



# **SANDIA BUSINESS PARTNERS**

## **Construction and Architectural and Engineering Procurement**

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Sandia is a multiprogram laboratory operated by Sandia Corporation, a Lockheed Martin Company,  
for the United States Department of Energy under contract DE-AC04-94AL85000.





# Construction Procurement Department

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Lynn Fitzpatrick- Manager, 845 9816, [lfitzpa@sandia.gov](mailto:lfitzpa@sandia.gov)

Erlinda Silva Sweeney, Buyer, 844- 1843, [ejsilva@sandia.gov](mailto:ejsilva@sandia.gov)

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Diane Ortiz, Buyer, 844- 7815, [dcortiz@sandia.gov](mailto:dcortiz@sandia.gov)

Mary Armijo, Contract Administrator, 844 1432

Chyrel Sotelo, Clerk, 844 2004 (RFQ drop-off)

Barbara Ropke, Administrative Assistant, 845 8852



# Socioeconomic Statistics

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Total value of new construction  
Authorizations in  
contracts in FY99 - \$37,782,298

A/E Contract Work  
FY99 - \$4,979,778.00

Disadvantaged \$6,846,360  
Small \$12,270,736  
Woman-owned \$1,884,851  
Small, Minority/  
Woman-owned \$2,626,123

92% of Organization 10253's contracts are currently with NM  
based businesses



## New Mexico Purchases - FY99

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|                           |              |
|---------------------------|--------------|
| New Mexico Total Dollars  | \$47,756,174 |
| NM Small Business Dollars | \$32,608,693 |
| NM Small Disadvantaged    | \$10,079,235 |
| NM Woman-Owned            | \$ 5,485,372 |
| NM 8(a)                   | \$ 2,672,449 |



# What Department 10253 Buys:

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- Architectural & Engineering Services
- Construction Projects
- Real Property (Estate) Lease Agreements



## How to Market to Sandia

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- Utilize Pro-net
- Utilize Supplier Relations - Reference Guide
- Call Buyers and Facilities Organization
- A/E's can present your Company's capabilities at Department 10253 meetings
- Construction contractors must become pre-qualified
- Visit Sandia web sites



# PRE-QUALIFICATION

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- Beginning May 1, 2001 all PRIME construction contractors must be pre-qualified to receive Request for Quotations (RFQs)
- Must meet Minimum Mandatory Requirements
  - Includes attending a construction seminar
- Go to website for further information



## How to Market to Sandia (Cont'd)

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Construction web sites of interest:

Prequalification Page:

*[www.sandia.gov/supplier/contracts/prequal/constprequal.htm](http://www.sandia.gov/supplier/contracts/prequal/constprequal.htm)*



# How We Generate Source Lists

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- Architectural/Engineering:
  - Through Supplier Relations
  - Primary Source - Facilities Organization
    - Market to line organization by making contact through professional associations, trade associations, and trade shows
  - May advertise in Commerce Business Daily
  - Word of mouth



# How We Generate Source Lists

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## Construction:

- Pre-qualification database queried based on project criteria
- Contractors who meet those criteria will be sent an e-mail requesting an interest response or an RFQ



# Sandia's Expectations of Suppliers

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- Complete project on time and within budget
- Provide schedules when requested
- Quality - furnish products and services which meet statement of work requirements
- Foster open communication
- Expect prime contractors to effectively manage their subcontractors
- Perform construction safety management function



## Sandia's Expectations of Suppliers (Cont'd)

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- Offerors are encouraged to inspect job site prior to bidding
- Open to constructability issues (tell us if something is not right, or if it could be done better, faster, cheaper.)
- Bonding required on Construction Projects >\$100,000
- For Construction - must pay in accordance with Davis-Bacon Wage Determination
- May require Foreign Ownership, Control, or Influence (FOCI) approval or be capable of obtaining it.
- **WE ARE BUYING THE PROCESS AND THE PRODUCT, NOT JUST THE PRODUCT**



# Roles and Responsibilities of Prime- and Sub- Contractors

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## PRIME CONTRACTORS:

- Responsible for supplying subcontractors with accurate contract information
  - Terms and conditions
  - Specifications and drawings
- Responsible for communication link between Sandia and subcontractor(s)
- Responsible for negotiating in good faith with subcontractors to achieve the overall best value
- Responsible for timely and accurate payments to all subcontractors
- Responsible for managing subcontractors while working on a Sandia contract, including all ES&H issues.
- Privity of contract



# Roles and Responsibilities of Prime- and Sub- Contractors

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## SUBCONTRACTORS AND LOWER TIERS:

- Contract is with prime contractor, not Sandia (no privity of contract)
- Responsible for complying with Sandia's terms and conditions to include flow-down requirements as directed by the Prime
  - ES&H
- Prompt submittal of invoices and certified payroll to the Prime
- New Mexico Gross Receipts tax may be applicable depending on the contract arrangement



## How to Get Paid

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- Follow instructions
- Progress payments
- Work with small businesses on payment terms
- Charles Herrera, MS-0908, 844-9859 (processes Facilities invoices)
- Certified payroll on Prime and all Subcontractors must be submitted in order to get paid



# Construction Management Points of Contact

- Lynn Fitzpatrick- First and “best” contact- #845 9816
- Gerry Lipka- Facilities ES&H Manager, anything concerning safety issues working at Sandia- #844 5306
- Lynne Schluter Facilities Manager of Corp. Projects- #284 5206
- Israel Martinez- Facilities Manager of Customer Funded Projects (internal customers) and Facilities Express Manager- #844 5844
- Pam McKeever Acting Facilities Manager of Development and Planning (pre conceptual and conceptual A/E services)- #844 1223
- Stan Harrison- Facilities Manager of Technical Services Program (has A/E contracting responsibilities.)- #845 9699
- Jim Rush- Facilities Manager of Centralized Services (maintenance, warehousing, etc.) - #844 1962



## Facility Contact List

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Rick Ramirez, SDR, 844-2506  
Nita Estes, SDR, 844-8192  
Gilbert Aldaz, SDR, 844-8865  
Jim Beals - PM, 844-8546  
Dave Hendrick, PM, 844-0853  
Dave Bailey, PM, 844-1115  
Nash Chavez, PM, 844-2741  
Rita Pitts, A/E PC, 845-9701  
Jim Dawson, PM, 844-2175  
Bill Hendrick, PM, 844-5891

Bill Kitsos, 844-2800  
Brett Locke, PM, 844-6818  
Rico Ortiz, PM, 844-2313  
Don Gould, PM, 844-2439  
George Greer, PM, 844-0977  
Ed Sanchez, PM, 844-4860  
David Gibson, PM, 844-8328  
Tim Peterson, PM, 844-2257  
Rob Bevington, PM, 845-8925

PM = Project Manager

SDR = Sandia Delegated Representative

PC = Project Coordinator



# Facility Contact List

## Mechanical System Engineers

- John Anderson, 844-0800
- Carl Bennett, 844-2638
- Don Campbell 844-3859
- John Eisenberger 844-3523
- Carl Peterson, 844-1319
- Gerald Savage, 844-9403
- John Scott, 844-2482

## Civil Systems Engineers

- Nydia Chelette, 845-9817
- Walt Heimer, 844-9262
- Roy Hertweck, 844-1479
- David Humbel, 844-2967
- Darell Rogers, 844-5842

## Electrical System Engineers

- Joe Allen, 844-9217
- Paul Duran, 844-7252
- John Rathbun, 845-9000
- John Thayer, 844-8976
- Don Tidwell, 844-9825
- George Torrez, 844-6191
- Norman Wasson, 844-3026
- Scott Rowland, 844-1466

