

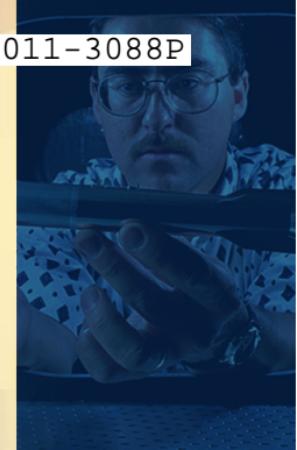


It's a big deal.

SAND2011-3088P

Small Business Utilization

Sandia National Laboratories



Do your Research

- Is Sandia Labs your market?
- Check the Business Opportunities Website
- **Know**
 - *Who We Are*
 - *What We Buy*
 - *How We Buy*



Identify Your Uniqueness

- Technical Expertise
- Business Acumen
 - *Financial Strength*
 - *Quality and Safety Systems*



Sandia's Expectations

- Provide Quality Products/ Service
- Ensure Customer Satisfaction
- Continuous Improvement
- Perform Work Safely



Make Contact

- Know Your Business Advocate
 - *Network*
 - *Build Trust*
 - *Be Persistent*



www.sandia.gov • 1-800-765-1678

supplier@sandia.gov



Sandia National Laboratories





Small Business Programs & Services

Business Point of Contact — Provides small businesses with an overview of how to do business with Sandia, reviews Sandia's expectations of suppliers, and more.

Connections — Sandia connects qualified, capable suppliers with buyers and staff requesters or end users to discuss supplier capabilities and customer needs.

Sourcing — Small Business Advocates seek out, discover and identify qualified, potential suppliers to assist Sandia in achieving our national security mission.

Supplier Community Forums — Public forums between Sandia, the supplier community, and civic and community leaders to engage in dialogue on issues pertinent to contracting opportunities at Sandia.

Business Opportunities Website — Lists potential contract opportunities for products and services at Sandia National Laboratories. Opportunities are listed in accordance with the North American Industry Classification System (NAICS). <http://supplier.sandia.gov/opportunities/selection.aspx>

Small Business Set-Asides — Sandia may set-aside acquisitions for competition restricted to: Small Business, 8(a) Small Business, HUBZone Small Business, Service Disabled Veteran Owned Small Business, and Economically Disadvantaged Woman Owned Small Business, when the buyer has a reasonable expectation that:

- offers will be received from two or more of the set-aside concerns
- award will be made at a fair market price.

Business Point of Contact

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