

Doing Business with Battelle Memorial Institute

26 August 2008

Briefing Overview

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- What We Buy
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What We Are

- Global enterprise
 - Applying science and technology to real-world problems
 - Managing machinery of scientific discovery and innovation
 - Creating commercial value by bringing new technologies to international marketplace
- Non-profit, charitable trust formed by Will of Gordon Battelle in 1925



- Generates \$4 billion annually in global R&D
- Oversees 20,000 employees in 130 locations worldwide



Battelle's Business Units

- **Serve customers in the following markets:**
 - Energy & Technology
 - Health and Life Sciences
 - National Security & Defense
 - National Laboratories



Our Customers

Federal

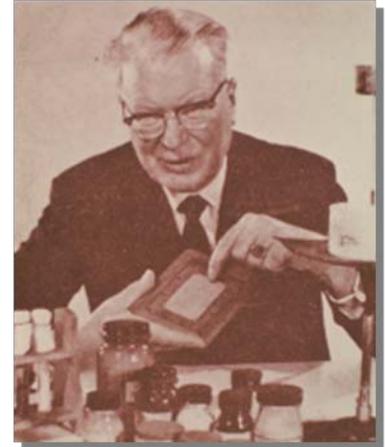
- NASA
- Department of Energy
- Department of Defense
- Department of Transportation
- General Services Administration
- Environmental Protection Agency
- Department of Homeland Security
- Department of Health & Human Services

Commercial

- Oil & gas companies
- Healthcare organizations
- Pharmaceutical companies
- Telecommunication carriers

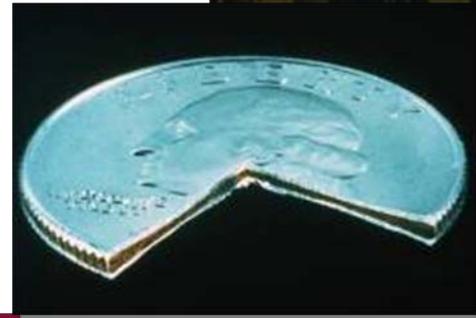
Battelle Innovations Have Served Customer and Societal Needs

- Industrial discoveries in metals and materials science
- Armor plating for WWII U.S. tanks
- Fuel for the *Nautilus*, the first nuclear submarine
- Development of the Xerox machine, spawning an entire new industry



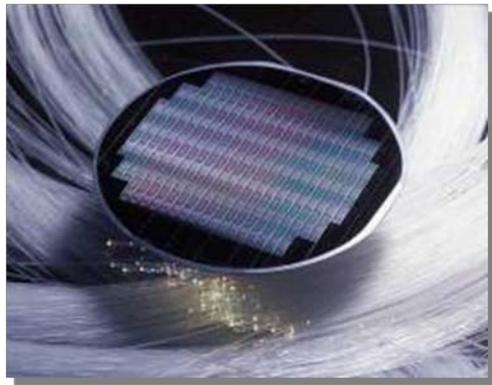
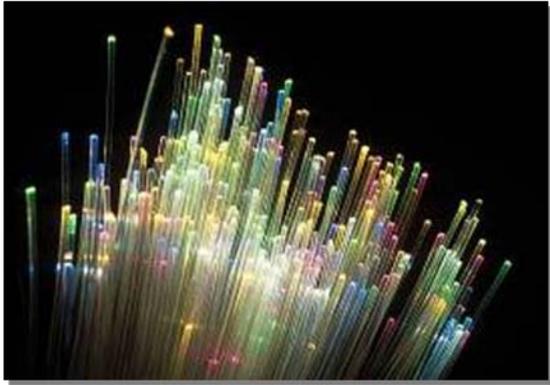
Battelle Innovations Have Served Customer and Societal Needs (Cont.)

- Contributions to the development of the Universal Product Code
- Sandwich coins for the U.S. Mint
- Cut-resistant golf balls
- Pioneering work on compact disc technology



Battelle Innovations Have Served Customer and Societal Needs (Cont.)

- Medical advancements to protect against blood clots
- Photovoltaic cells for solar energy
- High-tech for Operation Desert Storm
- Fiber optics technology for telecommunications
- “BASIS” data storage software



Battelle Laboratory Operations

- **75+** years of experience in operating R&D labs
- Manage or co-manage **seven** national laboratories for the U.S. Department of Energy
- Manage the nation's premier biological threat characterization and bioforensic analysis research facility for the U.S. Department of Homeland Security operated by the Army

What We're Doing – Where We're Going

- We apply science and technology through *Global Businesses*
- **We manage the machinery of scientific discovery and innovation through Global Laboratory Operations**
- We create commercial value through *Battelle Ventures*



- Spallation Neutron Source
- World's fastest unclassified supercomputer
- Relative Heavy Ion Collider
- National Synchrotron Light Source
- Environmental Molecular Sciences Laboratory

Small Businesses That we Want to Meet

- Battelle seeks out key relationships with dynamic companies that can bring added value to our clients
- If you are a small business, regardless of socio-economic status, we encourage you to contact us
- If you are a large business interested in working with Battelle please contact our main office at (800) 201-2011

What Services do we Buy?

- Analytical Laboratory Support (NELAP Certified)
- Chemical, Biological Analysis, and Detection
- Drilling, Surveying & Waste Mgmt Support
- Ecological Restoration
- Economic & Socioeconomic Studies
- Engineering Services
- Feasibility Assessments
- Field Sampling Support
- General Construction
- GIS & AutoCAD Support
- Hydrology & Hydraulic Modeling
- Integrated Logistics
- Interoperability
- IT / Data Management Support
- Physical Security / Threat Assessment
- Research & Development
- Statistics
- Supply Chain Management - Logistics
- Test & Evaluation Management
- Traffic Engineering
- Training & Exercise Support
- Transportation Planning
- Vulnerability & Risk Assessment

What Products do we Buy?

- Air emissions inventories
- Books, maps & other publications
- Chemicals & chemical products
- Computer accessories, monitors, CPUs, laptops
- Electrical & electronic equipment components
- Furniture
- Instruments & laboratory equipment
- Lease/Rental equipment
- Medical equipment and supplies
- Office supplies

Office of Supplier Diversity

- Develops and implements SB corporate initiatives
- Proposals – serves as SME and prepares Small Business
- Subcontracting Plans for Customer Proposals
- Conducts small business strategic sourcing
- Monitors SB performance and compliance
- Facilitates Mentor Protégé Program development
- Conducts quarterly Capability Briefings
- Training & Outreach – Internal/external

Historical Small Business Performance

Statutory	Category	2006		2007		2008 (mid-year)	
		Dollars	%				
23.0%	SB	\$136,349,745	63.5%	\$62,726,490	49.8%	\$29,416,763	56.7%
	LB	\$78,374,263	36.5%	\$63,230,318	50.2%	\$22,464,653	43.3%
	Total	\$214,724,008	100.0%	\$125,956,808	100.0%	\$51,881,416	100.0%
5.0%	SDB	\$9,447,856	4.4%	\$5,668,056	4.5%	\$4,980,616	9.6%
As Negotiated	HBCU/MI	\$0	0.0%	\$0	0.0%	\$0	0.0%
5.0%	WOB	\$62,269,962	29.0%	\$11,839,940	9.4%	\$5,862,600	11.3%
3.0%	HUBZone	\$1,717,792	0.8%	\$3,526,791	2.8%	\$2,645,952	5.1%
Best Effort	VOSB	\$17,177,921	8.0%	\$15,744,601	12.5%	\$9,390,536	18.1%
3.0%	SDVOSB	\$4,294,480	2.0%	\$10,958,242	8.7%	\$5,447,549	10.5%

Six Steps for Doing Business with Battelle

1. Be registered in Central Contractor Registration
www.ccr.gov
2. Complete a Supplier Registration www.battelle.org
3. Seek one-on-one counseling from Small Business Specialists
Ron Penick penickr@battelle.org (614) 424-5313
Kimberly Moss mossk@battelle.org (614) 424-3937
4. Develop your company's Statement of Qualification and business approach
5. Identify procurements where you can team with Battelle
www.fbo.gov and agency forecasts
6. Attend National Small Business Outreach events

How to Register with Battelle

- Register at www.battelle.org
 - Select [Working With Us](#) link
 - Select [Office of Supplier Diversity](#) link
 - Select [Register with Battelle](#) link
- Review criteria:
 - technical capabilities
 - match of your goods/services to our customers needs
 - past performance
 - quality management system
 - security control
 - financial stability
- Listed in Battelle's database
- Business Developers, Program Managers, Purchasing Agents and Subcontract Officers access capabilities via database.

Points of Contact

Office of Supplier Diversity

614-424-4900

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Small Business Specialist – Kimberly O. Moss
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