

KPAUL

A Service Disabled Veteran-Owned Small Business

“Named 10th on Inc. Magazine’s 500 Fastest Growing Companies List” (2010)

Kevin Paul and Ken Paul,
Owners of KPaul



When KPaul, a Service Disabled Veteran-Owned Small Business (SDVOSB), decided to expand its reach into the government sector, KPaul’s Federal Account Manager Jennifer Muth picked up the phone and called Sandia. That one phone call has led to KPaul’s first government contract with Sandia, connections in Sandia’s Small Business Utilization and procurement departments, and a great deal of information about doing business...not only with Sandia, but across the federal laboratory complex.

Jennifer Muth’s initial phone call put her in touch with Ann Riley, Sandia’s Business Point of Contact. “I work with all new company inquiries to make sure they have the qualifications to become a Sandia supplier,” comments Ann. “I saw right away that the company had the potential to be a successful supplier for Sandia. Jennifer understood our market and what we buy and came prepared with all of the information necessary to get started as a supplier.”

After providing Jennifer with basic information on how to search for potential contract opportunities for products and services via Sandia’s Opportunities website (<http://supplier.sandia.gov/opportunities/selection.aspx>), as well as how to explore opportunities at other federal laboratories, Ann invited KPaul to attend Sandia’s Economic Impact Summit in January 2011. The summit, which

provided a forum to highlight the role the Laboratories play in the local economy and community, also offered members of the business community and guests to meet individually with Sandia’s

procurement managers and buyers to discuss business opportunities at Sandia.

At the summit Jennifer met Sandia buyer Florence Christman. “As a Sandia buyer, I have two personal business goals in addition to getting the best supplier for the Laboratories’ needs. First, I am looking to increase competition among suppliers, and second, I want to help Sandia achieve its goals to work with small, disadvantaged, HUBZone, woman-owned, veteran-owned, and service disabled veteran-owned small businesses. I met Jennifer at the Sandia Economic Impact Summit and was very impressed with KPaul’s qualifications. I also made note of the fact that the company was a registered SDVOSB,” adds Florence.

Not long after the summit, Florence received a request from a Sandia organization to purchase a portable computer system. Florence remembered KPaul and offered the small business the opportunity to bid on the contract, which was eventually awarded to KPaul.



Small Business
Utilization@Sandia

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— Ann Riley,
Business Point of
Contact

"This was a triple hit in my book," says Florence. "We placed a competitive bid, were able to work with a SDVOSB to help advance Sandia's socioeconomic goals, and ultimately saved Sandia over \$600."

"All of the people I've worked with at Sandia, both in the Small Business Utilization Department and the procurement departments, have been wonderful. They have given me a great set of tools to use to interact with the Laboratories, and I appreciate the open communications I've observed working here," Jennifer concludes.

Next Steps: Strategic Supplier Presentations

Buyer Florence Christman's interest in helping Sandia achieve its small business socioeconomic goals started some people in Sandia's Small Business Utilization Department (SBUD) thinking. Small Business Advocate Toni Leon Kovarik went to work and soon established a new tool at the labs...the Strategic Supplier Presentation. With a particular socioeconomic category highlighted each quarter, companies that sell a variety of products and services are invited to meet with an audience of Sandia buyers who might need their services.

"I find these quarterly meetings to be an effective way to connect with new suppliers in a variety of small business categories," says Florence. "Sandia's SBUD is very helpful. When I need some-thing from them, they are immediately responsive."



Ann Riley

Success Contributors

KPaul

Jennifer Muth

Federal Account Manager
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Sandia National Laboratories

Florence Christman

Sandia Contracting Representative

Ann Riley

Sandia Business Point of Contact

Toni Leon Kovarik

Small Business Advocate
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About KPaul

KPaul was started by Kevin Paul and his brother Ken Paul. Kevin, a former Army Captain who served in Iraq between 2004 and 2006, opened KPaul in 2005 to provide high-quality IT products and solutions, industrial products, office supplies, and medical supplies for numerous government agencies. Since opening, KPaul has seen considerable success. In fact, in 2010, Inc. Magazine named KPaul tenth on its list of 500 Fastest Growing Companies.

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