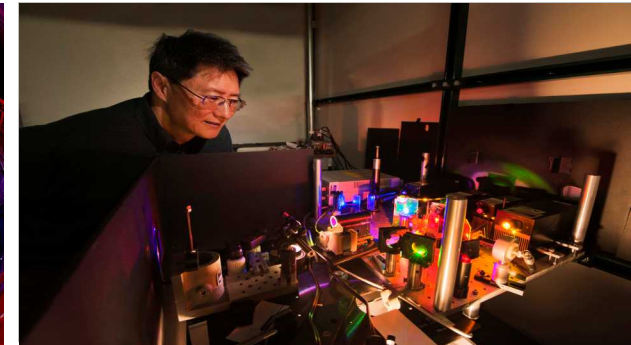
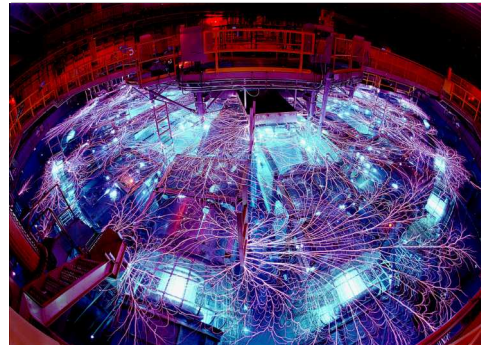


Exceptional service in the national interest



Extended Enterprise

New Contract Kick-off Meeting



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.

Welcome!

- Housekeeping
 - Escorting
 - Emergency Exits
 - Bio breaks

Welcome!

- Agenda
 - Introductions
 - Roles and Responsibilities
 - What to Expect
 - Onboarding
 - Contracting Processes
 - Meetings
 - Next Steps
 - Close/Q&A

Introductions

- Sandia
 - Purchasing (Org 10244)
 - Extended Enterprise (Org 9531)
- Contractors
 - Incumbent
 - POD
 - Raytheon/Ktech
 - Rhino Corps
 - New
 - Booz Allen Hamilton
 - Kentah
 - SAIC

Roles and Responsibilities

- Purchasing
 - Patricia Brown – Sandia Contracting Representative (SCR)
- Extended Enterprise (EE)
 - Chuck Villamarin – EE Manager
 - Rob Virden – EE Lead (SDR, Delegated Buyer)
 - Jean Plummer – EE Operations (SDR, Delegated Buyer)
 - Michelle Hadady – EE Financial Analyst (SDR, Delegated Buyer)
 - Frank Lujan – EE Training, Badging, Accounts coordinator
- EE Contractors
 - Account Manager
 - Financial Representative
 - Facility Security Officer

What to Expect

- Contract Size
 - Ceiling of \$100M over 7 years
 - Current size/historical growth
 - FY12 \$5.2M
 - Cumulative \$18M over 6 years
 - New/projected growth
 - FY 13 \$6.5M
 - Timeline

What to Expect

- Process
 - Existing projects
 - New Projects
 - Competitive
 - Direct award
 - Criteria
 - Skills
 - Capacity
 - Past Performance
 - Equity

Onboarding

- Badging
- Clearances
- Accounts
- Equipment
- Training

Contracting Processes

- Manual process, transitioning to Oracle
- Current
 - Develop Charter
 - Develop SOW
 - Establish Service Order and issue SOW
 - Invoicing
- Future
 - Oracle Portal
 - PR
 - RFQ
 - PO
 - Invoicing

Meetings

- New Contractor Orientation
- Quarterly Performance Reviews
 - Based on CSAT and post implementation surveys
- Annual year-end
 - Projects closeout
 - Pro-forma requirements
 - Next FY planning

Next Steps

- Meet individually with new contractors
- Initiate badging, accounts, and corporate training
- EE specific process training

Close/Q&A



Workflow

