

Sheri Alexander
Procurement & Property
Management Division

Brookhaven Lab Today

The Atom Smasher
Relativistic Heavy
Ion Collider

**NASA Space
Radiation Lab**

Medical Isotope Maker
Brookhaven Linear
Isotope Producer

Magnet Makers

Chemistry

Biology

**Environment,
Nonproliferation,
And More**

Physics

**Energy
Research Hub**
Interdisciplinary
Science Bldg.

Detector Designers
Instrumentation

Ultra-small Science
Center for Functional
Nanomaterials

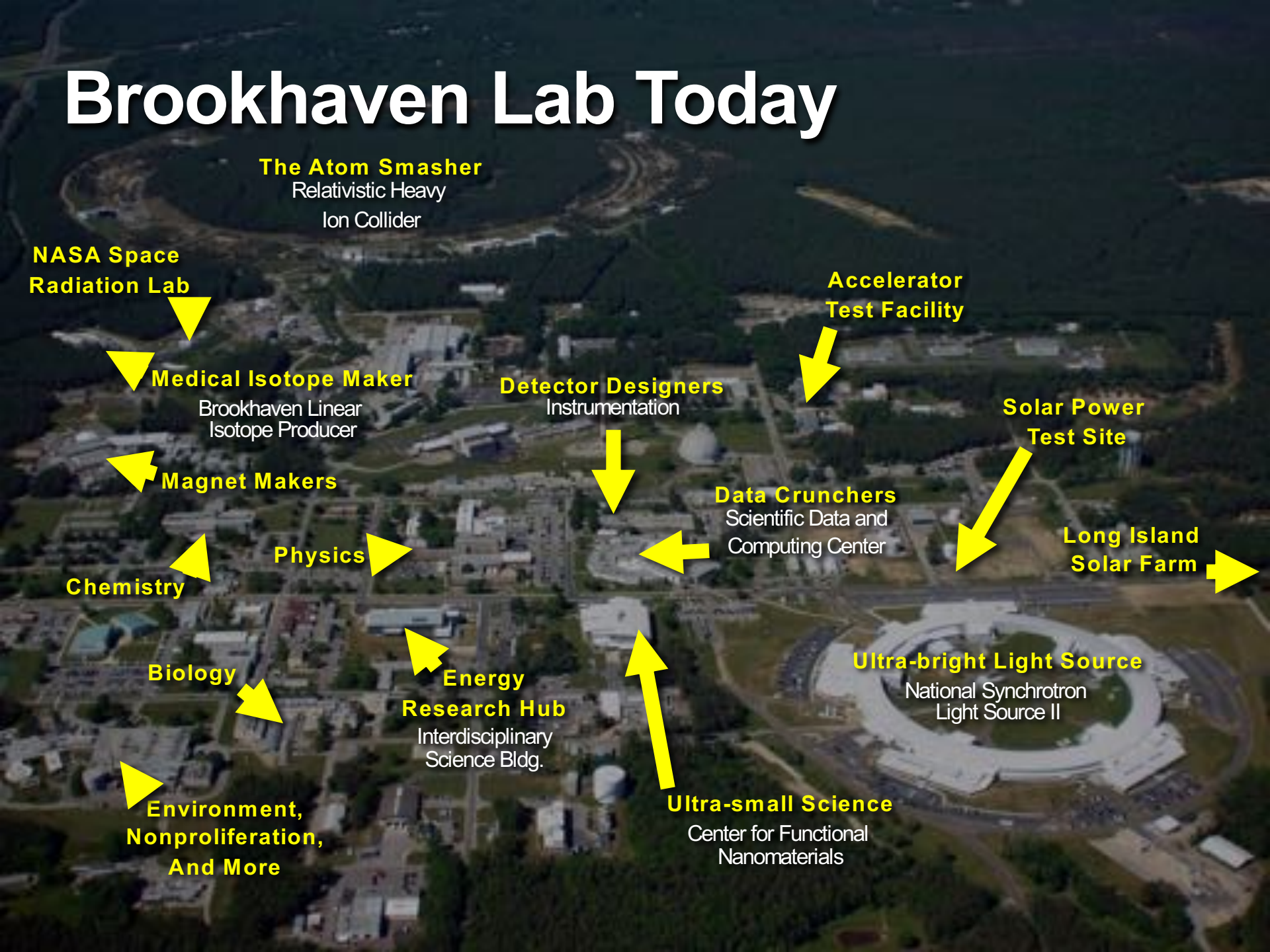
Data Crunchers
Scientific Data and
Computing Center

**Accelerator
Test Facility**

**Solar Power
Test Site**

**Long Island
Solar Farm**

Ultra-bright Light Source
National Synchrotron
Light Source II



Brookhaven Lab Today



5,321 Acres

**12 Miles of
Sidewalks**

**2,550
Employees**

**29 Miles of
Paved Roads**

**300+
Buildings**

**5,000 Guests
and Users**

What Brookhaven Buys

**Brookhaven buys almost anything a small town buys—
and scientific equipment too**

- High-tech scientific equipment (microscopes, beamlines)
- Apparel/safety/misc. equipment
- Audio-visual equipment
- Chemicals
- Communications equipment
- Computers & peripherals—all types
- Construction, paving
- Copier maintenance
- Document shredding
- Electronics equipment
- Janitorial/plant equipment
- Service, maintenance equipment
- Hardware, tools, and fasteners
- Office furniture
- PC boards, printed circuit boards, electronics fabrication
- Raw metals
- Laboratory, medical, and office supplies
- HVAC, electrical, and carpentry supplies
- Wireless (RF) equipment

What Brookhaven Doesn't Buy



We rarely buy some services—we have some of these capabilities in house, others we don't buy at all.

- Advertising and public relations
- Insurance services
- Automotive vehicles
- Legal and medical services
- Food
- Military products/services
- Healthcare services
- Photography services
- Printing
- Information technology services
- Web design and hosting

Small Doesn't Always Mean "Small"

The federal government defines a small business is by the North American Industrial Classification System (NAICS) codes.

Category	NAICS code	Under # Employees*	Under \$ Revenue**
Architectural Consultant	541310		\$ 7.5 M
Chemicals	424690	500	
Commercial construction	236220		\$ 36.5 M
Computer	334111	1,250	
Electron Microscope	334516	1,000	
Ind. Safety Devices	423450	500	

* Average number of employees over the last 12 months

** Average annual revenue over the last 3 years

What Brookhaven Buys From Small Businesses

A breakdown of FY2017 small business achievements

Small Business	50%	or	\$ 56M
Small Disadvantaged Business	5%	or	\$ 6M
Small Woman Owned Business	5%	or	\$ 6M
Small HUB Business	3%	or	\$ 3M
Small Service Disabled Veteran Owned Business	3%	or	\$ 3M
Small Veteran Owned Business	3%	or	\$ 3M

Small Business FY2018 goals

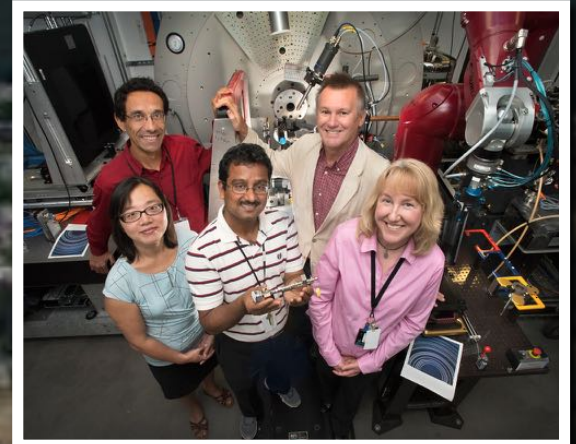
Small Business	42%	or	\$ 57M
Small Disadvantaged Business	5%	or	\$ 6.8M
Small Woman Owned Business	5%	or	\$ 6.8M
Small HUB Business	3%	or	\$ 4M
Small Service Disabled Veteran Owned Business	3%	or	\$ 4M
Small Veteran Owned Business	3%	or	\$ 4M

Note: These are percentages of the total procurement spend for the fiscal year.

Business Volume: FY 2017

Procurement Commitments

Total	\$ 119,192,187
Total New York State	\$ 26,079,345
Nassau County	\$ 1,507,402
Suffolk County	\$ 12,045,559



Specifically, What to Do

Sign up for FedBizOpps “Watch List”

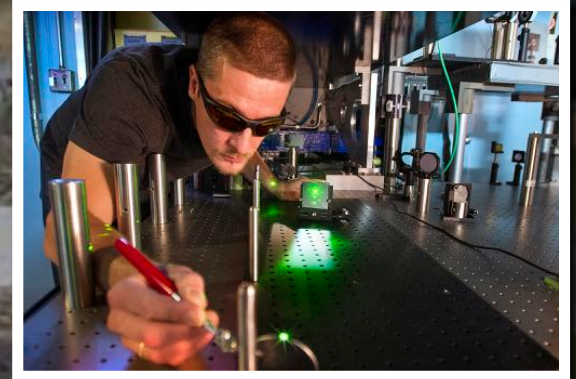
- Automatic notifications of government and BNL solicitations
www.fedbizopps.gov
(Note: You can filter notifications for Brookhaven only)

Brookhaven Lab Small Business Liaison Office

- sblo@bnl.gov

Monitor

- BNL Small Business website
(<http://www.bnl.gov/ppm/SDB/>)
- Bid specs (<https://bidspecs.ls.bnl.gov/>)



Specifically, What to Do

- BNL Small Business website (<http://www.bnl.gov/ppm/SDB/>)



Specifically, What to Do

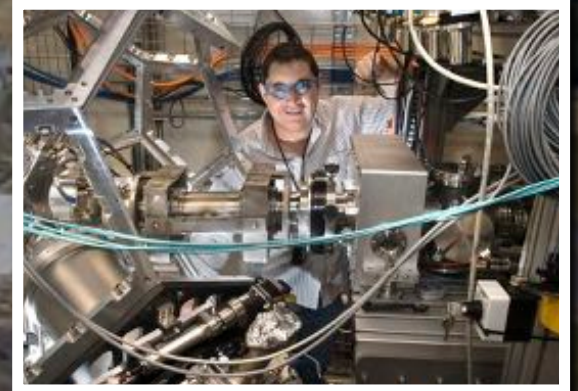
- Bid specs (<https://bidspecs.ls.bnl.gov/>)



Know Us and Our 'Clients'

- Procurements less than \$25,000:
Buyer's discretion
- Procurements between \$25,000
and \$250,000:
Competition not required for small
businesses, and staff
recommendations are considered

**Remember: Competition, efficiency,
and quality are vital.**

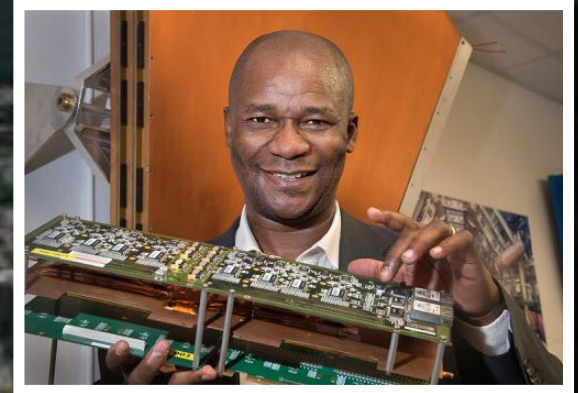


If You'd Like to Introduce Yourself

Email sblo@bnl.gov and include:

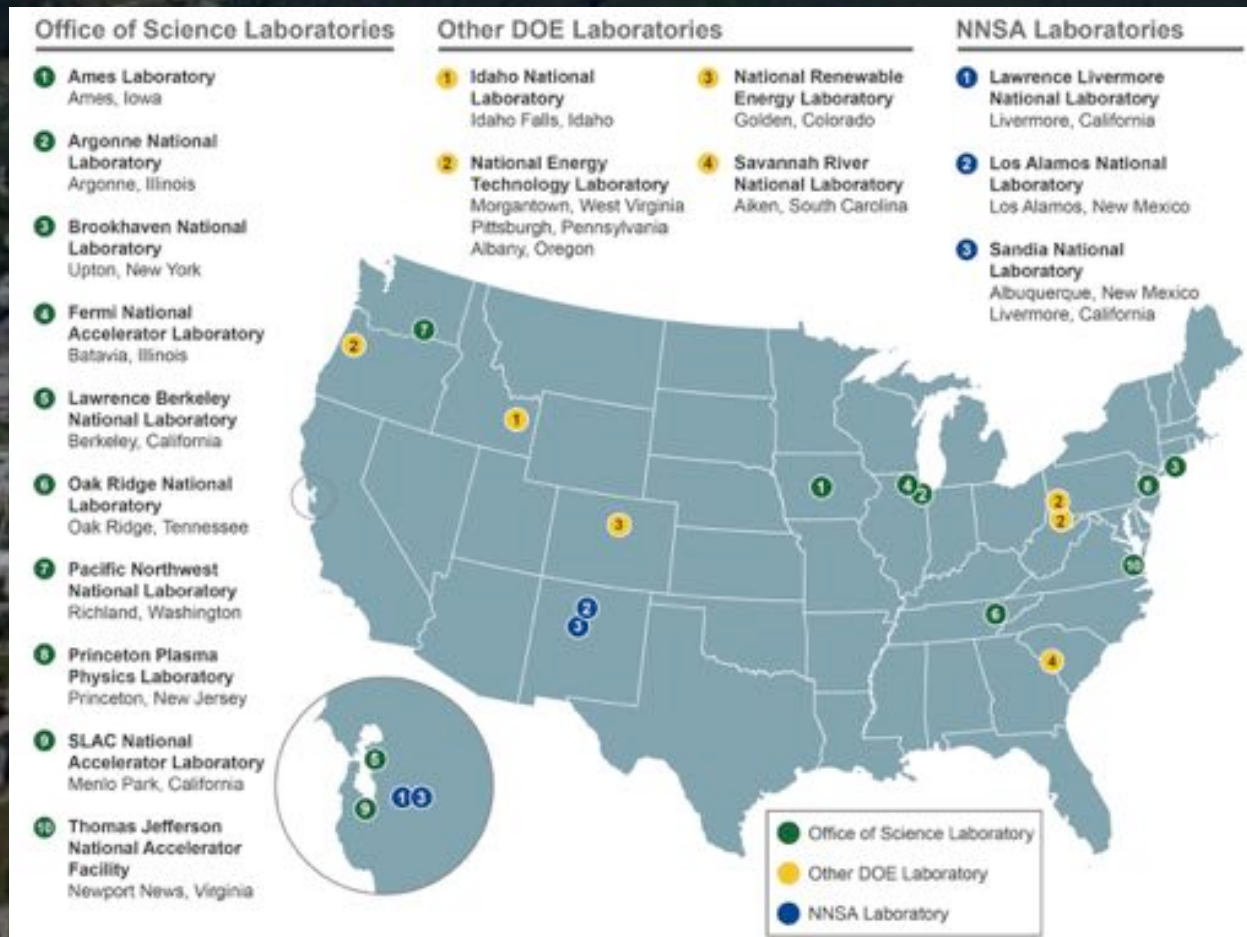
- A one-page capabilities statement
- Business type (small; small disadvantaged; Small Business Administration (SBA) certified 8(a) and/or HUB-zone; small woman-owned; small veteran-owned; and/or small service-disabled veteran-owned).
- What you sell, either by NAICS code or description
- Contact information

Note: We do not maintain a bid list.



Business Beyond Brookhaven

Again, Brookhaven is one of 17 national labs. If you are a small business to us, you qualify as a small business with our fellow labs.



Questions?

Stay in Touch

www.fedbizopps.gov

<http://www.bnl.gov/ppm/SDB>

<https://bidspecs.ls.bnl.gov>

sblo@bnl.gov