

Doing Business with Sandia National Laboratories



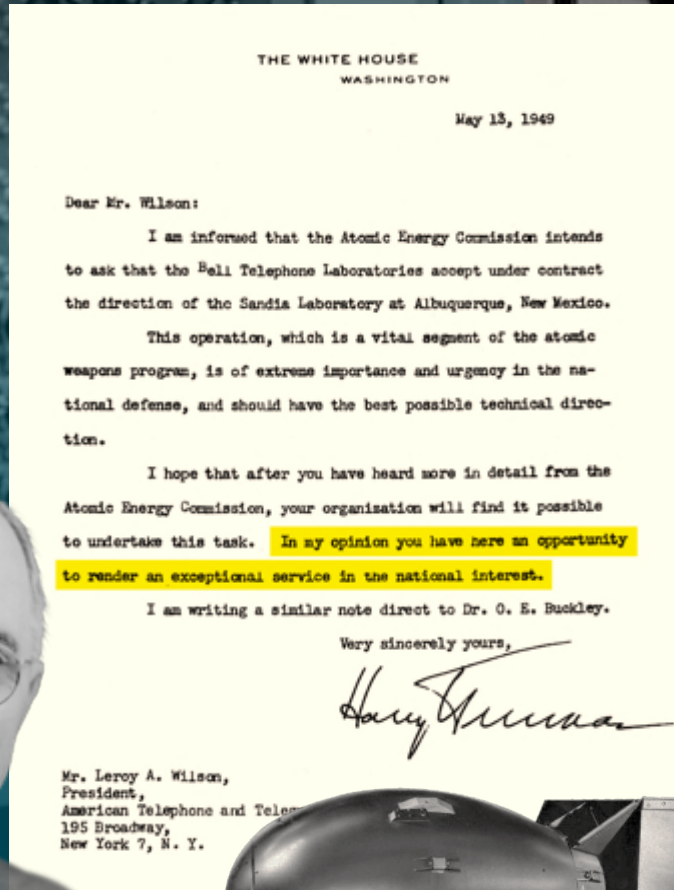
Eric Lochausen, Megan Vandergriff, & Tricia Sena

August 18th, 2022



Sandia Labs Overview

Sandia's History – The Manhattan Project



- July 1945: Los Alamos creates Z Division
- Nonnuclear component engineering
- November 1, 1949: Sandia Laboratory established
- AT&T: 1949–1993
- Martin Marietta: 1993–1995
- Lockheed Martin: 1995–2017
- Honeywell: 2017–present

Sandia Facilities



Activity locations

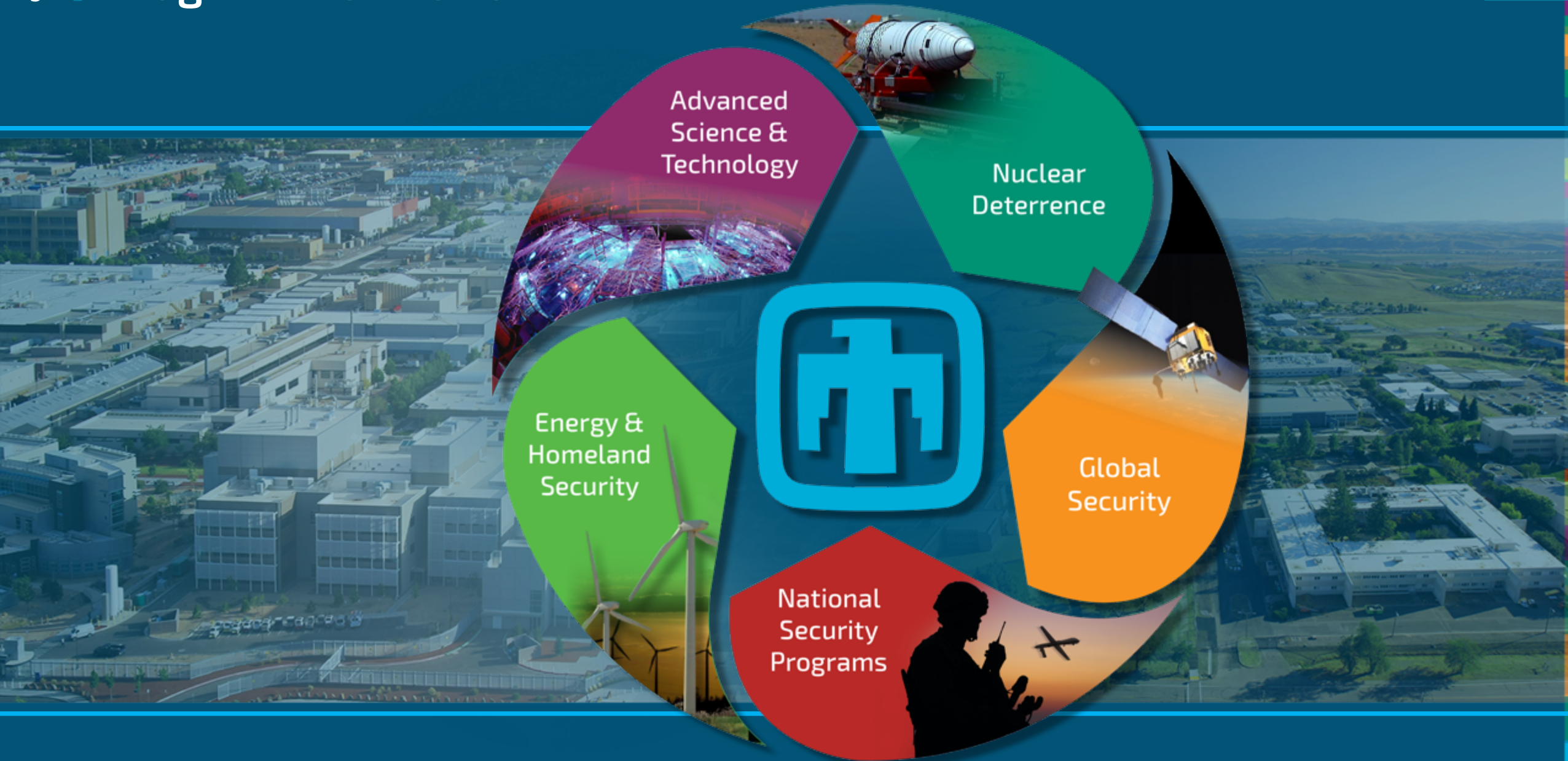
- Kauai, Hawaii
- Waste Isolation Pilot Plant, Carlsbad, New Mexico
- Pantex Plant, Amarillo, Texas
- Tonopah, Nevada

Main sites

- Albuquerque, New Mexico
- Livermore, California



Program Portfolios





Supplier Diversity Team



Laura Lovato

Supplier Diversity Advocates



Eric Lochausen



Supports:

National Security Program
Nuclear Weapons
ND Stockpile Comp & Production
Security & International Procurements

ewlocha@sandia.gov

Patricia Brown



Supports:

Science Tech/University
Integrated IT Procurements
Infrastructure Operations

pgbrown@sandia.gov

Supplier Diversity Advocates



Leo Valencia



Supports:

SNL California Procurements
Corporate & Strategic Procurements

lvalenc@sandia.gov

Royina Lopez



Supports:

Mentor-Protégé Program
Supplier Diversity Projects

rlopez3@sandia.gov

Supplier Diversity Advocates



Megan Vandergriff



Supports:

Streamlined Acquisitions (<\$250k)

mvvande@sandia.gov

Zach Hernandez



Business Point of Contact

supplier@sandia.gov



Small Business Goals & Spend



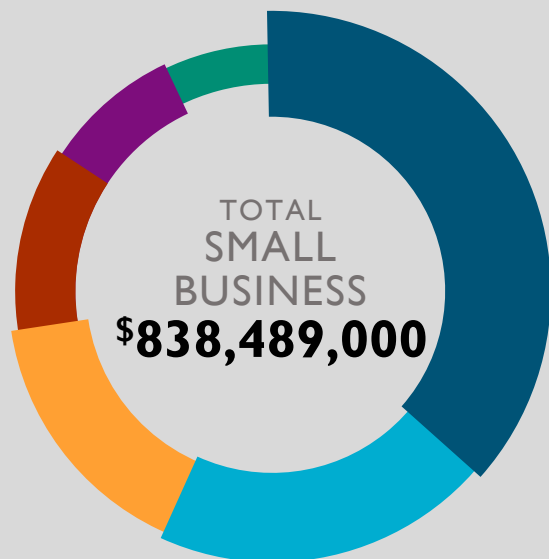
Overall SB

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

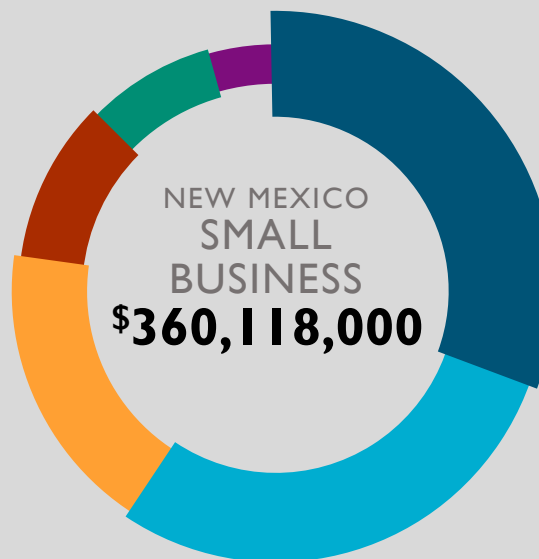
SB Subcategories (FY22)

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

Small Business Spend



SMALL BUSINESS*	\$384,063,000
DISADVANTAGED	\$222,242,000
WOMEN-OWNED	\$173,092,000
VETERAN-OWNED	\$132,438,000
SD VETERAN-OWNED:	\$93,189,000
HUBZONE	\$68,800,000



SMALL BUSINESS*	\$131,873,000
DISADVANTAGED	\$128,011,000
WOMEN-OWNED	\$81,680,000
VETERAN-OWNED	\$44,399,000
HUBZONE	\$34,952,000
SD VETERAN-OWNED:	\$16,835,000

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

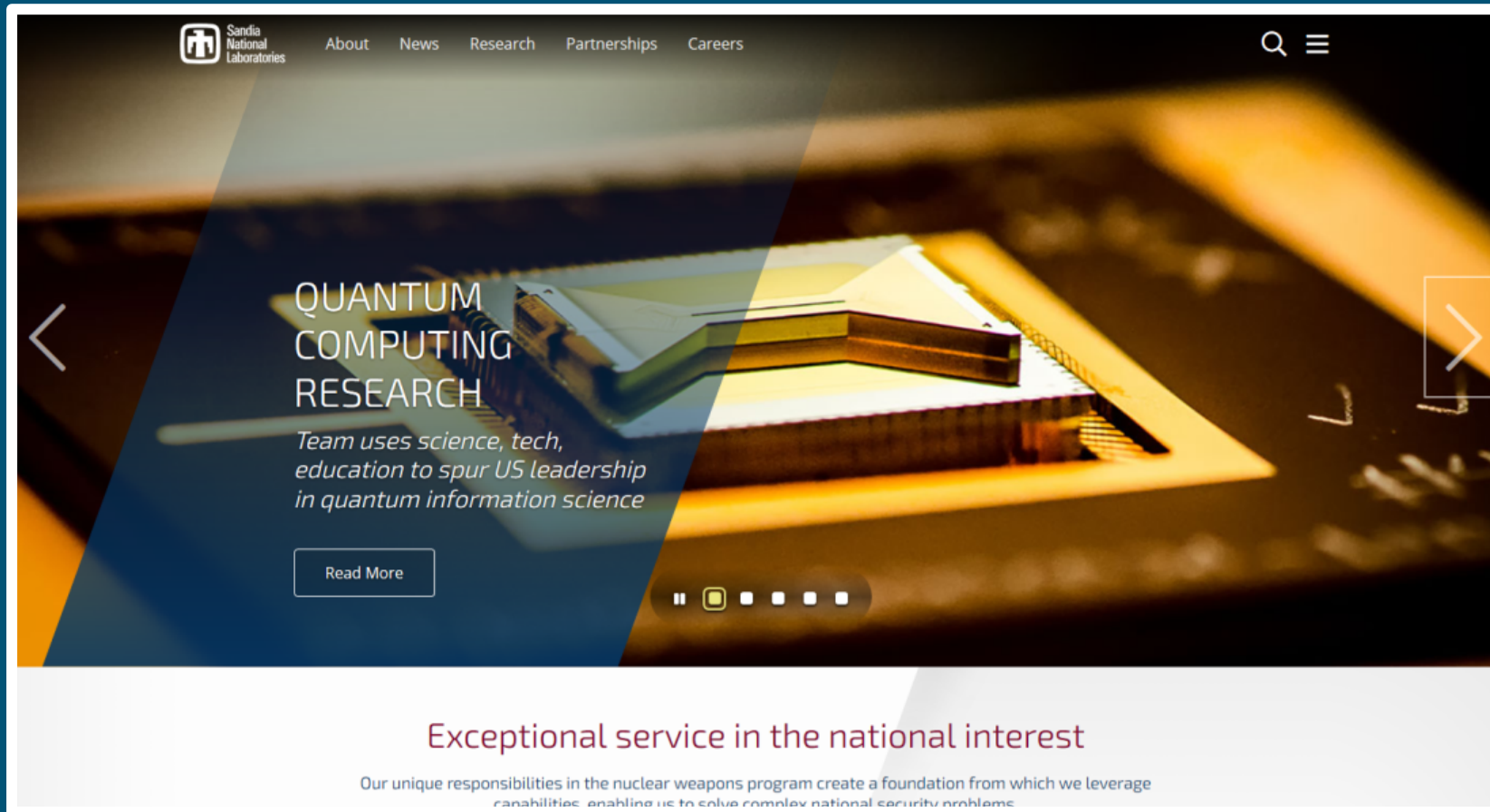
- Computer Related Services
- Research and Development (R&D)
- Commercial and Institutional Building Construction
- Engineering Services
- Electronic Computer Manufacturing
- Machine Shops

*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.



How to do Business with Sandia Labs

Visit Sandia's Website



www.sandia.gov



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


To Register:

- Navigate: www.sandia.gov
- Partnerships
- Prospective Suppliers
- Supplier Registration
- “Register Here”

View & Subscribe to the BOW (Business Opportunities Website)




Sandia National Laboratories

iSupplier Portal
Close


Sandia Business Opportunities Website (BOW)

Information about Subscribing and Responding to BOW Postings

You must register as a Sandia supplier to respond to an opportunity or to subscribe to BOW postings. Use the "Register" link to register, which can take a few days. Once registered, use the "Login" link to log in. [Register](#) [Login](#)

BOW List

Click the Id link in the first column to view details.

Id	NAICS	Posting Type	Posting Title	Posted	Posting Close	Competition Type
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

To View:

- Navigate: www.sandia.gov
- Click: Partnerships
- Click: Prospective Suppliers dropdown
- Click: Business Opportunities
- Select: View Business Opportunities

To Subscribe:

- Access your iSupplier Account
- Click: Navigator Tool: SNL iSupplier
- Click: Home
- Click: Sandia Business Opportunities
- Select: Email Contact and Subscriptions



Small Business Forums FY22

Date	Focus	Location
October 12, 2021	Securing Your Small Business Supply Chain	Virtual
February 22, 2022	In Partnership with OSDDBU 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

To View:

- Navigate: www.sandia.gov
- Click: Partnerships
- Click: Prospective Suppliers dropdown
- Click: Small Business
- Click: Outreach Events dropdown
- Select: Small Business Forum Series

Presentations discuss working with government-type contracts, upcoming procurements, and an in-depth look at various focus areas while also providing knowledge on how to do business with Sandia, network with advocates, buyers, technical personnel, and other professionals.



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.



- Stay in contact with your state's 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)

General Inquiry:
supplier@sandia.gov

Mentor-Protégé Program:
sddmpp@sandia.gov

