Getting your foot in the door!
Developing a strategy for obtaining subcontracts less than $250,000

Presented by: Supplier Diversity Team
Small Business Forum
Subcontracts Valued at <$250K
October 20, 2020, 9 – 11 a.m. MST

• Welcome to Sandia – Paul Sedillo
• Sandia Life (video)
• Introductions – Paul Sedillo
• High Level Overview – Working with Sandia & Procurement Process Overview – Eric Lochausen
• How to Get a First Subcontract from Sandia – Heather Spencer & Dianne Sanchez
• How Does Sandia Find New Suppliers for Opportunities Less than $250K?
  ✓ Addressing Questions From Suppliers
• Wrap Up
SANDIA’S HISTORY IS TRACED TO THE MANHATTAN PROJECT

...In my opinion you have here an opportunity to render an exceptional service in the national interest.

- July 1945
  Los Alamos creates Z Division
- Nonnuclear component engineering
- November 1, 1949
  Sandia Laboratory established
- AT&T: 1949–1993
- Lockheed Martin: 1995–2017
- Honeywell: 2017–present
SANDIA IS A FEDERALLY FUNDED RESEARCH AND DEVELOPMENT CENTER (FFRDC) MANAGED AND OPERATED BY

National Technology & Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International Inc.

Government owned, contractor operated

FFRDCs are long-term strategic partners to the federal government, operating in the public interest with objectivity and independence and maintaining core competencies in missions of national significance
SANDIA HAS FACILITIES ACROSS THE NATION

Main sites
- Albuquerque, New Mexico
- Livermore, California

Activity locations
- Kauai, Hawaii
- Waste Isolation Pilot Plant, Carlsbad, New Mexico
- Pantex Plant, Amarillo, Texas
- Tonopah, Nevada
SANDIA ADDRESSES NATIONAL SECURITY CHALLENGES

1950s
- Nuclear weapons engineering and testing
  - Arms race

1960s
- NW stockpile diversity and build-up
  - Cuban missile crisis & Vietnam War

1970s
- NW + Energy: Multiprogram laboratory
  - Energy crisis

1980s
- DOE Multiprogram + Missile defense and other DoD work
  - End of Cold War

1990s
- DOE Multiprogram + DoD, economic competitiveness
  - Stockpile stewardship

2000s
- Expanded national security role post 9/11
  - Broader national security

2010s
- Multiprogram lab: LEPs cyber, bio, space, terrorism
  - Evolving national security challenges

1990s
- Nuclear weapons engineering and testing

2000s
- Nuclear weapons engineering and testing

2010s
- Nuclear weapons engineering and testing
SANDIA HAS FIVE MAJOR PROGRAM PORTFOLIOS

- Advanced Science & Technology
- Nuclear Deterrence
- Global Security
- Energy & Homeland Security
- National Security Programs
Sandia Life – Video
Sandia Team Presenters

Paul Sedillo
Small Business Program Manager

Eric Lochausen
Supplier Diversity Advocate

Heather Spencer
Streamlined Acquisitions Pod Lead

Dianne Sanchez
Streamlined Acquisitions Pod Lead
Sandia Supplier Diversity Advocates

Patricia Brown
Leo Valencia
Eric Lochausen
Royina Lopez
Megan Vandergriff
Business POC
Identifying a Need

For a Product or Service
These are the procurements we are here to talk about today.

**Procurement Process**

1. **Make vs Buy**
2. **Valid Sole Source**
3. **Existing GWAC or Corp Agreement?**
4. **Competitive Over $250K to go on BOW?**
5. **Under $250K with Existing Small Business Identified?**
6. **Under $250K with NO Small Business Identified?**

Does the Small Business Supplier Meet Requirements:
- On time delivery
- Quality
- Pricing is Competitive

Government-Wide Acquisition Contracts
Obtain a D-U-N-S Number

www.dnb.com  844-235-1417
Registering at SAM.GOV

- Helps Sandia’s procurement process flow better and faster
- Easier to work with Federally Funded Entities
- Allows you to be in the SBA DSBS

Sandia Highly Recommends

www.sam.gov
Update SBA Dynamic Small Business Search

https://web.sba.gov/pro-net/search/dsp_dsbs.cfm

- NAICS codes
- Keywords
- Capability Narrative
Contact Your Local PTAC

www.aptac-us.org
What can PTAC do for you?

Procurement Technical Assistance Center (PTACs)

- Determining Suitability for Contracting
- Securing Necessary Registrations – i.e. SAM, DUNS and DSBS
- SDB, 8(a), HUBZone and other certifications
- Marketing
- Researching Procurement Histories
- Networking
- Identifying Bid Opportunities
- Proposal Preparation
- Contract Performance Issues
- Preparing for Audit
Supplier Registration

Step 1. Sandia National Laboratories iSupplier Registration

To register in Sandia's iSupplier Portal go to the Registration Page and fill out both of the required pages before clicking the register button.

Required Information:

- DUNS Number
- Tax ID Numbers
- NAICS Codes (top 3)
- Company Name
- Street Address, City, State, Zip Code
- Contact Name
- Phone numbers
- Email address

Register in Sandia’s iSupplier Portal
Subscribe to Sandia’s Business Opportunity Website

Sandia Business Opportunities Website (BOW)

Information about Subscribing and Responding to BOW Postings

You must register as a Sandia supplier to respond to an opportunity or to subscribe to BOW postings. Use the "Register" link to register, which can take a few days. Once registered, use the "Login" link to log in. Register Login

BOW List

Click the ld link in the first column to view details.

<table>
<thead>
<tr>
<th>Id</th>
<th>NAICS</th>
<th>Posting Type</th>
<th>Posting Title</th>
<th>Max Value</th>
<th>Posted</th>
<th>Posting Close</th>
<th>Competition Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>1709</td>
<td>236220</td>
<td>Sources Sought</td>
<td>West End Protected Area Reduction (WEPAR) Entry Control Facility (ECF) at Y-12</td>
<td>16-Sep-2020</td>
<td>24-Sep-2020 13:33</td>
<td>24-Sep-2020 13:33</td>
<td>Small-Area - Small Business</td>
</tr>
<tr>
<td>1708</td>
<td>523130</td>
<td>RFI</td>
<td>HTC Vive Pro Eye Virtual Reality System</td>
<td>15-Sep-2020</td>
<td>18-Sep-2020 17:12</td>
<td>18-Sep-2020 17:12</td>
<td>Small-Area - Small Business</td>
</tr>
<tr>
<td>1703</td>
<td>541312</td>
<td>RFI</td>
<td>Service and Recognition Award Program</td>
<td>09-Sep-2020</td>
<td>09-Oct-2020 15:08</td>
<td>09-Oct-2020 15:08</td>
<td>Not for RFI</td>
</tr>
<tr>
<td>1701</td>
<td>522220</td>
<td>Sources Sought</td>
<td>Lease Financing Companies for a Piece of Machine Shop Equipment</td>
<td>09-Sep-2020</td>
<td>24-Sep-2020 08:00</td>
<td>24-Sep-2020 08:00</td>
<td>Small-Area - Small Business</td>
</tr>
<tr>
<td>1698</td>
<td>238219</td>
<td>Sources Sought</td>
<td>Outside Plant Fiber Installation Services for new Data Center - Livermore, CA</td>
<td>03-Sep-2020</td>
<td>18-Sep-2020 18:19</td>
<td>18-Sep-2020 18:19</td>
<td>Small-Area - Small Business</td>
</tr>
<tr>
<td>1691</td>
<td>237099-1</td>
<td>Sources Sought</td>
<td>Security Infrastructure Revitalization Program (SIRP) at Y-12 National Security</td>
<td>11-Aug-2020</td>
<td>Cancelled</td>
<td>Cancelled</td>
<td>Small-Area - Small Business</td>
</tr>
</tbody>
</table>

Sandia is committed to providing maximum, practicable opportunities for small businesses. All postings to this site solicit small and diverse small businesses to respond to the business opportunities listed. Responses received will enable Sandia to evaluate the interest, availability and technical capability of responsible small businesses to determine the feasibility of making any opportunity listed a small business set-aside.

Small Business Commitment
Requirements of Socioeconomic and Business Classifications
Qualification Requirements
Top NAICS Codes
Legal Disclosure

Sandia National Laboratories is a multimission laboratory managed and operated by National Technology and 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-NA-0003525.
• Seek highly qualified suppliers
• Overview of products and services purchased
• Explain Sandia's expectations of suppliers
• Provide guidance of the procurement process
• Identify small business procurement opportunities
• Respond to supplier questions
• Participate in outreach and matchmaking events
SNL Procurement Process – Under $250K

Purchase Requisitions (PRs) received from SNL customer with suggested supplier, buyer will award to that supplier unless there are issues around:

- Responsiveness
- Pricing
- Quality
- Terms and Conditions exceptions/Negotiations
- Delivery/Performance
SNL Procurement Process – Under $250K

Purchase Requisition received WITHOUT a suggested supplier, buyer shall do one or more of the following:

• Post opportunity to Business Opportunities Website (3 days- SB Set Aside)
• Engage Supplier Diversity Advocates
• Query the Dynamic Small Business Search (DSBS) database for keywords and/or NAICS code(s) [https://web.sba.gov/pro-net/search/dsp_dsbs.cfm](https://web.sba.gov/pro-net/search/dsp_dsbs.cfm)

Once supplier(s) are identified, SNL request quotation(s) and selects supplier on a minimum specification/low bid basis.
Buy American Act

- Items over $10K, buyers required to try to find domestic sources
- If suggested supplier’s goods are foreign made, buyers post to the BOW to find domestic sources
- Advertise where goods are manufactured (i.e., statement on quote)
Tips for Small Businesses – Under $250K

• Ensure it reflects full scope of capabilities
• Focus on what you do really well
• Advertise customers/projects/experience
Advice for Small Businesses

• Engage with Sandia’s Supplier Diversity Department as early as possible

• Partner with large business to be SB resellers

• Know who your competition is within your industry and their existing customers

• Try to market yourselves and your value proposition to those customers as an alternative
Additional Questions?

If you still have outstanding questions, please email supplier@sandia.gov
Thank you

Supplier Diversity
supplier@sandia.gov
1-800-765-1678