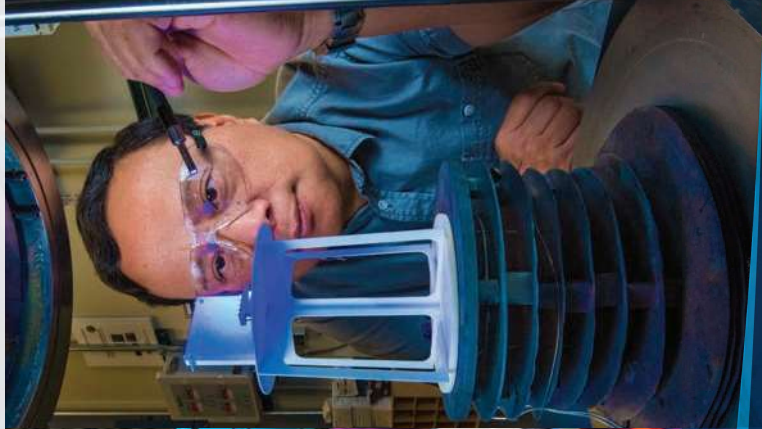


SANDIA NATIONAL LABORATORIES



ECONOMIC  
IMPACT 2016



# National Security Programs

*“Sandia National Laboratories partners with qualified suppliers to execute our national security missions and advance new technology. We take pride in collaborating with diverse small businesses to achieve these goals while stimulating the local and national economy.”*

**Jill Hruby**

*President and Laboratories Director*

## NUCLEAR WEAPONS

Sandia's primary mission is ensuring the U.S. nuclear arsenal is safe, secure, and reliable, and can fully support our nation's deterrence policy.



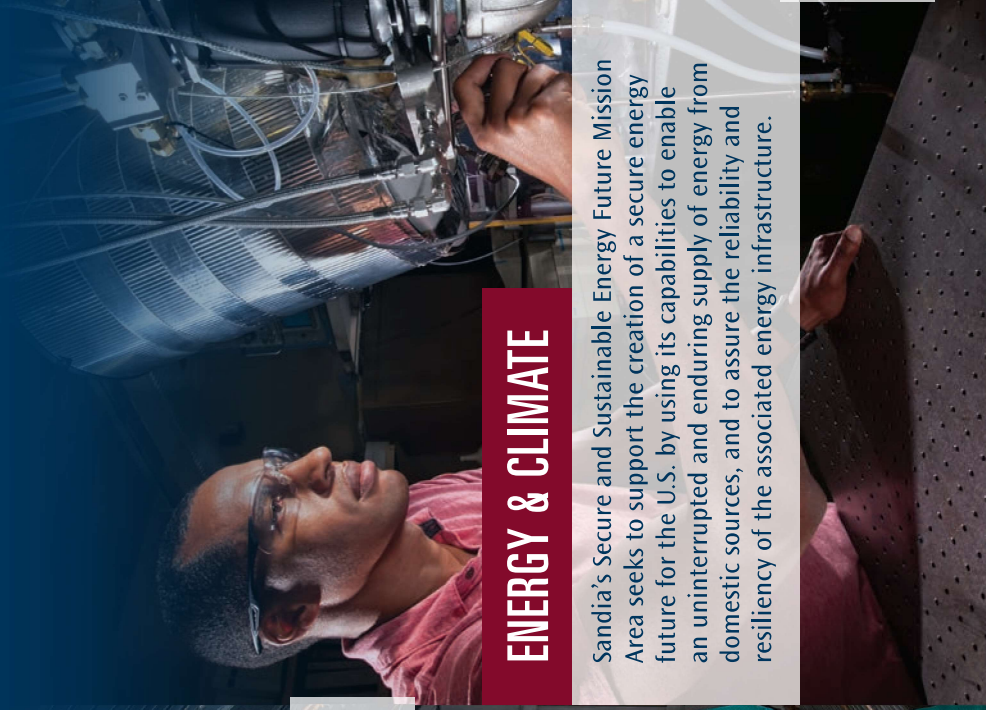
## DEFENSE SYSTEMS & ASSESSMENTS

We provide technical solutions for global security by engineering and integrating advanced science and technology to help defend and protect the United States.



## ENERGY & CLIMATE

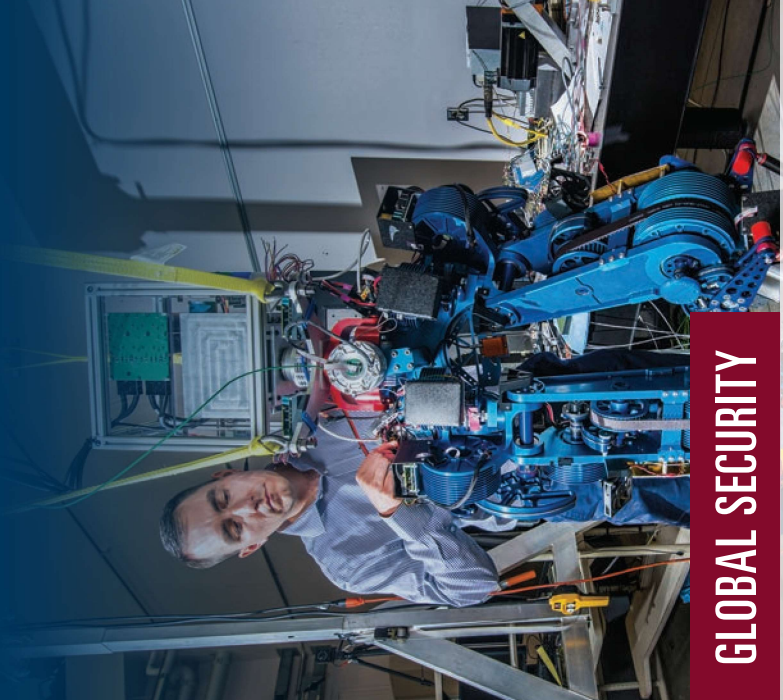
Sandia's Secure and Sustainable Energy Future Mission Area seeks to support the creation of a secure energy future for the U.S. by using its capabilities to enable an uninterrupted and enduring supply of energy from domestic sources, and to assure the reliability and resiliency of the associated energy infrastructure.



*exceptional service  
in the national interest*



**Sandia  
National  
Laboratories**



## **GLOBAL SECURITY**

We provide the most effective and efficient technologies and enterprise-level solutions to the nation's highest-priority risks associated with weapons of mass destruction and catastrophic incidents.



## **RESEARCH FOUNDATIONS**

Committed to science with the mission in mind, Sandia creates innovative, science-based, systems engineering solutions to our nation's most challenging national security problems.



*We strive to become the laboratory  
that the U.S. turns to first  
for technology solutions to the  
most challenging problems that  
threaten peace and freedom for  
our nation and the globe.*

# 2016 Economic Impact

“Sandia’s success is closely connected to the diversity and strength of our suppliers. We are fully committed to nurturing our small-business partnerships to achieve our national security mission.”

**Jolyn Maheras**  
Director, Supply Chain



## Total Laboratory Expenditures

**\$3,029,413,000**

**Procurement Card Purchases**  
**\$83,261,000**

**Corporate Taxes**  
**\$88,277,000**

**Contract-Related Payments**  
**\$1,038,877,000**

**Labor and Noncontract Related Payments**  
**\$1,818,998,000**

### Contract-Related Payments

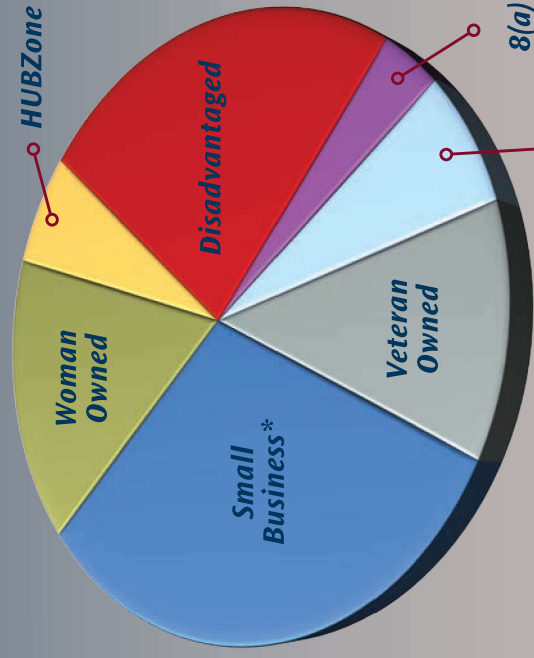
This represents dollars paid to purchase goods and services. More than 450 new small-business suppliers supported Sandia’s mission in FY16. Small businesses represent 67 percent of all Sandia suppliers.

### Corporate Taxes

Sandia paid \$80,374,000 to the State of New Mexico in gross receipts and corporate taxes and \$5,773,000 to the State of California in corporate taxes.

## Total Small Business

**\$529,921,000**



\*nonminority, nonwoman, nonHUBZone, nonveteran owned

## Contract-Related Payments

	Total	New Mexico	California
Small Business	\$529,921,000	\$239,858,000	\$91,960,000
Other than Small Business	\$508,956,000	\$141,149,000	\$53,593,000
<b>Total</b>	<b>\$1,038,877,000</b>	<b>\$381,007,000</b>	<b>\$145,553,000</b>
Small Business*	\$161,986,000	\$57,575,000	\$47,690,000
Woman Owned Small Business (WOSB)	\$90,184,000	\$60,044,000	\$12,958,000
HUBZone Small Business	\$34,058,000	\$25,513,000	\$214,000
Small Disadvantaged Business (SDB)	\$130,580,000	\$55,558,000	\$14,878,000
8(a)	\$18,853,000	\$7,261,000	\$214,000
Veteran Owned Small Business (VOSB)	\$59,504,000	\$23,971,000	\$9,445,000
Service Disabled Veteran Owned Small Business (SDVOSB)	\$34,756,000	\$9,936,000	\$6,561,000

## New Mexico

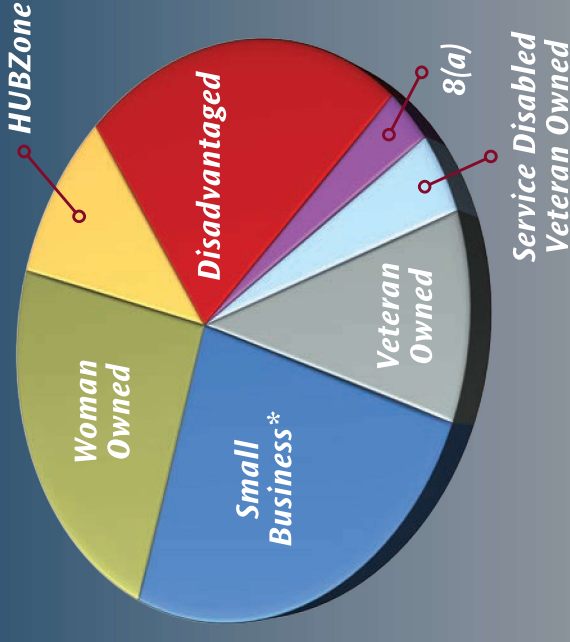
<b>New Mexico Total Contract Payments</b>	<b>\$381,007,000</b>
As a Percent of Total Contract Payments	37%
New Mexico Total Small Business Payments	\$239,858,000
As a Percent of Total Small Business Contract Payments	45%
As a Percent of Total New Mexico Contract Payments	63%
New Mexico P-Card	\$14,831,000
As a Percent of Total P-Card	18%

## California

<b>California Total Contract Payments</b>	<b>\$145,553,000</b>
As a Percent of Total Contract Payments	14%
California Total Small Business Payments	\$91,960,000
As a Percent of Total Small Business Contract Payments	17%
As a Percent of Total California Contract Payments	63%
California P-Card	\$18,021,000
As a Percent of Total P-Card	22%

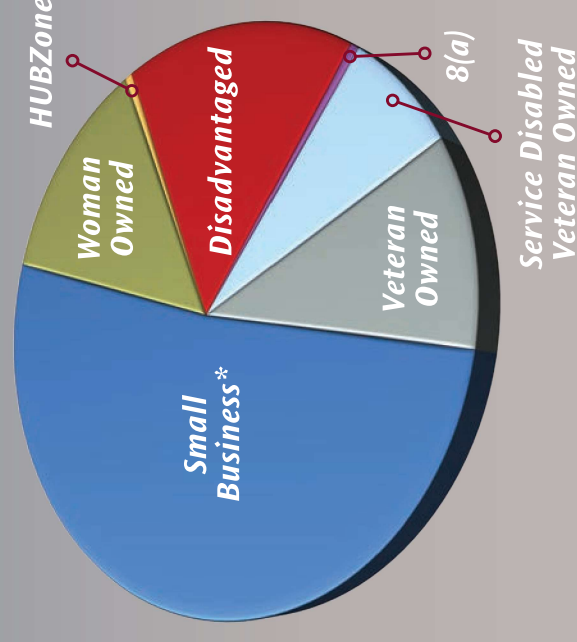
## NM Small Business

\$239,858,000



## CA Small Business

\$91,960,000



# SANDIA'S EMPLOYMENT

In FY2016, Sandia's 1,915 hires included regular and limited-term employees, students, postdoctoral researchers, and faculty. In addition, more than 1,000 students participated in year-round internships, 90 percent at the New Mexico site and 10 percent at the California site.

**12,001**

*Sandia Employees*

**6,400+**

*Advanced Degrees*

**6,000+**

*R&D Scientists,  
Engineers & Technologists*

**1,915**

*Hires*

## COMMUNITY INVOLVEMENT



Community Involvement is an integral part of Sandia's culture. Our employees are generous with their time, talent, and treasure. Sandia employees donated more than \$6.9 million to nonprofits in New Mexico, California, and the nation. Our Sandia Salutes Veterans event engaged more than 400 employees and gave \$20,000 to



Veterans Heading Home, an organization that provides permanent housing solutions for the homeless. Dedicated employees started our 15th Habitat for Humanity house.

Students explored Science, Technology, Engineering, and Math (STEM) careers through Family Science Nights, MBK Day at the Lab, STEM Mentoring Cafe, Cybersecurity Programs, and DOE Science Bowls. More than 600 employees volunteered in classrooms and three of our outreach programs celebrated more than 25 years of

providing hands-on workshops led by role models. Sandia donated 788 previously used computers to 22 NM schools and 23 computers to a CA middle school.

Lockheed Martin, on behalf of the Labs, invested more than \$1.4 million in NM and CA to support K-12 STEM education, veterans, and our neighbors' basic human needs.



## TECHNOLOGY AND ECONOMIC DEVELOPMENT

The New Mexico Small Business Assistance (NMSBA) Program lets for-profit companies team with Sandia researchers to solve technical challenges. In 2015, Sandia provided \$2.4 million in assistance to 205 New Mexico small businesses in 18 counties.

Entrepreneurial Separation to Transfer Technology (ESTT) allows scientists to leave the Labs to launch technology companies or expand existing ones, and guarantees reinstatement if they choose to return to Sandia within two years.

The Sandia Science & Technology Park is a 340-acre technology community adjacent to Sandia and Kirtland Air Force Base where startups and mature companies can collaborate with the Labs on a wide variety of technologies, products, and services.



# SANDIA'S FY16 CONTRACTING GOALS



## Key Resources:

**Business Opportunities Website**, where Sandia buyers list current opportunities for products and services. Suppliers can subscribe to the site and receive emails advising them of many new opportunities. Go to [https://supplierportal.sandia.gov/OA\\_HTML/sn/AbstractQuery.jsp](https://supplierportal.sandia.gov/OA_HTML/sn/AbstractQuery.jsp).

**System for Award Management**, or SAM, [www.sam.gov](http://www.sam.gov). Suppliers must be registered in SAM to do business with Sandia.

**U.S. Small Business Administration**, [www.sba.gov](http://www.sba.gov)

**Procurement Technical Assistance Center**, [www.ptac-us.org](http://www.ptac-us.org)

**Procurement Technical Assistance Program**, [www.nmptap.org](http://www.nmptap.org)

**North American Industry Classification or NAICS**, [www.census.gov/eos/www/naics/](http://www.census.gov/eos/www/naics/)

**U.S. Department of Energy Office of Small and Disadvantaged Business Utilization**, [www.energy.gov/osdbu/office-small-and-disadvantaged-business-utilization](http://www.energy.gov/osdbu/office-small-and-disadvantaged-business-utilization)

**National Nuclear Security Administration (NNSA) Small Business Program**, [www.nnsa.energy.gov/about/ouroperations/apm/smallbusiness](http://www.nnsa.energy.gov/about/ouroperations/apm/smallbusiness)

**Suspect/counterfeit and defective items**, contact [sqasci@sandia.gov](mailto:sqasci@sandia.gov) with questions or to report.



**Delfinia L. Salazar**  
Manager, Supply Chain Risk Management and Supplier Diversity

*“Our Supplier Diversity Advocates and Procurement teams are committed to identifying and partnering with a diverse supplier pool in support of Sandia’s mission needs and small business goals. Sandia’s diverse suppliers are innovative and responsive, making them valuable partners. Together, we can deliver excellence in technology while positively impacting national, local, and state economies.”*



Supplier Diversity Advocates Team

# Intellectual Property and Technology Commercialization

**137**

newly issued patents for Sandia technologies

**261**

patent applications filed

**604**

active commercial licenses

**223**

executed government licenses

*In 2016, Sandia continued to increase deployment of its Sandia research and development results by partnering with U.S. companies to support local and national economic development. To explore the Sandia IP portfolio, visit: [ip.sandia.gov](http://ip.sandia.gov)*

# Become a Sandia Supplier:

## Do your research

Is Sandia your market? Know who we are, what we buy, and how we buy.

## Sell your capabilities

How can you help Sandia meet its requirements? Identify how you are unique in such areas as innovation, technical expertise, safety, business acumen, financial strength, quality systems, and prior experience.

## Supply best value

Demonstrate sustained high performance in cost, quality, safety, and on-time delivery for products and services. Ensure customer focus and satisfaction, and continue to improve.

## Make contact

Forge relationships, build trust, stay engaged, and be patient

## Prevent and Detect

Keep suspect/counterfeit or fraudulent items from entering Sandia's supply chain



## Process:

Get a DUNS#

Identify your primary NAICS codes

Register in SAM.gov

Subscribe to Sandia's Business Opportunities Website

Sandia looks for business partners who demonstrate sustained high performance in cost, quality, safety, security, and on-time delivery. We value customer-focused companies that are financially healthy, innovative, and responsive. Our suppliers share Sandia's commitment to success in our national security mission.

Business Point of Contact

[www.sandia.gov](http://www.sandia.gov)

Email: [supplier@sandia.gov](mailto:supplier@sandia.gov)

Phone: 1-800-765-1678



Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL85000. SAND2016-12298 M

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Scan this code to find resources on-line to help your small business get ready to do business with Sandia National Laboratories