

# Sandia National Laboratories Construction Opportunities Fair

Presented by: Sandia's Supplier Diversity & Construction Departments



# Agenda



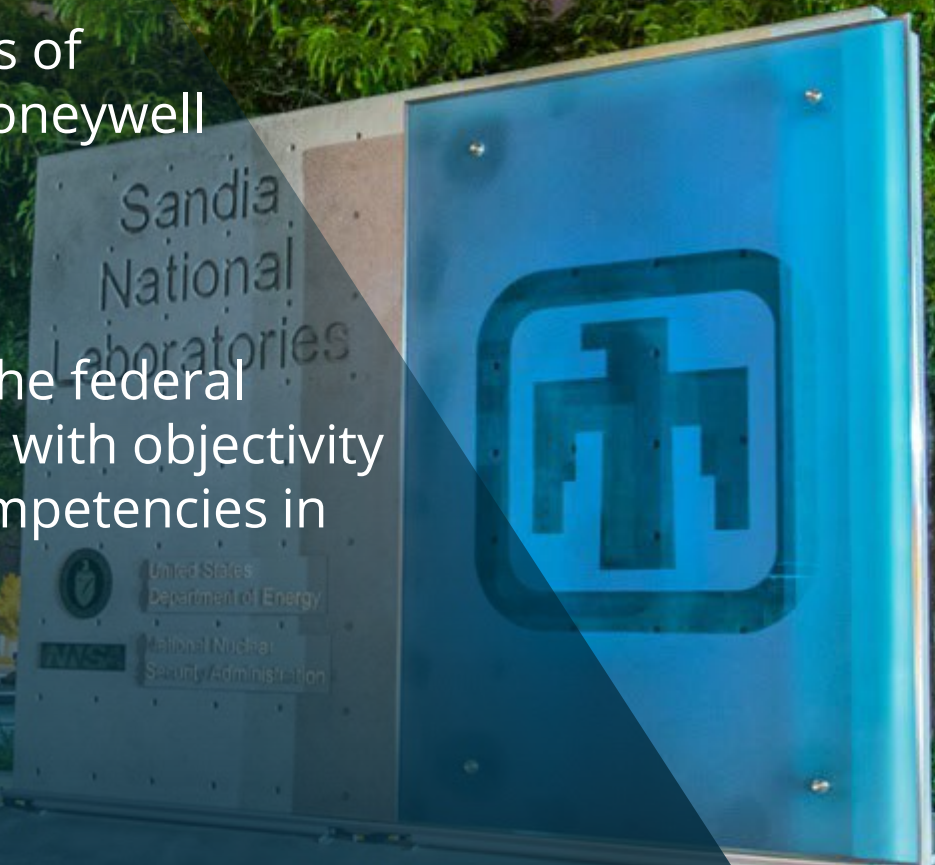
Agenda:	Speaker:
Introduction to NTESS/Sandia	Paul Sedillo, Small Business Program Manager
<b>Mission</b> <ul style="list-style-type: none"><li>• National/Global Effort</li><li>• Consistency/Job Security/CPA longevity with current partners</li></ul>	<b>Marc Ghattas</b> , Construction Manager <b>Jordan Horger</b> -Facilities Engineering Project Manager
<b>Sandia Construction Overview</b> <ul style="list-style-type: none"><li>• Infrastructure Operations-Division 4000</li></ul>	<b>James Doyle</b> , Facilities Manager
<b>Benefits of Working at Sandia</b> <ul style="list-style-type: none"><li>• Safety/Partnering/Resources/Payment</li><li>• Recommendations to Small Businesses</li><li>• Partnership-What it Means</li></ul>	<b>Kellie Shaw</b> , Facilities Engineering Project Manager <b>Adam Rael</b> , Construction Manager <b>Lukas Gallegos</b> , Facilities Engineering Project Manager
<b>FY21 Summary/Future Project Forecast</b>	<b>James Doyle</b> , Facilities Manager
<b>Doing Business with Sandia</b> <ul style="list-style-type: none"><li>• Responding to BOW Postings</li><li>• General Subcontracting Process</li><li>• Overview of Construction Agreements BOW Postings</li></ul>	<b>Kim Marien</b> , Subcontract Manager
<b>Question/Answer Session</b>	<b>All</b>



# Sandia is a Federally Funded Research and Development Center (FFRDC) Managed and Operated by NTESS



- 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's Small Business Goals



## Overall SB

	Goal	Actual
■ FY17 –	50%	58.84%
■ FY18 –	52%	60.28%
■ FY19 –	54%	60.72%
■ FY20 –	56%	60.14%
■ FY21 –	58%	64.96%
■ FY22 –	60%	

## Small Business Subcategory (FY22)

- SDB – 15%
- WOSB – 10.5%
- HUBZone – 4%
- VOSB – 7%
- SDVOSB – 5.5%

**Have met all for last 5 years**



# Sandia's Small Business Commitment



## SUBCONTRACT-RELATED PAYMENTS

OVERALL		NEW MEXICO	
\$1,369,484,000	Total Subcontract Payments	\$475,456,000	
\$838,459,000	Total Small Business	\$360,118,000	
\$384,063,000	Small Business*	\$131,873,000	
\$222,242,000	Disadvantaged	\$128,011,000	
\$173,092,000	Woman-Owned	\$81,680,000	
\$132,438,000	Veteran-Owned	\$44,399,000	
\$93,189,000	Service-Disabled Veteran-Owned	\$16,835,000	
\$68,800,000	HUBZone	\$34,952,000	

## Sandia's top subcontracting industries (based on NAICS) in FY2021:

- Computer Related Services
- Research and Development (R&D)
- Commercial and Institutional Building Construction
- Engineering Services
- Electronic Computer Manufacturing
- Machine Shops



### NEW MEXICO

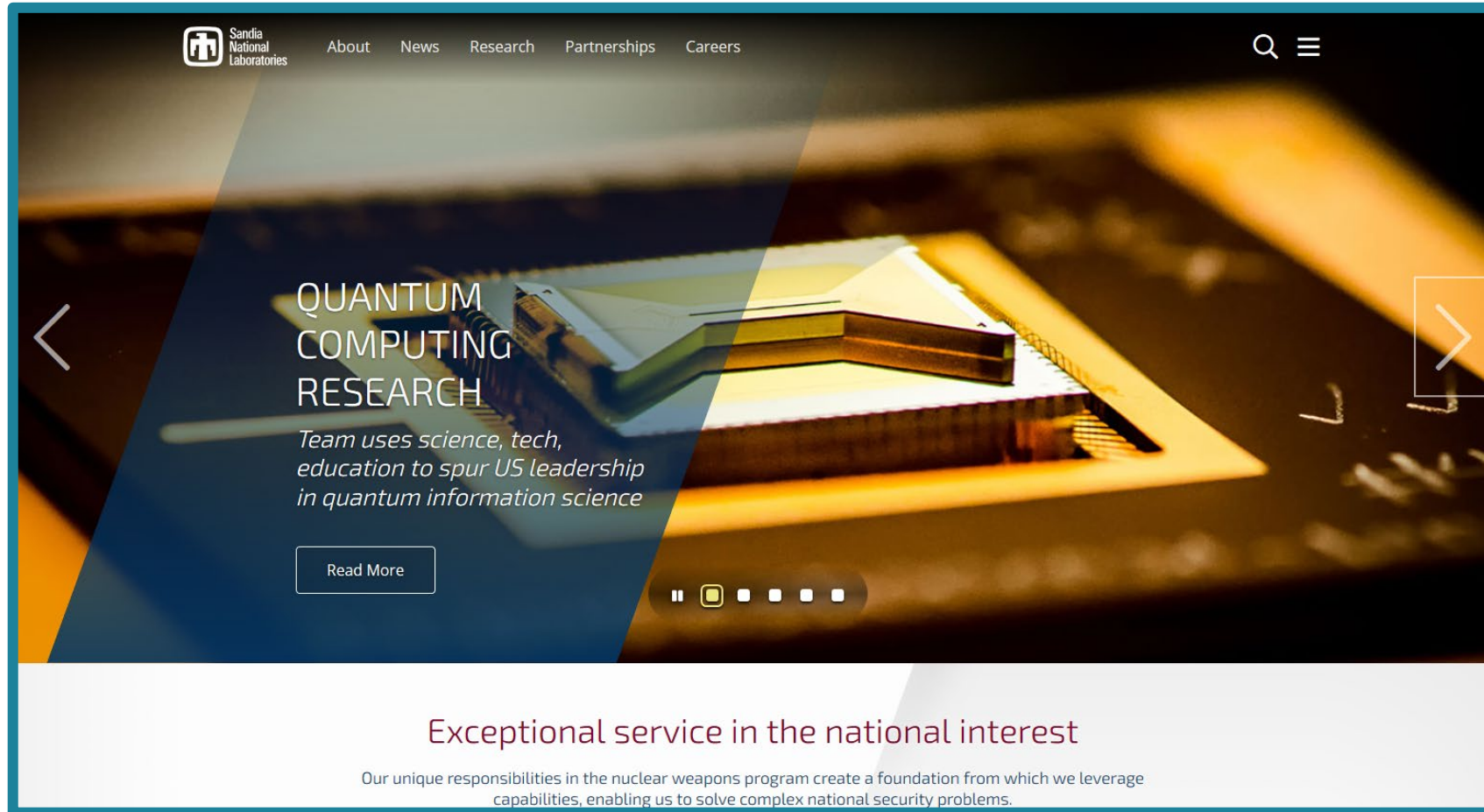
New Mexico Total Procurement Impact	\$485,091,000
Subcontract Payments	\$475,456,000
Small Business	\$360,118,000
Other than Small Business	\$115,338,000
As Percent of Total Subcontract Payments	35%
Procurement Card Payments	\$9,635,000

### CALIFORNIA

California Total Procurement Impact	\$220,930,000
Subcontract Payments	\$206,592,000
Small Business	\$132,405,000
Other than Small Business	\$74,187,000
As Percent of Total Subcontract Payments	15%
Procurement Card Payments	\$14,338,000

\*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.

# Visit Sandia's Website



[www.sandia.gov](http://www.sandia.gov)

# Small Business Pages



## What Does Sandia Buy

What Does Sandia Buy ▾



## Becoming a Supplier

Becoming a Supplier ▾



## Outreach Events

Outreach Events ▾



## Incentives & Programs

Incentives & Programs ▾



# The Supplier Diversity Team



## Business Point of Contact:

[www.sandia.gov](http://www.sandia.gov) | Email: [supplier@sandia.gov](mailto:supplier@sandia.gov)  
Phone: 1-800-765-1678



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



**Sandia National Laboratories**







# Questions





# Sandia National Laboratories

Marc Ghattas and Jordan Horger

Project and Construction Management





SANDIA IS A FEDERALLY  
FUNDED RESEARCH AND  
DEVELOPMENT CENTER  
MANAGED AND OPERATED BY

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

2017 – present

Government owned, contractor operated



# Sandia's Mission – *“Exceptional Service in the National Interest”*



## COMPUTING AND INFORMATION SCIENCE

*Developing essential tools for solving the world's most difficult problems.*

## ENGINEERING SCIENCE

*Applying predictive simulation to engineering design and decision-making.*

## MATERIALS SCIENCE

*Leading the nation in the knowledge of materials engineering, processing, and aging.*

## NANODEVICES AND MICROSYSTEMS

*Developing and delivering custom microsystems and national security hardware*

## RADIATION EFFECTS AND HIGH ENERGY DENSITY SCIENCE

*Exploring science in extreme environments - from the earth's center to black holes.*



# OUR PRIORITIES CREATE A VISION FOR THE FUTURE



- Deliver **quality engineering, science, and technology** in the most efficient way possible
- **Safety and security** are top of mind
- **Collaboration** is vital – inside and outside the Labs
- Sustain a **diverse and inclusive** Laboratories culture
- **Think strategically:** What might the world look like in 20 to 30 years?





## Partnership Longevity

- Current CPA Partners have a six-year long agreement
- Up to seven-year agreements with for the upcoming re-compete CPAs (2 year base, **PLUS** 5 one-year options to extend)
- Construction Partnership agreements included in the upcoming re-compete process
  - General
  - Electrical
  - Mechanical
  - Civil
  - Specialized Mechanical

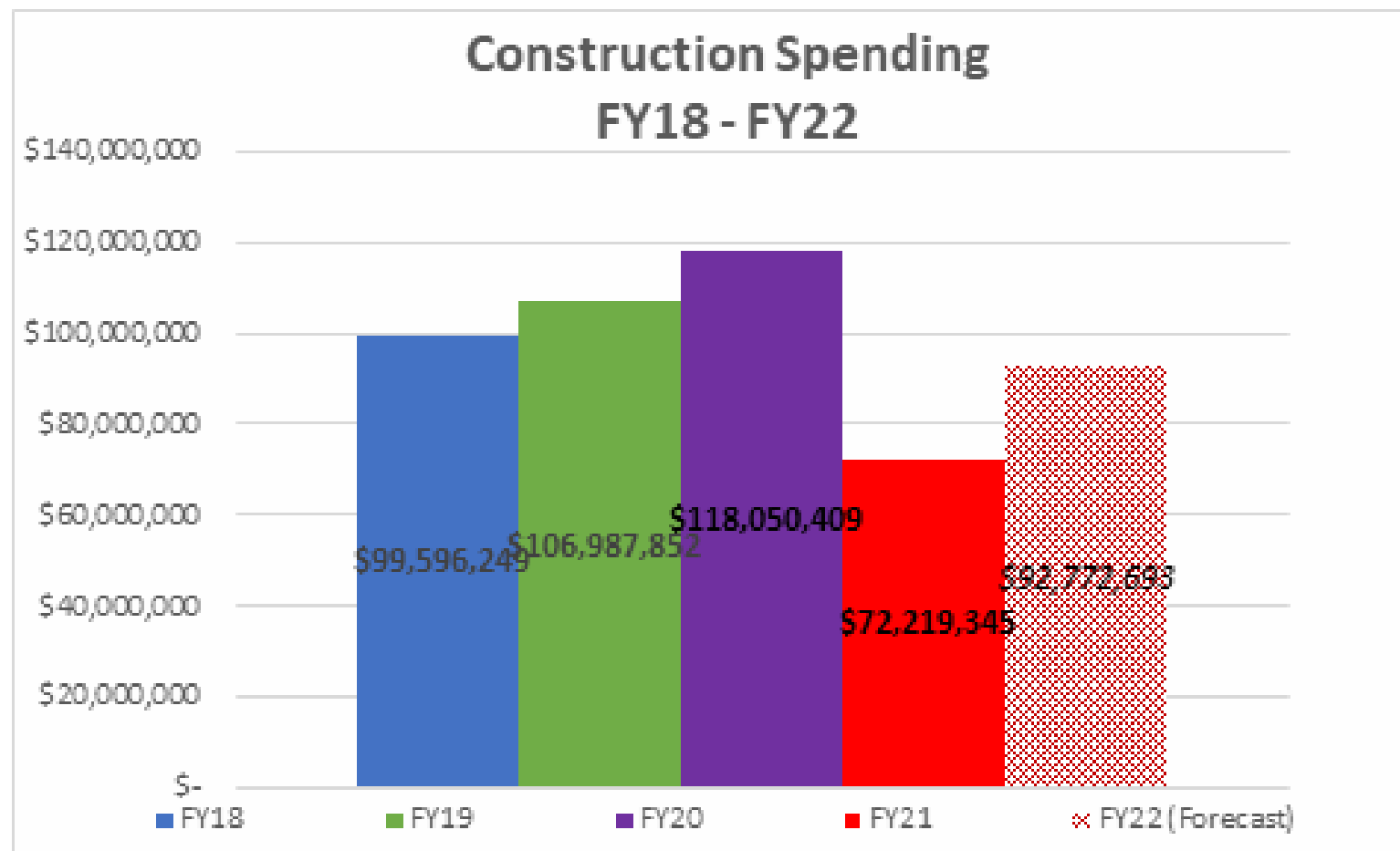


# CONSISTENCY / PARTNERSHIP LONGEVITY



## Job Security / Consistency

- Consistent work opportunities at SNL in previous Fiscal Years, as well as upcoming...





# Questions







# Overview Infrastructure Operations

Division 4000

Jim Doyle, Project and Construction Management (SNL/NM)

# Strategic planning alignment



## Sandia's Purpose

Render Exceptional Service in the National Interest

## Sandia's Vision

On behalf of our nation, we anticipate and solve the most challenging problems that threaten security in the 21<sup>st</sup> century.

## Sandia's Mission

Our unique mission responsibilities in nuclear weapons create a foundation from which we leverage capabilities, enabling us to solve complex national security problems.

## DIVISION 4000



### Purpose

To provide a stable and secure platform for Sandia to accomplish its national security mission.



### Vision

To deliver facilities and infrastructure for a world-class Labs to execute our national security mission in a safe and secure environment.



### Mission

Our unique mission responsibilities in nuclear weapons create a foundation from which we leverage capabilities, enabling us to solve complex national security problems

# KEY Operations



## Centers

- Facilities Program Integration, Strategic & CapAx Planning
  - Safeguards & Security
  - Infrastructure Services
  - Facilities Management & Engineering
- \$400M+ Budget
  - \$131M in small business commitments
  - 251 Suppliers
  - 920 members of the workforce
  - ~2,700 contractors
  - 4 Center Directors
  - 9 Senior Managers
  - 43 Managers
  - 38 Supervisors/ Team Leads

Our purpose is to provide a **stable and secure** platform for Sandia to accomplish its national security mission.



# A SNAPSHOT



Albuquerque, New Mexico

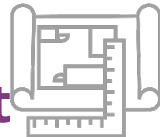
**1,838 fleet assets**

*maintained for all sites*



**2.5M sq. ft**

*office space managed*



**21K acres**

*maintained across all sites*



Livermore, California

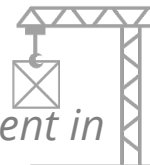
**8M gross sq. ft (GSF)**

*in oversight of buildings/trailers*



**\$175M**

*total investment in projects*



**56,000 requests**

*processed by Work Coordination & Control*



**134 tons**

*cardboard recycled last year in NM*



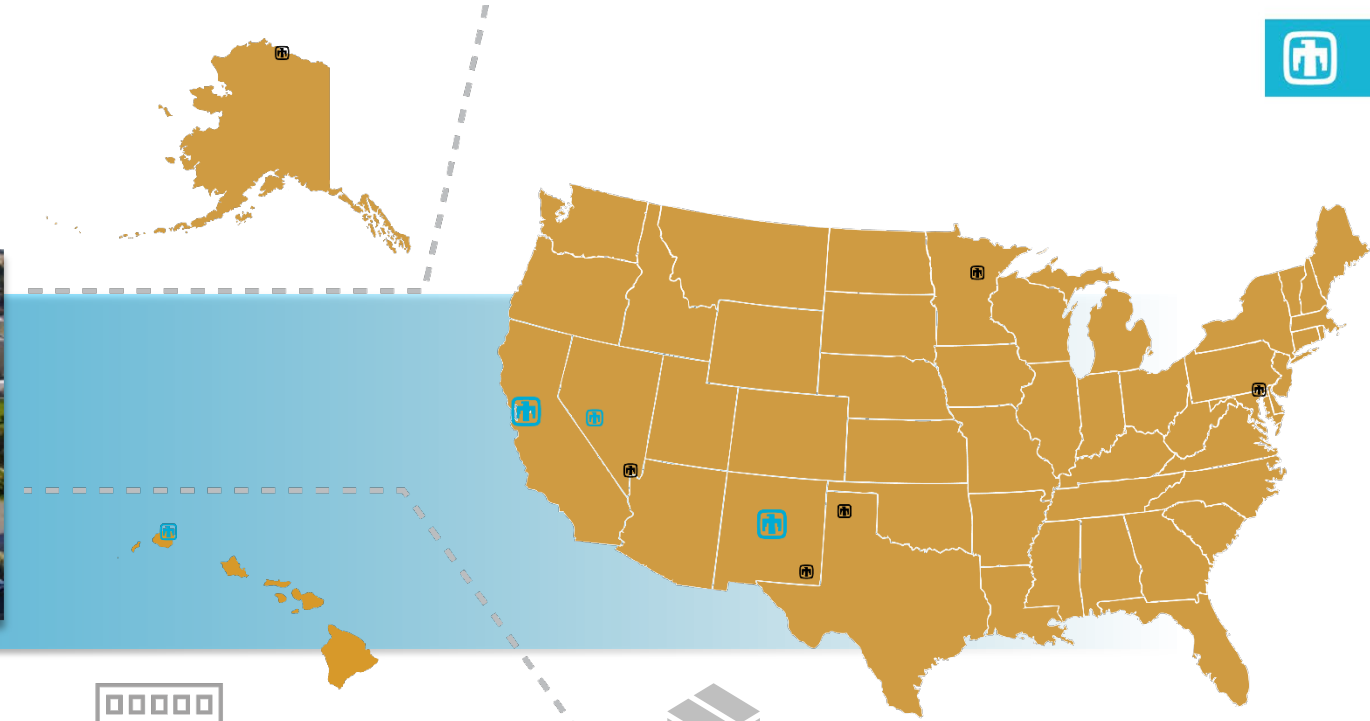
**29,000 badges**

*processed annually*



**2,381 trips**  
**1,120 travelers**

*supported a year in foreign countries (pre COVID #s)*





# 4700 Infrastructure Services



## Project Team



### Project & Construction Management (Large Projects)

- Projects \$500K and up – design, construction, and close-out
- Direct funded investments
- Corporate investments
- Line items construction

### Customer Operations Support (Small Projects)

- Projects up to \$500K – design, construction, and close-out
- Facilities Express
- Customer Mission Needs

## WP&C / Waste Management



### Work Control, Planning, Warehousing

- Work planning and scheduling, request desk operations, warranty management, warehouse materials management, preventive/predictive maintenance program.

### Safety, Inspections, and Asbestos Management

- Project code inspection and safety oversight for maintenance and construction, asbestos remediation and abatement, building code official.

### Waste Management & Pollution Prevention

- Leads corporation for material sustainability and pollution prevention; collects, stores, treats, packages and ships solid, radioactive, mixed, hazardous, and explosive waste.

## Centralized Maintenance



### Building & Utility Operations

- Performs site maintenance and repairs (mechanical, electrical, fire protection, roads/grounds, structural, millwright). Manages, maintains, and operates site Facility Control System; performs maintenance optimization.

### Fleet Services

- Acquisition and service of vehicles and equipment (Sandia owned and GSA leases); supports NNSA Office of Secure Transportation fleet.

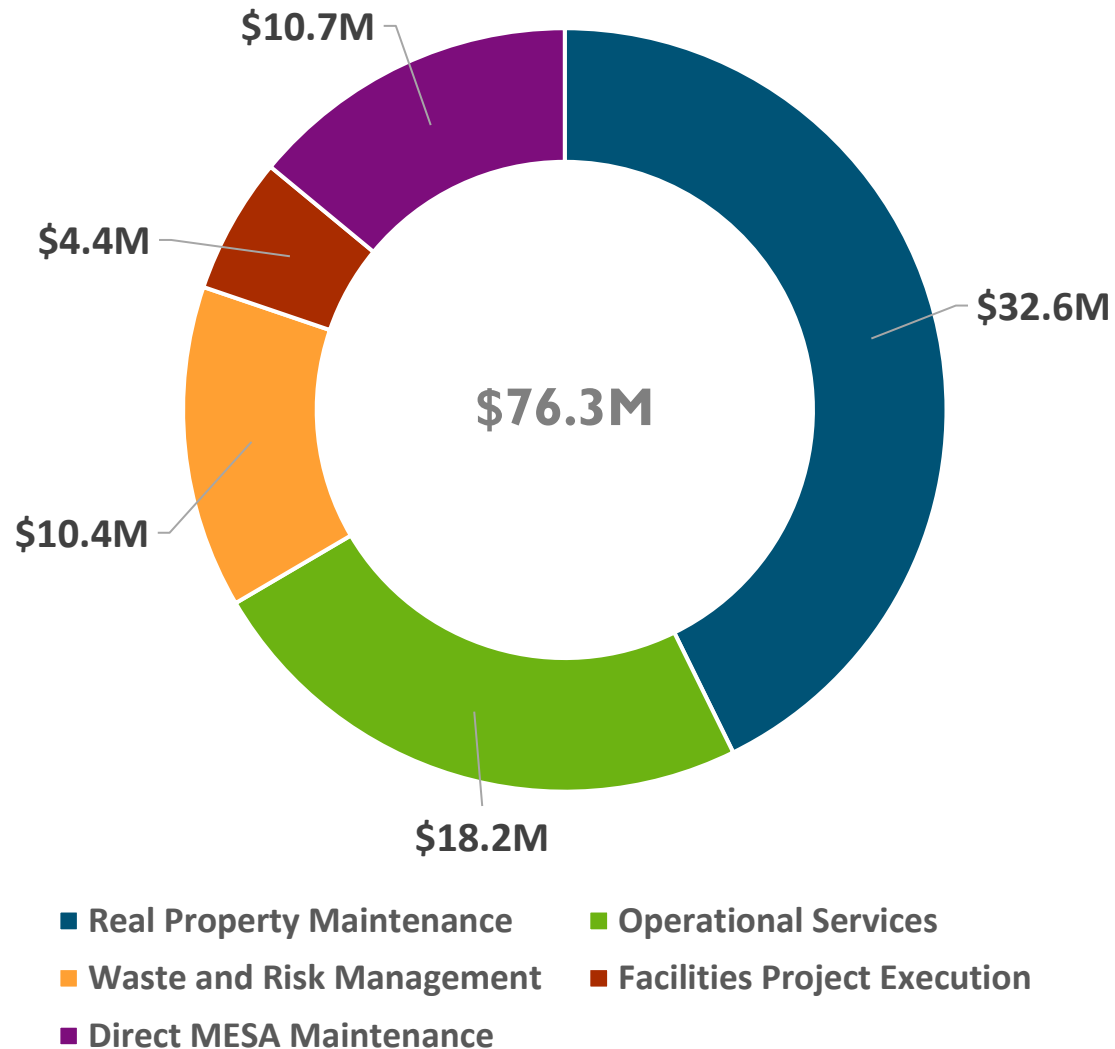
### Custodial Services

- Full-service, in-house custodial department.

# 4700 FUNDING OUTLOOK



## Infrastructure Services FY22 Budget



### **Real Property Maintenance** (\$32.6M)

Preventive and corrective maintenance, maintenance planning and support.

### **Operational Services** (\$18.2M)

General Services Administration (GSA) Fleet Vehicles and Equipment Maintenance, Custodial Services, Work Coordination & Control, (WCC) and Food Services (Cafeteria contract).

### **Waste and Risk Management** (\$10.4M)

Explosive, hazardous, radiological, solid and low level mixed waste. Includes the teams for risk and code inspection, and asbestos professionals.

### **Facilities Project Execution** (\$4.4M)

Develop, manage, and deliver projects and provide engineering and design for building and infrastructure systems, including line items.

### **Direct MESA Maintenance (NA-50)** (\$10.7M)

Real Property Maintenance for the MESA Complex. (Budget managed by 4827 - Funding amount is an estimate only and is likely to change)



# PROJECT TEAM MEMBERS & GUIDANCE

## TEAM MEMBERS

- Project Managers
- Construction Managers
- Technical Assistants
- 2 Estimators (Contracted)
  - Validation of Construction Bids/Change Order Proposals
- Current AE Partnership Contracts
  - 4 – Full Service
  - 3 – Civil
  - Moving to a SCMC Model
- Current Construction Partnership Contracts
  - 6 – General
  - 4 – Electrical
  - 4 – Mechanical
  - 3 – Civil
- Construction Inspectors
- Safety Inspectors
- ES&H Coordinators
- Escorts
- Badging Assistance Professionals

## GUIDANCE

- Construction Document HUB
- Newforma
- Specifications
- Permitting (in-house)
- Inspection (in-house)
- Safety (in-house)
- Training
- Partnership approach to assist in mentoring/coaching so that we are all successful.



# Questions







# Benefits of Working at Sandia

Kellie Shaw-Facilities Engineering Project Manager

Adam Rael-Facilities Construction Manager

Lukas Gallegos-Facilities Engineering Project Manager

# Benefits of Working with Sandia



## Safety

- Planning construction activities and hazards during design
- Documented process for permits and outages
- Behavior-based safety observation program

## Partnering

- Working together to achieve success – one team approach

## Resources

- PMs, CMs, Buyers, Inspectors, Safety Personnel, IH Specialists, Environmental Specialist, SWPPP & Fugitive Dust Personnel, Fire Protection Group, Communications Group, High Voltage Group, Security Group, Operations Engineering Group

## Payment

- Net 15 days for Small Businesses
- Always on time





## Research Information

- Types of Contracts
- Business Opportunity Website (BOW)
- Badging requirements

## Understand Requirements

- North American Industry Classification System (NAICS) Codes
- Safety
- Specifications

## Plan Your Work

- Pre-task plans
- Proper training
- Coordination





# Sandia Partnership-what it means



iEduNote.com

## Common Values

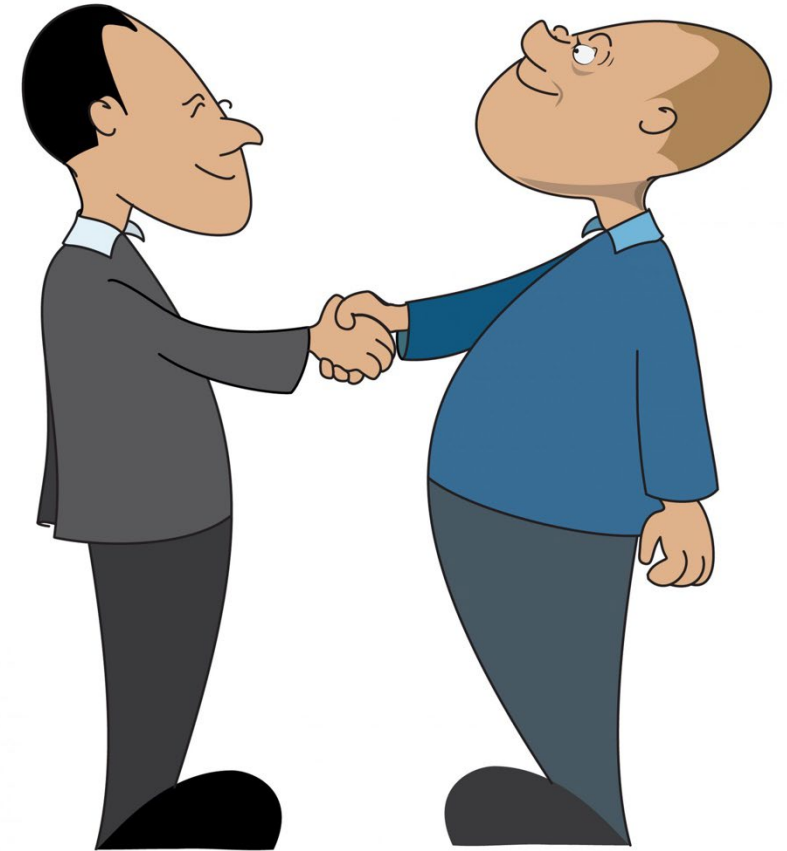
- Serve the nation
- Respect each other
- Act with Integrity
- Deliver with Excellence
- Team for Great Results

## Great two-way communication between Sandia and Subcontractor

- Weekly Progress Meetings
- Quarterly Partner Performance Meetings
- Sandia Delegated Representative support
  - Project
  - Contract Purchase Agreement (CPA)

## Become an Approved bidder for “in-house” Sandia RFQ’s

- Compete with only Approved CPA SNL Bidders per discipline



# Partnership



# Questions





# Construction Opportunities Fair FY21 Summary / Future Project Forecast

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Jim Doyle, Manager of Project and Construction  
Management (SNL NM)



# Topics



- FY Program History & FY22 Projections
- FY22 Designs
- FY22 Construction
- Out-Year Projections
- Questions

# FY21 Program Summary



## FY21 High Level Summary

- Projects in NM and CA executed 2,913 projects resulting in approximately \$170M (TPC) in project work.
- Service Contracts Team executed \$10.27M in Facilities support tasks over 3,649 Work Orders, completing within 0.45% of the dedicated Facilities budgets with zero reportable safety accidents.
- The Facilities MESA Team received kudos for the Division 5000 for the execution of over \$7.5M in major maintenance projects over an 8-month timeline despite extremely aggressive project schedules

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## FY21 Completed Projects (sorry couldn't include all of them...)

- 972 TA-IV MISSION SUPPORT FACILITY (\$13.7M)
- 812 Q-CLEARED SUPPORT FACILITY (\$19.4M)
- 706 AGILE LABORATORY (\$12.5M)
- 9940X-NEW STAB FACILITY (\$5.3M)
- 890 BRIDGE PLAN LABS RENOVATION (\$8.5M)
- C902 DATA CENTER REPLACEMENT FACILITY (\$16.1M)
- 870 ROOM 1009 SFTM FURNACE TOOL (\$1.0M)
- 890 MEN'S/WOMEN'S RESTROOM RENOVATIONS (\$2.3M)
- 802 EXTERIOR BRICK REPOINTING AND CANOPY (\$2.0M)
- C910 AHUs REPLACEMENT (\$4.0M)
- C910 INFRASTRUCTURE/INTERIOR REVITALIZATION (\$4.5M)
- C942 1314 HIBAY REVITALIZATION (\$4.9M)
- NM HV 5KV OH FEEDER (\$2.5M)
- NM WATER SYSTEM FEED TO 700K GALLON TANK (\$1.2M)
- 878 SPARC (\$3.5M)

















# NM/ CA FY22 Facilities Project Cost Estimate



## Worst Case Estimate

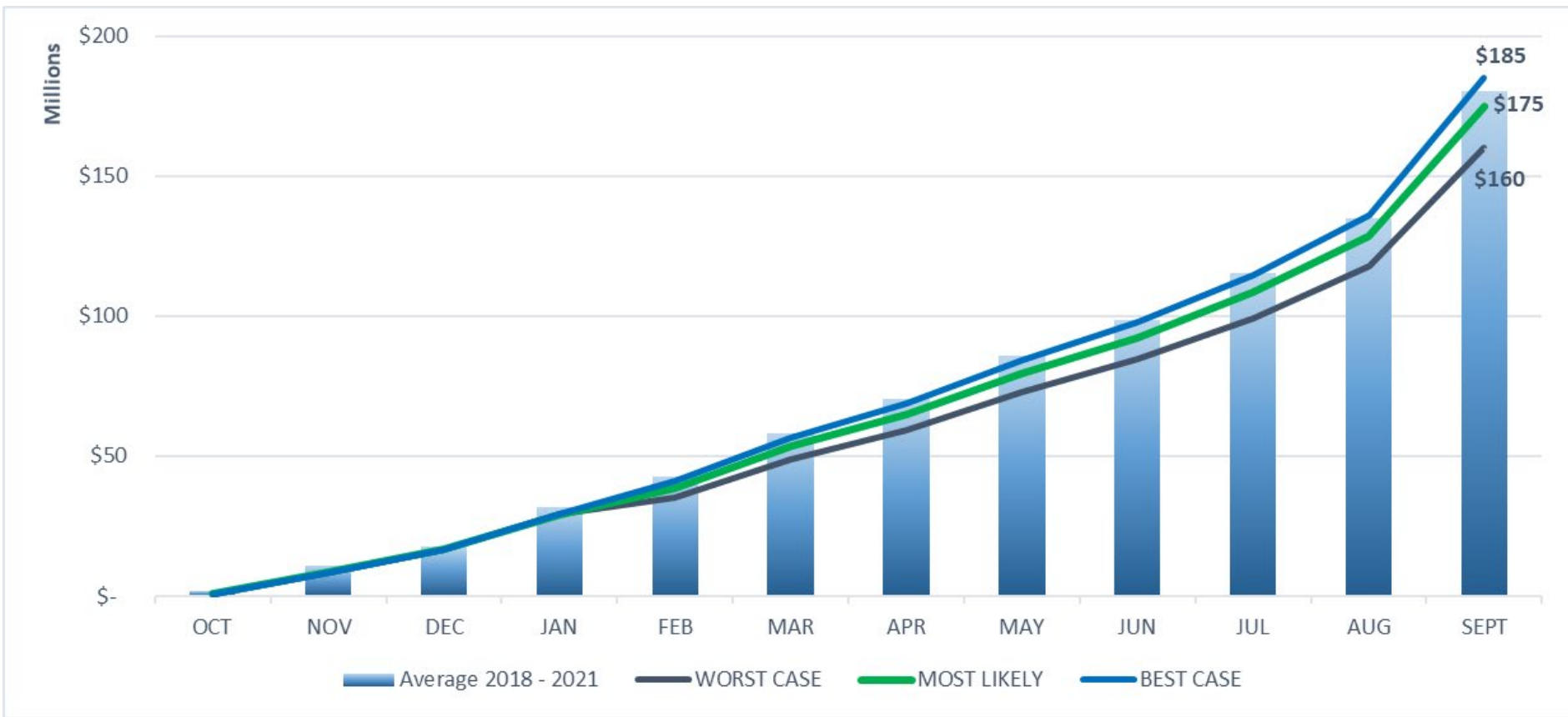
**\$160,000,000**

## Most Likely

**\$170,000,000  
to  
\$175,000,000**

## Best Case Estimate

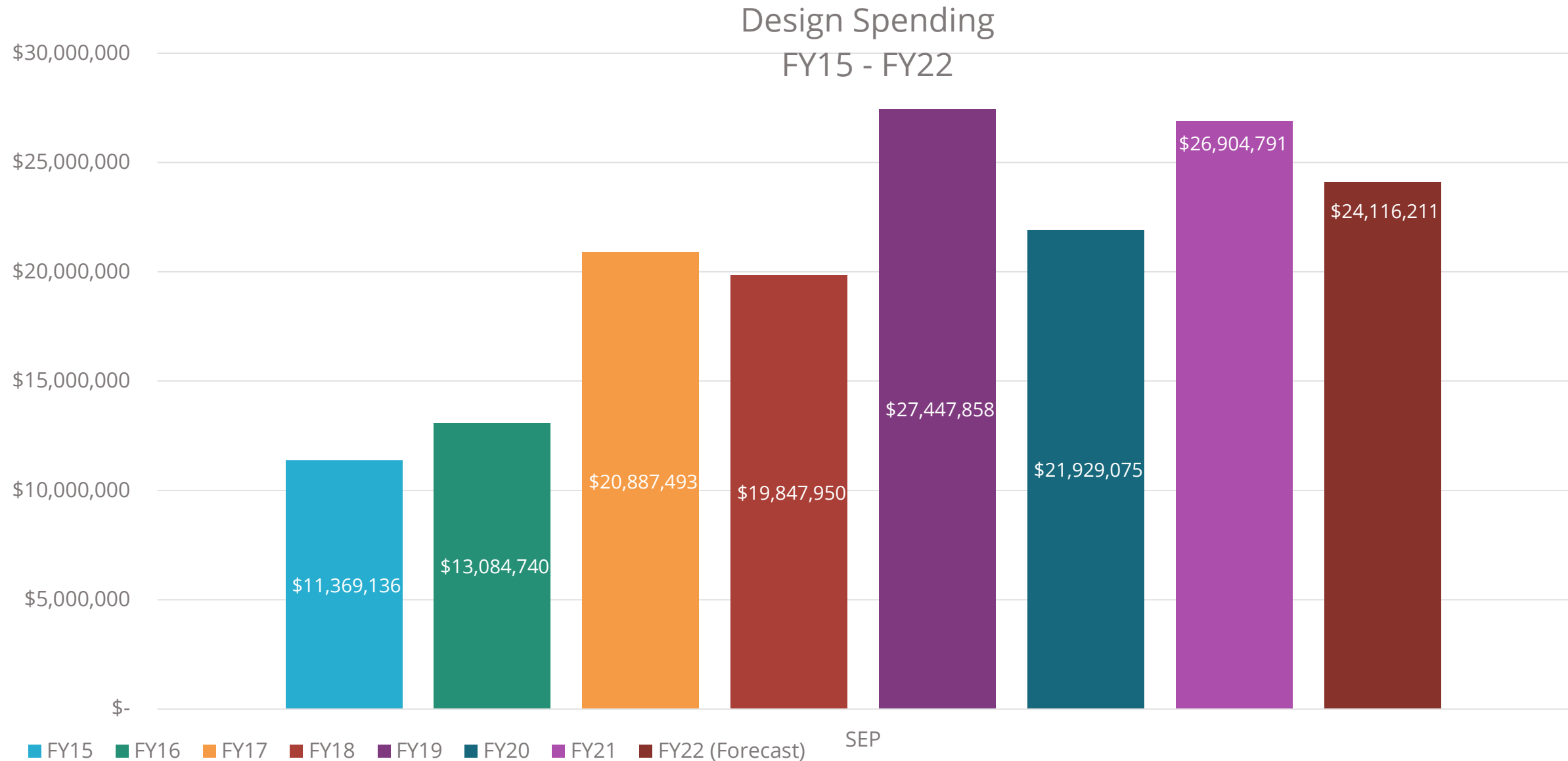
**\$185,000,000**



As of Data Date: 1/28/2022		Current 4 months	Future 8 month Replan		
FY22 YTD Replan	No. of Projects	FY22 Jan ME Actuals	Worst Case	Most Likely	Best Case
P6 Projects >\$500K	108	\$21,155,772	\$126,000,000	\$133,000,000	\$146,000,000
CF, CFE, FE <\$500K	1,400	\$12,241,967	\$34,000,000	\$38,000,000	\$39,000,000
<b>Total</b>	<b>1,508</b>	<b>\$33,397,739</b>	<b>\$160,000,000</b>	<b>\$171,000,000</b>	<b>\$185,000,000</b>



# Design – FY History & FY22 Projection

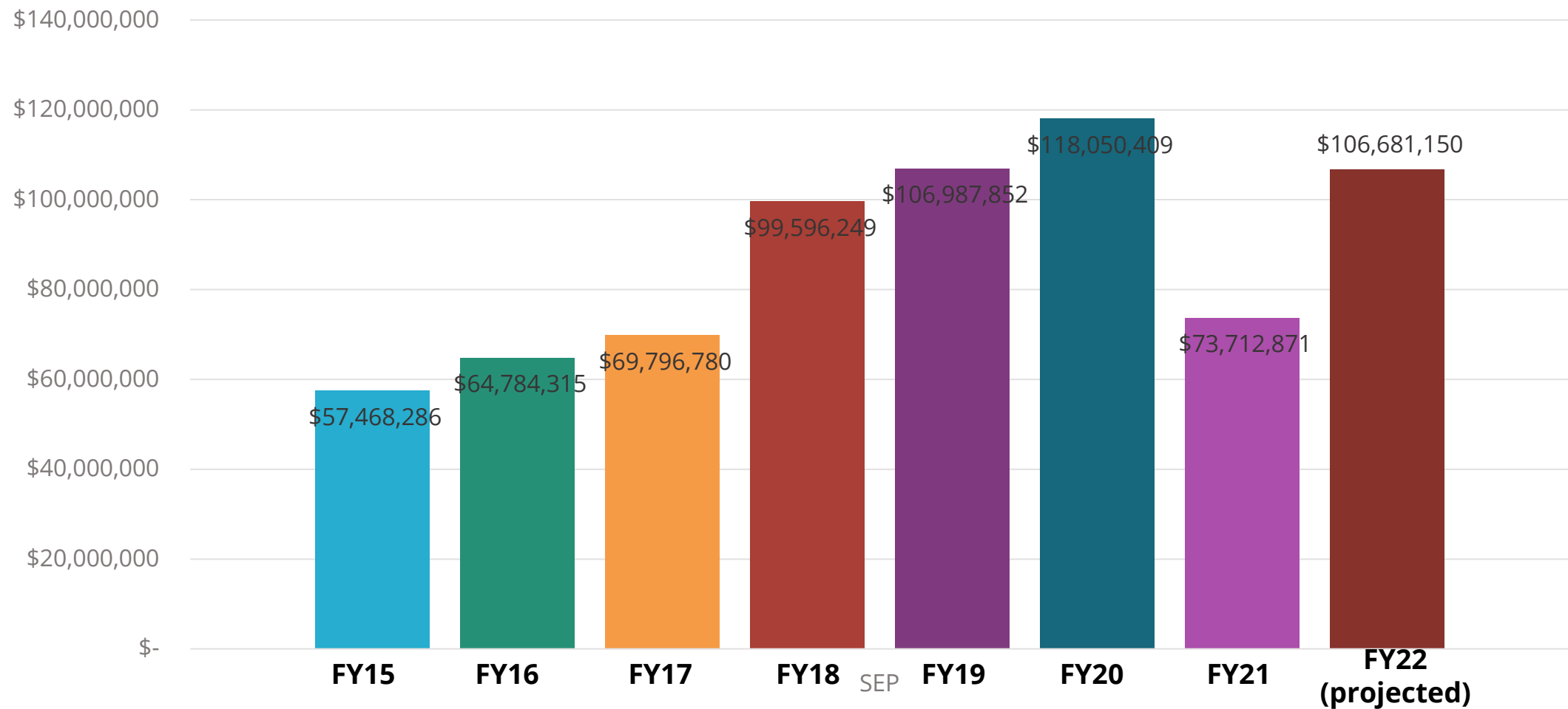




# Construction – FY History & FY22 Projection

**NOTE:**  
FY22 \$300M TPC (includes carry over and new projects)

Construction Spending  
FY15 - FY22







## Significant FY22 Projects in Design (going to construction)

- CA LIMITED AREA MULTI-PURPOSE (LAMP) HIGH BAY
  - 757 NATIONAL SECURITY FLEXIBLE FACILITY (NSFF)
  - NEW GEOSCIENCES LABORATORY
  - TAIV DOMESTIC CHILLED WATER SYSTEM - PHASE 2
  - KTF ADMIN SUPPORT FACILITY
  - EXPLOSIVES MANUFACTURING SCIENCE & TECHNOLOGY (EMSAT)
  - WETL HIGH-G S&T CAPABILITY - 3RD CENTRIFUGE FACILITY
  - TAI SUBSTATION 35 REPLACEMENT
  -
- 6715 LIHE FACILITY UPGRADES
  - TRANSHIPMENT STAGING WAREHOUSE
  - KAFB GAS LINE REPLACEMENT
  - 892 HVAC
  - 980 AHU REPLACEMENT
  - C942 LAB 1327 REVITALIZATION
  - C919 SITE MAIN SWITCHYARD CONTROLS REPLACEMENT

# FY23/ 24 DESIGN & CONSTRUCTION



Note: All amounts provided are rough order of magnitude total project estimates with a range of -30% to +50%.

<b>FY23 Design/Construction Start Date Summary</b>	<b>\$204,228,372.00</b>
856 High Security Building Conversion	\$13,750,000.00
727 High Security Building Conversion	\$17,500,000.00
Building 981 Water Storage	\$234,000.00
Z Machine: BLDG 961-A TRAINING ANNEX	\$4,200,000.00
Z Sustainment - Magnetically Insulated Transmission Line (MITL) Flipper Modernization	\$3,300,000.00
9990 Conversion to Division Wireless R&D Facility	\$2,000,000.00
Advanced Manufacturing Processes Laboratory (AMPL): Convert 878 area to a VTR	\$1,000,000.00
891 Lab Conversion	\$4,000,000.00
Manzano Bunker Panel Replacement	\$720,000.00
Vacate 894 -Stitched Electronic Textiles & Composite Capability	\$3,000,000.00
518 - Replace 2 Chillers and 3 Cooling Towers	\$3,000,000.00
Vacate 894- Classified Print and Communications Capability	\$1,900,000.00
Vacate 894 - Mission Critical Training and Collaboration Space to Support SAR Capability	\$650,000.00
NSTTF Lucker Lift Refurbishment	\$4,500,000.00
890 Replace Thermal Vac Chamber with Side Loading Model	\$5,000,000.00
905- Conversion and upgrades	\$500,000.00
870 Tritium Envelope Exhaust	\$1,000,000.00
827 - Replace 2 Chillers	\$2,000,000.00
SNL-NM - Bldg 905 Chilled Water Replacement (CHAMP)	\$6,506,000.00
6593 - Replace 2 Chillers	\$500,000.00
899A - Chilled Water Plant Replacement	\$5,000,000.00
891 Lab Badge Swipes/Entire Building where Badge Swipes Exist	\$501,000.00

890 Conference Room for VTC Capabilities	\$400,000.00
758 WIFI	\$100,000.00
Bldg. 6578 - Replace two HVAC units	\$355,000.00
891 Collaboration Space	\$200,000.00
NSTC Upgrades	\$600,000.00
6650 - Replace chiller with refrigeration unit (CHAMP)	\$1,000,000.00
957 - Replace Boilers	\$500,000.00
829 - Replace Boilers	\$800,000.00
6586 - Replace Boilers	\$800,000.00
753 - Replace Boilers	\$800,000.00
SNL NM BLDG-880A Heat Exchanger Replacement	\$600,000.00
892 VTR Lab recommissioning and reconfiguration	\$800,000.00
Expand Metal Additive Manufacturing Lab	\$5,000,000.00
STAR Facility - Building 9950-A Upgrade	\$1,250,000.00
867 - Replace Boilers	\$500,000.00
TTR Disposition of 7 Structures	\$204,000.00
Covered Building Level Meter Installation	\$1,064,905.00
NM Bldg. 818 and 819 Disposition	\$750,000.00
Monitoring Based Commissioning (MBCx)	\$6,000,000.00
Smart Labs Projects at NM Site	\$18,000,000.00
928 - Replace boilers	\$500,000.00
823 - Replace 2 Chillers	\$2,000,000.00
963 NE Lab Revitalization	\$700,000.00
HERMES: Access control/Interlock System	\$1,400,000.00
600 MHz NMR Solids/Solutions Spectrometer (Whole System Replacement)	\$2,100,000.00

# FY23/ 24 DESIGN & CONSTRUCTION



Note: All amounts provided are rough order of magnitude total project estimates with a range of -30% to +50%.

986 - Replace Boilers	\$1,600,000.00
Z Petawatt Laser: BLDG 986 INSTALLATION OF HIGH BAY HUMIDITY CONTROL	\$2,000,000.00
983 Z Machine Chilled Water HVAC Alterations	\$6,000,000.00
802 - Replace 2 Cooling Towers	\$2,000,000.00
TTR:03-51 Re-skin, re-grade, re-paint exterior, and replace doors  	\$650,000.00
864 Modifications for Usability	\$500,000.00
Increased/new DUF conference room space	\$500,000.00
Increased DUF space for day-to-day use by our Program	\$500,000.00
Building 905 Machine Shop Expansion	\$900,000.00
Aircraft Compatibility VTR expansion	\$700,000.00
NM 6744, 6745, 6746 & 6751 Tower Disposition	\$350,000.00
Building 891 Replace Aging Infrastructure for LN2 Systems	\$200,000.00
TAIV B27 trailer	\$200,000.00
Site Access and Infrastructure Improvements to ARIAS	\$600,000.00
Building Energy Modeling	\$600,000.00
Smart Controllers for Mobile Offices/Trailers	\$1,200,000.00
LED Lighting, Occupancy Sensors at NM Site	\$12,000,000.00
SNL-TTR Area 03 Disposition of 6 Facilities**	\$258,000.00
Restroom renovation for ADA compliance (956)	\$880,500.00
Restroom renovation for ADA compliance (960)	\$448,000.00
Restroom renovation for ADA compliance (962)	\$1,029,000.00
Restroom renovation for ADA compliance (970)	\$458,000.00
Smart Labs Quantitative Phase 3 Study	\$250,000.00
891 EF/MAU Replacement	\$350,000.00
Roof Replacement (983)	\$2,383,000.00

Roof Replacement (6635)	\$425,000.00
NM Bldg. 803 Disposition	\$365,850.00
NM TA-IV Disposition of 5 Facilities	\$350,000.00
Drop Tower: 185-foot Drop Tower Anchor	\$500,000.00
BLDG 963 (TA-IV high bay lab) Advanced Pulsed Power Development Lab Completion	\$1,500,000.00
Building 892 building envelope improvements	\$1,000,000.00
Building 892 Interior Finishes replacement	\$1,000,000.00
BLDG 963 (TA-IV high bay lab) Advanced Pulsed Power Development Lab Phase 3	\$750,000.00
TTR Transformer Replacement/Consolidation/Upgrade, and provide Generator Standby Power System in Area 3	\$5,000,000.00
TTR Area 3 grading and paving for parking lot and sidewalk Replacement 	\$3,500,000.00
TTR: Building envelope replacement for 7 buildings	\$4,500,000.00
TTR- Quiet Power Upgrade and distribution network	\$1,500,000.00
TTR: Area 3 Domestic Water Upgrades	\$2,000,000.00
NGE Emergency Power Upgrade	\$3,000,000.00
NSTTF Replace Site Pavement and Site Drainage Corrections	\$800,000.00
Bldg. 833 and MO 293 Pavement Replacement	\$540,000.00
HERMES-KRF screen room fiber	\$250,000.00
HERMES-Fire Suppression-Replace wet system w/dry system	\$500,000.00
TTR: Building Automation - FCS System Upgrade	\$2,500,000.00
Plant System Level Meter Installation	\$6,020,235.00



# PRELIMINARY OUT-YEAR PROJECTIONS



Future Design / Construction	Total Estimated Program Amount	# of Projects	Project Range
FY23	\$204M	95	\$200K - \$18M
FY24	\$148M	57	\$85K - \$30M
FY25	\$70M	27	\$74k - \$24M
FY26	\$27M	10	\$100K – 7M
FY27	\$7M	9	\$500K - \$2M
<b>Total</b>	<b>\$456M</b>	<b>198</b>	

## Notes:

- Planning Amounts above include AE Services/Construction/Service Contracts/SNL Labor
- Excludes walk-in work and Facility Express Projects
- Average Program Costs in the past range from \$100M to \$175M
- Trend decreases since not all out-year projects have been planned to date.



# Questions





# Responding to Business Opportunity Website Postings and General Subcontracting Process

Kimberly Marien, Subcontract Manager



# Procurement Process for Construction Opportunities



Responding to a Business Opportunities Website (BOW) Posting



Evaluation of BOW Posting Response(s)



Request for Proposal Contents



Evaluation of Proposals



Subcontract Award



Subcontract Performance Evaluation



## Purpose of BOW Posting(s)



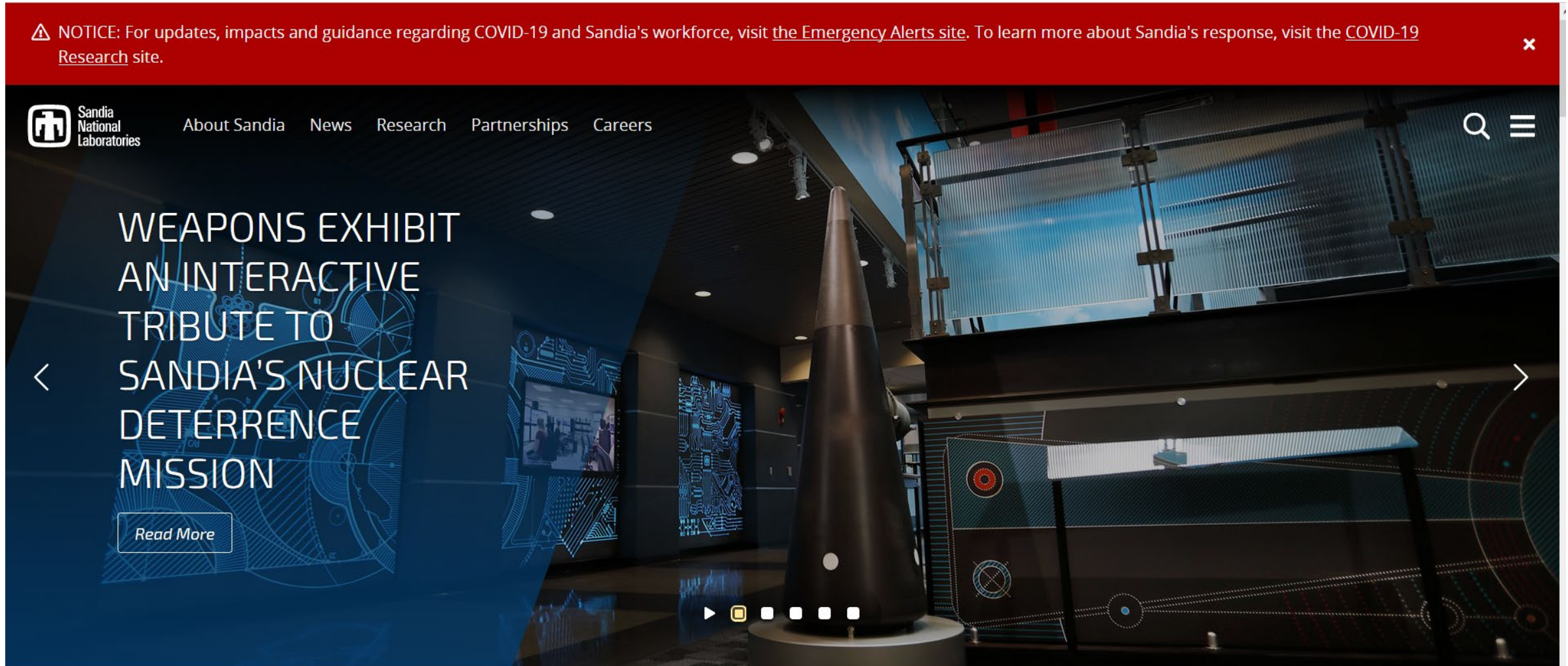
- Support Sandia in soliciting information to help determine a procurement's viability
- Identify qualified, capable, and responsible suppliers interested in providing products and services to Sandia
- Help suppliers identify potential subcontracting opportunities
- Promote competitive business opportunities

Never miss an opportunity by subscribing to receive automated notifications of opportunities by logging into your iSupplier account and selecting the North American Industry Classification System (NAICS) codes of interest

# Accessing the BOW



Go to [www.sandia.gov](http://www.sandia.gov)

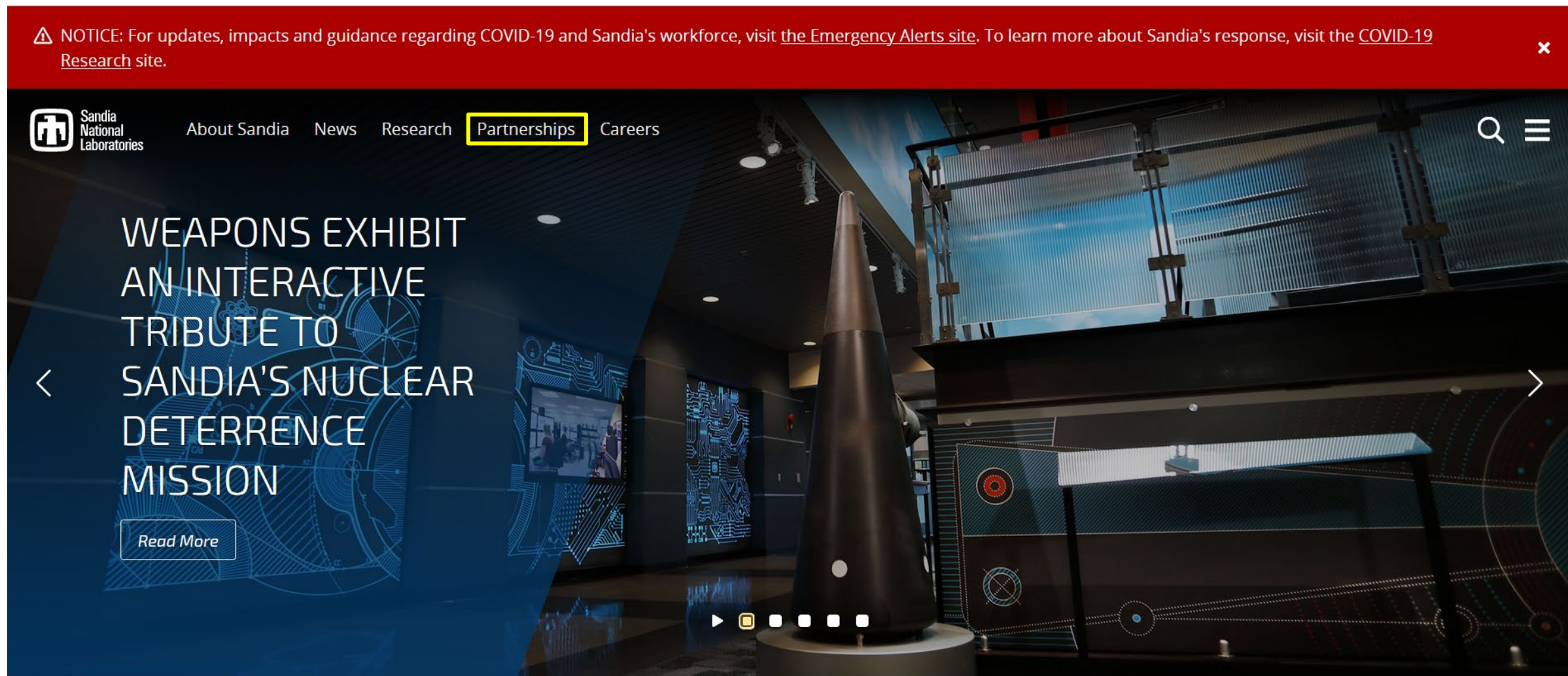




# Accessing the BOW




Click “Partnerships”



# Accessing the BOW




Click “Prospective Suppliers”

 Sandia National Laboratories

[About Sandia](#) [News](#) [Research](#) [Partnerships](#) [Careers](#)

[Technology Partnerships](#) [Licensing/Technology Transfer](#) [Academic Programs](#) [Local Opportunities & Economic Impact](#) [Prospective Suppliers](#) [Current Suppliers](#)

[f](#) [t](#) [v](#) [m](#) [i](#) [r](#)



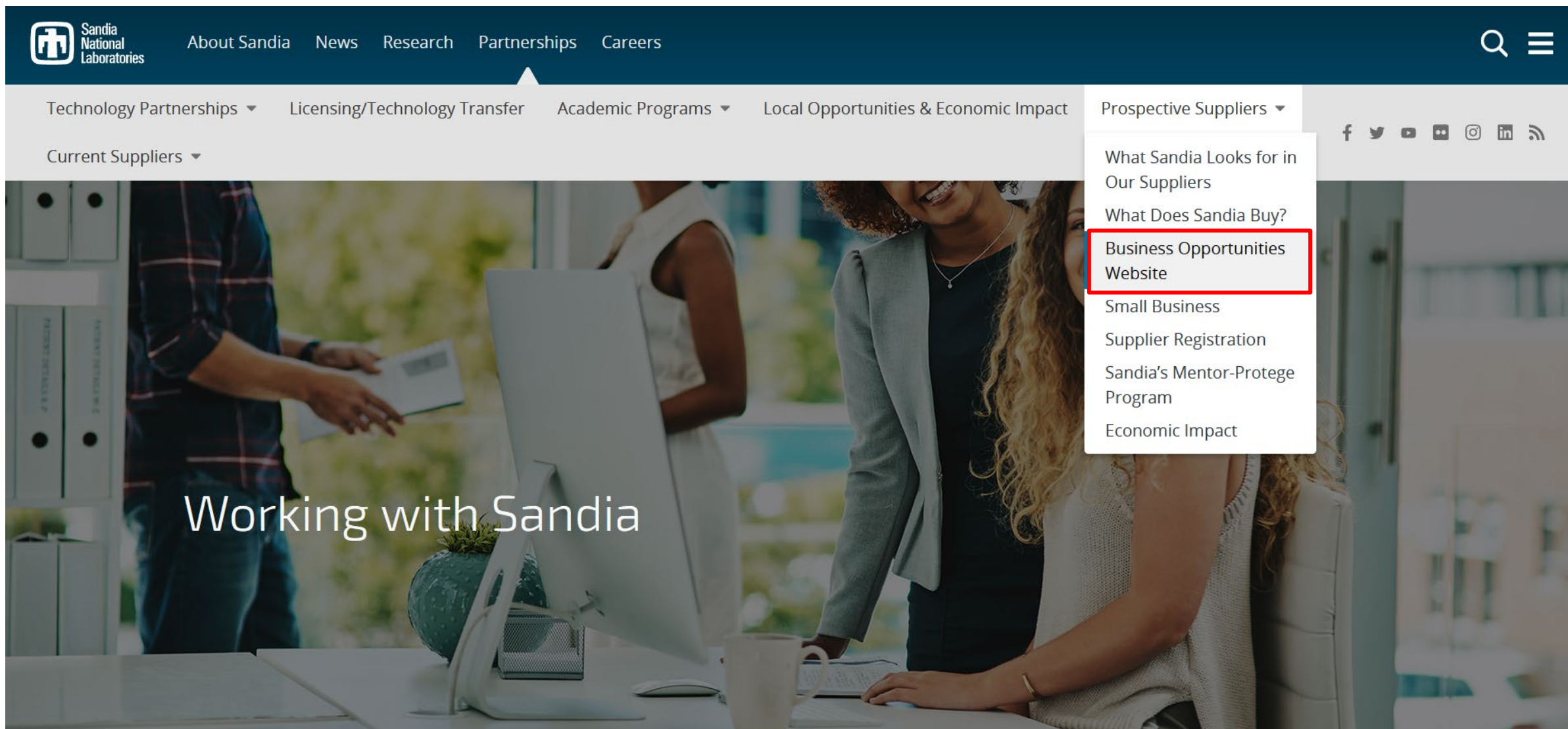
Working with Sandia



# Accessing the BOW



Click “Business Opportunities Website”





# Accessing the BOW



Click “View Business Opportunities”

**Sandia National Laboratories**

About Sandia News Research Partnerships Careers

Technology Partnerships ▼ Licensing/Technology Transfer Academic Programs ▼ Local Opportunities & Economic Impact Prospective Suppliers ▼

Current Suppliers ▼

✕

▼ Prospective Suppliers

What Sandia Looks for in Our Suppliers

> What Does Sandia Buy?

Business Opportunities Website

> Small Business

Supplier Registration

Sandia's Mentor-Protege Program

## Business Opportunities Website

[View Business Opportunities](#)

The Sandia Business Opportunities Website (BOW) is intended to help suppliers identify potential subcontracting opportunities and to aid NTESS in identifying responsible sources of suppliers.

**Please Note:**

- Microsoft Edge and Firefox are preferred browsers. Users may encounter an error when using other browsers to view the above link.



This page displays all active Business Opportunities. Click on the ID number to learn more on the opportunity.

Sandia National Laboratories

iSupplier Portal

Close |

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 Id link in the first column to view details.

Id	NAICS	Posting Type	Posting Title	Posted	Posting Close	Competition Type
<a href="#">2418</a>	333924: Industrial Truck, Tractor, Trailer, and Stack	Sources Sought	Yale GDP360EF High Capacity Forklift Truck	15-Jun-2022	23-Jun-2022 09:46	Set-Aside - HUBZone Small Business
<a href="#">2412</a>	333249: Other Industrial Machinery Manufacturing	Sources Sought	Multi-Material Circuit Printer	09-Jun-2022	24-Jun-2022 16:44	Competitive
<a href="#">2405</a>	238220: Plumbing, Heating, and Air-Conditioning Contractors	Sources Sought	Strategic Construction Partnership Agreements -Specialized Mechanical Discipline	21-Jun-2022	21-Jul-2022 15:27	Competitive
<a href="#">2404</a>	237110: Water and Sewer Line and Related Structures Construction	Sources Sought	Strategic Construction Partnership Agreements - Civil Discipline	21-Jun-2022	21-Jul-2022 15:26	Competitive
<a href="#">2403</a>	238220: Plumbing, Heating, and Air-Conditioning Contractors	Sources Sought	Strategic Construction Partnership Agreements - Mechanical Discipline	21-Jun-2022	21-Jul-2022 15:10	Set-Aside - Small Business
<a href="#">2402</a>	238210: Electrical Contractors and Other Wiring Installation Contractors	Sources Sought	Strategic Construction Partnership Agreements - Electrical Discipline	21-Jun-2022	21-Jul-2022 15:08	Set-Aside - Small Business
<a href="#">2401</a>	236220: Commercial and Institutional Building Construction	Sources Sought	Strategic Construction Partnership Agreements - General Discipline	21-Jun-2022	21-Jul-2022 15:07	Set-Aside - Small Business

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.

# Responding to a BOW Posting

## Every BOW Posting will include:

- Scope of Work Description
- NAICS Code & Small Business Size Standard
- General Information
- Mandatory Requirements
  - *Mandatory requirements will vary for each project, so they should be examined very carefully before a response is submitted*



# Responding to a BOW Posting



## 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 Details Page

[Back](#)

This page displays details about this opportunity.

<b>Id</b>	1752	<b>NAICS</b>	238210: Electrical Contractors and Other Wiring Installation Contractors
<b>Posting Type</b>	Sources Sought	<b>Business Size Standard</b>	\$16.5M
<b>Posting Published</b>	16-Nov-2020	<b>Estimated Period of Performance</b>	2 years
<b>Posting Close</b>	18-Dec-2020 09:21	<b>Competition Type</b>	Competitive
<b>Current Time (Albuquerque NM)</b>	16-Nov-2020 09:23	<b>Title</b>	Outside Plant Fiber Installation Services for new Data Center - Livermore, CA
<b>Estimated RFQ Open</b>	21-Dec-2020		
<b>Estimated Award</b>	25-Dec-2020		

Sources Sought	If a Request for Quotation (RFQ) results from this posting and the supplier meets the specified requirements, the supplier may be provided an RFQ at a later date.
Labor Category Crosswalk to Service Contract Act (SCA) or Davis Bacon Act (DBA) Wage Determination	A wage determination may be applicable to any resulting contract. Accordingly, if an RFQ is issued, all interested offerors shall identify in their proposal response any class of SCA or DBA applicable service employees proposed to perform work under any resulting contract and either directly or indirectly match all proposed labor classes to those specifically listed in the applicable wage determination. Failure to provide the required information may render a proposal non-responsive.
Buy American Certification	The Buy American Act may be applicable. If a Request for Quotation (RFQ) is issued, all offerors shall be required to supply a Buy American Certification. Failure to provide the required information may render a proposal non-responsive.

NOTE: This is a sample posting only. This opportunity is not currently available on Sandia’s external website.

# Evaluation of BOW Posting Response(s)



Clarity and  
Completeness of  
Response

Mandatory  
Requirements  
Confirmation

Verifiable Evidence  
Provided and  
Supports  
Response

# BOW Tips, Tricks, and Recommendations



- Carefully read the posting to ensure all requirements are understood
- Be sure to ask any questions on the posting prior to the close date
- Respond and submit all requested supporting documentation (as applicable) by the posting close date
- Provide the requested information asked for, nothing more
- Be honest if mandatory requirements can be fully met
- Update your iSupplier registration often
- Check the BOW for new postings often





## Very Large Construction Projects

- Will be posted on the BOW
- Projects are competed against eligible Offerors
- Depending on project requirements may be:
  - Design-Build or Design-Bid-Build opportunities
  - Awarded on a low-price or best value basis

## Small/Medium/Large Construction Projects

- Will be awarded through Sandia's construction agreements
- All Design-Bid-Build opportunities
- Projects are competed against agreement holders for the specified discipline
- Awarded on a low-price basis

# Subcontracting Process Elements



RFQ/RFP Contents

Responding to  
RFQs

Evaluation of  
Proposals

Subcontract Award

Subcontract &  
Performance  
Management



## Section A: Solicitation Instructions

- Question and Proposal Submission Deadlines
- General Instructions
- Mandatory Pre-Bid Meeting Information
- Sourcing Strategy/Information
- Proposal Submission Instructions
- Subcontract Award Basis and Process

## Section B: Section I and II Clauses

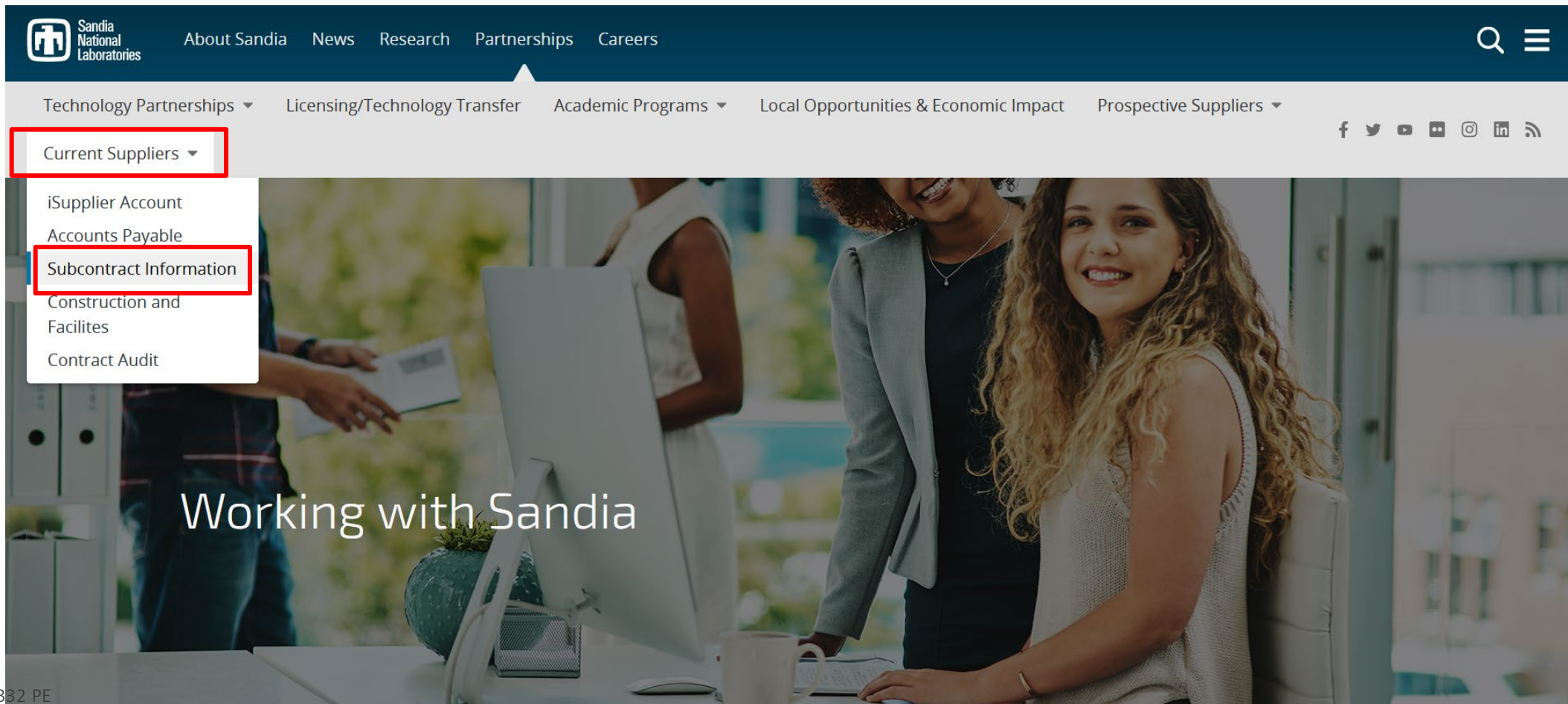
- General Subcontract Clauses
- Pricing Clauses
- Safety and Security Clauses
- Sandia Construction Requirements
- Additional Subcontract Specific Clauses



# Locating Section II Terms & Conditions



1. [www.sandia.gov](http://www.sandia.gov)
2. Click “Partnerships”
3. Click “Current Suppliers”



# Locating Section II Terms & Conditions



## 4. Scroll Down to "Section II Terms & Conditions"

### Supplier Information

Open All Close All

Forms



Environmental, Safety, & Health (ES&H)



Section II Terms & Conditions



Policies



## 5. Scroll Down to "SF 6432-CN Construction"

### SF 6432-CN Construction

Section II Category: (Published Version Date)

[SF 6432-CN: \(04-20\)](#)

[SF 6432-CN: \(07-18\)](#)

[SF 6432-CN: \(12-17\)](#)

[SF 6432-CN: \(07-17\)](#)

[SF 6432-CN: \(05-17\)](#)

[SF 6432-CN: \(03-16\)](#)

[SF 6432-CN: \(11-15\)](#)

[SF 6432-CN: \(04-15\)](#)

# Responding to RFQs Do's and Don'ts



## Do's

- Read the RFQ Entirely
- Need Clarifications? Ask the Subcontract Professional (SP)
- Attend Pre-Bid Conference
- Respond to all Required Sections
- Provide a Complete and Compliant Proposal

## Don'ts

- Make Assumptions About Unclear Requirements
- Miss Required Deadlines
- Provide Unrequired/Non-Requested Information
- Ask Questions to Personnel Other than the SP





## Best Value Evaluation

- Technical Proposal Review
- Price Proposal Review
- Clarifications
- Tradeoff determination of the Best Value to NTESS

## Low Price, Minimum Specification

- Technical Review (Verification Mandatory Requirements are Met)
- Price Review
- Clarifications

# Subcontract Award



- Notification of Award
- Offeror Debrief (if requested)
- Notice to Proceed (NTP) Items
  - Performance Bonds
  - Payment Bonds
  - Certificate of Insurance
  - Safety Plan
  - CSI Level III Breakdown
  - Any other required form as determined by Sandia
- NTP Issued – Formal Authorization to Start Work



## NTESS Construction Progress Meetings

## Sub-Contractor Review and Evaluation (SCORE)

- On-Time
- Quality
- Satisfied
- Project Management
- Safety





# Strategic Construction Partnership Agreements Overview



# BOW Postings Overview



Discipline	BOW ID Number	NAICS Code	Competition Type	Close Date & Time
General	2401	236220 Commercial and Institutional Building Construction	Small Business Set-Aside	July 21, 2022; 15:07 MST
Electrical	2402	238210 Electrical Contractors and Other Wiring Installation Contractors	Small Business Set-Aside	July 21, 2022; 15:08 MST
Mechanical	2403	238220 Plumbing, Heating, and Air-Conditioning Contractors	Small Business Set-Aside	July 21, 2022; 15:10 MST
Civil	2404	237110 Water and Sewer Line and Related Structures Construction	Small Business First *	July 21, 2022; 15:26 MST
Specialized Mechanical	2405	238220 Plumbing, Heating, and Air-Conditioning Contractors	Small Business First *	July 21, 2022; 15:27 MST

## BOW Questions & Answers



- Any questions related to the five (5) BOW postings can be submitted via the BOW system or via email to the email address provided in the BOW posting
- All questions and answers will be posted to <https://www.sandia.gov/working-with-sandia/current-suppliers/construction-and-facilities/> under “Upcoming Construction Partnerships Opportunities” once questions and answers are available

# Submitting a Question/ Response via the BOW



Sandia  
National  
Laboratories

iSupplier Portal

Close



## 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 Details Page

[Back](#) This page displays details about this opportunity.

**Id** 2401  
**Posting Type** Sources Sought  
**Posting Published** 21-Jun-2022  
**Posting Close** 21-Jul-2022 15:07  
**Current Time (Albuquerque NM)** 21-Jun-2022 15:44  
**Estimated RFQ Open** 03-Oct-2022  
**Estimated Award** 31-Oct-2023

**NAICS** 236220: Commercial and Institutional Building Construction  
**Business Size Standard** \$39.5M  
**Estimated Period of Performance** 7 Years  
**Competition Type** Set-Aside - Small Business  
**Title** Strategic Construction Partnership Agreements - General Discipline

### Attachments

Click the link in the Title column to open the attachment.

Title	Type	Description	Category	Last Updated By	Last Updated	Usage	Update	Delete
<a href="#">Click to open General Key Pers...</a>	File	General Key Personnel Function...	To Supplier -- Visible to Supplier	ANONYMOUS	11-Jun-2022	One-Time		



# General Information vs. Mandatory Requirements



## Attachments

Click the link in the Title column to open the attachment.

Title ^	Type ^	Description ^	Category ^	Last Updated By ^	Last Updated ^	Usage ^	Update	Delete
<a href="#">Click to open General Key Pers...</a>	File	General Key Personnel Function...	To Supplier -- Visible to Supplier	ANONYMOUS	11-Jun-2022	One-Time		

## General Information

This section displays displays general information about this opportunity.

#	Title	General Information
10	Sources Sought	If a Request for Quotation (RFQ) results from this posting and the supplier meets the specified requirements, the supplier may be provided an RFQ at a later date.

## Mandatory Requirements

This section displays mandatory requirements associated with this opportunity. If you create a response, you must address each.

#	Title	Mandatory Requirement
---	-------	-----------------------



# Questions





THANK YOU