



Sandia National Laboratories

Operated for the U.S. Department of Energy's
National Nuclear Security Administration
by **National Technology & Engineering
Solutions of Sandia, LLC.**

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From: Dr Stephen Younger, Laboratories Director (00001)

With more than \$500 million in Labs procurements, small businesses contribute to our mission success, promote innovation that benefits us and consumers, and help build the local and regional economies.

Sandia is committed to subcontracting with small businesses. We actively seek capable companies including small disadvantaged, woman-owned, historically underutilized business zone, veteran-owned, and service-disabled veteran-owned businesses to support the Labs' missions.

Sandia's FY18 goal is to have 52% of contract awards go to small businesses, increasing to 60% within five years. To meet our aggressive goals, small business utilization should be incorporated into all phases of our acquisition planning and execution. It's the right thing to do.

We have launched several initiatives including a New Mexico 5% pricing preference that should encourage small-business utilization. Sandia will enter into mentor/protégé agreements with small businesses to encourage growth and help them be more successful. A Small Business Steering Committee will bring together people from each Sandia division, the supplier diversity team, and procurement representatives — with each division having its own small business goal. Leadership from all areas of the Labs will help identify and promote opportunities for small businesses.

Sandia hosts monthly Supplier Open Houses where small businesses can meet with our supplier diversity team and buyers. We plan to expand this effort to include technical open houses where small businesses will meet with Sandia technical personnel. Those will be held in the downtown Albuquerque Lobo Rainforest building (C3), the Sandia IPOC supplier lobby, and Sandia/California.

Please join me in supporting small businesses by providing the opportunity to combine their skills, innovation, and acumen with Sandia as we work together to develop advanced technologies to ensure global peace.

Interested small businesses may be referred to Sandia's business point of contact at 800-765-1678 or supplier@sandia.gov to learn how to do business with Sandia.