

# SANDIA HOSTS OPEN HOUSE HOURS FOR DIVERSE SUPPLIERS



Sandia National Laboratories (Sandia) is dedicated to investing in our community and in helping grow our diverse supplier base. Sandia actively seeks capable, qualified small businesses, including Small Businesses, Small Disadvantaged Businesses, Woman Owned Small Businesses, HUBZone Small Businesses, Veteran Owned Small Businesses and Service Disabled Veteran Owned Small Businesses

*"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."*

*- Delfinia Salazar,*

*Small Business Program Manager*



*Exceptional  
service  
in the  
national  
interest*

## What is a Sandia Supplier Open House?

- A Sandia Supplier Open House is opportunity to learn how to do business with Sandia and for networking with Advocates, buyers, other Sandia Professionals, and others (such as the Small Business Administration, Procurement Technical Assistance Programs/Centers, Los Alamos National Laboratory, etc).
- Sandia has built a strong relationship with the New Mexico Procurement Technical Assistance Program (NM PTAP), which participates in each Open House. Suppliers can look forward to meeting NM PTAP representatives, whom are well-versed in helping businesses prepare to contract with government-type agencies as well as assisting with SAM.gov registration and profiles, proposal development, Dynamic Small Business Search (DSBS) profiles, capability statement development, and identification of opportunities. NM PTAP provides free services to NM businesses.
- Since the Open Houses began in October 2016, over 175 businesses have participated.
- Sandia is pleased to announce the schedule for April 2017 – March 2018 (see next page).
- While each month will have a small business focus, **all small suppliers are welcome.**
- Suppliers can expect a brief educational presentation about working with government-type contracts and other topics at the beginning each session, followed by a one-on-one dialogue.

## Where do you start?

- Start by visiting [www.sandia.gov](http://www.sandia.gov); click on "Working With Sandia." This site will help suppliers understand who Sandia is and what and how we buy, in order to determine if Sandia is really the correct market for your business.
- If the supplier determines that Sandia is their correct market, its representatives should attend an Open House session and be prepared to present its capabilities ("uniqueness," innovation, technical expertise, safety record, business acumen, financial strength, quality systems, and prior experience). It is recommended the supplier bring a capability statement.
- Sandia's Supplier Diversity Advocates will discuss current opportunities and can help suppliers network, forge relationships and build trust with Sandia buyers and technical customers.

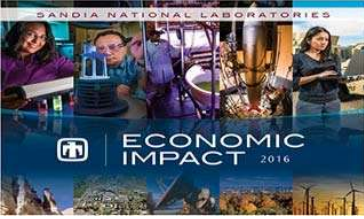
## When?

- 2<sup>nd</sup> Tuesday of each month, April 2017 – March 2018
  - Session A: 9:00 am – 11:00 am
  - Session B: 11:00 am – 1:00 pm
- RSVP is not required, but is encouraged for matchmaking
- Detailed schedule and Map – see next page

**Notice: Individuals attending must be a U.S. Citizen to enter Sandia's Supplier Lobby**

Please send inquires/RSVPs to [supplier@sandia.gov](mailto:supplier@sandia.gov) or call 800-765-1678.

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Supplier Open House will be as follows:

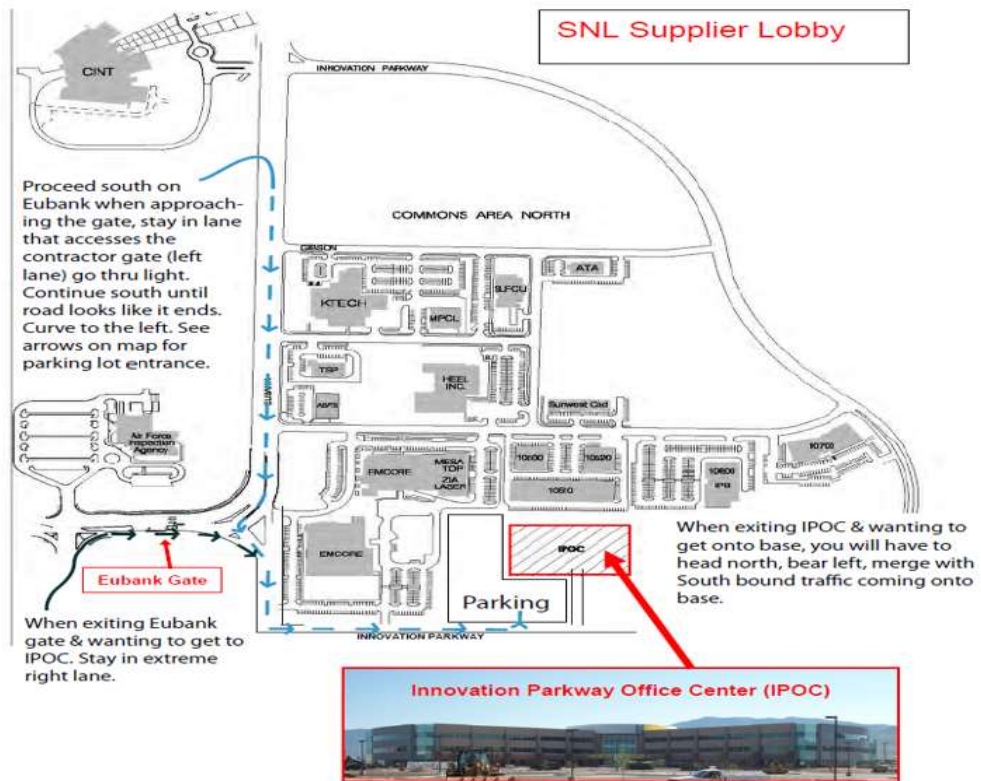
**All Small Business Suppliers Welcome**

Session A: 9:00 am – 11:00 am      Session B: 11:00 am – 1:00 pm

Each session will feature special focus and Partners!

Month	Date	Focus
April	4/11/17	Small Business Administration (SBA)
May	5/9/17	Veteran-Owned Small Businesses
June	6/13/17	HUBZone Small Businesses
July	7/11/17	Northern New Mexico (Partner: LANL)
August	8/8/17	Central New Mexico
September	9/12/17	Southern New Mexico
October	10/10/17	Hispanic Heritage Month
November	11/14/17	Alaskan Native Corporations / Indian Tribes Native American-Owned Small Businesses
December	12/12/17	Architect, Engineering & Construction Partners
January	1/9/18	Small Disadvantaged Businesses / 8(a) Minority-Owned Small Businesses
February	2/13/18	Black History Month
March	3/13/18	Women's History Month

MAP TO IPOC SUPPLIER LOBBY  
1611 Innovation Parkway SE  
Albuquerque, NM 87123



The Supplier Lobby is inside the Main Entrance on the right