



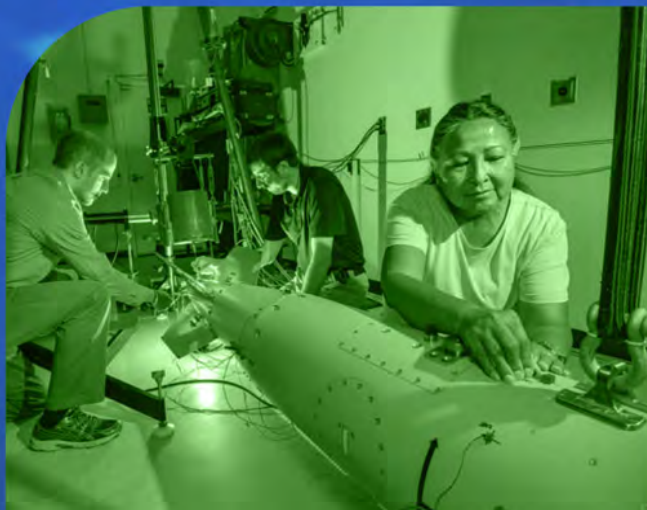
SANDIA NATIONAL LABORATORIES



ECONOMIC IMPACT



2019



SANDIA



Program Portfolios

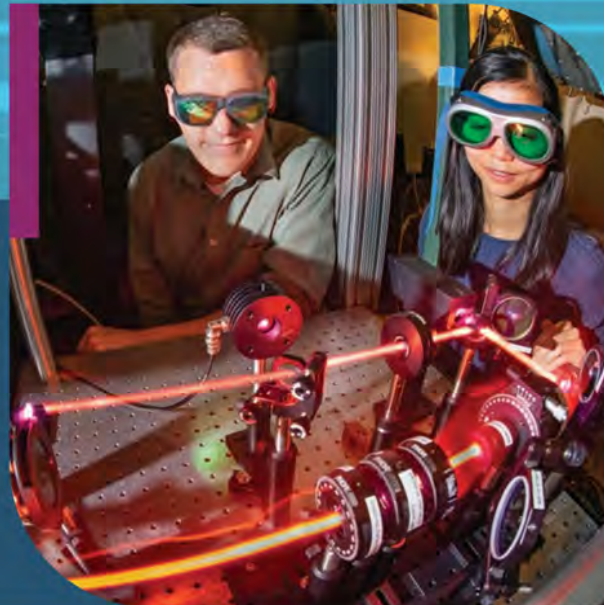


James S. Peery, Ph.D.

Laboratories Director

Sandia National Laboratories is committed to partnering with highly qualified, diverse small-business suppliers who promote innovation and contribute to our mission success. Together we deliver excellence in technology and spur economic growth in New Mexico and across the country.





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.

GLOBAL SECURITY

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.

2019



Economic Impact



Jolyn A. Maheras

Director, Integrated Supply Chain Management

Sandia has demonstrated its commitment to the small business community through annually increasing small business goals, the 5% New Mexico small business pricing preference, and the newly launched Mentor-Protégé Program. We look forward to continuing to build relationships with small and diverse suppliers to achieve our national security mission and spur economic growth in New Mexico and across the country.

Total Laboratory Expenditures

\$3,677,476,000

**Labor and
Non-Subcontract
Related Payments
\$2,168,051,000**

Other than Small Business \$536,949,000

Small Business \$784,153,000

**Subcontract-Related Payments
\$1,321,102,000**

**Corporate
Taxes**

\$98,090,000

**Procurement Card
Purchases**

\$90,234,000

Subcontract-Related Payments

This represents dollars paid to purchase goods and services.

Gross Receipts Taxes

Sandia paid \$96,581,000 to the State of New Mexico in gross receipts tax.

SUBCONTRACT-RELATED PAYMENTS

OVERALL

NEW MEXICO

\$1,321,102,000	Total Subcontract Payments	\$509,413,000
\$784,153,000	Total Small Business	\$363,969,000
\$348,129,000	Small Business*	\$139,748,000
\$202,531,000	Disadvantaged	\$107,458,000
\$152,043,000	Woman-Owned	\$102,488,000
\$143,735,000	Veteran-Owned	\$54,148,000
\$107,004,000	Service-Disabled Veteran-Owned	\$30,193,000
\$71,694,000	HUBZone	\$47,021,000



NEW MEXICO

New Mexico Total Procurement Impact	\$521,960,000
Subcontract Payments	\$509,413,000
Small Business	\$363,969,000
Other than Small Business	\$145,444,000
As Percent of Total Subcontract Payments	39%
Procurement Card Payments	\$12,547,000



CALIFORNIA

California Total Procurement Impact	\$205,829,000
Subcontract Payments	\$184,236,000
Small Business	\$121,679,000
Other than Small Business	\$62,557,000
As Percent of Total Subcontract Payments	14%
Procurement Card Payments	\$21,593,000

*Small Businesses not categorized as Small Disadvantaged Business, Women-Owned Small Business, HUBZone Small Business, Veteran-Owned Small Business or Service-Disabled Veteran-Owned Small Business.

Sandia's Employment

In FY19, Sandia National Labs grew to more than 14,000 employees, creating more than 1,100 new jobs. Sandia hired 1,912 regular, temporary, postdoctoral researchers and faculty employees during the fiscal year to fill new positions and backfilled about 800 positions due to attrition. In addition, Sandia hired 849 student interns during the fiscal year.



14,014

Sandia Employees
NM - 12,371

7,117

Advanced Degrees
NM - 6,131

7,206

R&D Scientists, Engineers & Technologists
NM - 6,320

1,912

Hires
NM - 1,645

Community Involvement

GIVE:

\$4M from employees to nonprofits through United Way of Central New Mexico

\$1.4M from National Technology & Engineering Solutions of Sandia to nonprofits in the areas of education, family stability and leadership

1,250+ retired computers and accessories from Sandia Labs to more than **80** New Mexico schools

4,000 holiday gifts from employees to children in need

INSPIRE:

Family Science Nights

Family Math Nights

CSI Dognapping Program

NM Electric Car Challenge

DOE Regional Science Bowls

Science, Technology, Engineering and Math

Workshops and Awards



Technology and Economic Development

Sandia manages economic development programs that leverage the people, technologies, and facilities of the Labs to deploy technology in support of Sandia's mission and to create jobs.

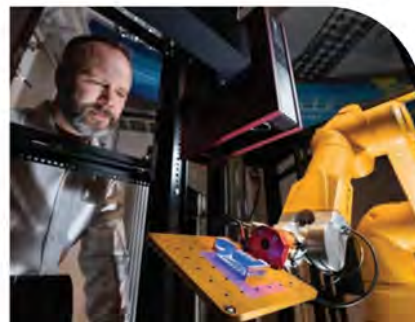
New Mexico Small Business Assistance

Sandia provided **\$2.4M** of technical assistance

Center for Collaboration and Commercialization

20 Entrepreneur Events / **745** Participants

To learn more about the Center for Collaboration and Commercialization (C3), visit www.C3abq.com or stop by our new partnership space in downtown Albuquerque at 101 Broadway NE.



Intellectual Property and Technology Commercialization

150 newly issued patents for Sandia technologies

204 filed patent applications

577 active commercial licenses

230 executed government agreements and amendments

For more information, visit
ip.sandia.gov.

COMMITMENT TO SMALL BUSINESS

3 consecutive years of exceeding small business goals and proceeding towards sustained 60% small business utilization

8 Sandia-hosted Small Business Open Houses attended by 431 suppliers

25 local, state, and national small business events attended

45 acquisitions offered the 5% New Mexico pricing preference

63 one-on-one interactions with current and potential suppliers at the C3 Lobo Rainforest building in downtown Albuquerque

65% of all Sandia suppliers are small business

100% internal Small Business Steering Committee goals met, demonstrating Sandia's small business commitment

537 new small businesses supporting Sandia's mission

TOP 5 SUBCONTRACTING INDUSTRIES

Invoiced Amount TOTAL

- Computer Related Services
- Commercial and Institutional Building Construction
- Research and Development in the Physical, Engineering, and Life Sciences
- Electronic Computer Manufacturing
- Engineering Services

Invoiced Amount New Mexico

- Computer Related Services
- Commercial and Institutional Building Construction
- Electronic Computer Manufacturing
- Engineering Services
- Machine Shops

Invoiced Amount California

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



BECOME A SANDIA SUPPLIER

Sell your capabilities:

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

Supply best value:

- Demonstrate your sustained high performance in quality, safety, and on-time delivery for products and services at a competitive cost. Demonstrate how you ensure customer focus/satisfaction and how you continually develop your business.

Secure the supply chain:

- Prevent suspect/counterfeit and fraudulent items from entering Sandia's supply chain.

Learn about Sandia's small-business programs:

- **Small Business Forum Series**
 - Use these forums to learn how to do business with Sandia and to network with advocates, buyers, technical personnel, and other Sandia professionals.
- **New Mexico Small Business 5% Pricing Preference**
 - Ask about the 5% pricing preference for eligible New Mexico small businesses on competitive procurements valued at up to \$5M.
- **Sandia's Mentor-Protégé Program**
 - Learn about Sandia's Mentor-Protégé Program by contacting Sandia's business POC or by visiting Sandia.gov (navigate to Partnerships > Small Business Utilization > Sandia's Mentor-Protégé Program).



Supplier Diversity Team

Left to right: Leonardo Valencia, Eric Lochausen, Delfinia Salazar, Paul Sedillo (Small Business Program Manager), Shannon Mulligan, Gabriel Hollimon, Patricia Brown, Marie Myszkier

Business Point of Contact:

www.sandia.gov

Email: supplier@sandia.gov

Phone: 1-800-765-1678

PROCESS:

Get a DUNS #

Identify your primary NAICS codes

Registration in SAM.gov is strongly encouraged

Register in Sandia's iSupplier and subscribe to Sandia's Business Opportunities Website

Come meet with Sandia

- *Monthly C3 Office Hours - UNM Lobo Rainforest Building*
- *FY2020 Sandia Small Business Forums*
- *Local, state, and national small business conferences*



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



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Sandia National Laboratories is a multimission 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. SAND2019-15257 R