

# Protecting America's Future

## Y-12 National Security Complex



**B&W Y12**  
INDUSTRIAL SERVICES

**Y12**  
National Security Complex

**NSA**  
NATIONAL SECURITY AGENCY

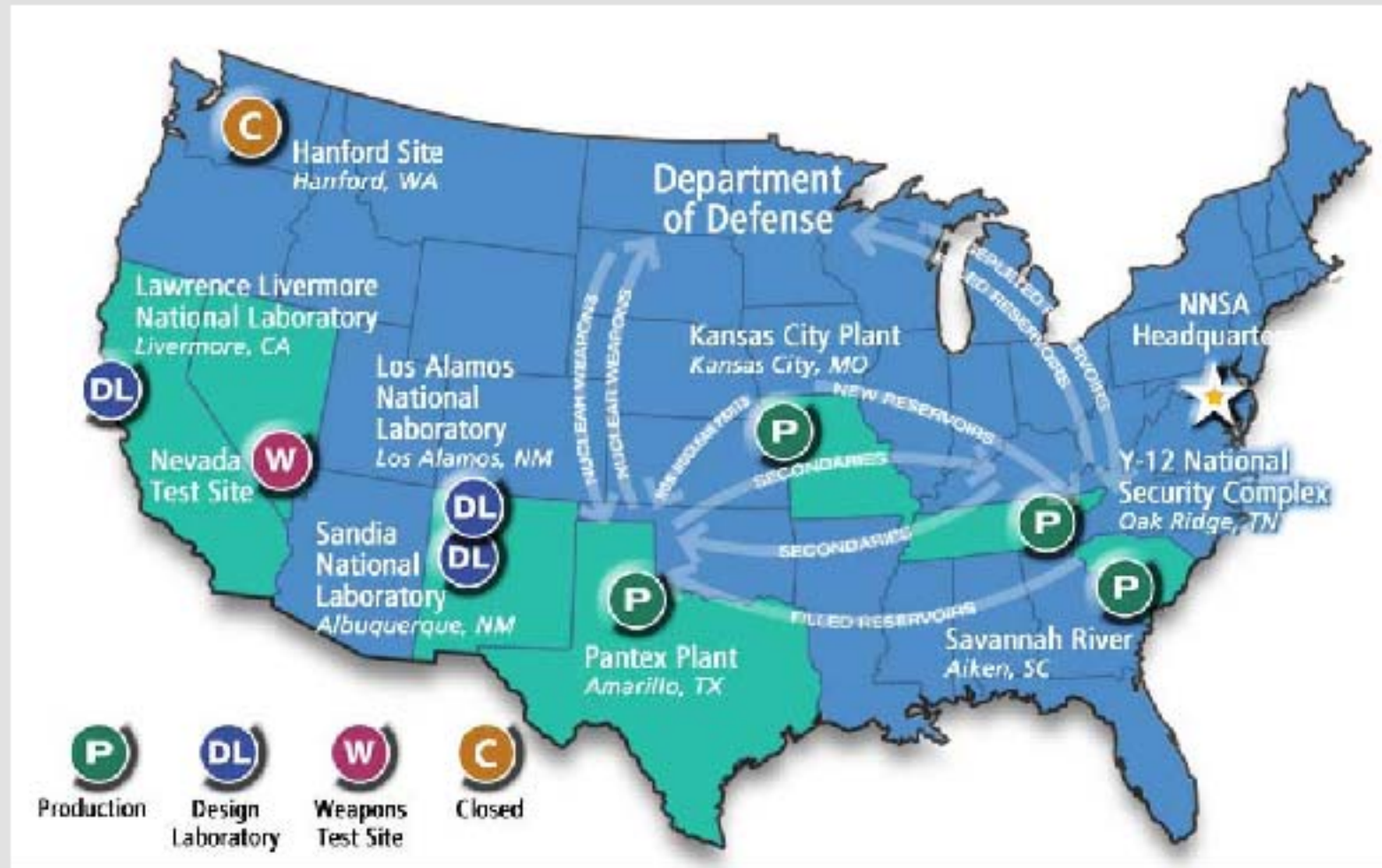
# Y-12 Fact Sheet

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- **Managing and Operating Contractor**
  - B&W Technical Services Y-12, LLC (B&W Y-12)
- **NNSA**
  - Theodore D. Sherry, Manager, Y-12 Site Office
- **B&W Y-12**
  - Darrel P. Kohlhorst, President and General Manager, Y-12 National Security Complex
- **Facility Size**
  - 811 acres, spanning 2.5 miles, with some 500 buildings that house some 7 million square feet of laboratory, machining, dismantlement, and research and development areas.

# Nuclear Weapons Complex

- Four production facilities and three design labs



# Y-12's Legacy

Y-12's pivotal role in the Manhattan Project provided the enriched uranium for "Little Boy" to help America and her allies stop a war that had taken 63 million lives worldwide



# Y-12's Missions

- Producing, refurbishing and dismantling nuclear weapons components
- Safeguarding special nuclear materials
- Preventing the proliferation of weapons of mass destruction
- Providing the U.S. Navy with safe, militarily effective nuclear propulsion systems
- Providing support of other national security needs and customers as required



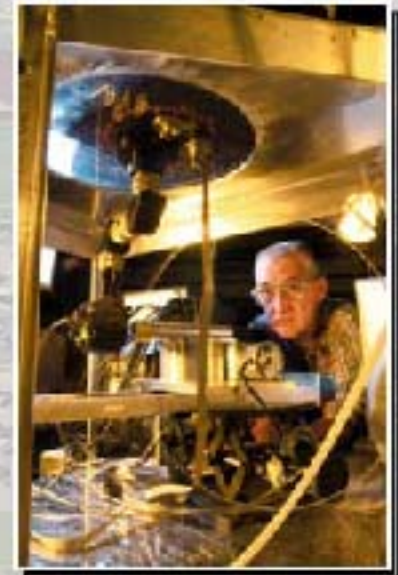
# Y-12 is Essential to National Security

An aerial photograph of the Y-12 National Security Complex, showing various industrial buildings, parking lots, and surrounding greenery. The image is slightly faded to allow text to be overlaid.

- Y-12 is unique in U.S. nuclear weapons complex
- Serves as the *only* source of secondaries, cases, and other weapons components and special nuclear material for the U.S. Navy
- Leader in materials science and precision manufacturing
- Main U.S. storage facility for enriched uranium

# Y-12 Demographics

- More than 7,000 people work at Y-12 each day:
  - 4,614 B&W Y-12 employees
  - 86 NNSA employees
  - 531 Wackenhut Services
  - 2,552 subcontractors
- 1,462 bargaining unit employees
- Number of employees with degrees
  - 1,240 (BS), 541 (MS), 73 (PhD)
- Top 10 TN employer
- Top 4 TN manufacturing employer
- \$508 million in wages
- \$406 million spent on goods and services
- \$10.3 million in taxes



## B&W Y-12 Small Business Company Policy

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B&W Y-12's continued support of the small business community is an important business strength and each employee is encouraged to actively seek ways to continue that support.

These efforts will be accomplished in consonance with existing procurement policies and applicable federal regulations.

# Y-12's Small Business Program Responsibilities

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- Implement the overall Small Business Program
- Implement the Mentor Protégé Program
- Conduct Inreach/Outreach Initiatives
- Development of Small Business Policies/Procedures
- Development and Monitor Small Business Subcontracting Plans for Large Businesses
- Identify and Monitor Small Business Set Asides
- Conduct Training – internal and external

## **Best-in-Class Socioeconomic Program (Proven Friend of Small Business)**

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- 2003 SBA - Eisenhower Award**
- 2003 SBA - Small Business Award of Distinction**
- 2005 DOE - Secretarial Mentor- Protégé Teaming Award**
- 2005 NNSA - Small Business Achievement Award**
- 2007 DOE - Mentor of the Year Award**
- 2009 SBA – Eisenhower Award**
- 2009 SBA – Frances Perkins Vanguard Award**

# Procurement

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Procurement purchases a diverse range of goods and services for the Y-12 Complex:

- Computer Hardware, Software and Supplies
- Electrical and Electronic Instruments and Systems
- Mechanical Equipment and Supplies
- Laboratory, Safety and Operating Products
- Environmental and Waste Management Services
- Professional and Administrative Services
- Engineering Support Services
- Research and Development
- Information Technology
- Construction Materials and Services

# Steps To Doing Business With Y-12

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## STEP 1

- **Identify your product, service and customers**
  - Develop a succinct summary of your company's capabilities including:  
relevant expertise and experience, references with federal agencies, registrations and certifications  
Know your company's North American Industry Classifications Systems (NAICS) codes
  - Identify your customers

# Steps To Doing Business With Y-12

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## STEP 2

### – Locate Opportunities

- Continually monitor the Y-12 and DOE/NNSA websites for forecast of subcontracting opportunities
- Monitor NNSA and DOE websites for subcontracting opportunities

# Steps To Doing Business With Y-12

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## STEP 3

### – Market your company

- Make sure you market your expertise and capabilities
- Direct contact with acquisition and program personnel is key to marketing and success
- Make sure the Socioeconomic Programs Office and buyers are aware of your company's current capabilities
- Register your business on the Y-12 Supplier Database.  
[https://www1.y12.doe.gov/business/procurement/supplier/Suppliers\\_form/index.cfm](https://www1.y12.doe.gov/business/procurement/supplier/Suppliers_form/index.cfm)
- Registered with the SBA [www.ccr.gov](http://www.ccr.gov)
- Get on the GSA schedule at <http://www.gsa.gov>

# Steps To Doing Business With Y-12

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## STEP 4

- **Respond to RFQs/RFPs**
  - Understand how to get the bid
  - Obtain the technical info needed to respond
  - Price it out
  - Write and submit proposal

# Steps To Doing Business With Y-12

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## STEP 5

- **Be flexible**
  - Consider both teaming among small and large businesses when major subcontracting opportunities are available
- **Don't give up**
  - Persevere until you have a subcontract!

## UPF Will . . .

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- Replace >800,000 ft<sup>2</sup> of aging facilities 60+ years old
- Improve operational and security efficiencies (>\$200M/yr)
- Shrink the security footprint by 90%
- Significantly reduce mission risk
- Reserve space for R&D
- Be agile and flexible for the next 50 years



## How Big is UPF?

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**Size: ~350,000 ft<sup>2</sup>**

Almost as big as 4 home improvement stores



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# How Big is UPF?

**Excavation: ~373,338 cubic yards**

Enough dirt to fill 21,961 dump trucks stretching 141 miles from Oak Ridge to Asheville, NC



## How Big is UPF?

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**Conduit: ~334,000 linear feet**

Enough conduit to wrap around the University of Tennessee's  
Neyland Stadium 111 times



# How Big is UPF?

**Wiring & Cable: ~2,005,850 linear feet**

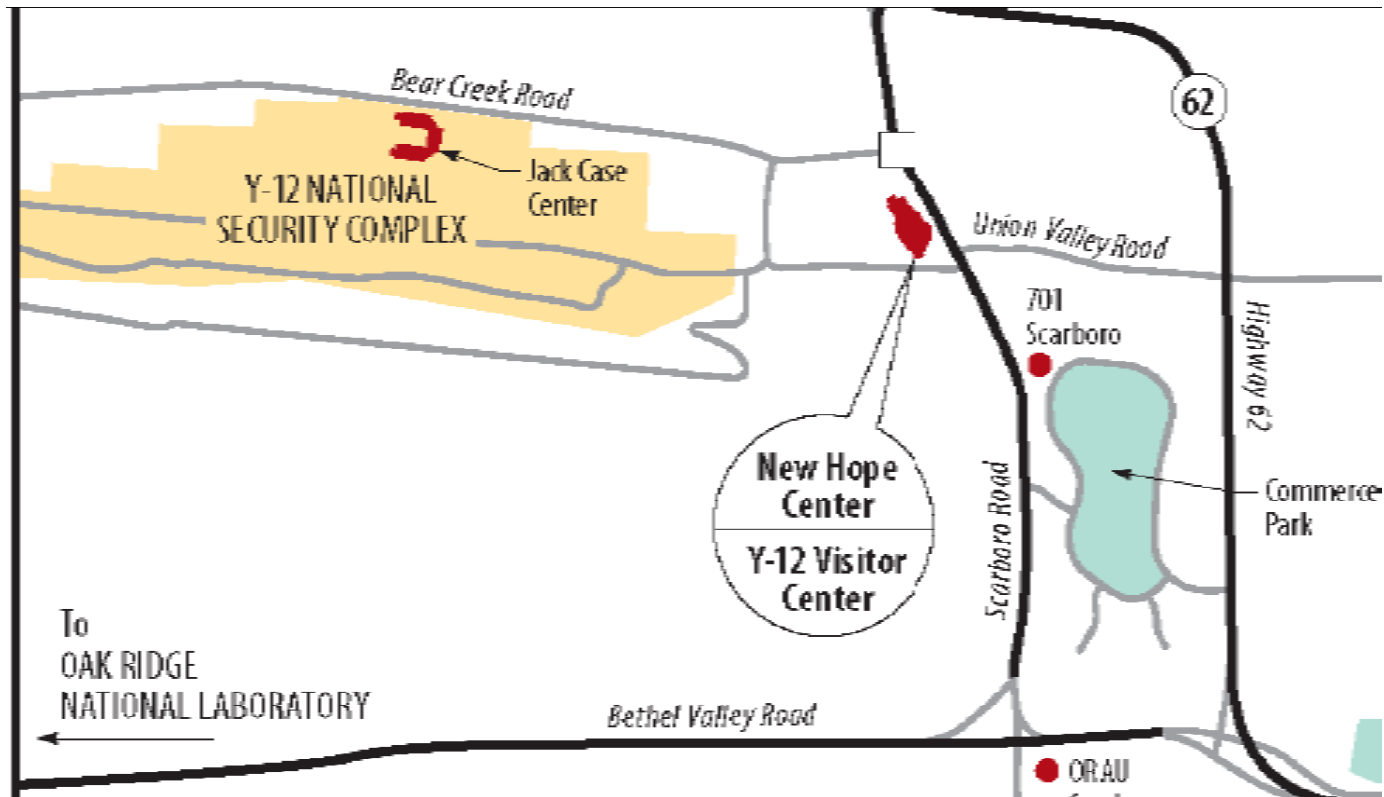
Enough wiring to stretch from Oak Ridge to Charleston, SC



# How Big is UPF?

**Gloveboxes: ~1,900 feet**

Enough to stretch from New Hope Center to the entrance to Commerce Park on Scarboro Road



# How Big is UPF?

**Concrete: ~126,000  
cubic yards**

Enough to fill a football field, including the  
end zones, 59 feet deep



# Mentor Protégé Philosophy

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- Small Business Protégé, Mike Twine, President of G2 Engineering

“It is difficult to say in just a few words the benefits received but I will attempt to sum it up with this well recited proverb –

‘Give a man a fish, you will feed him for the day.  
Teach a man to fish, and you will feed him for a  
lifetime.’”

## Current Status

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- Agreements with small businesses in socioeconomic categories including SDVOSB and HBCUs
- 11 small businesses
- 5 Historical Black Colleges and Universities, all to graduate in 2010
- Graduated 7 small business protégés in 2008
- Y-12 has subcontracted over \$40M to Protégés
- An estimated **65** Jobs have been created due to the Program
- Goal is to sign additional agreements in 2010, process to began within the month

## Y-12 Mentor Protégé Model

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- Allow for relationship development opportunities among Y-12 management team
- Provide training classes with a focus on primary business elements (i.e. business development)
- Growth opportunities to allow Protégé to increase overall capabilities and expertise
- Increase experience to allow Protégé to compete in other federal and commercial markets
- Provide experienced personnel to enhance the performance of Y-12's mission

# SPO Initiatives Supporting a Successful Program

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- Strategic Plan
- Standardized Agreements
- Mentor Protégé Program Manual
- Orientation Class to educate the Mentors and Protégés
- Quarterly Assessments
- Training Classes for Mentors and Protégés
- Annual Mentor Protégé Forum
- Regular In-Reach and Out-Reach Presentations

# Lessons Learned

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- Over committed Mentors
- Uncommitted Protégés
- Unrealistic Expectation on behalf of the Protégé
- Changes in personnel
- Lack of communication
- Selection Process most important
  - Look out for the following
    - Friends of friends
    - Capabilities mismatch
    - Businesses or organizations with minimum staff and infrastructure
    - Lack of local presence (there are exceptions)

## Current HBCUs Protégés

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- Alabama State University (*ASU*)
- South Carolina State University (*SCSU*)
- Tennessee State University (*TSU*)
- Fisk University
- Norfolk State University (*NSU*)

## Additional Information

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**For additional information visit:**

- **<http://www.y12.doe.gov/business/procurement/>**
- **<http://www.y12.doe.gov/business/procurement/subcontracting/forecast.php>**

## Contact Information

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