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Small Business eNewsletter



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MESSAGE FROM THE BSII SMALL BUSINESS PROGRAM MANAGER

Welcome to the Fall issue of our Small Business Newsletter. It gives us a way to promote our program with all of you, highlight small business activities and accomplishments on our projects, and increase the visibility of our Small Business Program advocates.

Please send us your ideas and suggestions for future issues. I would like to also feature small businesses you have been working with that you think are doing an excellent job, interesting small business articles and pictures, and small business outreach events you have attended this year.

Please contact us smallbiz@bechtel.com. We would love to hear from you and welcome your feedback!



FALL SMALL BUSINESS OUTREACH EVENTS

September		
National HUBZone Conference	Fairfax, Va.	September 9-10
Annual Native American and Veteran Business Conference	Tulalip, Wash.	September 9-10
October		
GACO – Government Agency Procurement Fair	Mars (Pittsburgh), Pa.	October 23
November		
ETEBA – Energy, Technology and Environmental Business Association Conference	Knoxville, Tenn.	November 12-14

Advocate Chat — Featured Small Business



Bechtel Marine Propulsion Corporation (BMPC) nominated **McFarland Technology Inc.** of Murrysville, Pa., for a FY2012 U.S. Department of Energy (DOE) Secretarial Small Business Award.

McFarland, a woman-owned small disadvantaged business, provides custom computer programming services to BMPC. The company was introduced to BMPC through the U.S. Small Business Administration.

McFarland entered into a mentor-protégé (M-P) agreement

with BMPC under the DOE Mentor-Protégé Program. The M-P agreement ran from November 2009 through November 2011. McFarland used its M-P experience to gain a sound understanding of the role and mission of BMPC in support of DOE mission objectives and requirements.

Throughout and subsequent to the M-P agreement with BMPC, McFarland has provided IT programming and business analyst support, for which BMPC nominated the company for the award. BMPC project managers have commended McFarland in several areas:

- As president of McFarland Technology Inc., Barbara McFarland is personally involved in vetting candidates for BMPC projects. The quality of candidates submitted for consideration reflects the thorough recruiting process and attention to detail that Barbara provides. Candidates submitted for consideration not only have the requisite programming and analytical skills, but they also have an understanding of the project work scope and the unique requirements associated with work at a DOE facility.
- McFarland personnel demonstrate strong technical skills and can execute work requirements with minimal

supervision.

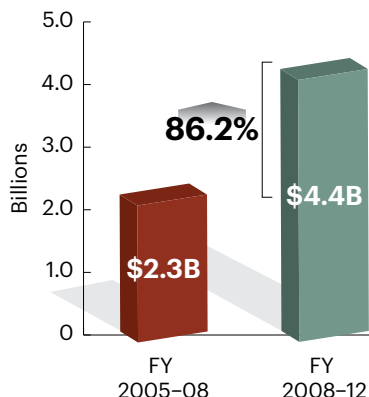
- McFarland personnel are able to work with imprecise functional specifications. In these instances, McFarland personnel have shown an ability to visualize the end results desired by BMPC and have provided creative and perceptible solutions to complex processes.
- McFarland is a cooperative and flexible subcontractor. As a service provider, it anticipates customer needs and quickly responds to changes in work scope.
- Barbara McFarland regularly works with staff assigned to BMPC to develop technical skills, align McFarland business objectives with BMPC project objectives, and address customer needs.
- McFarland Technology has demonstrated a willingness to learn, and has pursued every opportunity to grow its business. McFarland's work reflects an attention to detail, contract compliance, and a pursuit of objectives that closely aligns with customer needs. McFarland has proven to be a valuable BMPC subcontractor and has served to further DOE's mission objectives and requirements.



Left to right: Haniff Murray, Dorothy Knights, Elliott Levenson, Barbara McFarland, Charles Jefferson

Hispanic Heritage Month

As we observe Hispanic Heritage Month from Sept. 15 to Oct. 15, it is important to recognize the many contributions that Hispanic-owned businesses have made to the U.S. economy.



Bechtel Supplier and Contractor Portal

Our secure site for suppliers and contractors to register and do Business with Bechtel

www.supplier.bechtel.com





Department of Energy

Washington, DC 20585

November 18, 2013

Ms. Barbara McFarland
President
McFarland Technology Inc.
4395 Old William Penn Highway
Murrysville, Pennsylvania 15668

Dear Ms. McFarland:

The U.S. Department of Energy relies on a vast network of small businesses around the country and has made our “small business first” policy a focal point in the Department’s mission and execution. The Department is strongly committed to ensuring that small businessmen and women have a fair opportunity to compete for contracts and subcontracts – providing crucial services to the government and the American people.

The Office of Small and Disadvantaged Business Utilization (OSDBU) recognizes a limited number of small businesses, based upon nomination from our small business program managers throughout the Department. The nominations criteria were:

1. Creative or unique solutions to DOE requirements.
2. Extraordinary customer service, and/or significant value (schedule and budget related).

The Department realizes it is time to recognize you for the commitment and excellent services you provide. Small businesses are essential to the effective operation of the National Laboratories and other facilities. The Department takes this opportunity to say thank you for the tireless work in support of our mission.

Enclosed please find a certificate of appreciation for loyal commitment and service to the Department of Energy’s mission.

Sincerely,

John Hale III

Director
Office of Small and Disadvantaged
Business Utilization

cc: Robert Dalton

Attachment

