

*Exceptional service in the national interest*



# Sandia National Laboratories

*How to do Business with SNL & Forecasted Opportunities*

National 8(a) Association 2016 Summer Conference



*Marie Myszkier, Supplier Diversity Advocate*

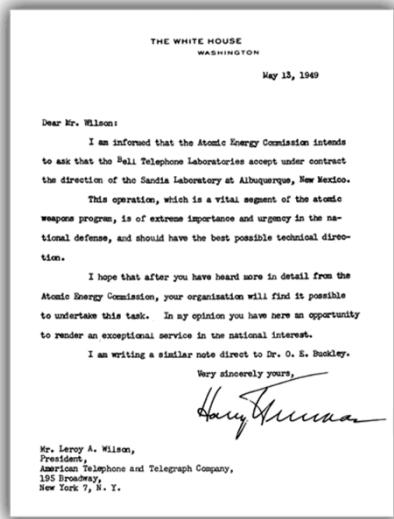
*Supply Chain Risk Management & Supplier Diversity Department*

*June 14 – 15, 2016*



Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL85000. SAND No. 2016-0652C

# Sandia's History



Government owned, contractor operated



# Governance Structure

## Sandia Corporation

- AT&T: 1949 – 1993
- Martin Marietta: 1993–1995
- Lockheed Martin: 1995–present
- Existing contract expired: March 31, 2014
- Two-year contract extension: April 30, 2016
- One year option to extend: April 30, 2017



Federally funded  
research and development center

# Sandia's Sites



*Albuquerque, New Mexico*



*Livermore, California*

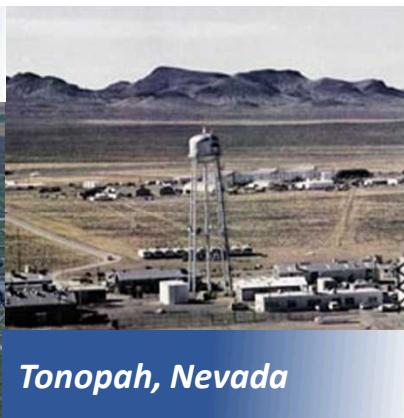
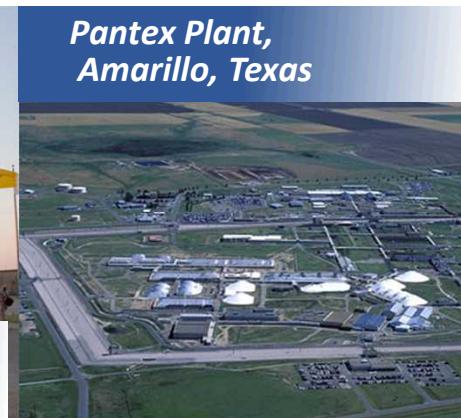


*Kauai, Hawaii*



*Waste Isolation Pilot Plant,  
Carlsbad, New Mexico*

*Pantex Plant,  
Amarillo, Texas*



*Tonopah, Nevada*

# Our Business

## Core purpose

To help our nation secure a peaceful and free world through technology



## Highest goal

To become the laboratory that the United States turns to first for technology solutions to the most challenging problems that threaten peace and freedom for our nation and the globe



## Our Core Values

- Serve the nation
- Deliver with excellence
- Respect each other
- Act with integrity
- Team for great results



# National Security Missions

**Jill M. Hruby**

President and Laboratories Director  
Sandia National Laboratories

*"Sandia National Laboratories is committed to partnering with qualified, diverse small business suppliers who assist us in achieving our national security mission. Our relationship with the small business community contributes to furthering the economic prosperity of New Mexico and our country."*

## Nuclear Weapons

Sandia's primary mission is ensuring the U.S. nuclear arsenal is safe, secure, reliable, and can fully support our nation's deterrence policy.



## Defense Systems & Assessments

We provide technical solutions for global security by engineering and integrating advanced science and technology to help defend and protect the United States.



## Energy, Climate, & Infrastructure Security

Sandia enhances the nation's security and prosperity through sustainable, transformative approaches to our most challenging energy, climate, and infrastructure problems.



## International, Homeland & Nuclear Security

We provide the most effective and efficient technologies and enterprise-level solutions to the nation's highest-priority risks associated with weapons of mass destruction and catastrophic incidents.



## Research Foundations

Committed to science with the mission in mind, Sandia creates innovative, science-based, systems-engineering solutions to our nation's most challenging national security problems.



# Our Economic Impact – FY2015

## ■ National Impact

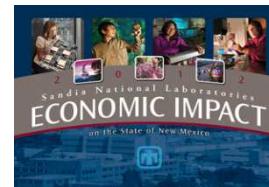
- Contract Related Payments: \$982,762,000
- Total Small Business Payments: \$519,330,000 (53%)
- Other Than Small Business Payments: \$463,432,000
- Procurement Card Purchases: \$ 77,846,000
- Corporate Tax: \$74,148,000

## ■ New Mexico Impact

- Contract Related Payments: \$381,884,000
- Total Small Business Payments: \$258,970,000 (68%)
- Other Than Small Business Payments: \$122,914,000
- Procurement Card Purchases: \$13,289,000
- Corporate Tax: \$69,553,000

## ■ California Impact

- Contract Related Payments: \$125,517,000
- Total Small Business Payments: \$83,794,000 (67%)
- Other Than Small Business Payments: \$41,723,000
- Procurement Card Purchases: \$16,443,000
- Corporate Tax: \$3,348,000



\* Note: Spend Dollars

# Socioeconomic Goals & Accomplishments

## FY2015

### Small Business Goal & Actual

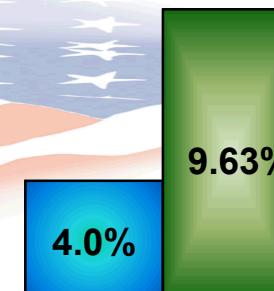
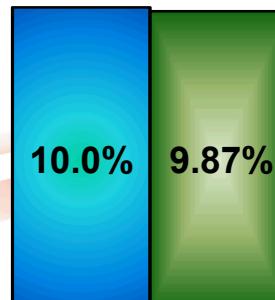
■ Goal FY15 ■ September, FY15

52.0%

50.63%

### Small Business Sub-Categories Goals & Actuals

■ Goal FY15 ■ September, FY15



\* Note: Obligated Dollars

# Socioeconomic Goals & Accomplishments

## FY2016

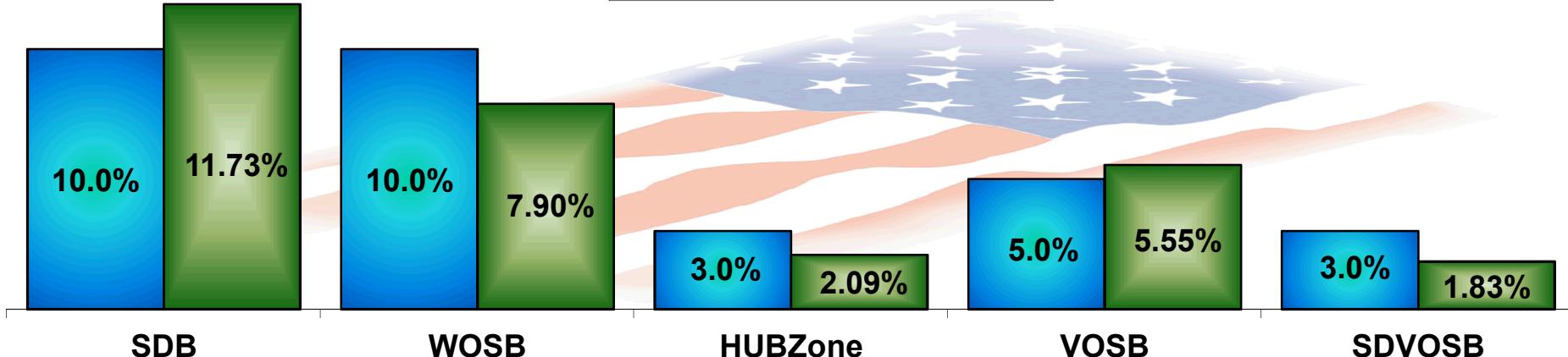
### Small Business Goal & Actual

■ Goal FY16 ■ April, FY16



### Small Business Sub-Categories Goals & Actuals

■ Goal FY16 ■ April, FY16



\* Note: Obligated Dollars

## Where Do We Find Suppliers

- Business Opportunities Website (BOW)
- Connections
- Industry / Program Specific 'Day'
- Local and National Conferences
- Dynamic Small Business Search (DSBS)
  - <http://dsbs.sba.gov/dsbs/search/dsp.dsbs.cfm>
- System for Award Management (SAM)
  - [WWW.SAM.GOV](http://WWW.SAM.GOV)
- Women's Business Enterprise National Council (WBENC)
  - <HTTP://WWW.WBENLINK.ORG>
- Veteran Owned Business
  - [WWW.VIP.VETBIZ.GOV](http://WWW.VIP.VETBIZ.GOV)



## What Sandia Looks for in our Suppliers

- The ability to demonstrate sustained high performance in cost, quality, safety, and on-time delivery
- Innovation and responsiveness
- Customer focused
- Financially healthy and lean
- Product and service leadership within their industry
- Shared commitment to mission success able to assist Sandia in achieving our national security mission.

# Sourcing

# Sandia's Expectations of our Suppliers

- Do Your Research
  - Is Sandia your market?
  - Know who we are
  - Know what we buy
  - Know how we buy
- Sell Your Capabilities
  - Identify your “uniqueness,” technical expertise, safety record, business acumen, financial strength, quality systems, and prior experience(s)
- Supply Best Value
  - Ensure customer satisfaction, provide quality products/services, and continuous improvement
- Make Contact
  - Network, forge relationships, build trust, be persistent, and be patient

# Thoughts from Sandia's Buyers



## DO YOUR RESEARCH

- Explore the “Doing Business with Sandia” website [www.sandia.gov](http://www.sandia.gov) and also learn as much as possible about Sandia on that website – it is a wealth of information.
- Understand the Sandia environment.... Suppliers need to study the Sandia website and anything else on Sandia to understand our world.
- Contractors need to realize that the Sandia standard is typically a lot higher than that of private industry or industry practice in New Mexico...and that the standards apply to everything we do.

## SELL YOUR CAPABILITIES

- Suppliers and their personnel need to obtain certifications in ***the areas where they work***, (i.e. ISO 9000, ISO 14000, AS 9100, ISO 27000, PMP).
- Offerors cannot assume that we know their story, or may give them additional opportunities to tell their story.

# Thoughts from Sandia's Buyers



## SUPPLY BEST VALUE

- Businesses need to understand that in many cases we are looking for best value, and that there is a big difference in reasonable price versus lowest price possible.
- In order to get business, the contractor must be better than we are at doing the work in terms of cost, quality, efficiency....We are not going to contract for services that are available using internal resources.
- Small businesses can often beat out large businesses if they are more agile, less bureaucratic etc. , and are willing to team with other small businesses, large businesses and educational institutions to provide the necessary capabilities.

## RESPONDING TO RFQ'S

- In proposals, poor organization, incomplete answers, spelling and grammatical errors can doom a proposal. Suppliers cannot make their proposal look like a giant Easter-egg hunt.
- In responding to the BOW and RFQs, carefully read the Sandia requirements and respond completely. Do not parrot the question, or state that you will answer later.

# Thoughts from Sandia's Buyers



## SANDIA CONTRACTORS

- For existing suppliers to Sandia, what was acceptable in the past may not be acceptable in the future.
- Existing suppliers need to guard against complacency as their competition will work harder to get their contract.
- Pay attention to the transportation instructions.
- Ensure prompt payment by registering on [einvoice@sandia.gov](mailto:einvoice@sandia.gov)
- Pay attention to requested delivery date and if you are going to be late let the SCR know.
- Ensure you are compliant with all necessary registrations (SAM, AEA, Quality Ratings, Sandia iSupplier).
- DO NOT perform any work or ship any product without a purchase order or P-card.
- If a contractor receives an auditable contract TM/LH, CR, and some others. **They will** (not maybe) **be audited**. Also, records must be maintained for at least 3 years after final payment and that's generally measured from the final Audit.
- Read all terms and conditions carefully including both sections and any referenced documents and clauses.

# Supply Chain Risk Management

## Supplier Considerations



- Start thinking about how your company might be vulnerable to cyber threats that would compromise the quality of deliverables.
  - Where are the handoffs and storage of electronic files?
- Self-assess your quality control processes—
  - Can they detect design defects?
  - Could they detect a threat that is the result of cyberattack?
- What about your lower tier suppliers?
  - What is your process to detect and defend against suspect/counterfeit parts?
- The future may bring more scrutiny on foreign ownership and foreign influence on suppliers, and increased monitoring of suppliers and an expectation for assurance activities from suppliers.

# How to Find Sandia Business Opportunities



- At the Business Opportunities Website (BOW)
  - Website: [https://supplierportal.sandia.gov/OA\\_HTML/snl/AbstractQuery.jsp](https://supplierportal.sandia.gov/OA_HTML/snl/AbstractQuery.jsp)
  - Not required to post to FedBiz Ops
- Opportunities list potential contracting opportunities for products and services
- Opportunities are listed in accordance with the North American Industry Classification Codes (NAICS)
- Enables firms to identify contracting opportunities to supply their products & services to SNL
- Buyers are required to post opportunities to the SNL Business Opportunities Website
  - Competitive requirement of > \$150K or,
  - Sole-Source requirement of > \$500K
- Sole-Source Contracting Opportunities
  - Internal posting only
  - SBUD has access to and may suggest additional suppliers
- Buyers are highly encouraged to use this website for procurements outside the threshold
  - If they want to find additional viable sources or If they want to break a sole-source



# Business Opportunities Website (BOW)



Sandia National Laboratories [iSupplier Portal](#) [Close](#)

## Sandia Business Opportunities Website

### Sandia Business Opportunities Summary Page

This table contains all posted Sandia business opportunities. Click the ID link in the first column to view details or to request an RFQ. Click a column header to sort by that column. The opportunity expires at midnight on the Posting Close date. See important info at bottom. [Return to Doing Business with Sandia](#).

ID	Buyer Email	NAICS	Title	Est. Value	Posted	Posting Close	Competition Type
<a href="#">664430</a>	mendre@sandia.gov	562111: Solid Waste Collection	Waste Assessment		27-May-2016	10-Jun-2016	Competitive
<a href="#">667423</a>	wvoldst@sandia.gov	333314: Optical Instrument and Lens Manufacturing	3D Macroscope		27-May-2016	10-Jun-2016	Competitive
<a href="#">668402</a>	nlmorer@sandia.gov	335999: All Other Miscellaneous Electrical Equipment and Component Manufacturing	Integrated Facilities Warehouse for Bldg. 954	\$16,000,000 - \$19,000,000	27-May-2016	20-Jun-2016	Competitive
<a href="#">666411</a>	sreeder@sandia.gov	333314: Optical Instrument and Lens Manufacturing	Off-Axis Beam Homogenizer		25-May-2016	08-Jun-2016	Competitive
<a href="#">661396</a>	pswitt@sandia.gov	335999: All Other Miscellaneous Electrical Equipment and Component Manufacturing	High Voltage Amplifier		21-May-2016	04-Jun-2016	Competitive
<a href="#">660379</a>	gwilder@sandia.gov	333415: Air-Conditioning and Warm Air Heating Equipment and Commercial Kitchen Range Equipment	Wall Mounted Heat Pumps		19-May-2016	02-Jun-2016	Competitive
<a href="#">640371</a>	ajborz@sandia.gov	333242: Semiconductor Machinery Manufacturing	Metal liftoff tool		18-May-2016	01-Jun-2016	Set-Aside - Small Business (SB)
<a href="#">659386</a>	ketrace@sandia.gov	334517: Irradiation Apparatus Manufacturing	High Current Output X-Ray Machine		17-May-2016	31-May-2016	Competitive
<a href="#">659375</a>	pwilli@sandia.gov	541712: Research and Development in the Physical, Engineering, and(0)	Automated/Assisted Threat Recognition Algorithms		17-May-2016	04-Jun-2016	Competitive
<a href="#">659384</a>	pswitt@sandia.gov	334413: Semiconductor and Related Device Manufacturing	Sapphire Wafers		17-May-2016	31-May-2016	Competitive
<a href="#">659371</a>	pwilli@sandia.gov	541712: Research and Development in the Physical, Engineering, and(0)	Graphical User Interface		17-May-2016	04-Jun-2016	Competitive

### Sandia Business Opportunities Website Disclosure

The Business Opportunities Website promotes current contracting opportunities at Sandia National Laboratories ("Sandia") for qualified, capable firms to supply their products and services in support of Sandia mission objectives. Contracting opportunities are listed in accordance with the North American Industry Classification System. See [NAICS](#). To be notified whenever a new contracting opportunity is posted, please visit the [Open My Requests Page](#). To open a draft request you created earlier or to review a request you submitted earlier, visit the [Sandia Opportunities Email Subscription Page](#)

Please note the following:

- Sandia is required by federal law and its prime contract with DOE to obtain socioeconomic and business classifications. If you request an RFQ for a given opportunity, you will be asked questions about your status as a small business. To be considered small, you must be registered in the System for Award Management ([SAM](#)) for the NAICS associated with that opportunity and meet the required [Business Size Standard](#) as established by the Small Business Administration. If you click the SAM link, please ignore the certificate error and continue to the website.
- Major revisions or cancellations may occur with contracting opportunities.
- Sandia reserves the right to change the competition type from Competitive to Set-Aside prior to the release of the Request for Quotation (RFQ).
- If capability information is requested with your response, be advised that Sandia will not issue your organization a Request for Quotation unless you submit clear and convincing information that your organization has the necessary relevant experience, can fulfill the requirements of the statement of work and can meet each mandatory requirement. If you do not adequately address each, and the Sandia Buyer does not have information indicating otherwise, the presumption will be that your organization is not a viable competitor. In any case, the Sandia Buyer is the final arbiter on who receives an RFQ.
- Advertising or marketing information submission is prohibited on this site.

Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the National Nuclear Security Administration of the U.S. Department of Energy under contract DE-AC04-94AL85000.



# Business Opportunities Website (BOW)



## Sandia Business Opportunities Website

### Sandia Opportunities Email Subscription Page

[Back to Business Opportunities Summary Page](#)[Subscribe](#)[Unsubscribe](#)

Enter your email address and click the Subscribe or Unsubscribe button to add or remove your email from the opportunities mailing list. If you subscribe to the list, you will receive an email each time a business opportunity is posted or updated.

\* Contact Email



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660379	gwilder@sandia.gov	333415: Air-Conditioning and Warm Air Heating Equipment and Commercial	Wall Mounted Heat Pumps	19-May-2016	02-Jun-2016	Competitive
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# Business Opportunities Website (BOW)



**Sandia National Laboratories** [iSupplier Portal](#)  [Close](#)

**Sandia Business Opportunities Website**

**Sandia Business Opportunities Summary Page**

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ID	Buyer Email	NAICS	Title	Est. Value	Posted	Posting Close	Competition Type
<a href="#">664430</a>	mdendre@sandia.gov	562111: Solid Waste Collection	Waste Assessment		27-May-2016	10-Jun-2016	Competitive

**Opportunity Details Page**

[Back to Business Opportunities Summary Page](#) [Request RFQ](#) This section displays all the information published about this opportunity. Sandia reserves the right to change the competition type from "Competitive" to "Set-Aside" prior to the release of the Request for Quotation (RFQ). Click the "Request RFQ" button to enter your company information and submit a request to receive the RFQ. Click the "Back to Business Opportunities Summary Page" button to return to the list of opportunities. Sandia is required by federal law and its prime contract with DOE to obtain socioeconomic and business classifications. If you request an RFQ for a given opportunity, you will be asked questions about your status as a small business. To be considered small, you must be registered in the System for Award Management (SAM) for the NAICS associated with that opportunity and meet the required [Business Size Standard](#) as established by the Small Business Administration. If you click the SAM link, please ignore the certificate error and continue to the website.

ID	664430	NAICS	562111: Solid Waste Collection
Posted	27-May-2016	Bus. Size Standard	38500000
Posting Close	10-Jun-2016	Est. Period of Performance	4 MONTHS
Est. RFQ Open Date	27-May-2016	Competition Type	Competitive
Est. Award Date	20-Jun-2016	Est. Value of Contract	
Buyer Email	<a href="mailto:mdendre@sandia.gov">mdendre@sandia.gov</a>		
Title	Waste Assessment		

**Opportunity Statement of Work**

The Contractor shall collect and assess waste at designated, agreed upon times from each of two designated buildings near the origin of the waste. The two buildings to be assessed are adjacent to each other. One week's worth of each building's waste will be segregated into categories by material type, and measured for weight in pounds with percent of the whole. The output for completion of the contract will include a data table for each building. A calibrated scale shall be used for the weighing. Once complete, the segregated wastes will be bagged as practical, and turned over to Sandia representatives for recycling or disposal. No waste will be released to the environment. Field work for this contract is to happen over a mutually agreeable period.

Categories of waste shall include the following

- 1) Non-allowables including liquids, batteries, electronics.
- 2) Recyclable Paper
- 3) Plastic Rigid
- 4) Plastic Foams
- 5) Plastic Films
- 6) Metals
- 7) Glass
- 8) Compostables



# Business Opportunities Website (BOW)



iSupplier Portal

Close

Sandia Business Opportunities Website

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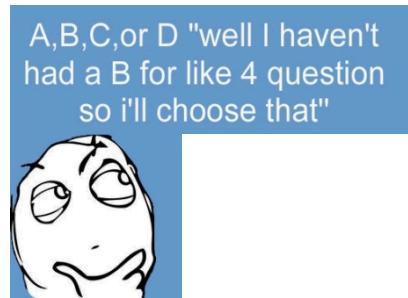
### Opportunity Requirements

This section displays all requirements associated with this opportunity. If you request an RFQ, you will be asked to address each of these requirements.

Section	Requirement
MINIMUM MANDATORY REQUIREMENTS	1. Offeror shall have a minimum of three (3) years waste management experience.
MINIMUM MANDATORY REQUIREMENTS	2. Offeror shall have one of the following certifications: New Mexico Solid Waste Facility Operator or New Mexico Recycling Facility Operator.
MINIMUM MANDATORY REQUIREMENTS	3. Offeror shall have an office located in New Mexico.
MINIMUM MANDATORY REQUIREMENTS	4. Contractors performing work must be able to pass a federal background check for site access. Vehicle operators shall have a valid driver's license, signed vehicle registration, and proof of insurance.
SUPPLIER REGISTRATION REQUIREMENTS	OFFEROR REGISTRATION. Offerors must be registered in Sandia's iSupplier Registry prior to the BOW Posting Close Date. Information on registering to be a supplier with Sandia may be found at: <a href="http://www.sandia.gov/working_with_sandia/procurement/potential_suppliers/becoming_supplier.html">http://www.sandia.gov/working_with_sandia/procurement/potential_suppliers/becoming_supplier.html</a> . For assistance with this process please contact <a href="mailto:SupReg@sandia.gov">SupReg@sandia.gov</a> .
SUPPLIER REGISTRATION REQUIREMENTS	SYSTEM FOR AWARD MANAGEMENT. Offerors must register or be registered with the General Services Administration (GSA) System for Award Management (SAM) website at <a href="http://www.sam.gov">www.sam.gov</a> prior to the BOW posting close date specified above.

# How to Respond to Business Opportunities

- Respond to sources sought through the Business Opportunities Website (BOW) portal
- Answer ALL Questions
- Follow Buyer Instructions
- Make sure your company is registered in SAM
  - BOW NAICS is listed in your profile
  - Socioeconomic information is complete
  - Reps and Certs document is attached in your profile



**Review Representations & Certifications**

[Download FAR Report](#)





# **Business Opportunities Website (BOW)**

## **Current Postings**

# Supplier Diversity Advocates

## What We Provide

- **Sourcing:**

- Seek Out and Identify Capable, Qualified Suppliers
- Acquisition Planning Strategies
- Provide Sources for Set-asides, Competitive Contracts, BOW Postings



- **Connections:** Connect qualified capable suppliers with SNL Buyer and End Users

- Discuss supplier capabilities, products and services, Sandia mission requirements, statements of work, program schedules and forecasted business opportunities



- **Supplier Community Forums, Engagement with Supplier Community and Outreach Activities:**

- Economic Impact Summit, Town Hall Meetings
- Participation in numerous Chambers of Commerce, Business Development Organizations and Business Trade Associations
- Local, Regional & National Conferences

- **In-Reach Activities:**

- Procurement and Line Organizations



- **Recognition & Rewards for Utilization of Small Businesses**

- **Review, Approve & Monitor Subcontracting Plans**

- **Awareness of Corporate Socioeconomic Goals**

- **Supplier Diversity Guidance on Contract, Policy & Procedural Compliance**



# Supplier Diversity Advocates

## How Are We Structured



### Socioeconomic Category

- Patricia Brown
  - Woman Owned Small Businesses
  - Economically Disadvantaged Woman Owned Small Businesses
- Eric Lochausen
  - Veteran Owned Small Businesses
  - Service Disabled Veteran Owned Small Businesses
- Marie Myszkier
  - Small Disadvantaged Businesses/8(a)'s
  - HUB Zone Small Businesses
  - Alaska Native Corporations & Indian Tribes

### Procurement Organization

- Patricia Brown
  - Infrastructure Operations, Medical, Benefits and Training Procurement
  - Science & Technology & Research Foundation, CIO & IT Services Procurement
  - Agile Procurement
- Eric Lochausen
  - Weapons Engineering / Product Realization & Infrastructure Procurement
  - National Security Programs and Pulsed Power Sciences Procurement
  - Streamlined Acquisitions
- Marie Myszkier
  - Energy, Non-Proliferation, High-Consequence, and International Procurement
  - Corporate & Strategic Purchasing; CPA / JIT / Interagency Agreements Procurement
  - SNL California Procurement

# Supplier Diversity Advocates

## How Are We Structured



### Supplier Community

- Eric Lochausen
  - The U.S. Department of Veterans Affairs
  - The Elite Service Disabled-Veteran Owned Business Network
  - The New Mexico Department of Veteran Services
  - The New Mexico Veterans Procurement Assistance Center
  - The New Mexico Veterans Business Association



Veterans Business Association of New Mexico



- Marie Myszkier
  - New Mexico 8(a) & Minority Business Association
  - National 8(a) Association
  - HUBZone Contractor's National Council



- Patricia Brown
  - Women's Business Enterprise National Council (WBENC)
  - Women's Business Council Southwest
  - National Association of Women Business Owners (NAWBO)



# Supply Chain Risk Management & Supplier Diversity Department

**Del Salazar, Manager** [dlsalaz@sandia.gov](mailto:dlsalaz@sandia.gov) **505-284-8963**  
*Small Business Program Manager*

## SMALL BUSINESS ADVOCATES

**Patricia Brown** [pgbrown@sandia.gov](mailto:pgbrown@sandia.gov) **505-284-0191**

***Woman Owned Small Business Advocate***

- Infrastructure Operations, Medical, Benefits and Training Procurement
- Science & Technology & Research Foundation, CIO & IT Services Procurement
- Agile Procurement

**Eric Lochausen** [ewlocha@sandia.gov](mailto:ewlocha@sandia.gov) **505-844-8990**

***Veteran & Service Disabled Veteran Owned Small Business Advocate***

- National Security Programs and Pulsed Power Sciences Procurement
- Weapons Engineering / Product Realization & Infrastructure Procurement
- Streamlined Acquisitions

**Marie Myszkier** [mamyszk@sandia.gov](mailto:mamyszk@sandia.gov) **505-284-9671**

***Small Disadvantaged Business/8(a) and HUBZone Small Business Advocate***

***Alaska Native Corporations & Indian Tribes Advocate***

- Energy, Non-Proliferation, High-Consequence, and International Procurement
- Corporate & Strategic Purchasing; CPA / JIT / Interagency Agreements Procurement
- SNL California Procurement

# Questions & Answers

