

U.S.NRC

UNITED STATES NUCLEAR REGULATORY COMMISSION

Protecting People and the Environment

***NRC 's
Quarterly Business Meet &
Greet Seminar***

Presented by:

Small Business Program

Office of Small Business and Civil Rights



Our Mission

To license and regulate the nation's civilian use of byproduct, source and special nuclear materials to ensure adequate protection of public health and safety, promote the common defense and security, and protect the environment.



Seminar Agenda

- Introduction
- Agency Mission, Goals and Objectives
- Small Business Program
 - ❖ Tools and Services
- Program Office Presents
 - ❖ Chief Financial Officer
- Acquisition Program
- Legal Perspective
- Future Outlook



Who We Are

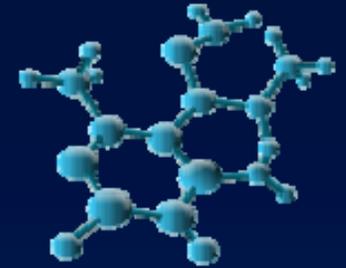
- The Energy Reorganization Act of 1974 established the independent U.S. NRC to regulate commercial uses of nuclear material
- Other duties of the former Atomic Energy Commission were assigned to Department of Energy





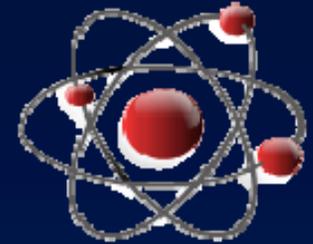
NRC Mission Goals

- **Safety:** Ensure the protection of public health and safety and the environment
- **Security:** Ensure the secure use and management of radioactive material



NRC Regulates

- **Nuclear reactors** - commercial power reactors, research and test reactors, new reactor designs
- **Nuclear materials** - nuclear reactor fuel, radioactive materials for medical, industrial and academic use
- **Nuclear waste** – transportation, storage and disposal of nuclear material and waste, decommissioning of nuclear facilities
- **Nuclear security** – physical security of nuclear facilities and materials from sabotage or attacks



NRC Primary Functions

- Establish rules and regulations
- Issue licenses
- Provide oversight through inspection, enforcement and evaluation of operational experience
- Conduct research to provide support for regulatory decisions
- Respond to emergencies



NRC Profile

- Agency Budget
 - ❖ \$1.04 billion for FY 2009
 - ❖ \$1.07 billion for FY 2010
 - ❖ \$1.05 billion for FY 2011
- Agency Headquarter in Rockville, MD;
- Region I, located in King of Prussia, Pennsylvania
- Region II, located in Atlanta, Georgia
- Region III, located in Lisle, Illinois
- Region IV, located in Arlington, Texas



NRC Profile

- FY 2009 Total Contracting – more than \$225 million
- Over 4,000 employees; almost 3,000 at HQ
- Previous Fiscal Years rated by the Small Business Administration as a “Green” agency on the annual Small Business Procurement Scorecard Goals and Accomplishments and acceptable Progress Performance Reports.



Major Program Offices

- Office of Nuclear Reactor Regulation
- Office of New Reactors
- Office of Nuclear Material Safety and Safeguards
- Office of Nuclear Regulatory Research
- Office of Nuclear Security & Incident Response
- Office of Federal and State Materials and Environmental Management Programs



Major Program Offices

- Office of Investigations
- Office of International Programs
- Computer Security Office
- Office of the Chief Financial Officer
- Office of Information Services



What NRC Buys

- Information technology, products, services and solutions
- Administrative support
- Engineering support
- Technical research & assistance
- Construction
- Auditing & financial management
- Training



Small Business Goals and Accomplishments as of March, 2010

NRC Small Business Program Goals and Accomplishments

Contract Awards	FISCAL YEAR 2007 (\$000)			FISCAL YEAR 2008 (\$000)			FISCAL YEAR 2009 (\$000)			FISCAL YEAR 2010 (\$000)		
	Agency Certified			Agency Certified			10/01/2008 to 09/30/2009			10/01/2009 to 03/02/2010		
	Goals %	Total # Actions	Total \$ Awarded	Goals %	Total # Actions	Total \$ Awarded	Goals %	Total # Actions	Total \$ Awarded	Goals %	Total # Actions	Total \$ Awarded
	\$/%	#/%	\$/%	\$/%	#/%	\$/%	\$/%	#/%	\$/%	\$/%	#/%	\$/%
Total Prime Contracts	N/A	2,061	\$156,885	N/A	2,295	\$169,589	N/A	2,564	\$225,682	N/A	739	\$71,601
Total Small Business (SB)	\$51,348 32.7%	973 47.2%	\$63,104 40.2%	\$62,268 36.7%	1,031 44.9%	\$68,999 40.7%	\$82,850 36.7%	1,141 44.5%	\$71,371 31.6%	\$26,359 36.7%	290 39.2%	\$21,674 30.2%
Total Small Disadvantaged Business (SDB)	\$14,779 9.4%	324 15.7%	\$19,030 12.1%	\$8,479 5.0%	315 13.7%	\$22,072 13.0%	\$11,284 5.0%	376 14.7%	\$29,733 13.2%	\$3,590 5.0%	109 14.7%	\$11,341 15.8%
(A.) Total SDB (excludes 8(a))	N/A	41 2.0%	\$1,971 1.3%	N/A	40 1.7%	\$668 0.3%	N/A	55 2.1%	\$1,110 0.5%	N/A	25 3.4%	\$797 1.1%
(B.) Total 8(a)	N/A	263 13.7%	\$17,059 10.9%	N/A	275 12.0%	\$21,504 12.7%	N/A	321 12.5%	\$26,623 12.7%	N/A	84 11.4%	\$10,545 14.7%
Total Woman-Owned SB	\$11,688 7.5%	231 11.2%	\$15,664 10.0%	\$8,479 5.0%	205 8.9%	\$13,407 7.9%	\$11,284 5.0%	192 7.5%	\$11,279 5.0%	\$3,590 5.0%	56 7.6%	\$1,977 2.6%
Total HUBZone SB	\$4,707 3.0%	45 2.2%	\$6,128 3.9%	\$5,086 3.0%	93 4.1%	\$5,580 3.3%	\$6,770 3.0%	120 4.7%	\$6,803 3.9%	\$2,154 3.0%	41 5.5%	\$4,292 6.0%
Total Veteran SB	N/A	110 5.3%	\$9,536 6.1%	N/A	120 5.2%	\$8,196 4.8%	N/A	178 6.9%	\$14,439 6.4%	N/A	41 5.5%	\$6,749 9.4%
Total Service-Disabled Veteran-Owned SB	\$4,707 3.0%	22 1.1%	\$2,405 1.5%	\$5,086 3.0%	25 1.1%	\$1,335 0.8%	\$6,770 3.0%	51 2.0%	\$4,434 2.0%	\$2,154 3.0%	13 1.8%	\$2,418 3.4%

Notes:

Date Run: 2-Mar-10

- ▶ Prime Contracts include: acquisitions exceeding the micro-purchase threshold (including purchase card and all task/delivery orders against existing contracts, regardless of dollar amount).
- ▶ Contract Data includes: all active contract dollars awarded by the funding agency and reported to Federal Procurement Data System-Next Generation (FPDS-NG).
- ▶ Contract award data excludes: independent purchase card activity below \$3,000, utilities, leasing, interagency agreements, grants, and cooperative
- ▶ Negotiated goals are based on contract dollars
- ▶ Total Small Business Set-Asides include: total, partial, and reserved.
- ▶ Total HUBZone Small Business Set-Asides include: competitive and sole source awards.
- ▶ Total Service-Disabled Veteran-Owned Small Business Set-Asides include: competitive and sole source awards.
- ▶ Small Business Subcontracting Goal for Fiscal Years 2010 and 2011 is 40.0%.
- ▶ Data Source is Eagle Eye Publishers, Inc., compiling NRC data reported to FPDS-NG.



Laws, Executive Order and Implementing Regulations, Supporting Small Business-related Public Policies

- Small Business Act, as amended
- Public Law 95-507
- Executive Orders
- FAR Part 19 and Agency Regulations “maximum practicable opportunities”
- NRC Supplemental Acquisition Regulations



Small Businesses Are Important!

Small Businesses are Critical to the Economic Well-Being and Security of the Nation

- Creates virtually all of the net new jobs added to the economy
- Provides 67 % of workers with their first jobs
- Employs 53% of the private work force
- Accounts for 51% of private sector output
- Accounts for 47% of all sales in the country



Small Businesses Are Important!

- Produces 40% of the gross national products
- Represents 96% of all U.S. exporters
- Invents more than half the Nation's technological innovation, while accounting for 28% of jobs in high technology sectors
- Are critical to the Nation's supplier base, flexible and competitive
- Dedicate senior management to contract support and performance



Small Business Program

- Implements the Federal Small Business Program at the NRC: conducts acquisition oversight; recommends acquisition and small business contract strategies, set-asides and sources; counsels and trains agency contract and program officials; supports agency market research and other acquisition program efforts
- Engages in various operational program activities--outreach, training counseling and technical assistance--to ensure maximum practicable acquisition opportunities at the prime and subcontract level for all types of small businesses



Small Business Program Customers

- NRC Program, Contract Officials, Businesses & Others
- Small Businesses, including those owned by:
 - Disadvantaged (SDBs) - includes SBA certified 8(a) firms
 - Women
 - Historically Underutilized Business Zone Concerns (HUBZones)
 - Veterans
 - Service-Disabled Veterans (SDVOSBs)



Small Business Program Customers

- “Other than Small Businesses” or Large Businesses, Non-Profits, and Universities
- Trade Associations, Chambers of Commerce, and other private organizations
- Congress
- Federal agencies, State, local, and county governments



Program Tools And Services

Market research and capability reviews

- Acquisition strategy assistance
- Counseling and assistance to agency officials
- Outreach and Counseling

SB Federal, Congressional, local government, and business sponsored Procurement Fairs

- Liaison between agency officials and business community



Program Tools And Services

- Represents agency to other Federal agencies, congress, Federal task forces and on other matters
- Annual Forecast of NRC Contracting Opportunities: <http://www.nrc.gov/about-nrc/contracting/forecast.html>
- Quarterly Business Meet & Greet Seminar
- NRC Web site: <http://www.nrc.gov>
- Negotiates Socioeconomic Goals with the U.S. Small Business Administration
www.sba.gov

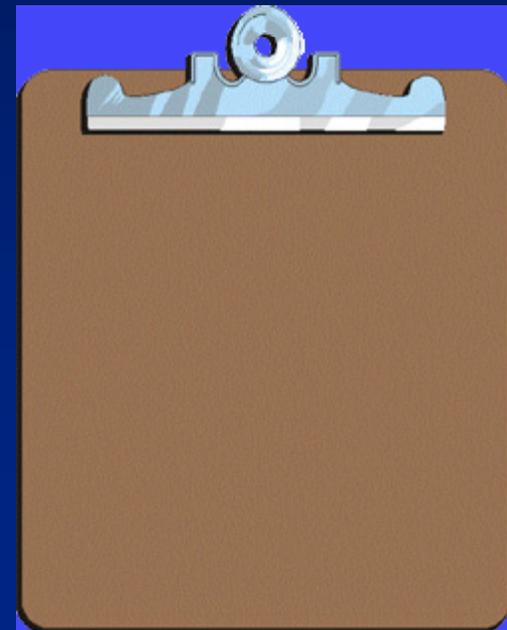


Tools And Services

- 8(a) Sole Source & Competitive
- Service-Disabled Veteran-Owned Sole Source & Set-Aside
- HUBZone Sole source & and Price Adjustment
- Partial Small Business Set-Aside
- Small Business Set-Aside
- Veteran Small Business Support
- Woman-Owned Small Business Support
- Subcontracting Programs and Plans

Program Office Presents: Office of the Chief Financial Officer

- Pre-solicitation
- Award
- Post Award

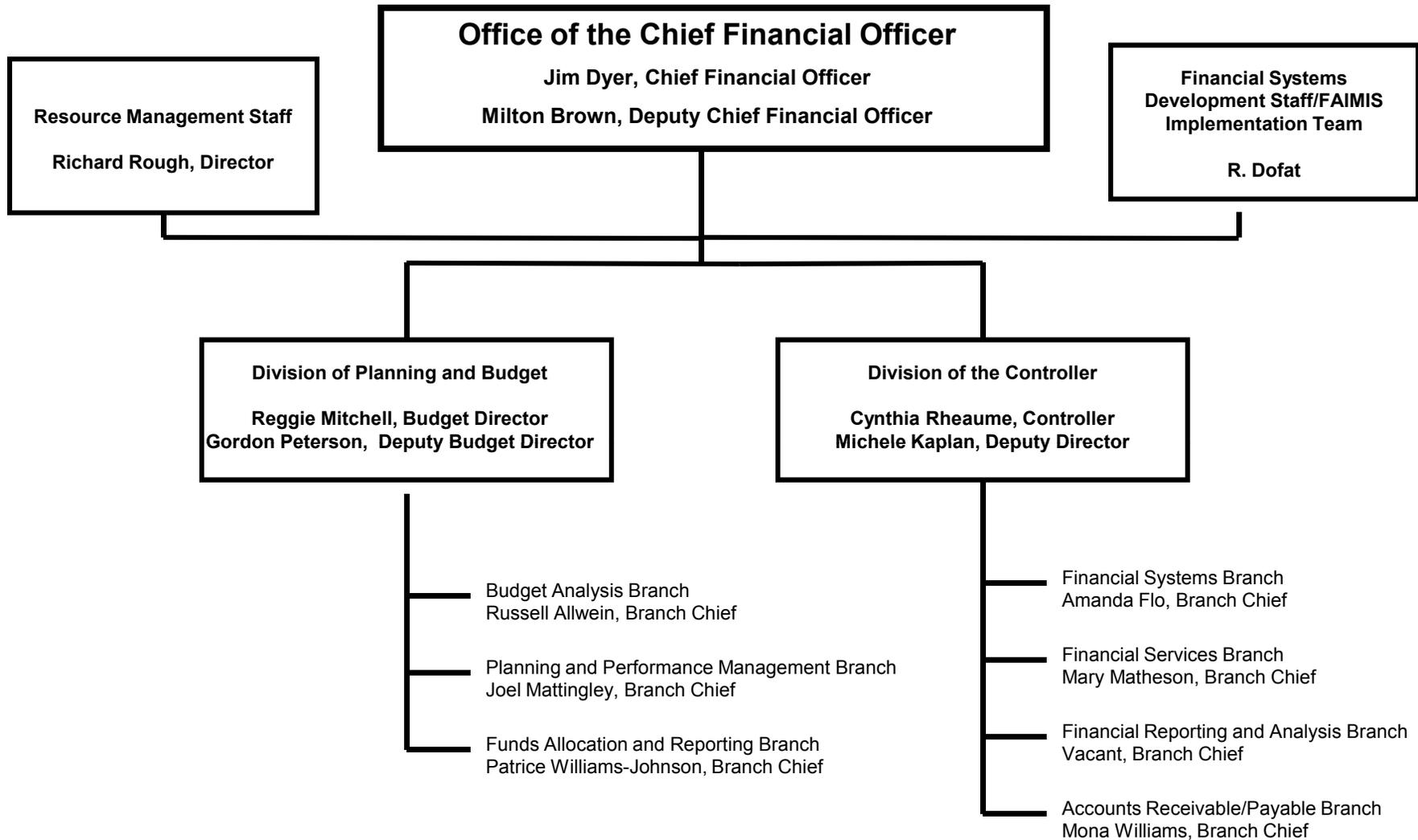
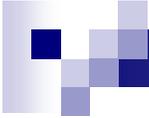


Office of the Chief Financial Officer

Presented by:

Jim Dyer
Chief Financial Officer
March 4, 2010







OCFO supports the following NRC Mission areas :

- Strategic Plan
- Performance Budgeting
- Performance Improvement
- Financial Management/Systems/Reporting
- Internal Controls
- Fee Policy and Billing
- Financial Services



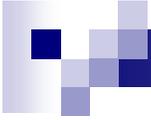
Supporting NRC Employees

- Payroll Services
- Time and Labor Services
- Travel Services
- Other Payments (e.g., training, vendors)



Chairman's Initiatives for OCFO

- Continue to Improve Budget Development
- Improve Budget Execution
- Modernize Financial Systems



BACKGROUND



OCFO Contacts

Jim Dyer	Chief Financial Officer	415-7322
Milton Brown	Deputy Chief Financial Officer	415-7501
Reggie Mitchell	Director, DPBA	415-7540
Cynthia Rheaume	Controller	415-6538

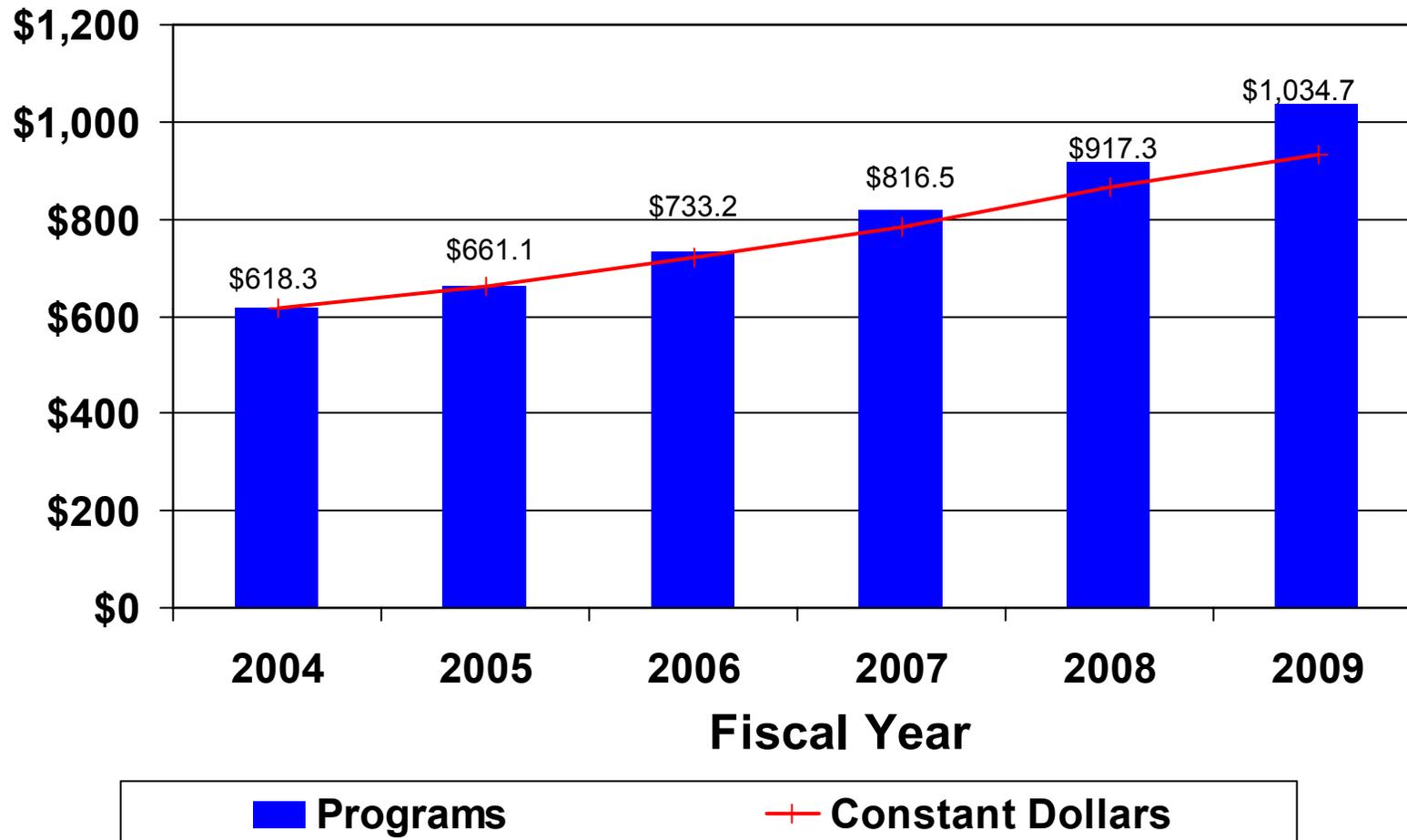


OCFO Financial Services

Time and Labor	HRMS Help Desk	415-1234
Travel	John Walker	415-6259
Payroll	NBC/DOI	1-888-FOR-1NBC

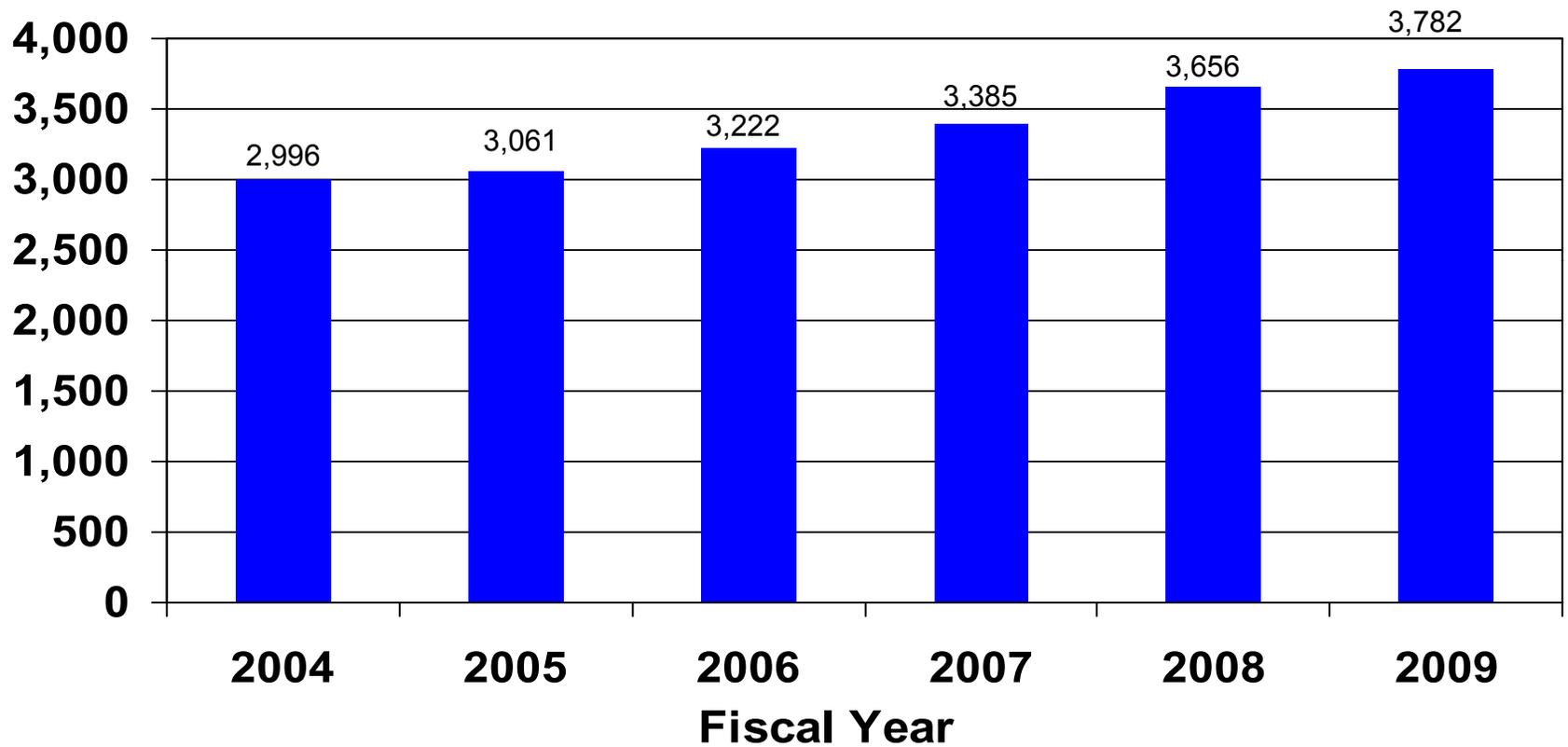
Budget Summary *

(Dollars in Millions)



* Does not include Inspector General

FTE Summary *



* Does not include Inspector General

Division of Contracts Presents:

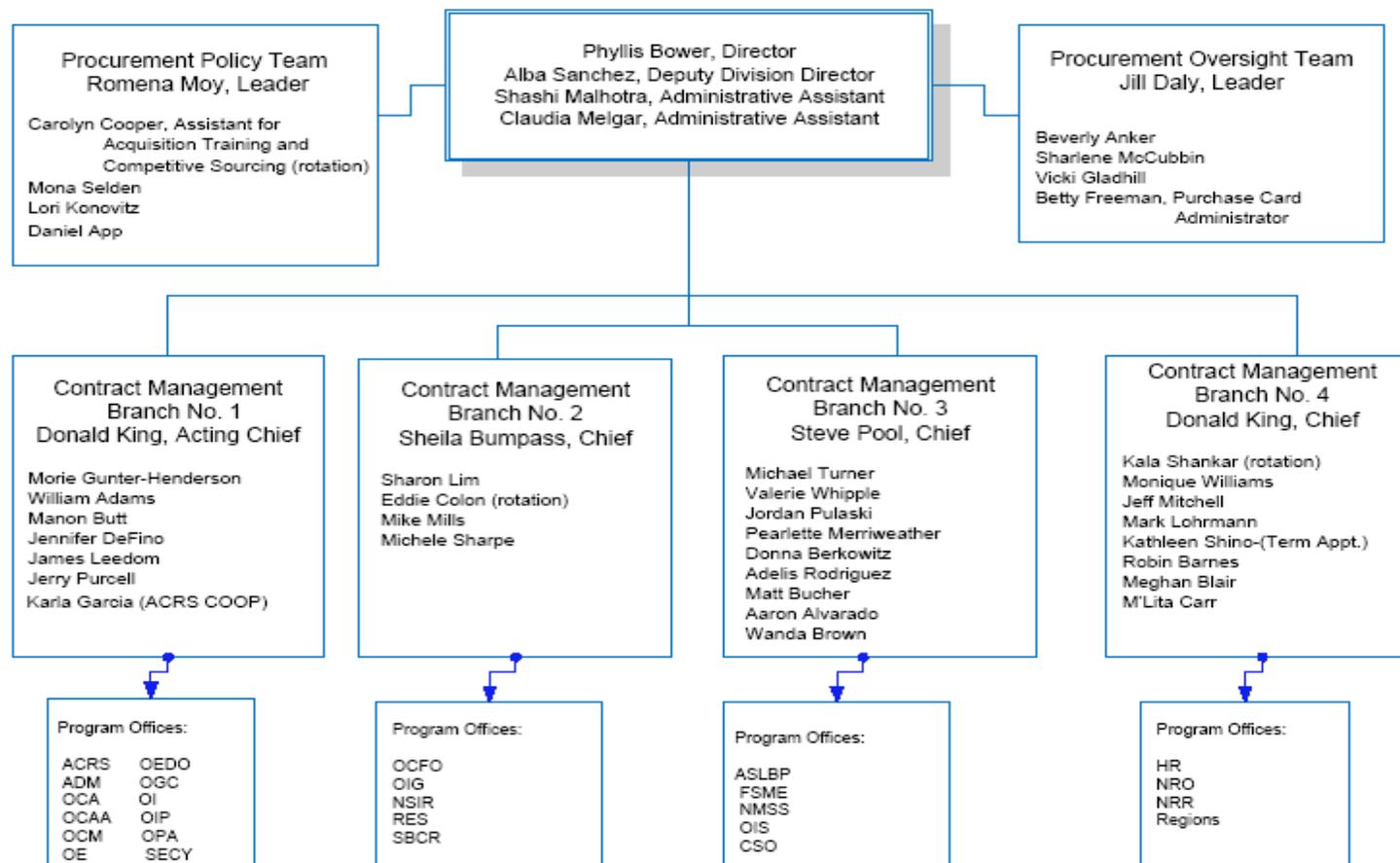
- Pre-solicitation
- Award
- Post Award





Organization Chart

Division of Contracts



Last Update 3/2/2010



DOE Lab Agreements

- 1/3 of NRC procurement dollars (9 DOE labs)
 - Energy Reorganization Act of 1974
 - Management Handbook 11.7
(NRC Electronic Reading Room)
 - Orders placed with DOE operations office overseeing DOE lab
- Look for Subcontracting Opportunities
 - Market to The DOE and the prime contractors



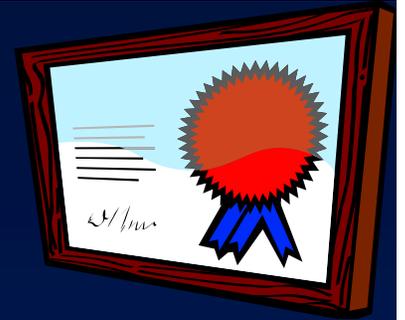
Acquisition Planning

- Ensures needed resources can be obtained and are available at the time they are needed and conducts market research, as appropriate
- Establishes a milestone schedule that lists activities for contract award actions, contract performance, and deliverables to be produced



Acquisition Planning

- Explores all government and contractor resources such as:
 - Government Inventories
 - Previous suppliers
 - Small Business Office
 - FedBizOpps
 - GSA Schedule Program and other agency contract
 - Technical Program and Contracting Official knowledge of Marketplace



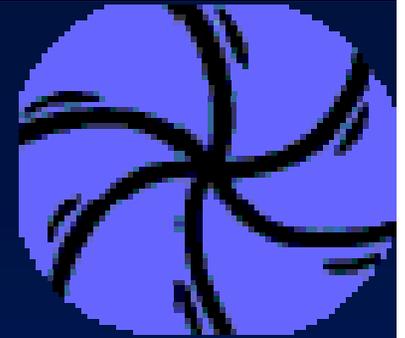
The Acquisition Milestone Plan Of Action Includes, But Is Not Limited To:

- Sources
- Competition
- Market Research
- Source-Selection Process
- Method of acquisition, i.e. sole-source, competitive
- Budgeting and Funding
- Product Descriptions
- Priorities, Allocations and Allowances
- Contractor versus Government Performance
- Inherently Governmental Functions
- Management Information Requirements



The Acquisition Milestone Plan Of Action Includes, But Is Not Limited To:

- Make or Buy Decisions
- Test and Evaluation
- Logistic Considerations
- Government Furnished Property and Information
- Environmental and Energy Conservation Objectives
- Security Considerations



The Acquisition Milestone Plan Of Action Includes, But Is Not Limited To:

- Milestones for the Acquisition Cycle
- Acquisition Plan Contacts
- Legal review
- Solicitation RFP/IFB
- Technical evaluations
- Performance Reviews

Acquisitions Actions



- Notify Vendors about Pending Request for Proposal (RFP)
- Synopsize Requirement/FedBizOpps
- Finalize Statement of Work (SOW)
- Special Approvals/Notification to SBA, Office of Counsel or Chairman Level Concurrence
- Issue the RFP/Invitation for Bids (IFB)
- Receive Proposals
- Evaluation of technical and pricing/cost proposals received
- Establish the Competitive Range
- Notify Offerors in Competitive Range



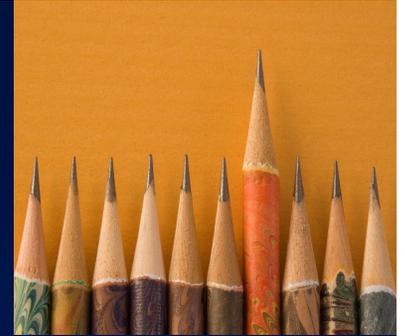
Acquisitions Actions

- Conduct discussions (if necessary) with offerors within the Competitive Range
- Conduct Oral Proposals (if appropriate)
- Conduct Final Evaluations
- Prepare Final Documentation
- Award of Contract
- Post Award Briefing of all unsuccessful offerors
- Conduct Post Award Meeting (Kick-Off)
- Review Contractor Past Performance



Market Research

- Obtaining source lists of similar items from other contracting activities or agencies, trade associations, or other sources
- Sponsor meetings or hold presolicitation conferences to involve potential offerors early in the acquisition process
- Reviewing catalogs and other generally available product literature published by manufacturers, distributors, and dealers or available online



Tips for Bidding/Proposing on Contracts

- Read the IFB/RFP completely
- Understand the SOW, evaluation criteria, special instructions, mandatory qualifying criteria, payment terms, key personnel
- Address past performance, teaming, management control, limitations on subcontracting compliance and product/service delivery



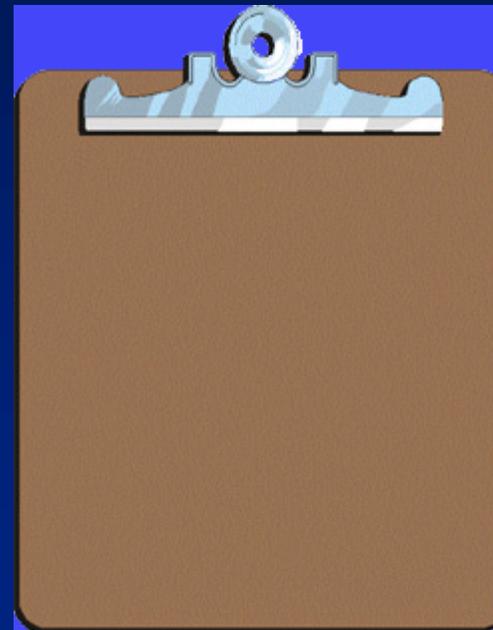
Ways To Be Proactive

- Review the Federal Register notices and OMB requirements
- Read the trade press in your industry area
- Read GAO, Inspector General reports
 - Why? Is a heavily criticized program ready for change? How could you solve the problem(s)?
- Review FPDS-NG to understand contract spending
- Read appropriation bills and follow the \$



The Office of General Counsel Presents:

Legal
Perspective





Office of General Counsel

- Contracting and Small Business update
Special NRC Contract Provisions/Clauses
- Conflict of Interest (COI)
- NRC Acquisition Regulation 2052.2009-570
www.nrc.gov/about-nrc/contracting/48cfr-ch20.html
 - Same technical area
 - Same or similar matter
 - Potential bias
- Legal Update

The Small Business Program Operations

- Pre-solicitation
- Award
- Post Award





Small Business Program Tools And Services

Market research and capability reviews

- Acquisition strategy assistance
- Counseling and assistance to agency officials
- Outreach and Counseling

SB Federal, Congressional, local government, and business sponsored Procurement Fairs

- Liaison between agency officials and business community



NRC's Web Page

NRC: Home Page - Microsoft Internet Explorer provided by USNRC

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Home Mail Print Scissors Copy Paste

Address <http://www.nrc.gov/> Go

Index | Site Map | FAQ | Facility Info | Help | Glossary | Contact Us Google Custom Search Search



U.S.NRC *Protecting People and the Environment*
 UNITED STATES NUCLEAR REGULATORY COMMISSION

About NRC	Nuclear Reactors	Nuclear Materials	Radioactive Waste	Nuclear Security	Public Meetings & Involvement
-----------	------------------	-------------------	-------------------	------------------	-------------------------------

Agency Status

- Employment
NRC #1
- Report a Safety Concern
- Event Reports
- News & Information
- Electronic Reading Room
- Business with NRC



Click here

Inspector John Robbins (left) and Ryan Craffey, a nuclear safety professional trainee in the Office of New Reactors, conduct a reactor containment closeout inspection at Byron nuclear power plant located in Byron, Ill.

Key Topics

- DOE Application for Yucca Mountain
- Protecting Our Nation (2009 edition)
- New Reactors
- VA Hospital Medical Events
- Reactor Decommissioning Funds
- The National Source Tracking System

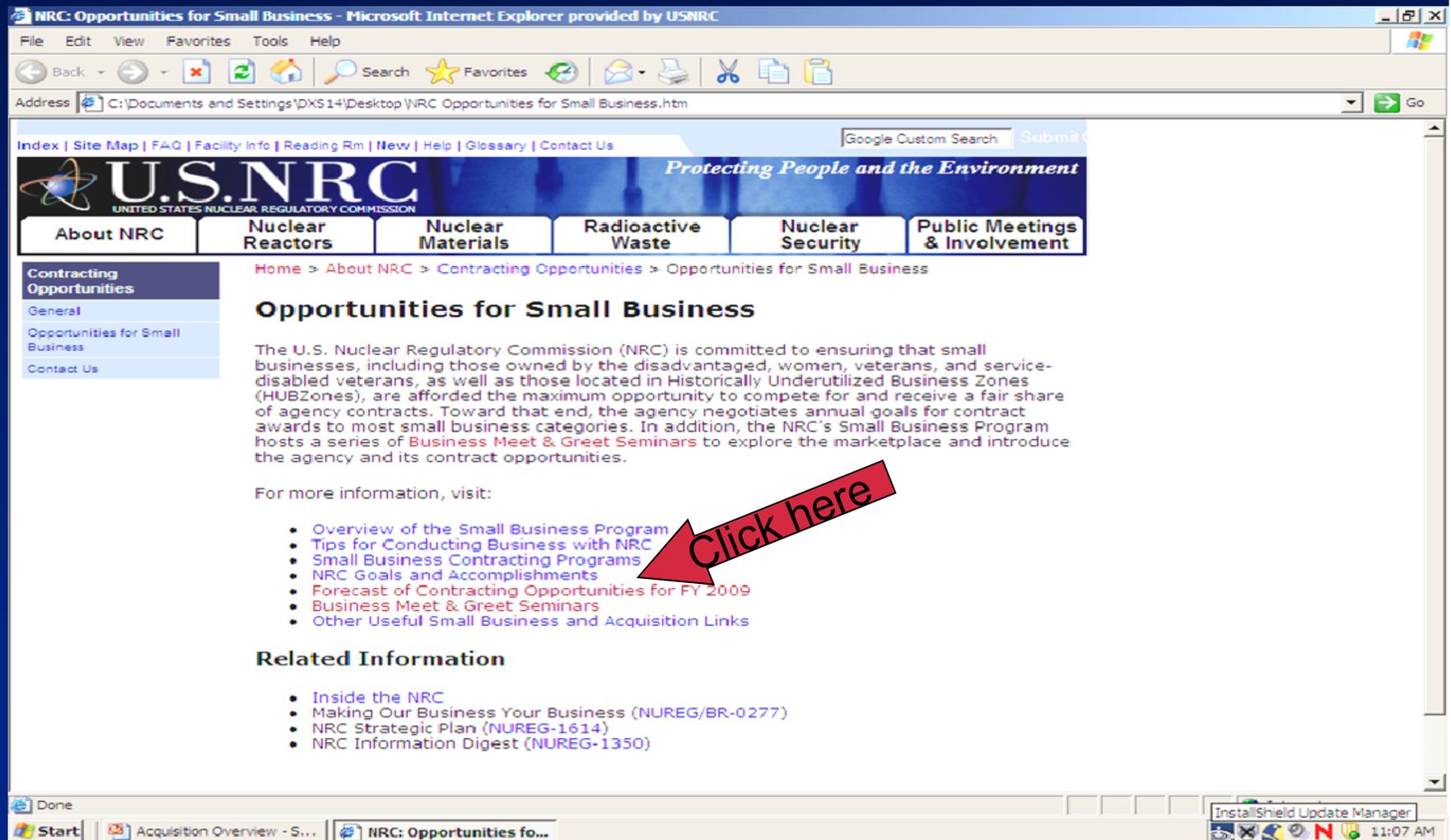
[Previous Key Topics](#)

News Releases and Speeches

Radiation



Small Business Web Page



NRC: Opportunities for Small Business - Microsoft Internet Explorer provided by USNRC

File Edit View Favorites Tools Help

Address <C:\Documents and Settings\DXS14\Desktop\NRC Opportunities for Small Business.htm> Go

Index | Site Map | FAQ | Facility Info | Reading Rm | **New** | Help | Glossary | Contact Us

U.S.NRC
UNITED STATES NUCLEAR REGULATORY COMMISSION
Protecting People and the Environment

About NRC | **Nuclear Reactors** | **Nuclear Materials** | **Radioactive Waste** | **Nuclear Security** | **Public Meetings & Involvement**

Contracting Opportunities

- General
- Opportunities for Small Business
- Contact Us

Home > About NRC > Contracting Opportunities > Opportunities for Small Business

Opportunities for Small Business

The U.S. Nuclear Regulatory Commission (NRC) is committed to ensuring that small businesses, including those owned by the disadvantaged, women, veterans, and service-disabled veterans, as well as those located in Historically Underutilized Business Zones (HUBZones), are afforded the maximum opportunity to compete for and receive a fair share of agency contracts. Toward that end, the agency negotiates annual goals for contract awards to most small business categories. In addition, the NRC's Small Business Program hosts a series of **Business Meet & Greet Seminars** to explore the marketplace and introduce the agency and its contract opportunities.

For more information, visit:

- [Overview of the Small Business Program](#)
- [Tips for Conducting Business with NRC](#)
- [Small Business Contracting Programs](#)
- [NRC Goals and Accomplishments](#)
- [Forecast of Contracting Opportunities for FY 2009](#)
- [Business Meet & Greet Seminars](#)
- [Other Useful Small Business and Acquisition Links](#)

Related Information

- [Inside the NRC](#)
- [Making Our Business Your Business \(NUREG/BR-0277\)](#)
- [NRC Strategic Plan \(NUREG-1614\)](#)
- [NRC Information Digest \(NUREG-1350\)](#)

Done

Start | Acquisition Overview - S... | **NRC: Opportunities fo...** | InstallShield Update Manager | 11:07 AM



Forecast of Contract Opportunities

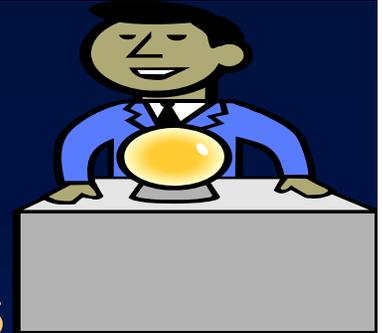




Forecast of Contract Opportunities

Part I

NAICS Code	APP ID	MRC Program Office	NRC Program Office Division	Estimated Acquisition Release Date	Acquisition Description	Base Acquisition \$ Range	Total Estimated Acquisition \$ Range	Proposed Acquisition Method	Contract Branch	Telephone	
	541618	565	ADM	Q1-FY10	PMM-Regional Site and project management methodology	\$100,001-\$150,000	\$2,000,001 and over	Task Order/Delivery Order	Branch 1	(301) 452-3612	
	443120	2076	ADM	Q1-FY10	ADM Monitors	\$50,001-\$100,000	\$50,001-\$100,000	T&B	Branch 1	(301) 452-3612	
	238330	1803	ADM	ADSC	Q1-FY10	Install new carpet in OWFN	\$500,001-\$1,000,000	\$500,001-\$1,000,000	S(s) Sole Source or Competitive	Branch 1	(301) 452-3612
	541690	2265	ADM	ADSC	Q1-FY10	OIG Conference Room Alteration	\$25,001-\$50,000	\$25,001-\$50,000	Task Order/Delivery Order	Branch 1	(301) 452-3612
	541690	2261	ADM	ADSC	Q1-FY10	OIP Space Modifications	\$0-\$25,000	\$0-\$25,000	Task Order/Delivery Order	Branch 1	(301) 452-3612
	238330	2264	ADM	ADSC	Q1-FY10	NSR SCOP Alteration	\$50,001-\$100,000	\$50,001-\$100,000	Task Order/Delivery Order	Branch 1	(301) 452-3612
	238220	2274	ADM	ADSC	Q1-FY10	OWFN Bathroom Renovation	\$50,001-\$100,000	\$50,001-\$100,000	Task Order/Delivery Order	Branch 1	(301) 452-3612
	238220	2275	ADM	ADSC	Q1-FY10	OWFN Elevator Lobbies Renovation	\$250,001-\$500,000	\$250,001-\$500,000	Task Order/Delivery Order	Branch 1	(301) 452-3612
	541690	567	ADM	ADSC	Q2-FY10	Space Planning and Modifications	\$250,001-\$500,000	\$2,000,001 and over	S(s) Sole Source or Competitive	Branch 1	(301) 452-3612
	541690	2680	ADM	DAS	Q1-FY10	Transition Services, Maintenance of Shop, Bindery, and CD/DVD Equipment	\$50,001-\$100,000	\$0-\$25,000	T&B	Branch 1	(301) 452-3612
	811212	1591	ADM	DAS	Q1-FY10	Equipment	\$0-\$25,000	\$50,001-\$100,000	S(s) Sole Source or Competitive	Branch 1	(301) 452-3612
	511140	1565	ADM	DAS	Q1-FY10	Local, State, and Federal Yellow Books	\$25,001-\$50,000	\$25,001-\$50,000	T&B	Branch 1	(301) 452-3612
	532112	978	ADM	DAS	Q3-FY10	Lease of Motor Vehicle for NRC Chairman	\$0-\$25,000	\$50,001-\$100,000	T&B	Branch 1	(301) 452-3612
	532112	960	ADM	DAS	Q1-FY10	Lease of NRC Motor Vehicle Fleet for the Executives Staff	\$0-\$25,000	\$50,001-\$100,000	T&B	Branch 1	(301) 452-3612
	532420	1582	ADM	DAS	Q1-FY10	Lease of Mail Meter Heads	\$0-\$25,000	\$0-\$25,000	GSA Schedule	Branch 1	(301) 452-3612
	811212	1581	ADM	DAS	Q1-FY10	Maintenance of Pitney Bowes Mail Equipment	\$0-\$25,000	\$0-\$25,000	GSA Schedule	Branch 1	(301) 452-3612
	541690	540	ADM	DAS	Q1-FY10	Federal Document Management System (e-Rules@ing)	\$25,001-\$50,000	\$25,001-\$50,000	IA - Other Agency	Branch 1	(301) 452-3612
	561431	1593	ADM	DAS	Q2-FY10	Nationwide Air and Ground Shipments - regular and expedited services	\$100,001-\$150,000	\$500,001-\$1,000,000	GSA Schedule	Branch 1	(301) 452-3612
	561210	1598	ADM	DAS	Q1-FY10	Purchase and provide maintenance (base period with 2 option years) for a new OBC Binding Machine	\$25,001-\$50,000	\$25,001-\$50,000	T&B	Branch 1	(301) 452-3612



Forecast of Contract Opportunities

Part III

Active Contract Listing

Contract/Mod # Referenced IDV # Award Date Award Amount Period of Performance	NAICS Code Description NRC Program Office NRC Point of Contact	Contract Type Set-Aside Type Subcontracting Plan	Contractor Name Contractor Address Contractor Ownership Type Contractor Size
Referenced IDV #: 3100-BASIC-0 (BPA) BPA Call#: DR3308317T023 Award Date: October 06, 2009 Award Amount \$0.00 Period of Performance: July 28, 2008 to September 03, 2010	NAICS Code: 541519-Other Computer Related Services Description: CISSS: TASK ORDER 23: MAJOR/LOW SYSTEM C&A: LSN NRC Program Office: NRCHQ -- DIVISION OF CONTRACTS AND PROPERTY MGMT NRC Point of Contact: Division of Contracts - (301) 432-3600	Contract Type: T&M-Time and Materials Set-Aside Type: NONE-No set aside used. Subcontracting Plan: B-Plan Not Required	Contractor Name: MAR INCORPORATED Contractor Address: 1803 RESEARCH BLVD STE 20, ROCKVILLE, ROCKVILLE, MD 208508'08 Contractor Ownership Type: None specified Contractor Size: Small Business
Referenced IDV #: 3100-BASIC-0 (<blank>) BPA Call#: DR3308317T066 Award Date: August 31, 2009 Award Amount \$600,000.00 Period of Performance: July 28, 2008 to September 03, 2010	NAICS Code: 541519-Other Computer Related Services Description: Consolidated Information System Security Services (CISSS) - New Task Order entitled "OIS Enterprise Content Management Support" NRC Program Office: NRCHQ -- DIVISION OF CONTRACTS AND PROPERTY MGMT NRC Point of Contact: Division of Contracts - (301) 432-3600	Contract Type: -(blank) Set-Aside Type: NONE-No set aside used. Subcontracting Plan: -<blank>	Contractor Name: MAR INCORPORATED Contractor Address: 1803 RESEARCH BLVD STE 20, ROCKVILLE, ROCKVILLE, MD 208508'08 Contractor Ownership Type: None specified Contractor Size: Small Business



Tips On Conducting Business

- Know your own market, your customers and their needs!
- Develop an appropriate marketing plan and strategy to accomplish business objectives
- Develop appropriate tools to implement strategy (register with databases, develop good capability statements)
- Know the rules (e.g., Federal Acquisition Regulations (FAR) and NRC Acquisition Regulations)
- Know conflict of interests potential issues



Tips On Conducting Business

- Know your niche and company strengths
- Focus on past performance, target similar agencies
- Know your customer's agency forecast
- Work with the Small Business, Project, and Contracts Offices
- Don't discount subcontracting or simplified acquisition options



Tips On Conducting Business

- Present a professional image:
 - Capability statements & brochures
 - Company Web site
 - Past performance is key
- Maximize use of Federal programs:
 - Get on GSA's Federal Supply Schedule, GWAC's
 - Get certified! (8(a), SDB, HUBZone)
 - Register on FedBizOpps



Tips On Conducting Business

- Know the rules (e.g., Federal Acquisition Regulations (FAR) NRC Acquisition Reg
- Know conflict of interests potential issues
- Participate in outreach activities and

Market! Market! Market!



Quarterly Business Meet & Greet Seminar



U.S. NRC
United States Nuclear Regulatory Commission
Protecting People and the Environment

"Making Our Business Your Business"
Conducting Business with the U.S. Nuclear Regulatory Commission

When: Thursday, September 3, 2009
9:00 a.m. – 1:30 p.m. EST

Where: Hilton Washington DC/Rockville Hotel
1750 Rockville Pike, Rockville, MD 20852
301.468.1188 (one block from the Twinbrook Metro Station)





Market Research

Respond to Market Research and demonstrate interest, potential capacity and capability.



Market Surveys

Market research includes varied market survey techniques that ascertain qualified sources capable of satisfying the Government's requirements by evaluating the interest, capability and capacity of industry. This evaluation of the marketplace through use of varied techniques may range from simple telephone contacts with experts regarding similar requirements to more formal "Sources Sought" announcements in FedBizOpps.



Exam

DRAFT SOURCES SOUGHT SYNOPSIS

THE U. S. NUCLEAR REGULATORY COMMISSION (NRC) is issuing this Sources Sought Synopsis as a means of conducting market research or as a market survey to determine the availability and potential technical capability of the business community to provide all management, supervision, administration, and labor for the

_____. Specific _____ activities include: 1); 2) etc. Services are to be provided to the NRC in Rockville, MD. It is noted that these support services are currently performed by the Federal Government or independently by _____. It is estimated that approximately _____ professionals, both Federal and non-Federal, _____. The acquisition will be for one (1) 12 month period with four (4) 12 month options. The applicable North American Industry Classification System (NAICS) code assigned to this procurement is _____. Administrative Services. The Draft Performance Work Statement (PWS) for this effort will be posted in Federal Business Opportunities (FedBizOpps) for reference purposes on _____.

THERE IS NO SOLICITATION AT THIS TIME. This request for capability information does not constitute a request for proposal; submission of any information in response to this market survey is purely voluntary; the Government assumes no financial responsibility for any costs incurred.

If your organization has the potential capacity to perform these contract services, please provide the following information: 1) Organization name, address, email address, Web site address and telephone number as well as size and type of ownership for the organization; and 2) Tailored capability statements addressing the particulars of this effort, with appropriate documentation supporting claims of organizational and staff capability. Organizations responding to this market survey should keep in mind that only focused and pertinent information is requested. If significant subcontracting or teaming is anticipated in order to deliver technical capability, organizations should address the administrative and management structure of such arrangements. Taking into account the magnitude of the scope of this professional recruitment effort, organizations also should address the capacity of their financial infrastructure to coordinate and deliver contract performance. Although no geographic restriction is anticipated, if responding organizations are located outside the Washington Metropolitan area, indicate how the organization would coordinate with the NRC program office located in Rockville, MD to provide support to _____ multiple sites. The Government will evaluate market information to ascertain market capacity to 1) potentially provide the administrative support services consistent in scope and scale with those described in this notice and otherwise anticipated; 2) potential capacity to secure and apply the full range of corporate financial, human capital, and technical resources required to successfully perform similar requirements; 3) potential capacity to implement a successful project management plan that includes: compliance with tight program schedules; cost containment; meeting and tracking performance; hiring and retention of key personnel; and risk mitigation; and 4) potential to provide services under a performance based service acquisition contract.

Interested firms responding to this Sources Sought Synopsis are encouraged to structure capability statements in the order of the area of consideration noted above. Responding firms should provide three (3) copies of a tailored capability statement to the above noted address within fifteen (15) business days from the date of publication of this notice. This market survey is being conducted through the FedBizOpps to reach the widest possible audience and to gather current market information.



Key Sources of Assistance

- NRC SBCR Small Business Program and Division of Contracts Offices
- Small Business Administration
 - Small Business Development Centers
 - SCORE: www.score.org
 - Women’s Business Centers:
www.womenbiz.gov
 - Center for Veterans Enterprise—vetbiz.gov



Key Sources of Assistance

Procurement Technical Assistance Programs

- MD PTAP: www.mdptap.umd.edu
- VA PTAP: www.vaptap.org
- Other agency Small Business Offices:
www.osdbu.gov
- Minority Business Development Agency:
www.mbda.gov
- State and local Government resources
- Chambers of Commerce.
- www.business.gov



Business.Gov



Business.gov - Official Business Link to the U.S. Government - Microsoft Internet Explorer provided by USNRC

File Edit View Favorites Tools Help

Address <http://business.gov/>

Business.GOV

THE OFFICIAL BUSINESS LINK TO THE U.S. GOVERNMENT

Search Federal, State & Local Sites

- Start a Business
- Register, Licenses & Permits
- Finance & Taxes
- Expand Your Business
- Stay Compliant with Laws
- Industries
- State & Local
- About Us

[» Join Our Community](#)

[Sign up](#) for e-mail updates

[Twitter](#) [Facebook](#)

[YouTube](#) [Google](#)

Have Business Questions? Get Answers.

- » [Visit the Small Business Community](#)
- » [Ask Questions, Discuss Issues](#)
- » [Read Expert Insight & News](#)
- » [Get Answers to Frequent Questions](#)
- » [Find Loans & Grants](#)
- » [Register "Doing Business As"](#)
- » [Establish an LLC, Corporation](#)
- » [Get Info on Government Contracts](#)

http://business.gov/business-law/

Start | Business.gov - Official... | Internet | 1:46 PM



Future Outlook

- Senior level endorsement of the Small Business Program
- “Green” or Excellent Ratings
- Increased focus on goals and accomplishments by program offices
- Helmets to Business
- Mentor-Protégé Program
- SBIR/ STTR Programs



Small Business Program Agenda

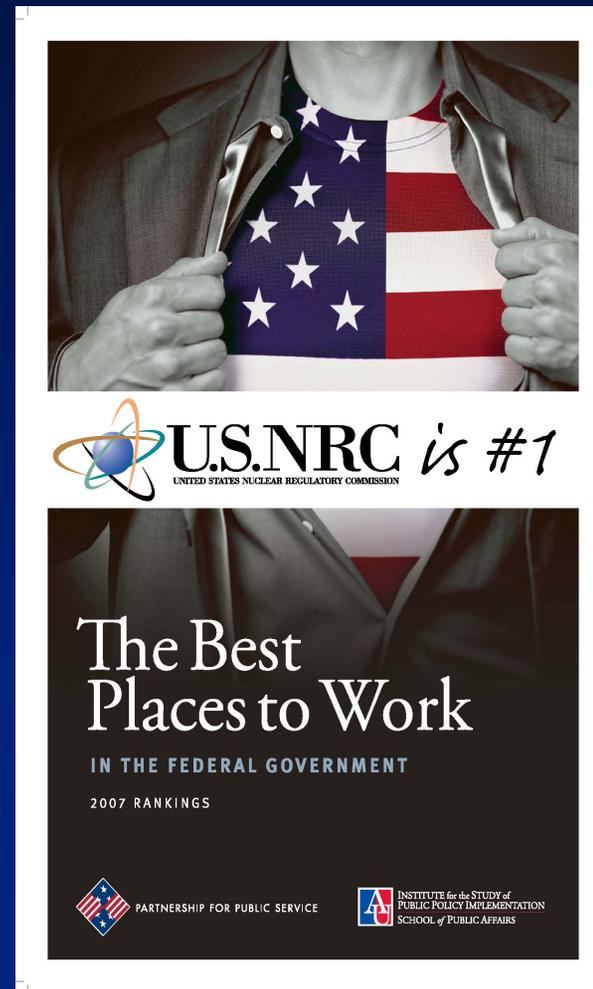
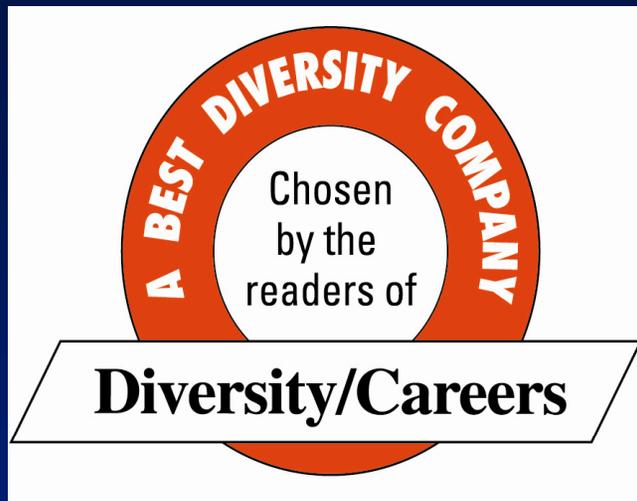
- Small Business Initiative Procurement on March 17, 2010 in Largo, MD <http://www.pgcedc.com>
- 4th Annual Federal Procurement Conference on April 12, 2010 in Arlington, VA
www.actgov.org/SBC2010
- 2010 OSDBU Conference on April 21, 2010 in Chantilly, VA <http://www.fbcinc.com/osdbu>
- Congressional Procurement Conference & Expo on May 5, 2010 in Rockville, MD



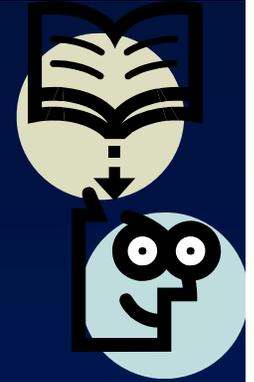
Small Business Program Agenda

- The NRC's Quarterly Business Seminar on June 3, 2010 <http://www.smallbusiness@nrc.gov>
- Asian American Conference on June 8th, 2010 in Rockville MD.
- Veterans' Conference on July 19th-22nd 2010 in Las Vegas, NV
<http://www.nationalveteransconference.com>
- 9TH Annual Hispanic Conference in Bethesda, MD

Awards



Excellence in Small Business Contract Performance



For Further Information, Contact:

NRC's Small Business Office:

1.800.903.SBCR (7227)

smallbusiness@nrc.gov

NRC's Contracting Office:

(301) 415-6655



Questions ?