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De-Mystifying Service Subcontracts
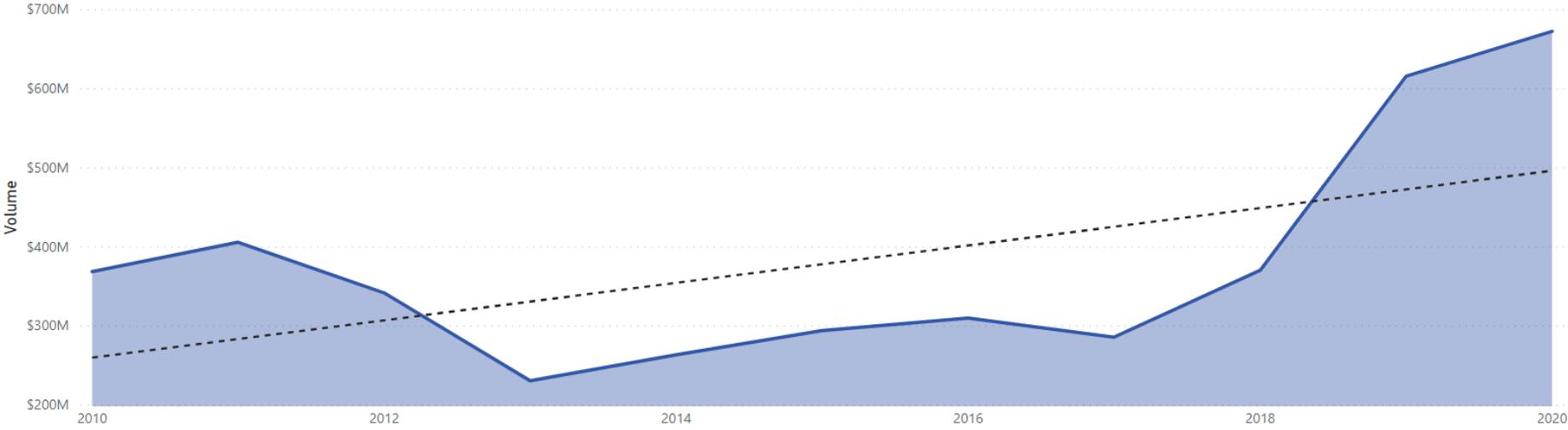
Idaho National Laboratory

What are Service Subcontracts?

- Any subcontract not for materials, including (but not limited to):
  - Construction
  - Engineered Items/Fabricated Items
  - Engineering services
  - Staff Augmentation
  - Professional Services (consulting, IM, project management, expertise, research, etc.)
  - Licensing and software, including product and implementation
  - University research
  - Infrastructure support (groundskeeping, cafeteria, maintenance, etc.)
  - Training
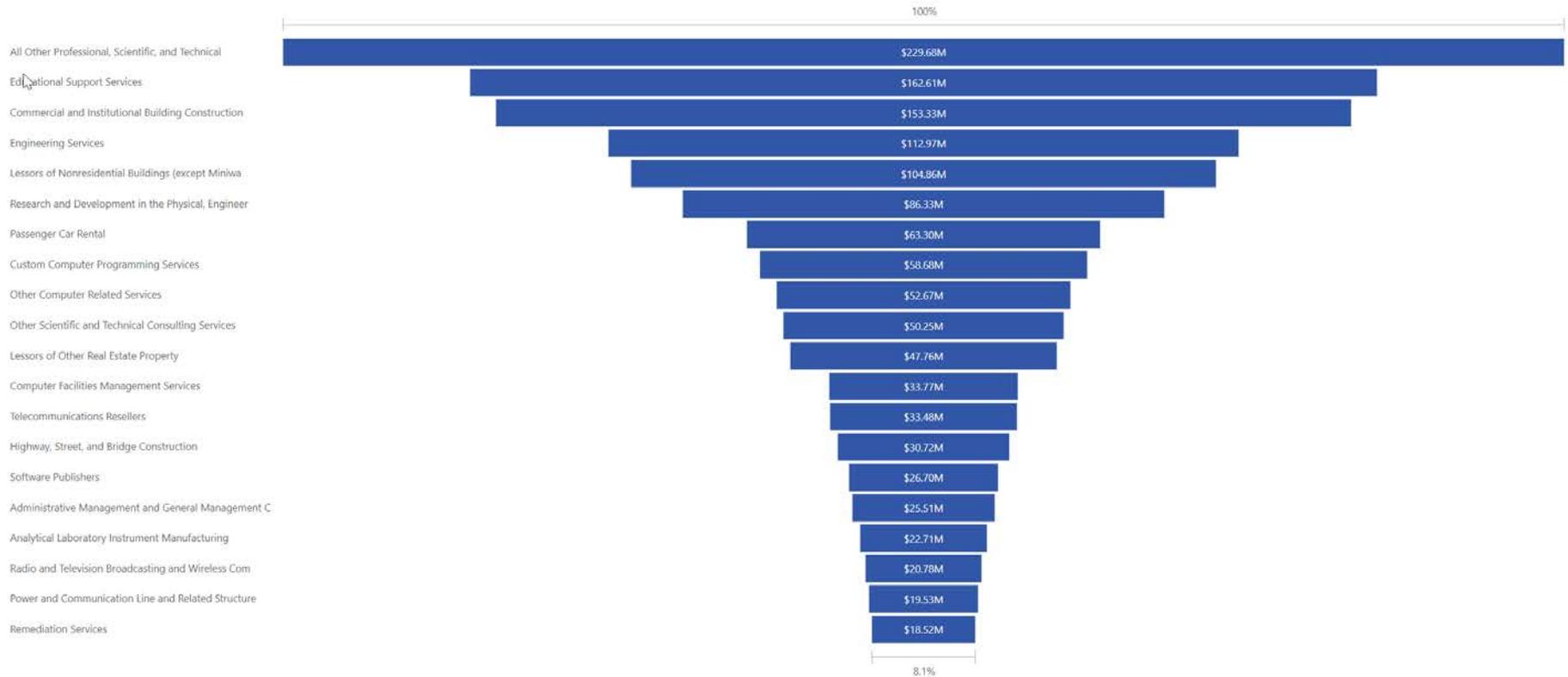 - Subscriptions
  - Leases
- VERY broadly defined

Services Volume and Types

Total Volume
$6.26bn

Services – Past Decade

Services Volume and Types – Top 20 NAICS

NAICS	Value
All Other Professional, Scientific, and Technical	$229.68M
Educational Support Services	$162.61M
Commercial and Institutional Building Construction	$153.33M
Engineering Services	$112.97M
Lessors of Nonresidential Buildings (except Miniwa	$104.86M
Research and Development in the Physical, Engineer	$86.33M
Passenger Car Rental	$63.30M
Custom Computer Programming Services	$58.68M
Other Computer Related Services	$52.67M
Other Scientific and Technical Consulting Services	$50.25M
Lessors of Other Real Estate Property	$47.76M
Computer Facilities Management Services	$33.77M
Telecommunications Resellers	$33.48M
Highway, Street, and Bridge Construction	$30.72M
Software Publishers	$26.70M
Administrative Management and General Management C	$25.51M
Analytical Laboratory Instrument Manufacturing	$22.71M
Radio and Television Broadcasting and Wireless Com	$20.78M
Power and Communication Line and Related Structure	$19.53M
Remediation Services	$18.52M

100%

8.1%

Examples of Services Subcontracts

- Education and training (computer training, public speaking, specific content, etc.)

- Resource efficiency programs

- 3D printing and modeling

- Mobile power station

- Strategic advisory and review committees

- Programmatic strategy support

- Video services

- Computer programming

- Relation support with Native Communities

- Staff Aug support

- Engineered items/fabrication

- Construction

- Infrastructure support (cafeteria, janitorial, engineering)

- Engineering

- Expert consultation in nuclear, energy, environmental

- Tech support, software installation, and licensing

- Maintenance

- Foreign travel support

- Hazardous transportation and route surveys

- Sample Analysis

- Drilling/seismic analysis/geotechnical survey

- Executive coaching

- Equipment rental

- Facility support (ATR, MFC, etc.) and related equipment

- University and other research support

How do we do service subcontracts?

- If applicable, the lab may develop an Expression of Interest for beta.sam.gov (formerly FedBizOps)

- Requests are submitted/approved by technical/program personnel for identified subcontract needs
  - Requests may identify a vendor or may not
  - Simplified acquisition threshold, other small business thresholds, specific DOE agreements, and noncompetitive justifications may be applicable

- Service Acquisitions solicits vendor(s) via Request For Proposal (RFP)

- RFP(s) are evaluated and contract negotiated

- Contract is awarded and managed by Service Acquisitions

- Final vendor evaluation is included following contract completion

How do we select Vendors?

- Expression of Interest identified interested vendors (less common, larger purchases) through beta.sam.gov (formerly FedBizOps)

- Request for Information (RFI) identified interested vendors (direct to vendor market research)

- Market research by technical/program and/or acquisitions

- Bid lists approved through Small Business Program Manager

- Noncompetitive basis
  - Identified by BEA and supported for niche areas/research/etc.
  - Simplified Acquisition threshold (considered competitive)
  - Other small business thresholds
  - Try to maximize competition, however

- FOCUS ON SMALL BUSINESS
  - Large business partnering with small business

How do we select Vendors – How can a vendor work for INL?

- Vendor Networking
  - With Acquisitions and Small Business Program Manager
  - Through Small Business fairs/opportunities
  - Through technical events/conferences/fairs
  - Within technical community (as applicable)
  - Amongst other vendors (teaming opportunities)

Types of Subcontracted Work

- Staff Augmentation – limited use
  - Supplement BEA/INL functions (administrative work, communications, engineering, information management, etc.)
  - Discourage use of Staff Aug unless truly necessary due to inherent risk (co-employment model of contracting)
  - More BEA directed work, less specific scope

- Managed Services
  - Cafeteria, Janitorial, IT Support, etc.

- Task Based Subcontract
  - Majority of subcontracted services
  - Discrete tasks and deliverables
  - Vendor directed work, more specific scope

Specific Services – Engineering

- Engineering services (drafting, civil, mechanical, etc.)
  - Generally, through competed RFPs (multi-year)
  - Small business focused
  - Partnering opportunities
- Engineered items/fabricated items
  - Nuclear Grade QL-1 (solicit those approved on INL QSL or others with NQA-1 programs that could get on QSL/perform work)
  - Commercial Grade Dedication QL-2 – Uncommon/As needed
  - Commercial Grade QL-3 (Typically solicit from a stable of regional/national shops with prior experience or that an INL representative has visited and vetted)
  - No QA Required QL-4: Open based on lead time and price
  - *Notes: Decisions may fall to the discretion of the procurement agent based on vendor shop load, capabilities, programmatic influences, and unique circumstances. There is little tolerance for error on these actions.

Specific Services – Construction

All Other Professional, Scientific, and Technical	$229.68M
Educational Support Services	$162.61M
Commercial and Institutional Building Construction	$153.33M

100%

- Work at INL site is subject to the Site Stabilization Agreement (SSA)
  - The SSA is a construction site labor agreement
  - For more information visit – sitelaborcoordinator.com
    - FAQs
    - Training available
    - Download copies of agreements
- Work in Idaho Falls and at INL site is subject to the Davis-Bacon Act
  - Prevailing wages and fringe benefits
  - Visit dol.gov/agencies/whd/government-contracts/construction

Specific Services – Staff Augmentation

- Used for services across laboratory, including but not limited to :
    - Admins
    - Engineering
    - IM
    - Communications
    - Project management

- Reduced emphasis on staff augmentation (additional hiring)

- Intent to reduce staff augmentation vendors (consolidate) as a risk mitigation strategy

Getting Started with INL

1 — **Obtain a Dun & Bradstreet (DUNS)**
- Soon to be a Unique Identifier assigned by the System for Awards Management

2 — **Obtain Employer Identification Number (EIN) from the Internal Revenue Service**

3 — **Small businesses MUST complete registration in the System for Awards Management** *(SAM.gov)*
- Soon all businesses will have to be registered in SAM

4 — **Complete company registration in the INL vendor portal** – *(vendor.inl.gov)*

5 — **Forward line card or capability statement to Small Business Office** – *small.business@inl.gov*

Questions?