquisition Type ⇅	Acquisition Vehicle ⇅	Estimated Value ⇅	Estimated Fiscal Year & Quarter of RFP Release
1	Small Business Partner for eBuy/eCommerce Industrial and Scientific Catalogs.	Services	Master Agreement	>\$10 million	FY2023 Quarter 1
2	Silicon 111 double crystal monochromator and cryocooler	Goods	Subcontract	\$500k-\$1 million	FY2022 Quarter 4
3	Tree Trimming Services	Services	Master Agreement	\$1 to 2 million	FY2022 Quarter 4
4	Inspector of Record Services	Services	Master Agreement	\$2 to 5 million	FY2023 Quarter 1
5	LCIS-II HE-SXR	Technology	Subcontract	\$3 to 5	TBD



Small Business Program Highlights

- Awards 25k - 500k “Prioritized” for small business category
- Awards up to 250k non-competitively to small business
- Construction up to \$3m set-aside for small business category
- Awards up to \$4m non-competitively to SDVOSB
- Awards up to \$4.5m non-competitively to WOSB
- Awards up to \$4.5m non-competitively to SBA 8(a)





Upcoming Solicitations

Global Relocation Services - 5 year term, expires 6/23/24, estimated approximate value ~\$3M, new solicitation beginning of 2024

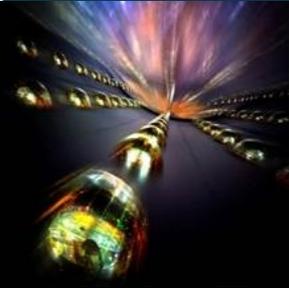
- NAICS Code: 484210
- Timeline:
 - RFP to be issued approx. early January 2024
 - Proposals due approx. end of January 2024
 - Award last approx. end of March or early April
 - Performance to start end of June
- Insurance: LBNL's standard minimum limits for:
 - Commercial Liability
 - Business Auto
 - Workers' Compensation
 - Professional Liability
 - Privacy, Technology and Data Security Liability, Cyber Liability, or Tech, Professional Liability
 - Carrier's Liability Insurance



Upcoming Solicitations- Cont'd

Printer & Copier Services - 6 year term, expires 3/31/24, ~\$2.5M, new solicitation end of 2023

- NAICS Code: 532420
- Small Business Set Aside
- Timeline: RFP Mid- January 2024 (Coming up!)
- Insurance Requirements – what's on LBL Site (<https://procurement.lbl.gov/supplier-forms/> Insurance Certificate Instructions Sample)



Questions, Comments, Applause?

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