

ATLANTA 2016



USDOE'16

15th Annual DOE Small Business Forum & Expo
MAY 23 - 25, 2016 | ATLANTA, GA



Kansas City National Security Campus (KC NSC)



Partnering with Small Business for Mission Success

Karen Wrigley
Small Business Program Manager
Honeywell FM&T

Kansas City National Security Campus

Government sponsored, multi-mission engineering and manufacturing enterprise delivering trusted national security products and government services



Core Mission – National Nuclear Security Administration

- A large portion of the Campus is dedicated to NNSA's mission of keeping our nation's nuclear stockpile safe, secure and reliable by delivering mission-critical mechanical, electrical and engineered material components.



Global Security – Other Government Agencies

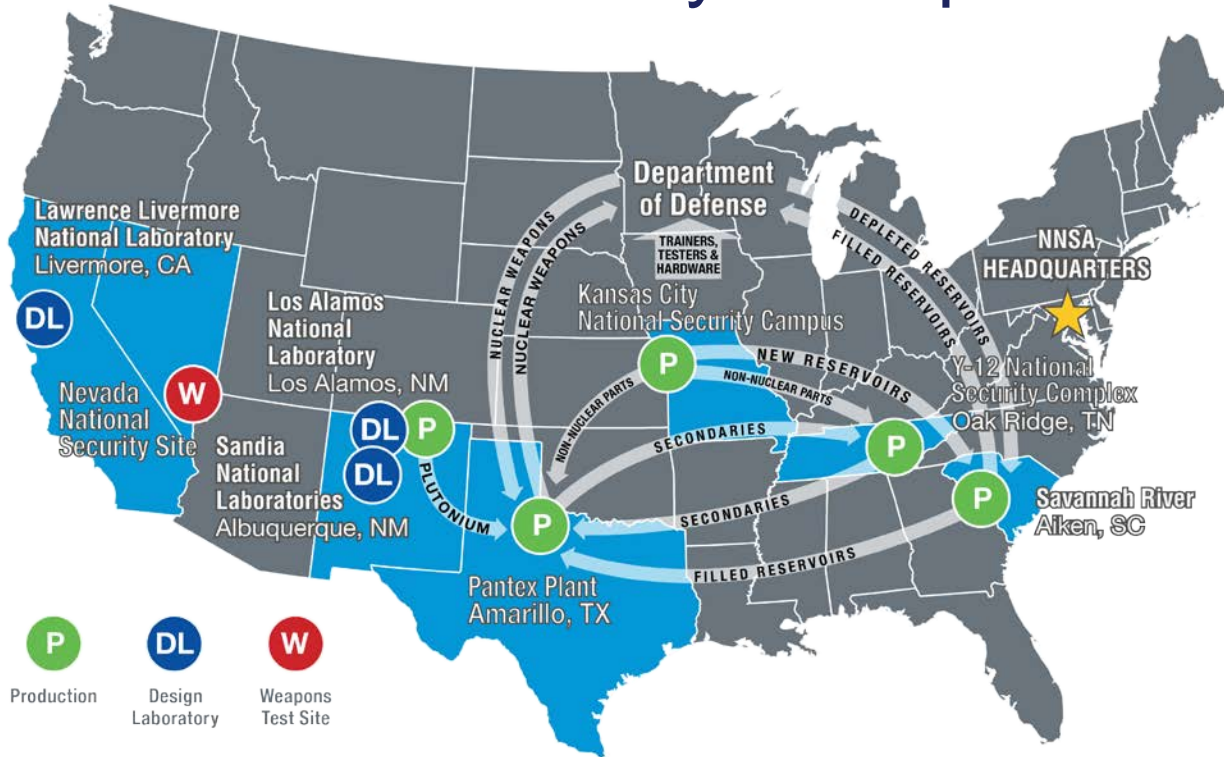
- Our unique expertise extends beyond the nuclear security enterprise to benefit national security and promote nonproliferation with field-ready solutions for other government agencies.



Supply Chain Management Center – Department of Energy

- Using innovative strategic sourcing processes, we enable DOE and NNSA sites to leverage their annual spend to save millions each year.

Nuclear Security Enterprise



Over 80% of non-nuclear components provided by the KC NSC

Secure Supply Chain Services



Electrical Capabilities	Mechanical Capabilities	Materials Science Capabilities	Software & Simulation Capabilities	Test Equipment & Measurement Capabilities
<ul style="list-style-type: none"> RF High Voltage Pulsed Power Process Automation Telemetry Embedded Systems High Density Interconnects Microelectronics Semiconductors PWA/SMT Lasers & Optics 	<ul style="list-style-type: none"> Miniature Assembly Additive Manufacturing Plastics Products Optics Environmental Testing Non-destructive Tests Rapid Prototyping, Vehicle Technologies 	<ul style="list-style-type: none"> Engineered Materials Analytical Chemistry Materials Characterization Polymer Production 	<ul style="list-style-type: none"> Simulation & Modeling (physics-based) Simulation & Modeling (facilities) IT Technical Review Board HPC Engineering Software Systems 	<ul style="list-style-type: none"> Sensors & Detectors Metrology Calibration Mechanical Inspection Technologies Test Equipment

About the M&O Contractor

Honeywell Federal Manufacturing & Technologies

- **Talented & Diverse Workforce**

- 2,700 employees in MO & NM.
- Engineers, skilled trades workers and support personnel.

- **Education and Community Outreach**

- Employees volunteer 16,000 hours and donate more than \$500,000 annually to community.
- Focus on Science, Technology, Engineering and Math (STEM) Education, Housing & Shelter, and Habitat & Conservation.



Procurement Categories

Procured Material - Electrical	Procured Material - Mechanical	Infrastructure Procurement	Procured Material - NM
<ul style="list-style-type: none"> Actives Circuit Assemblies Interconnects Passives Specialty Devices Special Design Tools Standard Tools Adhesives & Sealants Chemicals Compounds Packaging Specialty Materials 	<ul style="list-style-type: none"> Machined Parts Hardware MRO Product Steel/Metals Castings & Forgings Rubber & Plastics Forming/Assembly Specialty Mechanical Tubing 	<ul style="list-style-type: none"> Capital Equipment IT HW/SW/Maint. WFO Services: Construction Services Facilities Management Recycling & Scrap General Waste Mgmt. Production Support Testing Inspection Universities Staff Augmentation 	<ul style="list-style-type: none"> Hardware Replenishment Vehicles Construction Leases Communications WFO Services: Security Medical, Janitorial Facilities Printing Plating

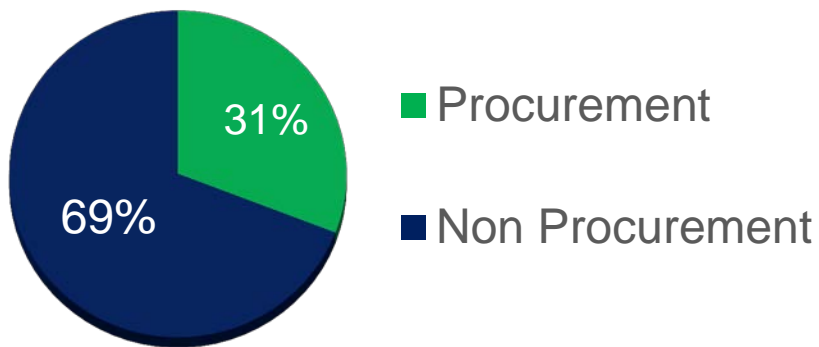
KC NSC Procurement

Purchasing Stats FY11-FY15	Purchasing Stats FY16	FY16 YTD Purchasing Activity
\$ 301.6M	\$258.2M	18,926 total transactions
Average annual procurement dollars	FY16 subcontracting forecast	2,692 total suppliers utilized
40.9%	52.1%	9,578 SB transactions
Cumulative Small Business performance	Small Business performance (\$85.9M) thru 3/31/16	825 SB suppliers utilized

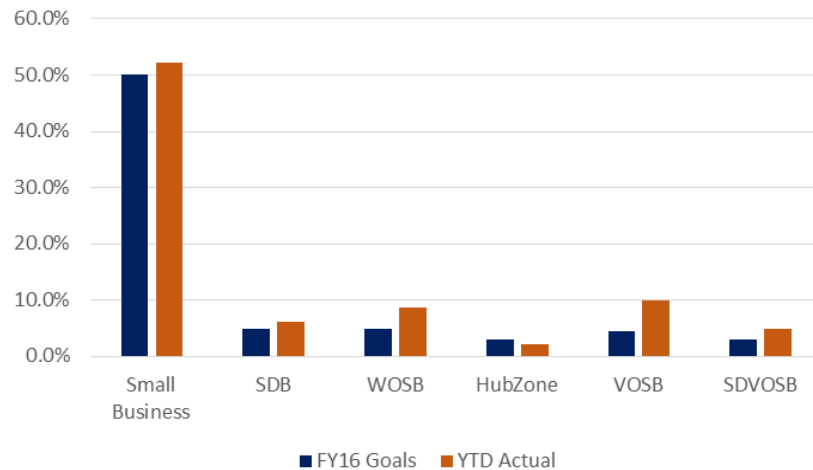
We buy high volume items and low quantity, complex product and services.

FY16 Subcontracting Results

Percent of Procurement Dollars in NSC Budget



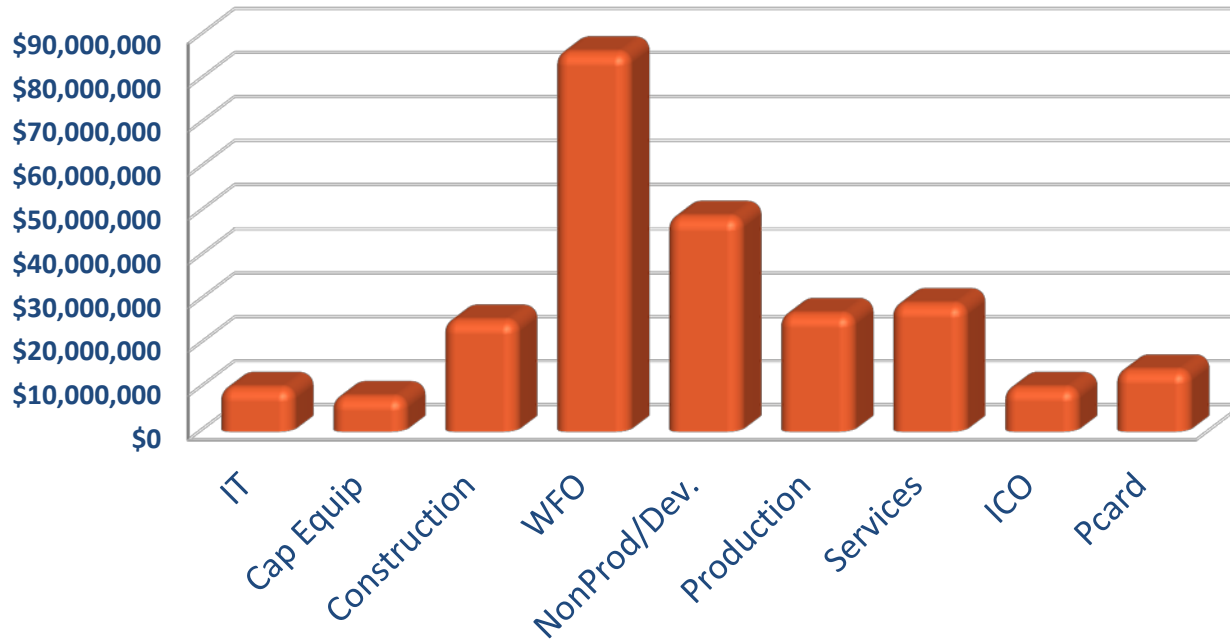
FY16 Small Business Spend Performance thru 3/31/16



	Small Business	SDB	WOSB	HubZone	VOSB	SDVOSB
FY16 Goals	50.0%	5.0%	5.0%	3.0%	4.5%	3.0%
YTD Actual	52.1%	6.2%	8.7%	2.1%	9.9%	5.0%

FY16 Subcontracting Overview

FY16 SPEND FORECAST \$258.2M



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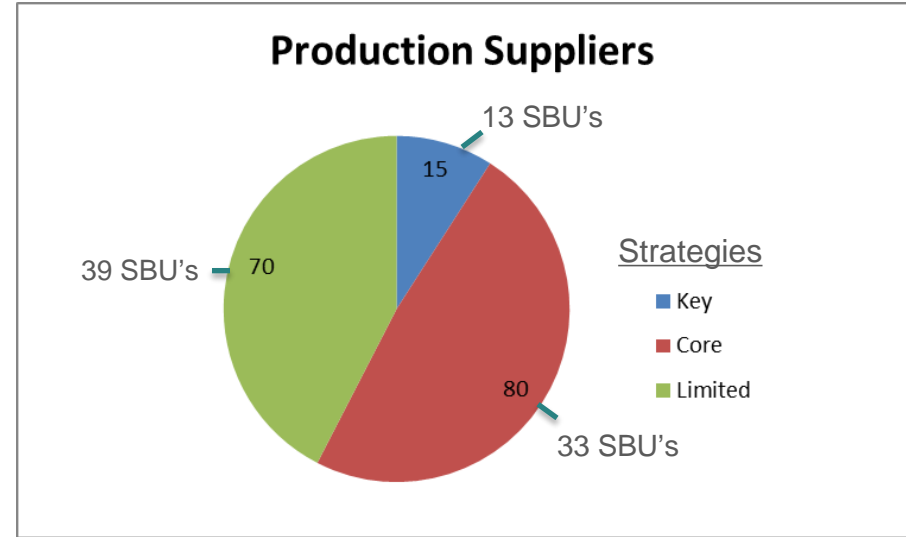
- **Leveraged Agreements/Long Term Contracts**
 - KC NSC Agreements
 - SCMC Agreements
 - ICPT Agreements
 - Onsite deliveries to store room

<https://thesource.energy.gov>

Partnering with Small Business for Mission Success

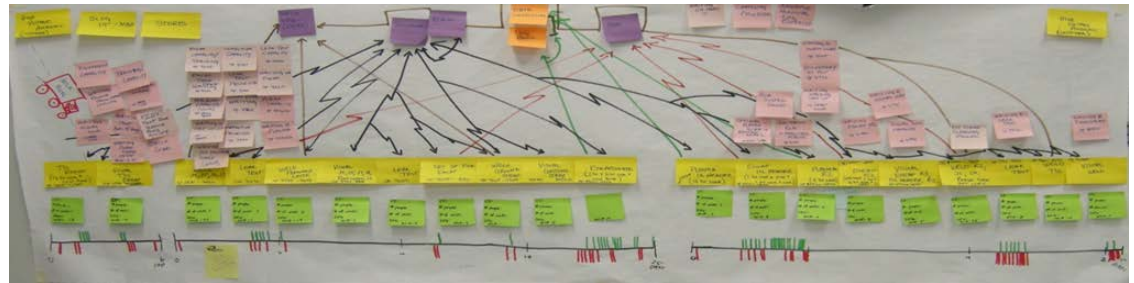
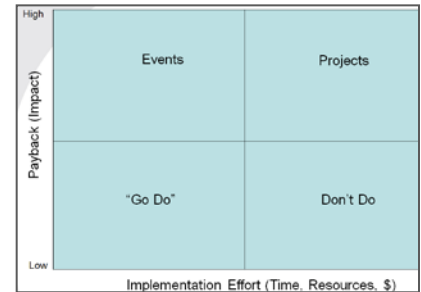
- **Supply Base Management**

- Commodity Teams
- Supplier strategies
- Quality Management System
- Supplier Development
- Purchased Product Teams



Partnering with Small Business for Mission Success

- **Supplier Kaizens (Cycle Time Reduction, Process Improvement)**
 - Baseline data
 - Walk the process
 - Value Stream Mapping
 - Identify Waste
 - Affinity Diagram
 - Project List
 - Storytelling A3
 - Follow-Through



Partnering with Small Business for Mission Success

- **Mentor Protégé with LeCompte for 3rd party (DCAA-like) auditing**
 - Business Development
 - CAS Training
 - HOS/Six-Sigma/Lean
 - Communications/Branding
 - eSourcing Coaching



Doing Business with Honeywell FM&T

Supplier Tips

- SAM (System for Award Management) registration required for new suppliers as of 10/1/2015.
- Visit the NSC website www.nsc.doe.gov to learn about our business and supplier expectations. (See Supplier Chain Management/Small Business)
- Thoroughly review RFP requirements to determine if your company meets all qualifications.
- Respond to RFP invitations even if your company will not participate.
- When marketing your company's capabilities and value:
 - Provide concise information-highlight unique capabilities
 - Electronic communication is preferred!
 - Include links to your company web site or supplier information in emails.
- Top notch customer service is more than product or service delivery. Provide timely feedback on status changes , information requests, and order changes.
- **Be prepared to competitively price products and services.**
- **Don't give up too soon!**

Session Evaluations



SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

SESSION TITLE: _____

Please rate each of the following:	Poor		Fair		Great
Overall Session Rating.	1	2	3	4	5
Session content matches the program description.	1	2	3	4	5
The speaker(s) appeared organized, informed, and delivered effective presentation.	1	2	3	4	5
Would you recommend that this/these speaker(s) return for future presentations?	<input type="checkbox"/> Yes <input type="checkbox"/> No				

**Turn over for additional questions*

SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

What topics most interested you in this session?

What topics do you feel were missing in this session?

Additional comments: _____

Reminder

Please complete the Speaker/Session Evaluation Form located in your program guide and place the form in the basket in the bin of the room.



Questions?

Contact Information:

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Website: www.kcp.com **Select:** Supply Chain Management/Small Business

We're in the Exhibit Hall Booth #31