

ECONOMIC IMPACT



Sandia Program Portfolios

"Sandia National Laboratories has a long and distinguished history of partnering with highly qualified, diverse small business suppliers who help us achieve our national security missions. We are committed to continuing this track record and building relationships with the small business community that spur economic growth in New Mexico and across the country."



Dr. Stephen Younger
Laboratories Director

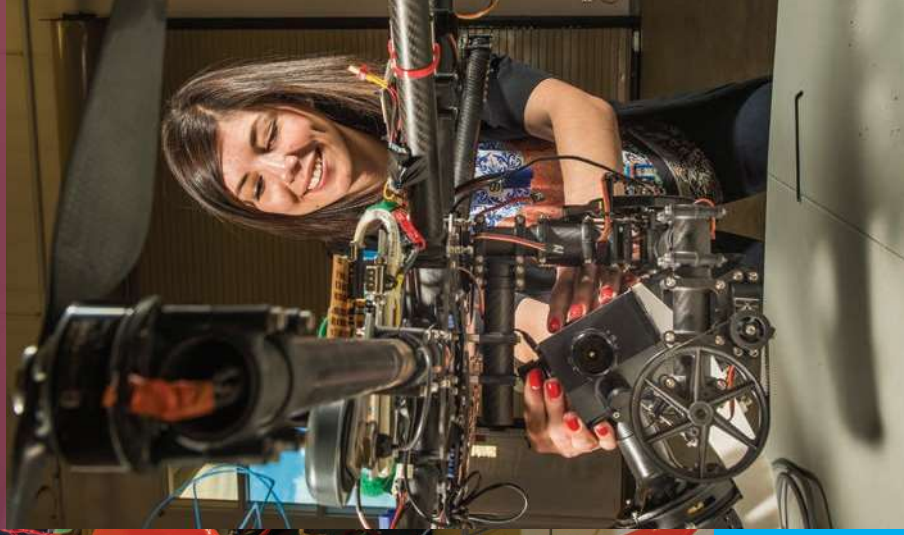
NUCLEAR DETERRENCE



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 NUCLEAR NONPROLIFERATION

We protect the United States from threats at home and abroad by developing the technical expertise to monitor and assess emerging dangers, guard materials and critical assets, and respond to crises.



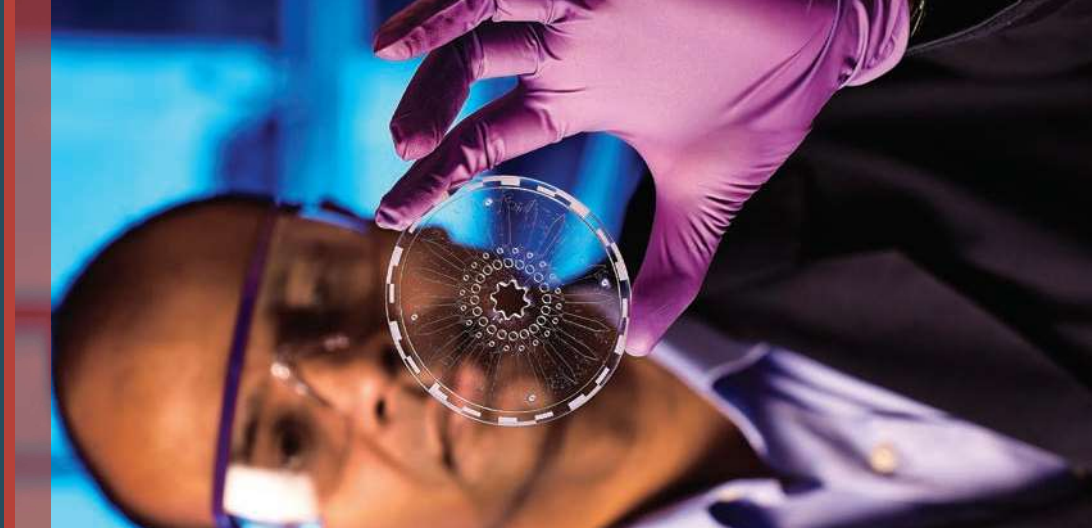
NATIONAL SECURITY PROGRAMS



Sandia provides systems, science, and technology to meet national security objectives in such areas as cybersecurity, science and technology products, and integrated military systems.

ENERGY & HOMELAND SECURITY

We support the resilience and security of the nation's energy system, protect digital and physical critical infrastructure, and reduce U.S. vulnerability to chemical, biological, radiological, and nuclear terrorism.



ADVANCED SCIENCE & TECHNOLOGY



Sandia provides the science needed to enable the U.S. nuclear stockpile, and does fundamental scientific, biomedical, and environmental research to enhance national security, economic competitiveness, and improved quality of life.

Sandia develops advanced technologies to ensure global peace.



**Sandia
National
Laboratories**

2017 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 and furthering economic prosperity."

Jolyn A. Maheras

Director, Integrated Supply Chain Management

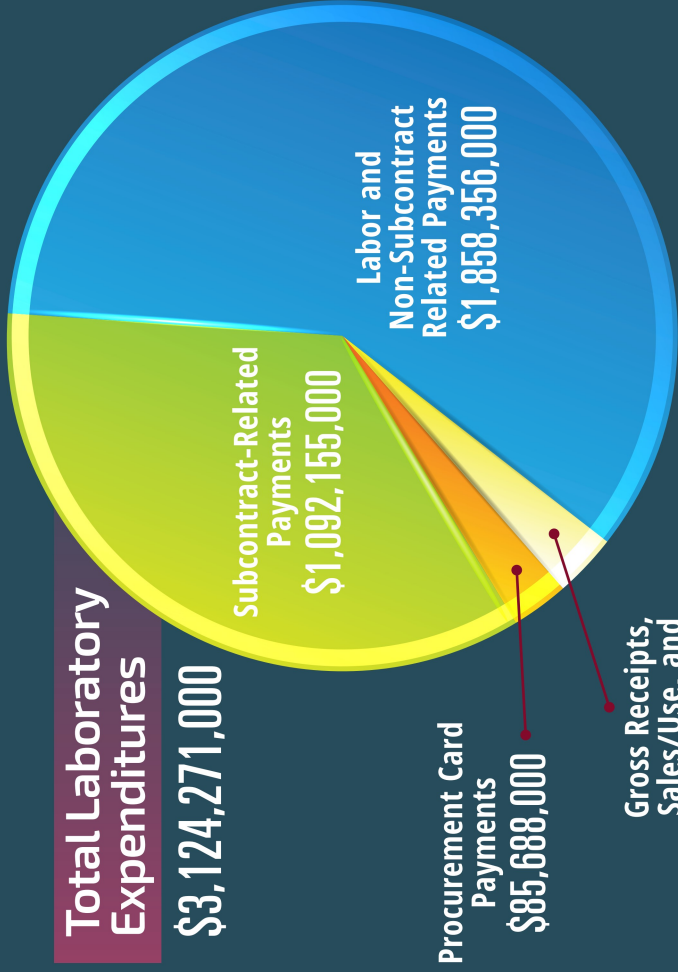


Subcontract-Related Payments

This represents dollars paid to purchase goods and services. More than 510 new small business suppliers supported Sandia's mission in Fiscal Year 2017 (FY17). Small businesses represent 66 percent of all Sandia suppliers.

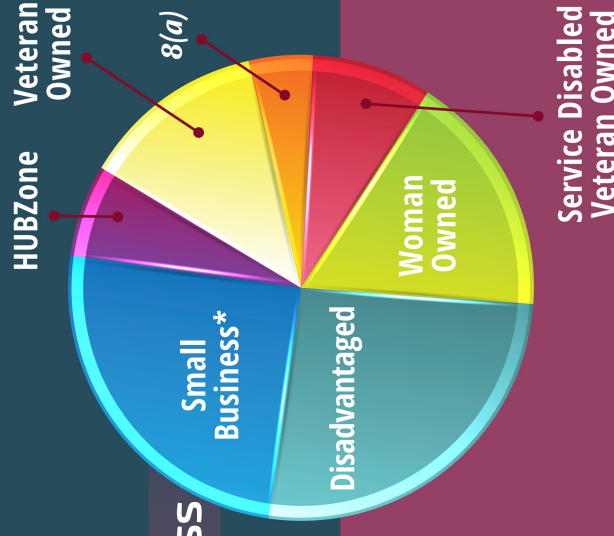
Total Laboratory Expenditures

\$3,124,271,000



Total Small Business

\$580,998,000



Gross Receipts Taxes

Sandia paid \$83,675,000 to the State of New Mexico in gross receipts tax.

*non-minority, non-woman, non-HUBZone, non-veteran owned

Subcontract-Related Payments

	Total	New Mexico	California
Small Business**	\$580,998,000	\$267,425,000	\$98,833,000
Other than Small Business	\$511,157,000	\$137,478,000	\$55,192,000
Total	\$1,092,155,000	\$404,903,000	\$154,025,000
Small Business*	\$145,889,000	\$49,685,000	\$43,417,000
Woman Owned Small Business (WOSB)	\$98,237,000	\$66,334,000	\$14,334,000
HUBZone Small Business	\$36,497,000	\$22,510,000	\$120,000
Small Disadvantaged Business (SDB)	\$151,638,000	\$69,992,000	\$26,607,000
8(a)	\$25,915,000	\$14,400,000	\$673,000
Veteran Owned Small Business (VOSB)	\$74,101,000	\$30,963,000	\$7,738,000
Service Disabled Veteran Owned Small Business (SDVOSB)	\$48,721,000	\$13,541,000	\$5,944,000

New Mexico

New Mexico Total Procurement Impact	\$420,416,000
New Mexico Subcontract Payments	\$404,903,000
As a Percent of Total Subcontract Payments	37%
New Mexico Procurement Card Payments	\$15,513,000
As a Percent of Total Procurement Card Payments	18%

California

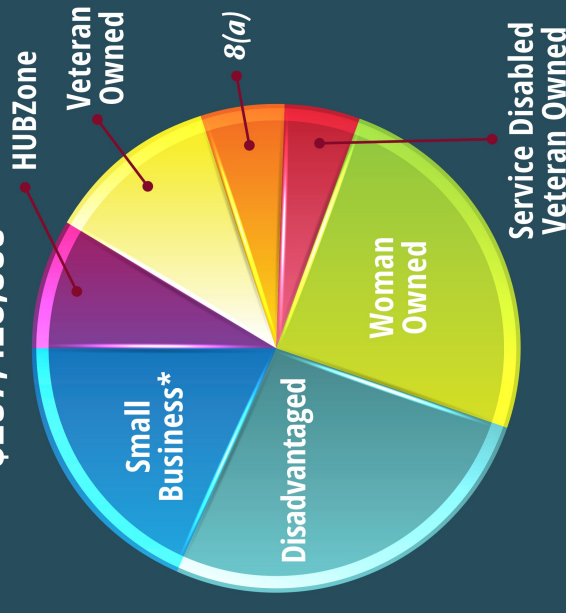
California Total Procurement Impact	\$172,806,000
California Subcontract Payments	\$154,025,000
As a Percent of Total Subcontract Payments	14%
California Procurement Card Payments	\$18,781,000
As a Percent of Total Procurement Card Payments	22%

**New Mexico Small Business Subcontracting Payments are 46% of Total Small Business Subcontract Payments and 66% of Total New Mexico Subcontract Payments.

**California Small Business Subcontracting Payments are 17% of Total Small Business Subcontract Payments and 64% of Total California Subcontract Payments.

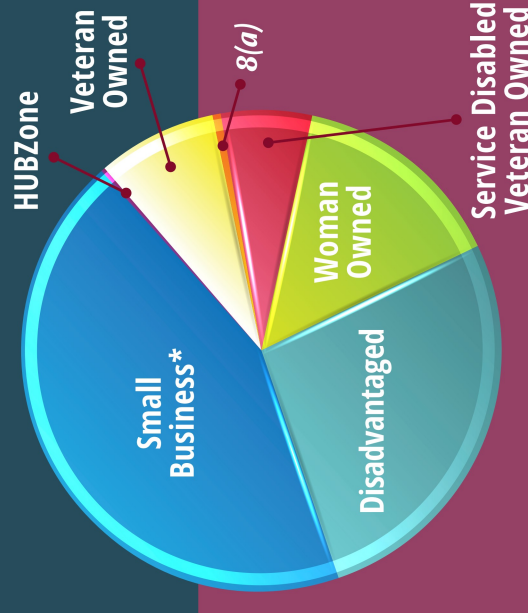
NM Small Business

\$267,425,000



CA Small Business

\$98,833,000



Sandia's Employment

12,258

Sandia Employees

6,571

Advanced Degrees

6,360

R&D Scientists, Engineers
& Technologists

1,975

Hires

In FY2017, Sandia's 1,975 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.

COMMUNITY INVOLVEMENT

GIVE

\$5.2M to non-profits through United Way of Central New Mexico

800 pairs of Shoes for Kids

2,000 holiday gifts for children

\$1.4M corporate contributions from Lockheed Martin and National Technology & Engineering Solutions of Sandia

\$3M of retired computers and accessories to K-12 schools

SERVE

15th Habitat for Humanity home (400 volunteers)

Westside Winter Shelter Renovation (225 volunteers)

INSPIRE

Family Science Nights

Family Math Nights

CSI (Crime Scene Investigation) Dognapping Program

New Mexico Electric Car

Challenge Science Bowls

Hands-On Minds-On Technologies, Manos, and Dream Catchers

TECHNOLOGY AND ECONOMIC DEVELOPMENT



New Mexico Small Business Assistance (NMSBA) provides small businesses in New Mexico with access to laboratory experts at Sandia to help them solve technical challenges. Last year, Sandia invested \$2.4 million helping 198 small businesses in 19 counties throughout New Mexico. There were 75 Sandia principal investigators across 59 departments who supported NMSBA.

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. In 2017, five Sandians left on ESTT to start or expand a small business. Currently, there are nine Sandians actively out on ESTT.

Sandia Science & Technology Park (SS&TP) 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. In 2017, six companies and organizations moved into the SS&TP.



Entrepreneur Exploration (EEx) is aimed at Sandia principal investigators interested in learning about the exciting opportunities and resources available to entrepreneurs. EEx is intended to invigorate the entrepreneurial culture at the Labs and inspire entrepreneurs to either go into the business world or develop an entrepreneurial mindset while remaining at the Labs. In 2017, EEx held 20 events with a total of 926 participants.



SANDIA'S FY17 SUBCONTRACTING GOALS

Managed & Operated by Lockheed Martin Corp
Managed & Operated by NITES*

Small Business	48%	50%
Small Disadvantaged Business	10%	10%
Woman Owned	9%	10%
HUBZone	3%	3%
Veteran Owned	5%	5%
Service Disabled Veteran Owned	3%	3%

Key Resources

Business Opportunities Website, where Sandia lists current opportunities for products and services. Suppliers can subscribe to receive email notifications for new opportunities. Go to https://supplierportal.sandia.gov/OA_HTML/snI/AbstractQuery.jsp.

System for Award Management (SAM), www.sam.gov. It is advisable that suppliers register in SAM prior to seeking business with Sandia.

U.S. Small Business Administration, www.sba.gov

Procurement Technical Assistance Center, National Site: www.ptac-us.org. New Mexico Site: www.nmptac.org/

North American Industry Classification System (NAICS), www.census.gov/naics/
U.S. Department of Energy Office of Small and Disadvantaged Business Utilization, www.energy.gov/osdbu/office-small-and-disadvantaged-business-utilization

National Nuclear Security Administration (NNSA) Small Business Program, www.nnsa.energy.gov/about/europerations/apm/smallbusiness

Dynamic Small Business Search, dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

Suspect/Counterfeit and Defective Items, contact sqasci@sandia.gov with questions or to report.

Intellectual Property and Technology Commercialization

In 2017, Sandia continued to deploy laboratory developed technologies by partnering with U.S. companies to support local and national economic growth. For more information and to explore Sandia's available technologies, visit Sandia's licensing and technology transfer website at ip.sandia.gov

TOPS SUBCONTRACTING

Industries by Invoiced Amount – Total

- Research and Development in the Physical, Engineering, and Life Sciences
- Computer Related Services
- Commercial and Institutional Building Construction
- Computer and Computer Peripheral Equipment and Software
- Engineering Services

Industries by Invoiced Amount – NM

- Computer Related Services
- Computer and Computer Peripheral Equipment and Software
- Commercial and Institutional Building Construction
- Engineering Services
- Plumbing, Heating, and Air-Conditioning Contractors

Industries by Invoiced Amount – CA

- Commercial and Institutional Building Construction
- Semiconductor Machinery Manufacturing
- Research and Development in the Physical, Engineering, and Life Sciences
- Computer Storage Device Manufacturing
- Computer Related Services



"Small businesses are critical to this nation's economic strength and we at Sandia value our Small business partnerships that enable us to achieve our mission objectives."

Theresa A. Carson

Sr. Manager, Supply Chain Integration

152

newly issued patents
for Sandia technologies

274

patent applications
filed

597

active commercial
licenses

255

executed government
licenses

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 areas such 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 and 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

Business Point of Contact:

www.sandia.gov

Email: supplier@sandia.gov

Phone: 1-800-765-1678



Sandia
National
Laboratories

Sandia National Laboratories is a multitechnology 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. SAND2017-13714 F

Published by: Supply Chain Risk Management and Supplier Diversity Department



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



"Sandia is driven to engage and partner with small and diverse suppliers who bring technical experience, ingenuity, responsiveness, and a joint commitment to our national security missions and operational needs. Our supply chain is stronger and more versatile with small and diverse supplier relationships, which ultimately further the economic health of our local, state, and national communities."

Delfinia L. Salazar

Manager, Small Business Program

Supply Chain Risk Management and Supplier Diversity



Supplier Diversity Team

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.