

SAND2011-3088P

*It's a big deal.*

# 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](http://www.sandia.gov) • 1-800-765-1678

[supplier@sandia.gov](mailto: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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