

Supply Chain Management Center

Department of Energy
Small Business Forum
and Expo

Scott Bissen, SCMC Director

USD**E'16**

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

Program Synopsis



Program Origin 2006

Transformation to shape a “one business” supply chain, including strategic sourcing



National Enterprise

22 Locations / 12 different states; ~\$4B annual spend; 30,000+ suppliers



Collaboration Model

Federal, Contractor and Supplier



Small Business

Increase the role small businesses play within the enterprise



Acquisition Effectiveness

Desire to improve supply chain efficiencies & value through commercial practices



SCMC Objective

Enable Prime Contractor acquisition funding to go farther

Program based on collaboration & partnership to create solutions

Tools & Services

Program Tools



Program Services



Tools & Services are designed to help Contractors

- Enhance current acquisition processes
- Create an effective, efficient & strategically driven Sourcing / Procurement function
- Enable leveraging of the aggregate spend across the enterprise for cost containment

Program = focused, funded approach to facilitate Strategic Sourcing



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Small Business Impact Nationwide



Overall

- 22 DOE locations across 12 states
- \$4.2B annual site invoice spend
- 30,000+ enterprise suppliers

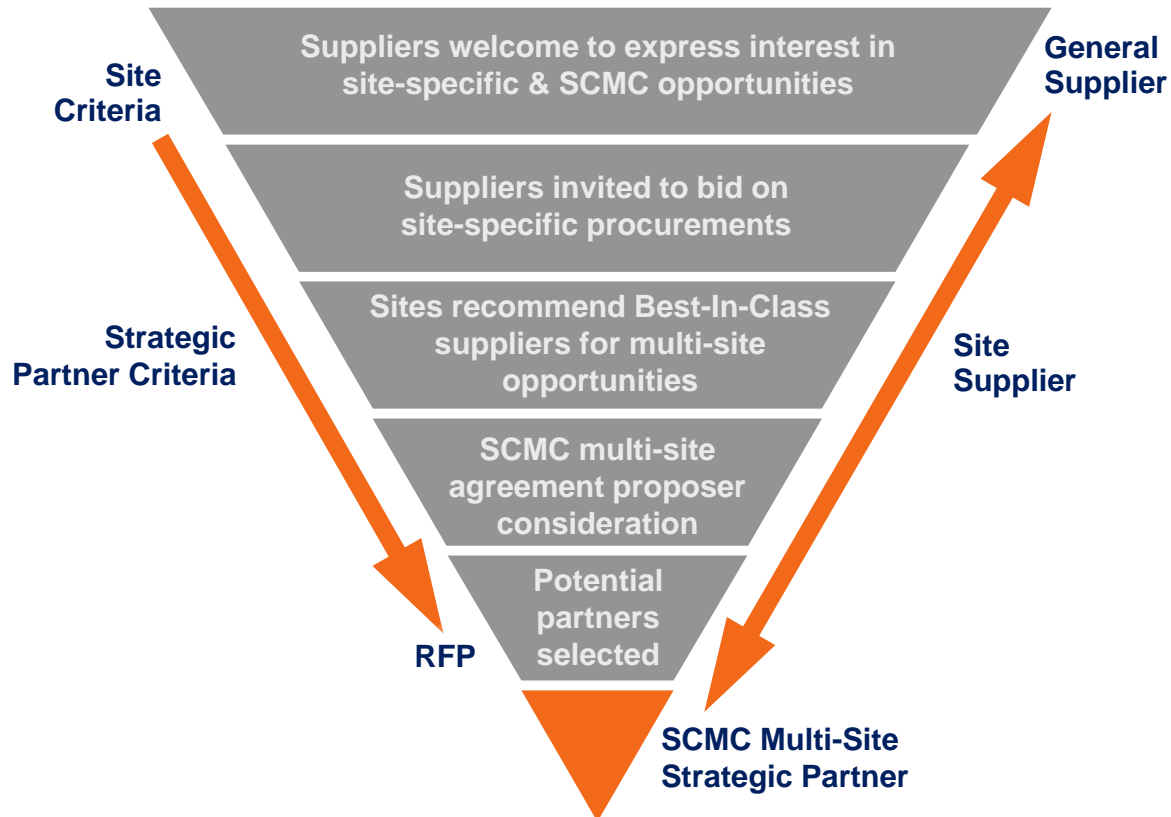
Commodity Agreements

- 51 agreements across 22 states
 - 30 small business awards (59%)
- \$338M annual award value (~8% of total \$4.2B spend)
 - \$225M small business annual award value (67%)



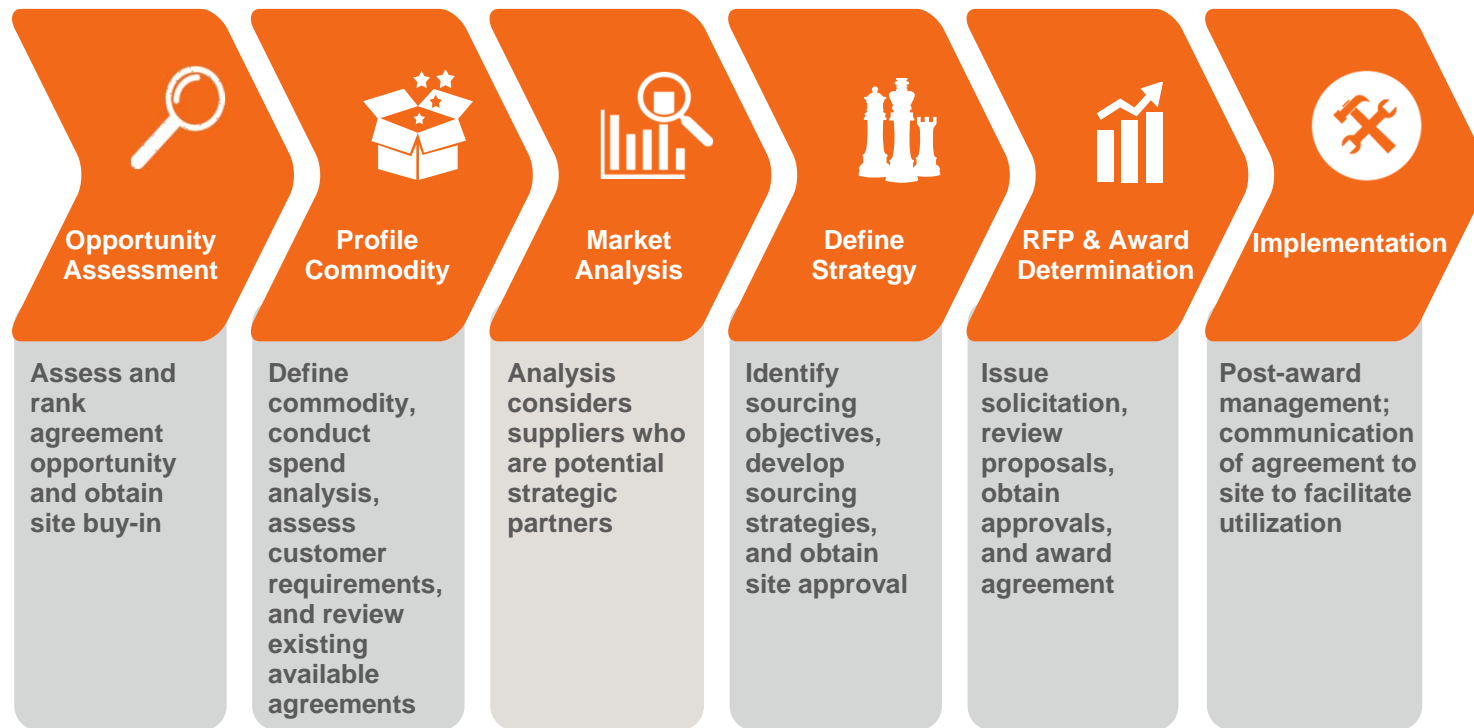
SCMC supports & provides enhanced growth for small businesses

Levels of Partnership



Suppliers matched to solicitation requirements / needs

SCMC Strategic Sourcing Process



SCMC follows approved commercial best practice methodologies

Characteristics of a Strategic Partner



NNSA / DOE Experience

Familiarity with NNSA/DOE Contractor diverse, unique & extensive requirements



Value-Added Services

Ability & staffing for barcoding, JIT, handling extensive customer service needs, etc.



eTool Capability

e-Sourcing ability & e-Catalog capability to meet varying item & interface requirements



Best-In-Class Performance

Superior P.O. execution for quality & delivery; exceptional order history reporting



National / Regional Footprint

Regional footprint w/ expansion capability; strategic alliances / national consortium

Supplier characteristics aligned with agreement requirements

How to be considered?

- **SCMC Website**
(www.thescmcgroup.com)
- Our Vision
- Our Mission
- Focus Areas
- Our Clients
- Agreements
- Strategic Tools
- Highlights
- Strategic Partnerships
- Contact

The screenshot displays the SCMC website interface. At the top, a navigation bar includes links for Home, Our Clients, Agreements, Strategic Tools, Highlights, Become Our Partner, and Contact. A prominent banner at the top center states "Annual Spend of \$4 Billion". Below this, a "Contact Us" form is visible, divided into sections for General Information, Industry Information, and Additional Information. The General Information section includes fields for First name, Last name, Email, and Telephone. The Industry Information section features three columns of checkboxes for various categories: IT, Transportation & Logistics, Operating Supplies, Travel, and Additional Information. The Additional Information section includes a field for the primary NAICS code and a large text area for comments or questions. A "Submit" button and a "Reset" button are located at the bottom of the form. To the right of the form, a promotional banner for a "Please join us! Information Meeting for Small Business" is displayed, along with a sidebar containing sections for "What the SCMC is", "Our Vision", "Our Mission", and "Focus Areas".

www.thescmcgroup.com



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Demo Website

www.thescmcgroup.com



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What is Next?



Past

Execution:

Focused on building a supply chain system

- Data collection
- Tool deployment
- Agreement creation
- Cost savings
- Business processes



Current

User Experience:

Focus on providing superior services

- Website
- Search Engine
- Supplier Evaluation System
- Maximize value



Future

Services & Outreach:

Leverage common services; enhance communications

- I.D. service opportunities
- Website improvements
 - Podcasts
 - Best practice training
- Small business community round tables

Improved communications & outreach, re-competes, leverage services

Frequently Asked Questions

- **Why does the SCMC not publish specific agreement holder information on the website?**
- **Does the SCMC follow federal procurement rules and regulations?**
- **Are sites required to use SCMC agreements?**
- **Does the SCMC have a small business goal?**
- **Are SCMC agreements always awarded based upon lowest price?**
- **Does the SCMC provide debriefings to proposers who are not awarded SCMC agreements?**



Conclusion

- The SCMC leverages commercial best practices for strategic sourcing which is different than the Federal Procurement System
- The SCMC supports small businesses and provides an opportunity for business growth
- The SCMC is dedicated to continuously improving its approach and communications
- There are many ways for suppliers to become involved with the SCMC as well as the rest of the NNSA and EM contractor locations



Thank you for your time and attention!

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	
	1	2	3	4	5	
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.



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Questions?

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