



Pacific Northwest  
NATIONAL LABORATORY

*“We depend on small-business partners who will be instrumental in helping PNNL reach the next level of excellence in science, energy, national security, and the environment.”*

–Steve Ashby, Director, PNNL

# Small Business Program

PARTNERING FOR SUCCESS

## GOALS

In support of the U.S. Department of Energy’s (DOE) objectives, PNNL plans to award a portion of its business to the following types of businesses:

- 42% to Small Business concerns
- 5% to Small Disadvantaged Business concerns
- 5% to Women-Owned Small Business concerns
- 3% to HUBZone Small Business concerns
- 3% to Service-Disabled, Veteran-Owned Small Business concerns

## CONTACT INFORMATION

If you would like further information or need assistance, please contact PNNL’s Small Business Program Manager:

**Brianna Yi**  
**brianna.yi@pnnl.gov**

Pacific Northwest National Laboratory  
P.O. Box 999  
Richland, WA 99352  
Phone: 509.371.7742  
E-mail: **small.business@pnnl.gov**



<http://www.pnnl.gov/contracts/smallbusiness>



**PNNL** is operated by Battelle for the U.S. Department of Energy (DOE) under contract No. DE-AC05-76RL01830. We are responsible for procuring high-quality products and services for the Pacific Northwest National Laboratory. In a cost-effective, timely manner, we seek competition to the fullest extent possible and are dedicated to the highest standards of ethical conduct throughout the acquisition process. We strive to place a fair portion of our total acquisitions with qualified small businesses.

## PROCUREMENT CONTACTS BY OPERATING DIVISION

### Energy and Environment Directorate

**Rolando Lara (rolando@pnnl.gov) . . . . . 509.372.6733**

Analytical Chemistry Services & Instrumentation; Marine & Terrestrial Monitoring & Measuring Instrumentation & Related Professional Services; Biological Testing Services & Instrumentation; Coastal Restoration; Adaptive Management Services; Scientific Laboratory Equipment; Robotics; Environmental Monitoring & Test Equipment Software; Repair, Calibration, & Inspection Services; Nuclear-Related Supplies and Services; Measuring & Testing Equipment; Radioactive Sources; Professional, Technical, & Analytical Services; Energy-Related Technical Services; Tectonics/Hydrology/Geology; Energy Control Management System Software; Environmental Monitoring & Test Equipment; Scientific Instrumentation; Professional, Technical & Analytical Services in Support of Ecology, Applied Geology & Geochemistry, Hydrology, Field Hydrology & Chemistry, Biotechnology & Etoxicology, Environmental Characterization and Risk Assessment Groups

### Management & Operations Directorate

**Andrea Fernandez (andrea.fernandez@pnnl.gov) 509.375.6534**

A&E Services; New Construction; Renovation, Remodel, Repair and Improvements to Existing Buildings, Laboratories, Structures, Civil Sites, Utilities, and Services (Including Work in areas with Special Radioactive and/or Hazardous Material Considerations); Fabrications; Laser Maintenance; Computers; Nuclear-Related Supplies & Services; Real & Property Leases (office/vehicle); Waste & Material Handling Services & Supplies; Environmental & Analytical Services; Industrial Equipment & Supplies; Commercial Goods & Services; Software; Telecommunications; Peripherals; Analytical Instrument; Mass Spectrometers; Microscopes; Vacuum Products; Cameras; High-Performance Computational Equipment; HR Assessment Tools; Professional/Technical Services; Software and Maintenance Agreements; Training & Training Tools; Business Planning & Analysis; Advertising Specialty Products

### National Security Directorate

**Kevin Heaton (kevin.heaton@pnnl.gov) . . . 509.375.6715**

Translation, Interpreting, and Logistic Services; Project Implementation support in Foreign Environment; Safeguards, Security, & Protective Force Support; Material Protection, Control & Accountability Support; Analytical Instrumentation Systems; Scientific Instrumentation; High-End Workstations; Robotics; Professional and Technical Services; Software and Maintenance Agreements; Physical Protection Systems Support

### Physical & Computational Sciences Directorate;

#### Earth & Biological Sciences Directorate

**Kevin Grubbs (kevin.grubbs@pnnl.gov) . . . 509.372.4050**

Scientific Laboratory Equipment; Biological Testing Services & Instrumentation; Lasers; Sensors; DNA Sequencing; Mass Spectrometers; Measuring and Testing Equipment; Microscopes; Vacuum Products; Lasers; UAS and Aircraft Support; High Performance Computational Equipment; Radar and Meteorological Equipment; NMR Probes

### Business-to-Business (B2B)

**David Slater (david.slater@pnnl.gov) . . . . . 509.371.7187**

### P-Card

**David Slater (david.slater@pnnl.gov) . . . . . 509.371.7187**

The Pacific Northwest National Laboratory advances science and technology by rapidly translating discovering into solutions for challenges in energy, national security and the environment. We welcome the opportunity to partner with responsible suppliers who are committed to delivering high-quality goods or services on time and in accordance with contracts. Contact us to let us know how your business can help us meet our needs.

## DOING BUSINESS WITH PNNL

As a research-and-development organization, PNNL purchases a broad spectrum of goods and services from responsible suppliers committed to delivering on time and in accordance with the terms and conditions of the contract. PNNL purchases over \$100 million from small businesses each year. We rely on your specialized goods and services to successfully accomplish our mission. Contact us (<http://www.pnnl.gov/contracts>)—we look forward to talking with you about doing business together.

## SUPPLIER REGISTRATION

Promote your company: go to PNNL's Acquisition Supplier Portal—<https://ebs.pnnl.gov>—and become part of a supplier database accessible by thousands of potential buyers.

## SOLICITATION WEBSITES

View our solicitations at <https://ebs.pnnl.gov/advertised.aspx>

