

Albuquerque Journal

Monday, April 23, 2001

Local Firms Honored by Sandia Labs

Journal Staff Report

Sandia National Laboratories has presented awards to several Albuquerque businesses for superior service to the lab as part of its Just-In-Time procurement system. Just-In-Time is a purchasing system that permits Sandia organizations to electronically purchase items or services directly from a designated supplier. Items range from office supplies to pager air time. The multiyear contracts obligate suppliers to deliver goods or services within as little as 24 hours of Sandia's request. Suppliers are selected on a competitive basis.

Companies were recognized in the areas of cost savings, partnership, technical support, innovation, and quality. Electronic Parts Company was named Just-In-Time Supplier of the Year for excellence in all five areas. The company supplied its own testing instrumentation to ensure the reliability of electronic components and test equipment products delivered to Sandia.

Graybar Electric Company Inc. earned an award for cost savings for use of supply-chain strategies to achieve cost savings on Sandia's behalf by continuous investigation of potential standardization and consolidation of items.

Arch Wireless won the partnership award for teaming with Sandia to evaluate and streamline internal processes associated with its contract.

Holman's Inc. received the technical support award for its high level of professionalism in helping Sandia implement its Preferred System directive for computer purchases.

Fastsigns earned the quality award for its customer service. The supplier has maintained an outstanding on-time service average of 99.6 percent and received a customer satisfaction rating from 90 percent of its Sandia customers.

Abba Technologies Inc. won the innovation award for administering Sandia's SmartNet Services for Cisco products, resulting in significant cost savings to Sandia and improved internal processes.

Sandia established its Just-In-Time procurement system in 1985, saving some \$10 million annually through reduced administrative costs. Sandia estimated that out of 59 current Just-In-Time contracts, 90 percent were placed with local businesses.

Sandia is a multiprogram DOE laboratory, operated by a subsidiary of Lockheed Martin Corp. Located in Albuquerque and Livermore, Calif., it does R&D in national security, energy, environmental technologies and economic competitiveness.