



Sandia
National
Laboratories

Doing Business with Sandia National Laboratories



Eric Lochausen, Megan Vandergriff, & Tricia Sena

August 18th, 2022



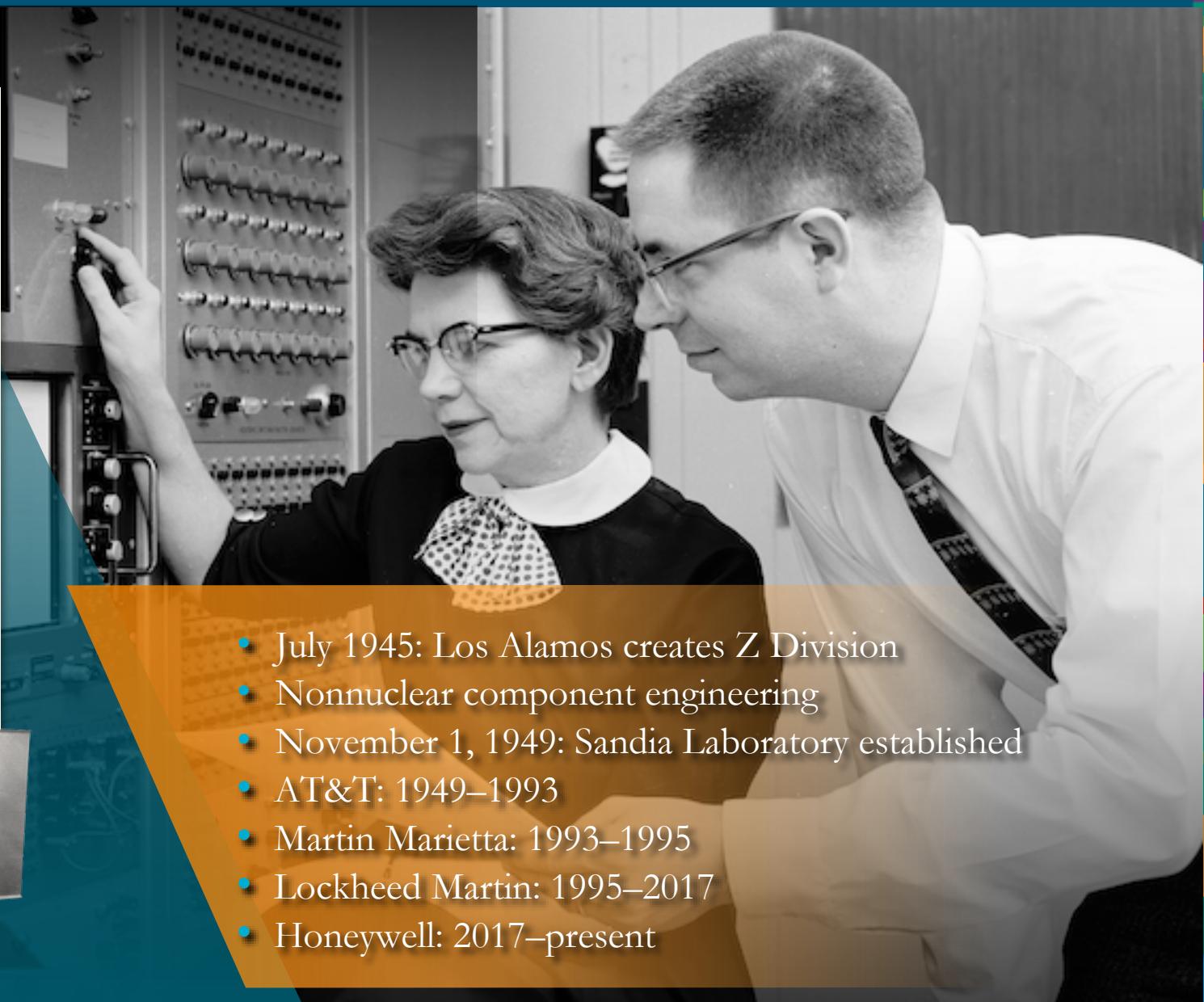
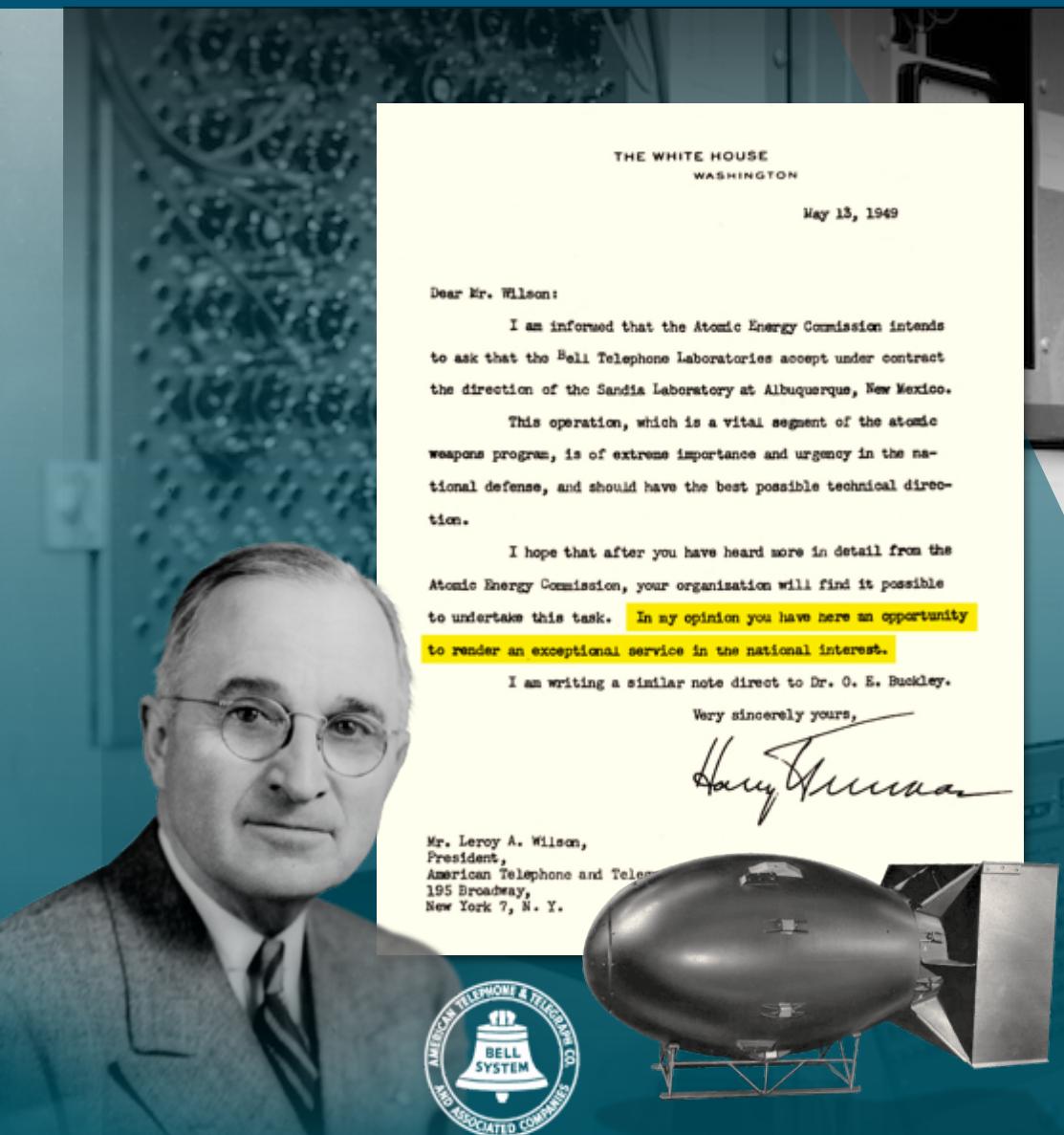
Sandia National Laboratories is a multimission laboratory managed and operated by National Technology & Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International Inc., for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-NA0003525.

SAND2022-0238M



Sandia Labs Overview

Sandia's History – The Manhattan Project



Sandia Facilities



Main sites

- Albuquerque, New Mexico
- Livermore, California

Activity locations

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

Program Portfolios





Supplier Diversity Team

Small Business Program Manager



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%

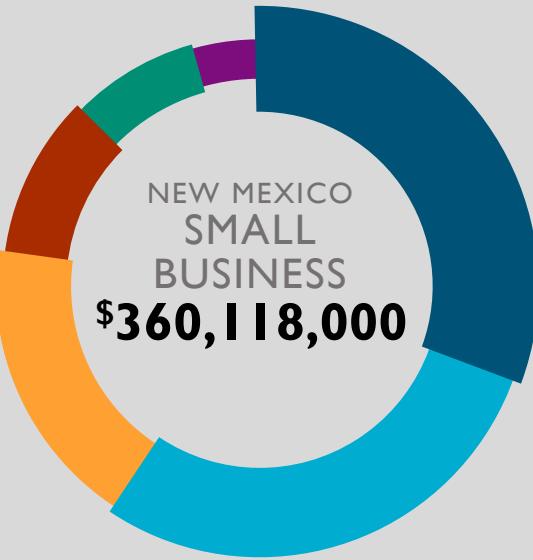
SB Subcategories (FY22)

- 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 |

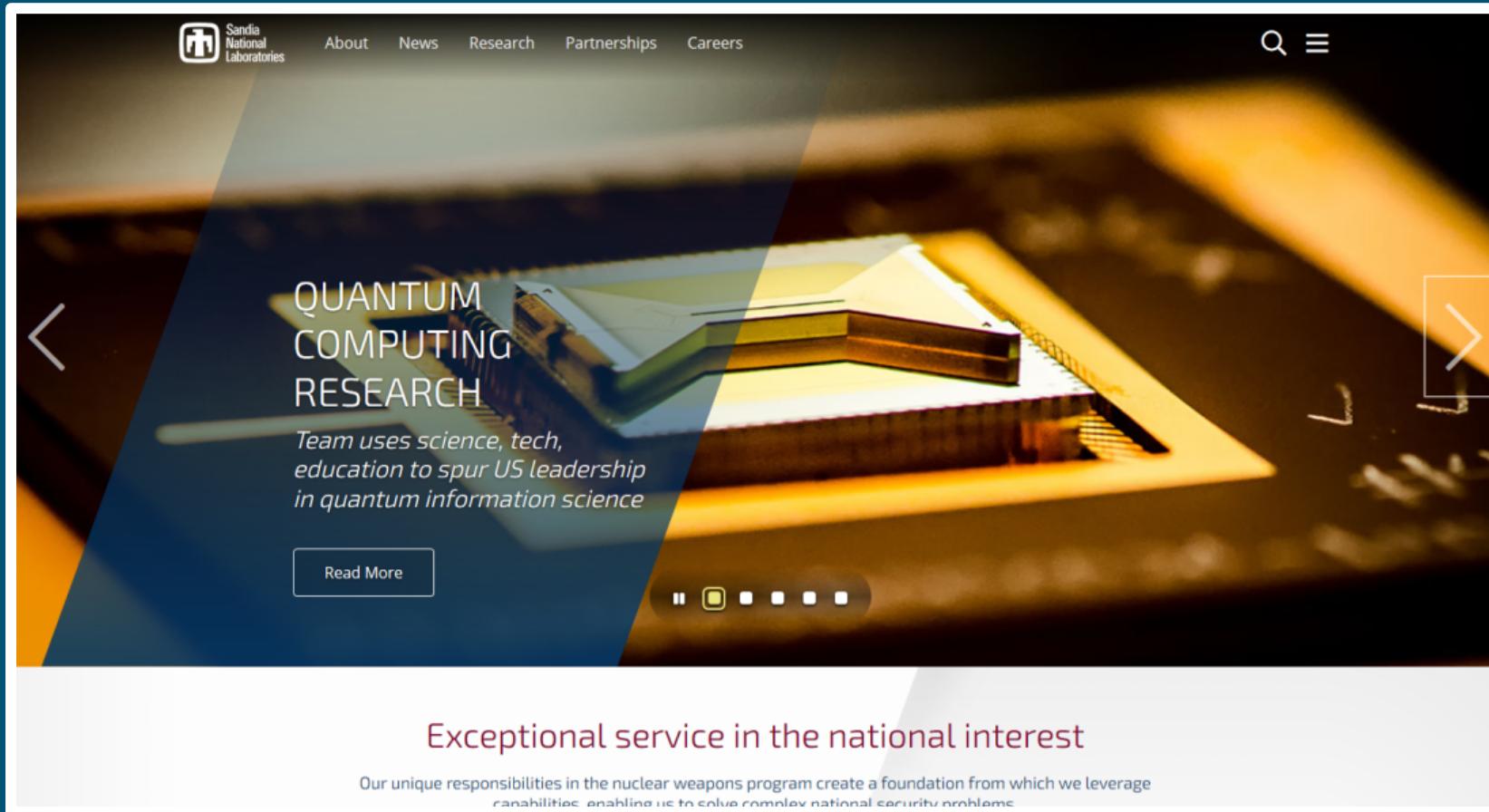
Sandia's top subcontracting industries (based on NAICS) in FY2021:

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



How to do Business with Sandia Labs

Visit Sandia's Website



The screenshot shows the Sandia National Laboratories website. At the top, there is a navigation bar with the Sandia logo, About, News, Research, Partnerships, and Careers. To the right of the navigation bar are a search icon and a menu icon. The main content area features a large image of a quantum computing chip with text overlay: "QUANTUM COMPUTING RESEARCH" and "Team uses science, tech, education to spur US leadership in quantum information science". Below this is a "Read More" button and a small navigation bar with arrows and dots. At the bottom, a white banner contains the text "Exceptional service in the national interest" and a smaller, less legible paragraph about the nuclear weapons program.

Exceptional service in the national interest

Our unique responsibilities in the nuclear weapons program create a foundation from which we leverage capabilities, enabling us to solve complex national security problems

www.sandia.gov

Register in iSupplier



Sandia National Laboratories

About Sandia News Research Partnerships Careers

Technology Partnerships ▾ Licensing/Technology Transfer Academic Partnerships ▾

Local Opportunities & Economic Impact Prospective Suppliers ▾ Current Suppliers ▾

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- What Sandia Looks for in Our Suppliers
- What Does Sandia Buy?
- Business Opportunities Website
- Small Business
- Supplier Registration
- Sandia's Mentor-Protege Program
- Economic Impact

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

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

View Small Business Forums



Small Business Forums FY22

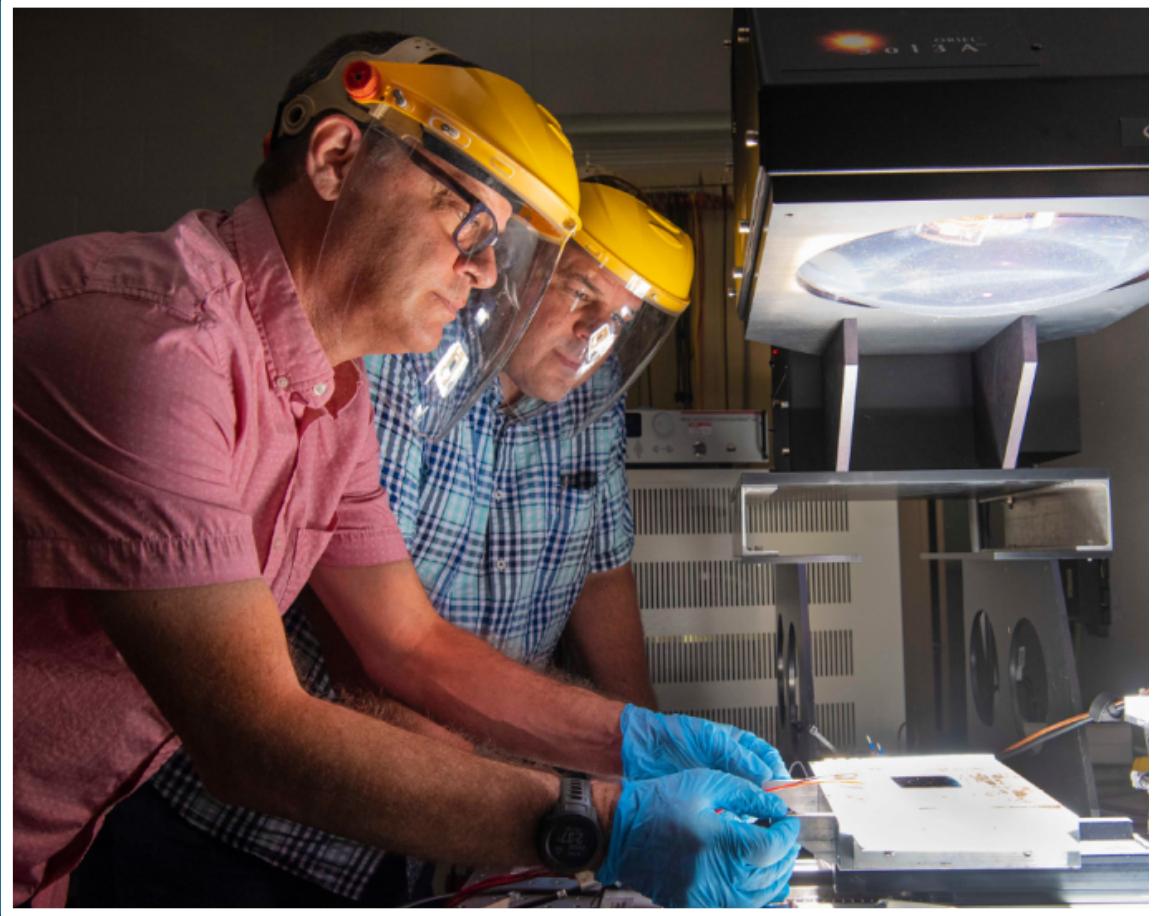
| Date | Focus | Location |
|-------------------|--|----------|
| October 12, 2021 | Securing Your Small Business Supply Chain | Virtual |
| February 22, 2022 | In Partnership with OSDBU with a Focus on Small Disadvantaged Business | Virtual |
| April 12, 2022 | Learning about CMMC Requirements and Changes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

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.

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 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

