

Doing Business with Sandia

Megan Vandergriff & Eric Lochausen
Supplier Diversity Advocates

Sandia National Laboratories



Sandia's Small Business Program Manager



Paul
Sedillo

“Sandia National Laboratories has a mission to seek, grow, and partner with the small business community. Together we can meet the complex and important work asked of us by our great country. In keeping with our vision to be the nation’s premier science and engineering laboratory for national security and technology, we pursue the best and brightest and ensure that together we will respond when tasked. Our economy is stronger when small businesses are thriving. Sandia needs to lead the way in ensuring we are doing our part for the small business community.”

Sandia Supplier Diversity Advocates



**Eric
Loehausen**

Small Business Steering
Committee

Supports:

National Security Program
Nuclear Weapons
ND Stockpile, Comp & Prod
Security & International



**Patricia
Brown**

NM Small Business 5%
Supplier Forum Series

Supports:

Science Tech/University
Integrated IT
Infrastructure Operations

Sandia Supplier Diversity Advocates



Leo
Valencia

Small Business Subcontracting Plans
Data Requests
Economic Impact Brochure

Supports:

SNL California Procurement
Corporate & Strategic Purchasing



Royina Lopez

Mentor-Protégé Program Lead
Supplier Diversity Projects

Sandia Supplier Diversity Advocates



Megan Vandergriff

Socioeconomic Data Integrity
Supplier Outreach Events
Mentor-Protégé Program Support

Supports:

Streamlined Acquisitions (<\$250k)



**Samantha
Sandoval**

Small Business
Subcontracting Plans
Inconsistency Report

Business Point of Contact supplier@sandia.gov

Sandia is a Federally Funded Research and Development Center (FFRDC) Managed and Operated by (FFRDC)

National Technology & Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International Inc.

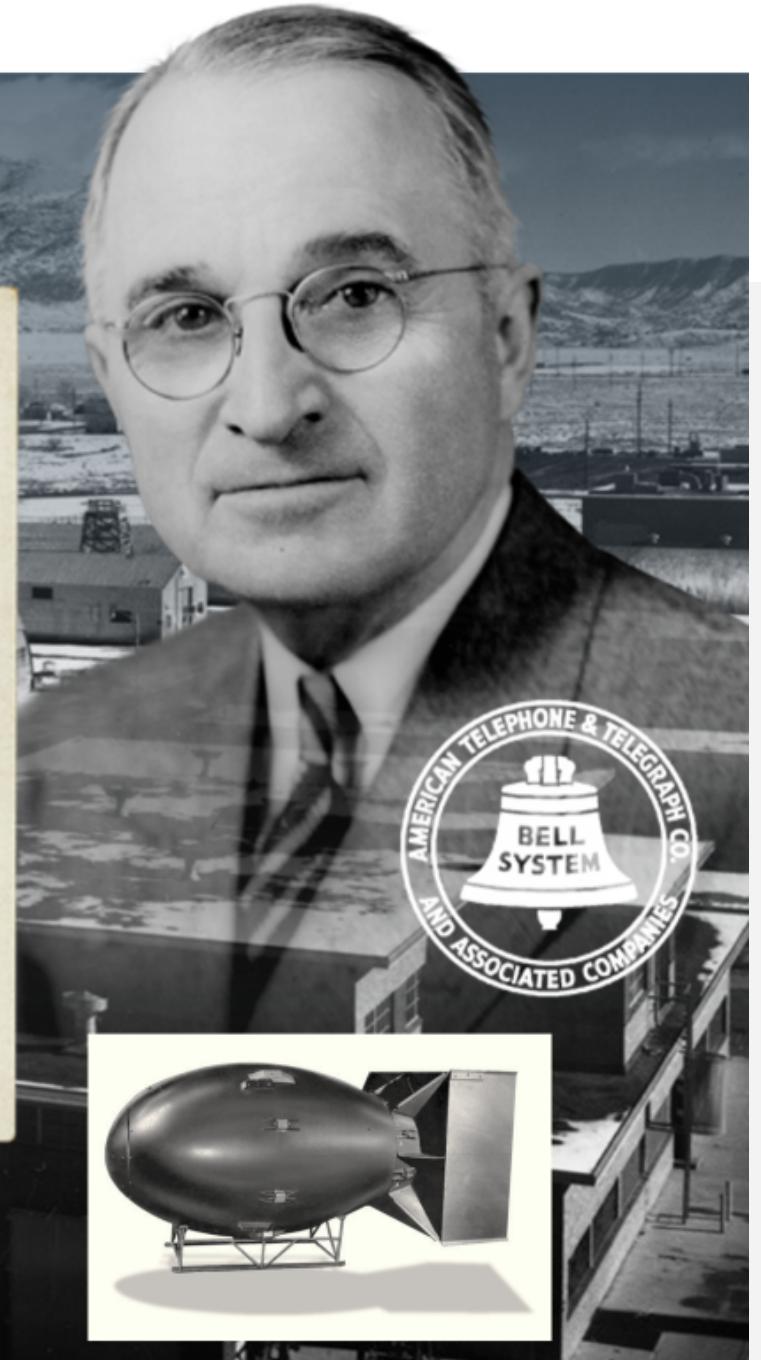
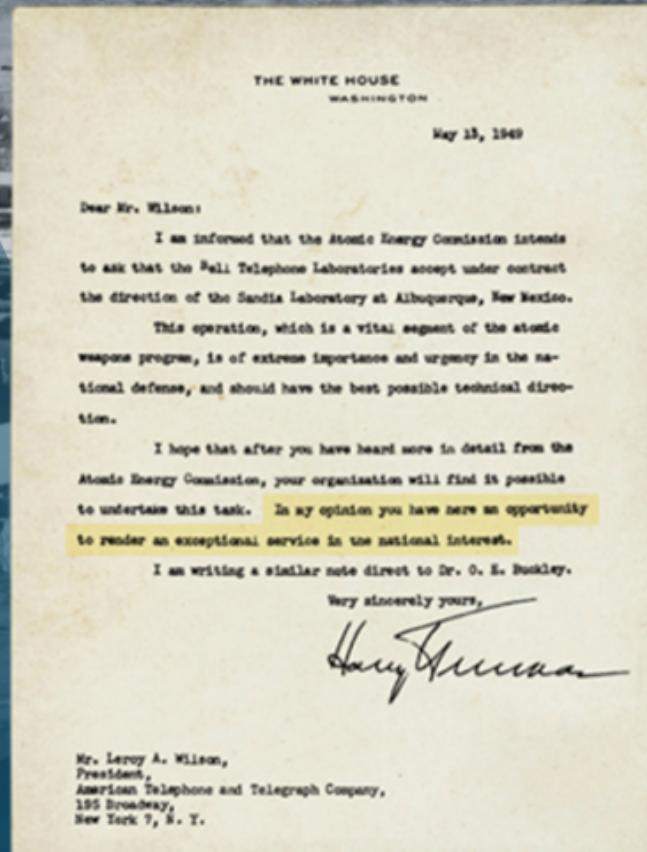
Government owned, contractor operated

FFRDCs are long-term strategic partners to the federal government, operating in the public interest with objectivity and independence and maintaining core competencies in missions of national significance



SANDIA'S HISTORY IS TRACED TO THE MANHATTAN PROJECT

...In my opinion you have here an opportunity to render an exceptional service in the national interest.



SANDIA HAS FACILITIES ACROSS THE NATION

Main sites

- Albuquerque, New Mexico
- Livermore, California

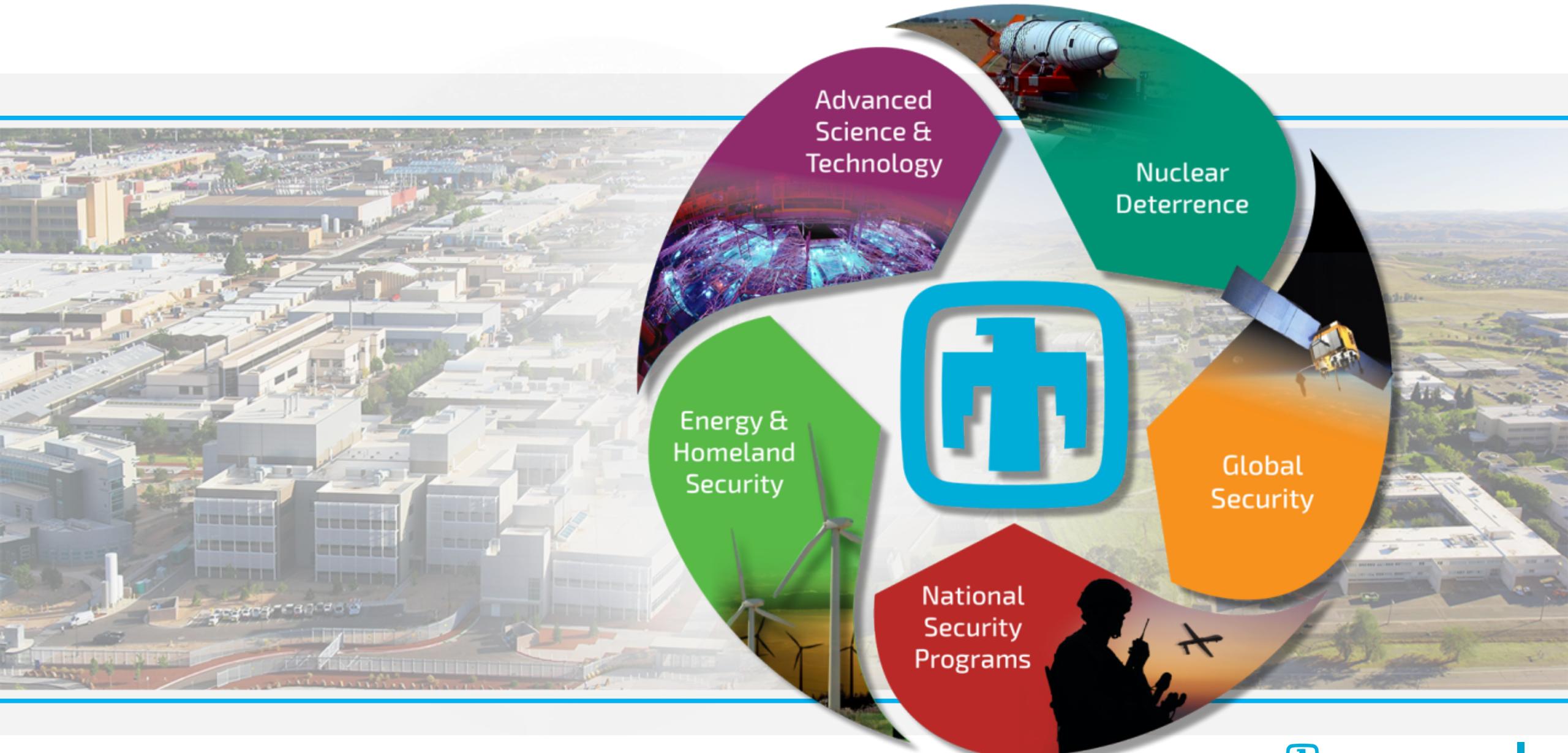


Activity locations

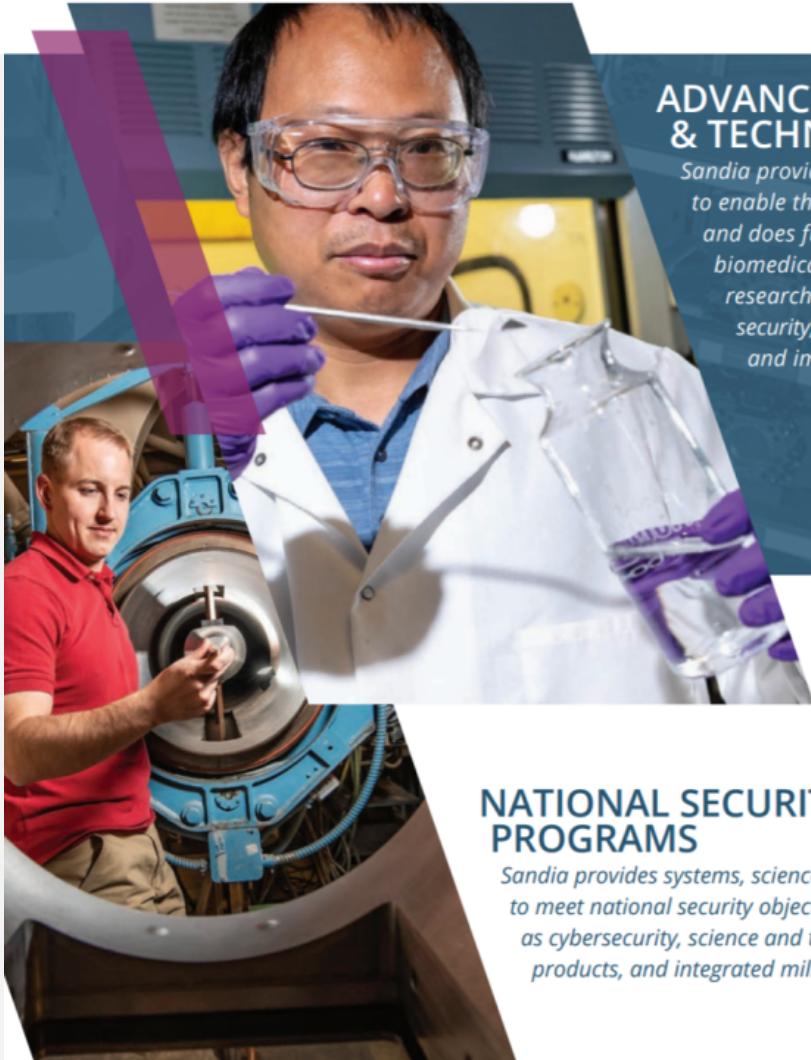
- Kauai, Hawaii
- Waste Isolation Pilot Plant, Carlsbad, New Mexico
- Pantex Plant, Amarillo, Texas
- Tonopah, Nevada



Sandia has Five Major Program Portfolios



Program Portfolios



ADVANCED SCIENCE & TECHNOLOGY

Sandia provides the science needed to enable the U.S. nuclear stockpile, and does fundamental scientific, biomedical, and environmental research to enhance national security, economic competitiveness, and improved quality of life.

ENERGY & HOMELAND SECURITY

We support the resilience and security of the nation's energy system, protect digital and physical critical infrastructure, and reduce U.S. vulnerability to chemical, biological, radiological, and nuclear terrorism.

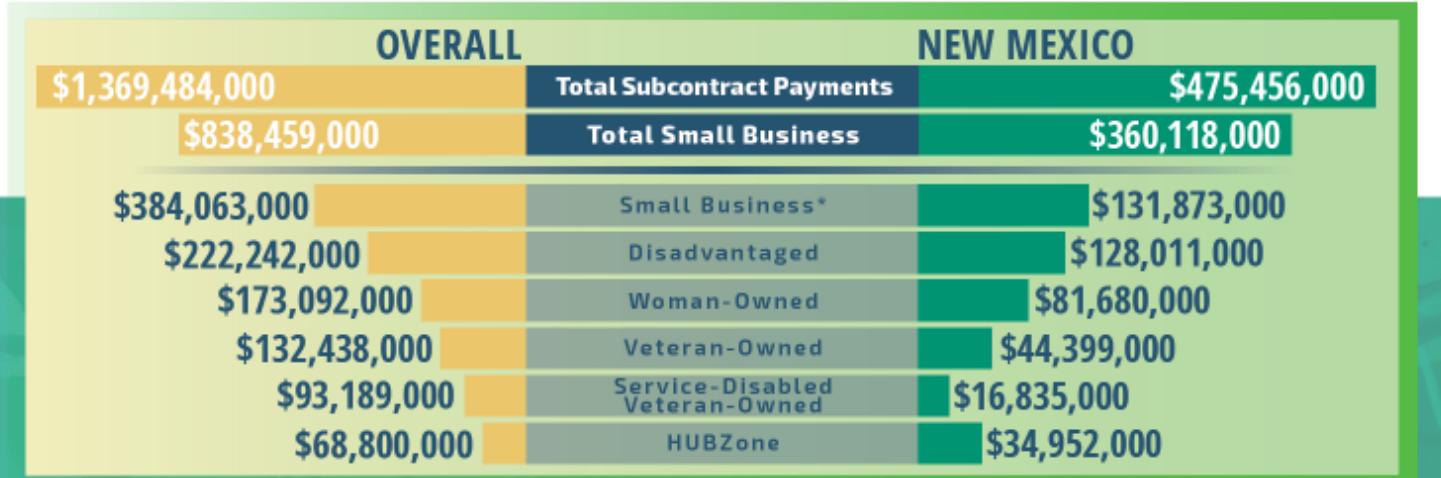
NATIONAL SECURITY PROGRAMS

Sandia provides systems, science, and technology to meet national security objectives in such areas as cybersecurity, science and technology products, and integrated military systems.



Sandia's Small Business Commitment

SUBCONTRACT-RELATED PAYMENTS



NEW MEXICO

New Mexico Total Procurement Impact	\$485,091,000
Subcontract Payments	\$475,456,000
Small Business	\$360,118,000
Other than Small Business	\$115,338,000
As Percent of Total Subcontract Payments	35%
Procurement Card Payments	\$9,635,000



CALIFORNIA

California Total Procurement Impact	\$220,930,000
Subcontract Payments	\$206,592,000
Small Business	\$132,405,000
Other than Small Business	\$74,187,000
As Percent of Total Subcontract Payments	15%
Procurement Card Payments	\$14,338,000

*Small Businesses not categorized as Small Disadvantaged Business, Women-Owned Small Business, HUBZone Small Business, Veteran-Owned Small Business or Service-Disabled Veteran-Owned Small Business.

Sandia's top subcontracting industries (based on NAICS) in FY2021:

- Computer Related Services
- Research and Development (R&D)
- Commercial and Institutional Building Construction
- Engineering Services
- Electronic Computer Manufacturing
- Machine Shops



Sandia's Small Business Goals

Overall SB

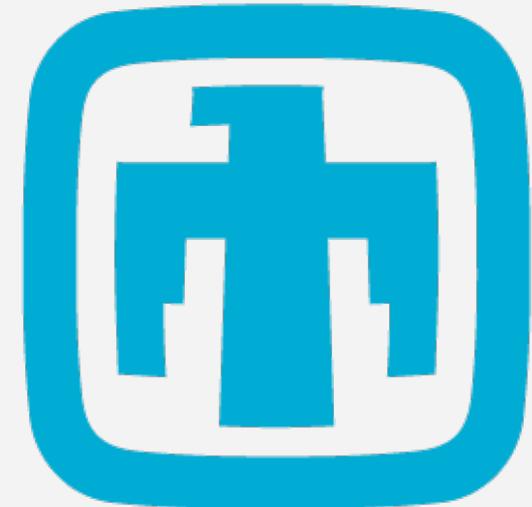
- FY17 – **50%**
- FY18 – **52%**
- FY19 – **54%**
- FY20 – **56%**
- FY21 – **58%**
- FY22 – **60%**

Small Business Subcategory (FY22)

- SDB – **15%**
- WOSB – **10.5%**
- HUBZone – **4%**
- VOSB – **7%**
- SDVOSB – **5.5%**

How to do Business with SNL

- **Sandia's Procurement Process**
- **What Sandia Looks for in Suppliers**
- **Visit Sandia's Website**
- **Register in Sandia's iSupplier Portal**
- **Subscribe to the Business Opportunities Website (BOW)**
- **Participate in Sandia's Small Business Forums**



What Constitutes a Small Business?



NAICS Codes	NAICS Industry Description	Size Standards in millions of dollars	Size standards in number of employees
Subsector 493 – Warehousing and Storage			
493110	General Warehousing and Storage	\$27.5	
493120	Refrigerated Warehousing and Storage	\$27.5	
493130	Farm Product Warehousing and Storage	\$27.5	
493190	Other Warehousing and Storage	\$27.5	
Sector 51 – Information			
Subsector 511 – Publishing Industries (except Internet)			
511110	Newspaper Publishers		1,000
511120	Periodical Publishers		1,000
511130	Book Publishers		1,000
511140	Directory and Mailing List Publishers		1,250
511191	Greeting Card Publishers		,1,500
511199	All Other Publishers		500
511210	Software Publishers	\$38.5	

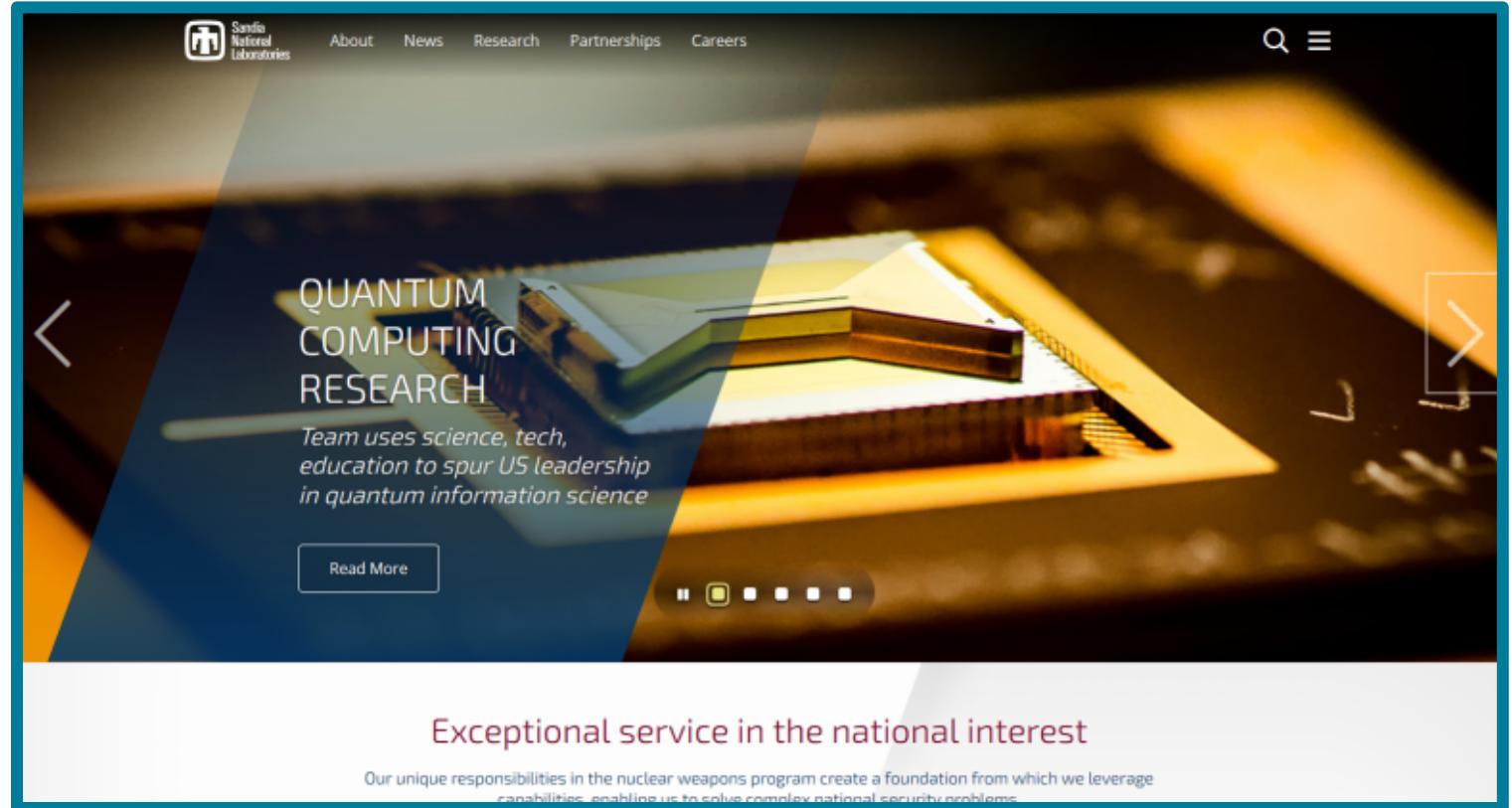


→ NAICS: North American Industry Classification System

→ One NAICS code is assigned to every procurement.

→ Each NAICS code has its own size standard (dollars or # of employees)

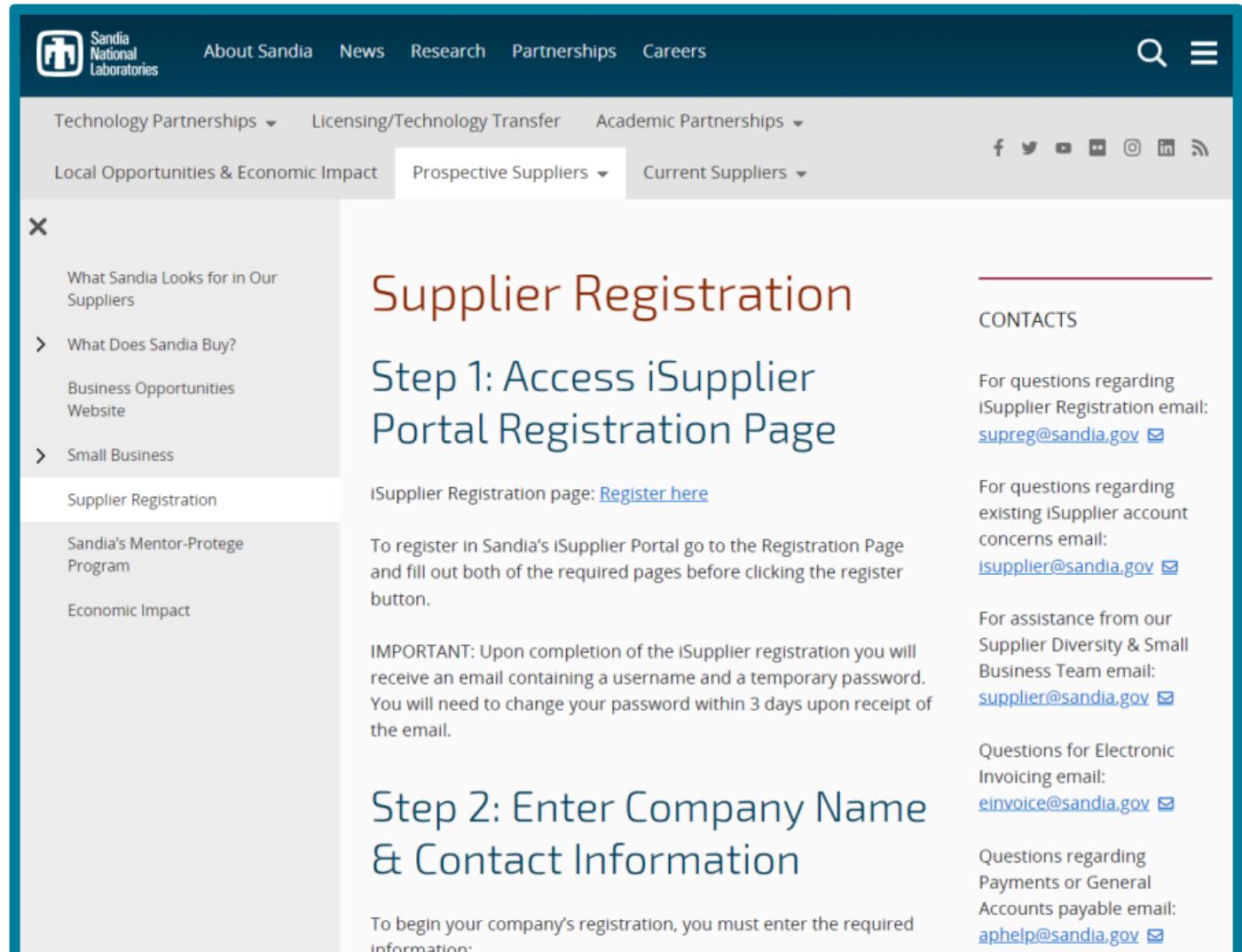
Visit Sandia's Website



www.sandia.gov

V

Register in iSupplier Portal



The screenshot shows the Sandia National Laboratories website with a dark blue header. The header includes the Sandia logo, navigation links for About Sandia, News, Research, Partnerships, and Careers, and a search bar. Below the header, there are dropdown menus for Technology Partnerships, Licensing/Technology Transfer, Academic Partnerships, Local Opportunities & Economic Impact, Prospective Suppliers (which is the active tab), and Current Suppliers. Social media icons for Facebook, Twitter, YouTube, LinkedIn, and others are in the top right. A sidebar on the left contains links for What Sandia Looks for in Our Suppliers, What Does Sandia Buy?, Business Opportunities Website, Small Business, Supplier Registration (which is the active link), Sandia's Mentor-Protege Program, and Economic Impact. The main content area has a red header "Supplier Registration" and a section titled "Step 1: Access iSupplier Portal Registration Page" with a link to the registration page. It also contains an "IMPORTANT" note about receiving an email with a username and password. A second section titled "Step 2: Enter Company Name & Contact Information" with a note about entering required information is partially visible. To the right, a "CONTACTS" section lists email addresses for various inquiries.

Supplier Registration

Step 1: Access iSupplier Portal Registration Page

iSupplier Registration page: [Register here](#)

To register in Sandia's iSupplier Portal go to the Registration Page and fill out both of the required pages before clicking the register button.

IMPORTANT: Upon completion of the iSupplier registration you will receive an email containing a username and a temporary password. You will need to change your password within 3 days upon receipt of the email.

Step 2: Enter Company Name & Contact Information

To begin your company's registration, you must enter the required information:

CONTACTS

For questions regarding iSupplier Registration email: supreg@sandia.gov

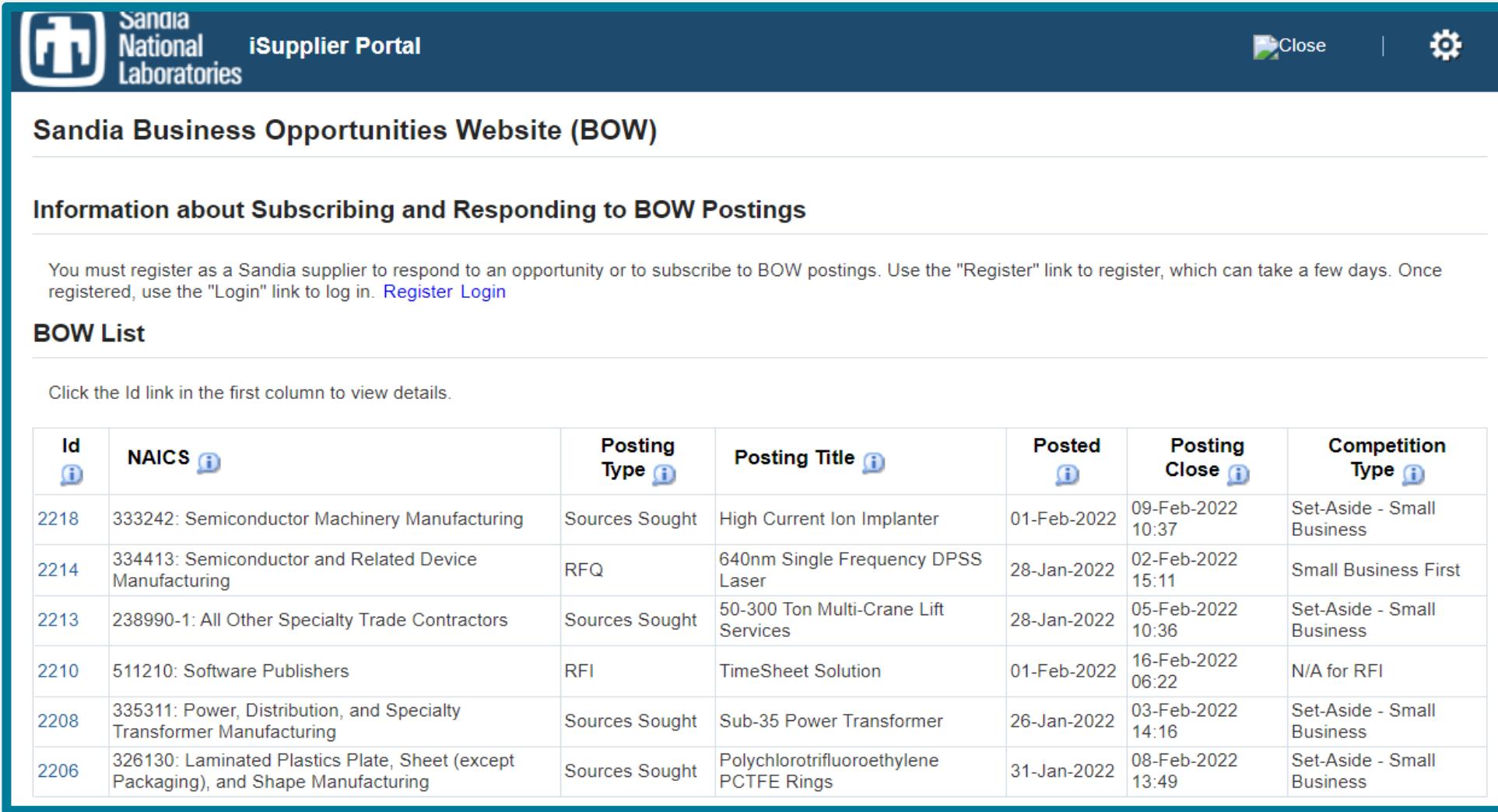
For questions regarding existing iSupplier account concerns email: isupplier@sandia.gov

For assistance from our Supplier Diversity & Small Business Team email: supplier@sandia.gov

Questions for Electronic Invoicing email: einvoice@sandia.gov

Questions regarding Payments or General Accounts payable email: aphelp@sandia.gov

Subscribe to Sandia's Business Opportunity Website



The screenshot shows a web application interface for the Sandia Business Opportunities Website (BOW). The header includes the Sandia National Laboratories logo and the "iSupplier Portal" text. On the right side of the header are "Close" and "Settings" buttons. The main content area has a title "Sandia Business Opportunities Website (BOW)". Below it, a section titled "Information about Subscribing and Responding to BOW Postings" contains a note about registration and login. The "BOW List" section displays a table of business opportunities with columns for Id, NAICS, Posting Type, Posting Title, Posted, Posting Close, and Competition Type. Each row in the table represents a specific opportunity with its details.

Id i	NAICS i	Posting Type i	Posting Title i	Posted i	Posting Close i	Competition Type i
2218	333242: Semiconductor Machinery Manufacturing	Sources Sought	High Current Ion Implanter	01-Feb-2022	09-Feb-2022 10:37	Set-Aside - Small Business
2214	334413: Semiconductor and Related Device Manufacturing	RFQ	640nm Single Frequency DPSS Laser	28-Jan-2022	02-Feb-2022 15:11	Small Business First
2213	238990-1: All Other Specialty Trade Contractors	Sources Sought	50-300 Ton Multi-Crane Lift Services	28-Jan-2022	05-Feb-2022 10:36	Set-Aside - Small Business
2210	511210: Software Publishers	RFI	TimeSheet Solution	01-Feb-2022	16-Feb-2022 06:22	N/A for RFI
2208	335311: Power, Distribution, and Specialty Transformer Manufacturing	Sources Sought	Sub-35 Power Transformer	26-Jan-2022	03-Feb-2022 14:16	Set-Aside - Small Business
2206	326130: Laminated Plastics Plate, Sheet (except Packaging), and Shape Manufacturing	Sources Sought	Polychlorotrifluoroethylene PCTFE Rings	31-Jan-2022	08-Feb-2022 13:49	Set-Aside - Small Business

Small Business Forums

Small Business Forums FY22

Date	Focus	Location
October 12, 2021	Securing Your Small Business Supply Chain	Virtual
February 22, 2022	In Partnership with OSDBU with a Focus on Small Disadvantaged Business	Virtual
April 12, 2022	Learning about CMMC Requirements and Changes	Virtual
July 12, 2022	Rebound from the Pandemic - Supporting Local New Mexico Business	Virtual

- Opportunity to learn how to do business with Sandia, network with advocates, buyers, technical personnel, and other professionals.
- Presentation about working with government-type contracts, upcoming procurements, and an in-depth look at the focus area.
- Visit "[Partnerships](#)". This site provides detailed information into what/how Sandia buys to help determine if Sandia is the correct market for your business.

Mentor- Protégé Program

Through the MPP, Sandia seeks to...

- foster long-term business relationships with small businesses;
- help protégé companies develop or enhance their ability to build solid, established, and successful businesses; and
- increase the number of small businesses that receive DOE prime contracts and subcontracts.

Mentor-Protégé Program (MPP) encourages DOE prime contractors to help small, disadvantaged businesses enhance their ability to perform contracts and subcontracts for DOE and other federal agencies.

Additional Recommendations

- Stay in contact with your NM PTAC
- Update your SBA – Dynamic Small Business Search profile (NAICS, Keywords, Capability Narrative)
- Keep your SAM.gov account up-to-date (NAICS, Keywords, Capability Narrative)



Upcoming Design and Construction Opportunities at Sandia

Facilities Services and Activities



- Manage and maintain existing buildings and utilities
- Provide site services for customers
- **Design, modify and construct new buildings**
- Demolish substandard structures

Current Annual Statistics:

- ~ 60,000 annual work requests
- ~ \$230M annual spend





BOW POSTING ANTICIPATED THIS QUARTER (FY22 Q3)

CONSTRUCTION DISCIPLINES:

General

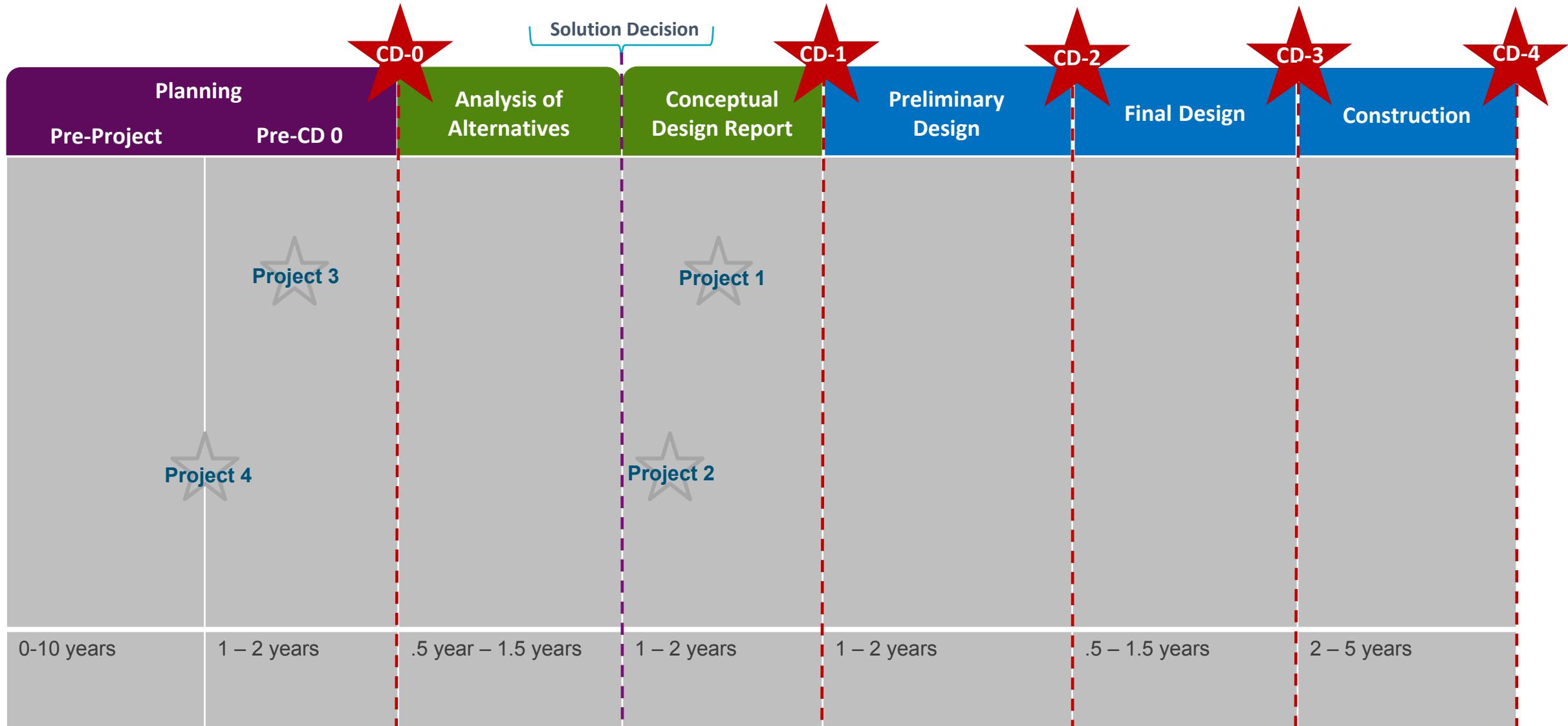
Electrical

Mechanical

Specialized Mechanical

Civil

Potential Sandia Congressional Line-Item Opportunities and Timeline



Questions?



Supplier Diversity Questions
Supplier@sandia.gov

Mentor-Protégé Questions
SDDMPP@sandia.gov