

# SRNS and You: Partnering for Success

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# SRS by the numbers

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SRS is owned by the  
U.S. Department of Energy.

**310**

**square-mile site**

Located near Aiken, S.C.  
on the Savannah River  
Covers 198,046 acres, including parts  
of Aiken, Barnwell and Allendale  
counties in South Carolina.



**\$2**

**billion annual budget**

**11,700**

**current employees**

(contractors and federal agencies)

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# Major SRS missions and programs

Nuclear Materials Management

National Nuclear Security Administration Programs

Savannah River National Laboratory

Liquid and Solid Nuclear and Hazardous Waste Management

Environmental Compliance and Area Closure



# SRS: One site, many entities

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**64% EM**  
Environmental Management

- Management, stabilization and disposition of nuclear materials
- Management and disposition of solid, liquid and transuranic wastes
- Spent fuel management
- Environmental remediation and cleanup

**29% NNSA**  
National Nuclear Security Administration

- Tritium operations and extraction
- Helium-3 recovery
- Nonproliferation support
- Uranium blending and shipping
- Foreign fuel receipts
- Surplus plutonium disposition
- Proposed future pit production planning

**7% WFO**  
Work for Others

- Other federal agencies
- Other DOE sites
- Private industry
- Other minor entities

## Who's at SRS?

### Savannah River Nuclear Solutions

Management and Operations;  
Savannah River National Laboratory

### Savannah River Remediation

Liquid Waste Operations

### Parsons

Salt Waste Processing Facility

### Centerra

SRS security

### University of Georgia

Savannah River Ecology Laboratory

### U.S. Forest Service– Savannah River

Federal entity

# The “Small City” of SRS

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To support operations, SRS maintains an infrastructure akin to that of a small city.



fire department and  
emergency services



medical  
facilities



230 miles of roads and  
first S.C. cloverleaf



water and  
electrical utilities



weather  
center



information technology  
networks



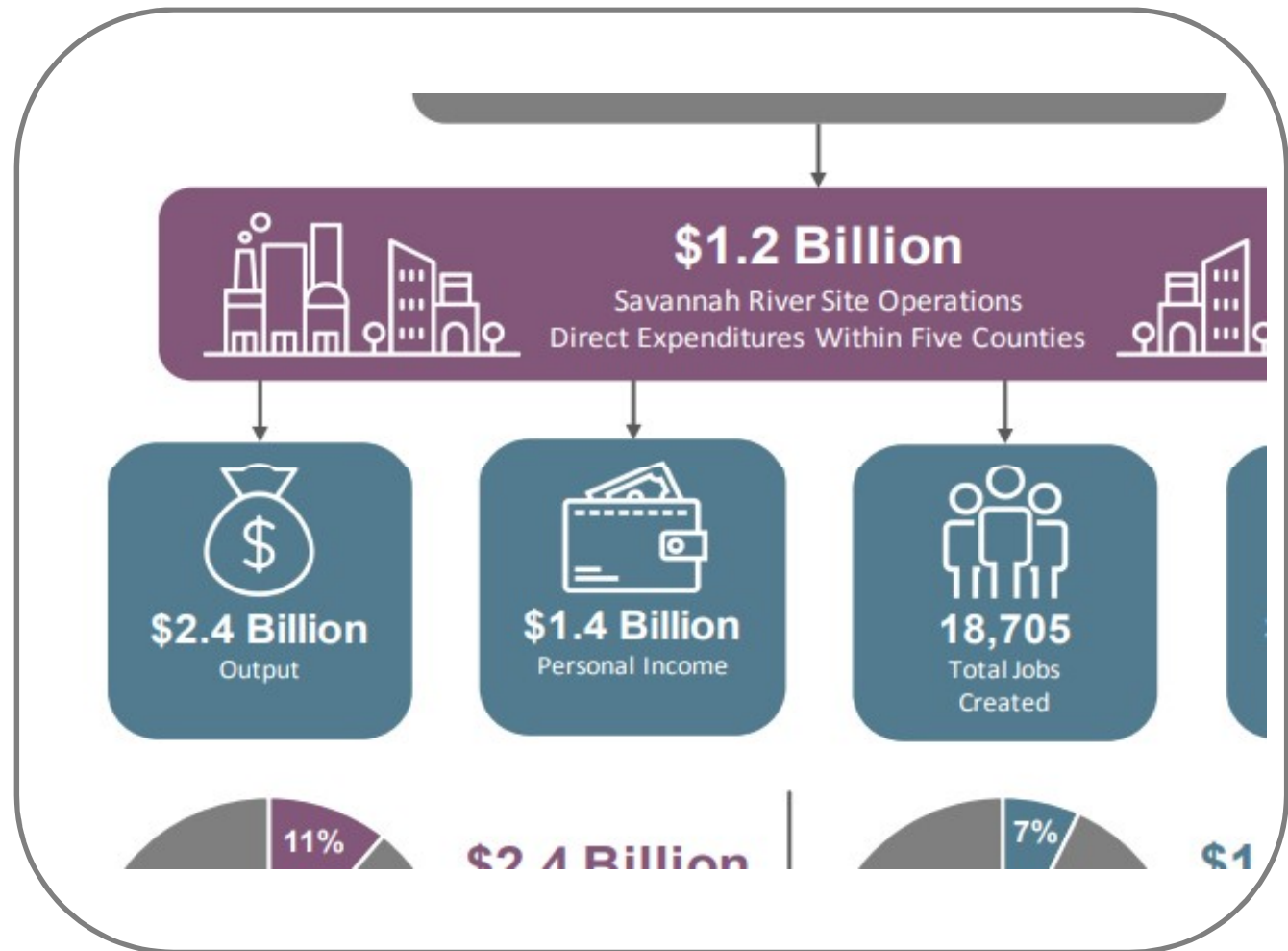
locomotive  
and train tracks



biofuels plant for  
power generation

# SRS Dollars: Significant Impact to the Local Area

Statistics from the  
SRS Community  
Reuse Organization's  
"SRS Economic  
Impact and  
Workforce  
Transition Study"  
August 2017



# Small Businesses Engagement

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- Make it easier to do business with SRNS
- Develop stronger relationships
- Drive collaboration with partners
- Continue to perform

## Optimize

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- Increase access
- Improve education of SCM processes
- Broader communication of opportunities
- Strengthen Advocacy

## Partner

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- Greater leadership in supplier diversity organizations
- Support SRS outreach efforts and engagement
- Greater collaboration with DOE-OSDBU
- Increased supplier conferences

## Develop

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- Position proteges to continue to enable Site missions
- Mature Protégé Center of Excellence
- Identify additional scopes for protégé engagement
- Select additional protégés

## Perform

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- Report the wins and maintain the gains
- Forecast and manage opportunity
- Targeted sourcing
- Communicate well and communicate often



# How To Do Business with SRNS (4 Easy Steps)

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Register in SAM: <https://www.sam.gov/portal/SAM/>



Reach out to the SRNS Small Business Programs Office at [supplierdevelopment@srs.gov](mailto:supplierdevelopment@srs.gov) and provide your capability statement with this communication



Refer to our website for opportunities and short-term subcontracting needs. [www.savannahrivernuclearsolutions.com](http://www.savannahrivernuclearsolutions.com)



Respond promptly and thoroughly to all solicitations

# Upcoming Opportunities

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- **Sitewide Fuel Storage Tank Maintenance**
- **Sitewide Maintenance and Repair of Uninterruptable Power Systems**
- **Sitewide Railroad Maintenance and Repairs (Rails)**
- **Software for Environmental Compliance**
- **Travel Management Service Provider**
- **Behavior Based Safety Platform Replacement**
- **Two Fabric Structures**

## Small Businesses are Key to Site Missions

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- SRNS strategy to execute largely depends on small business performance
- Forecasting and increase in Site missions



# Small Businesses Opportunities

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- **Our Small Business Program is Vital to Our Success**
  - SRNS employs a “Small Business First” policy
  - Small Business Team is an active participant in defining our sourcing strategy
  - Manager, Small Business Programs is your advocate
  - Manages key supplier relationships
  
- **SCM Procurement is Committed to Your Success**
  - Fully invested in finding and developing the right small business partners
  - Commitment to partnering with process owners

# How to Win at SRNS

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- **Learn the ins and outs of government contracting**
  - Prepare for the paperwork requirements
  - Keep certifications current
  - Comply with regulations and institute quality control procedures
  - Thoroughly review the solicitation and know the expectations!
- **Educate Yourself**
  - Safety and Security are critical to our mission
  - Learn our business
- **Identify how your company would fit into that business**
  - Similar core competencies
  - Unique business discriminator
  - Pinpoint your niche! Don't try to be all things to all people!

# How to Win at SRNS

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- **Be realistic regarding your capabilities and capacity**
  - Long term strategic relationships are built on performance
  - Deliver on your PO/Subk commitments (i.e. on-time delivery, quality, cost, documentation, etc.)
- **Communicate**
  - Always respond to RFPs/RFQs, even if you are not able to propose
  - Discuss your value and not your size status
- **Network!**
  - Use opportunities such as this conference to meet decision-makers
    - *Continue to build on the relationships that are established*
    - *Clearly articulate your value proposition!*

# Sustaining Performance

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- Manage your business
- Increasing value to SRNS
- Manage your reputation



# Manage Your Business

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- **Quality**
  - Compliance monitoring
  - Supplier scorecard (quality assurance and on-time delivery)
  - Internal Assessments
- **Speed**
  - Delivery
  - Responsiveness
- **Efficiency**
  - Continuously improving
- **Competitive Cost**
  - Quality, speed and efficiency improvements are realized in competitive-cost structure

# Manage Your Value

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- **Increasing value to SRNS**
  - Transparent communication
  - Competitive pricing strategies (cost savings)
  - Product and process innovations
  - Customer satisfaction
- **Managing your reputation**
  - Culture-respectful workplace
  - Reliability
  - Credibility
  - Safety
  - Environmental compliance



Savannah River  
**NUCLEAR SOLUTIONS**<sup>SM</sup>

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