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SRNS Supplier Conference: Providing Small Businesses Big Opportunities

AIKEN, S.C., (May 24, 2018) – Savannah River Nuclear Solutions (SRNS), partnering with the Georgia Minority Supplier Development Council, recently demonstrated to local small business owners how to obtain contracts at the Savannah River Site (SRS) that would lead to the purchase of goods and services by SRNS personnel.

According to SRNS Procurement Director Jay Johnson, the decision to pursue contracts at SRS can be imposing. To help remove potential barriers, SRNS Procurement officials have a process in place to coach and lead small businesses to a potentially long-term, successful relationship with buyers at SRS.

During the half-day conference, attendees were also offered one-on-one time with SRNS buyers to obtain answers to questions and gather advice directly related to each vendor's specific needs.

“Today's event has been exceptional,” said Carla Doleman, Chief Executive Officer, DJG Chemical, Inc. “I've been impressed with the depth of information provided because it really takes a lot of time, money and vested interest to grow small businesses. We received a detailed roadmap as to what they are looking for now and in the future, and that's a rare thing.”

For SRNS Procurement, being an advocate for the small business



GPK, Inc. Managing Partner Teresa Bright quizzes SRNS Buyer Chandra Martin on how the construction services of a small business could potentially benefit the Savannah River Site.

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community included holding 11 conferences, fairs and expos last year. “We’re on pace to offer even more this year,” said Johnson.

“As anyone knows, particularly in construction, contracting with the government is a very detailed process,” said Teresa Bright, Managing Partner, GPK, LLC, a construction services firm based in Augusta, Ga. “Just in terms of actually meeting with the buyers, getting to these decision makers has been extremely beneficial.”

“I’d also like to offer my thanks to the Georgia Minority Supplier Development Council (GMSDC) for working with a South Carolina company to help Georgia minority business enterprises. They really try to ensure small businesses are successful,” added Bright.

Johnson explained that one of their primary procurement objectives is to become a leader in the Department of Energy complex regarding small business advocacy. “An important bridge towards accomplishing this goal is linking up with other organizations such as the GMSDC. One of the things we measure is how many new opportunities we provide to suppliers, especially in the Georgia-South Carolina region,” he said. “So, we want to continue to infuse new suppliers to the site. They bring new technologies and new ideas. It’s a continuous process for us.”

The GMSDC is the state of Georgia’s leading small business development and supplier diversity organization. Their core function is to certify Minority Business Enterprises, help them develop the capacity required to contribute to global supply chains, and then facilitate partnerships with corporations and governments looking for their services.

Savannah River Nuclear Solutions is a Fluor-led company whose members are Fluor Federal Services, Newport News Nuclear and Honeywell, responsible for the management and operations of the Department of Energy’s Savannah River Site, including the Savannah River National Laboratory, located near Aiken, South Carolina.

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