Sandia National Laboratories
Construction Opportunities Fair

Presented by: Sandia’s Supplier Diversity & Construction Departments
## Agenda

<table>
<thead>
<tr>
<th>Agenda:</th>
<th>Speaker:</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Introduction to NTESS/Sandia</strong></td>
<td><strong>Paul Sedillo</strong>, Small Business Program Manager</td>
</tr>
<tr>
<td><strong>Mission</strong></td>
<td><strong>Marc Ghattas</strong>, Construction Manager</td>
</tr>
<tr>
<td>- National/Global Effort</td>
<td><strong>Jordan Horger</strong>, Facilities Engineering Project Manager</td>
</tr>
<tr>
<td>- Consistency/Job Security/CPA longevity</td>
<td></td>
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<tr>
<td>with current partners</td>
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<tr>
<td><strong>Sandia Construction Overview</strong></td>
<td><strong>James Doyle</strong>, Facilities Manager</td>
</tr>
<tr>
<td>- Infrastructure Operations-Division 4000</td>
<td></td>
</tr>
<tr>
<td><strong>Benefits of Working at Sandia</strong></td>
<td><strong>Kellie Shaw</strong>, Facilities Engineering Project Manager</td>
</tr>
<tr>
<td>- Safety/Partnering/Resources/Payment</td>
<td><strong>Adam Rael</strong>, Construction Manager</td>
</tr>
<tr>
<td>- Recommendations to Small Businesses</td>
<td><strong>Lukas Gallegos</strong>, Facilities Engineering Project Manager</td>
</tr>
<tr>
<td>- Partnership-What it Means</td>
<td></td>
</tr>
<tr>
<td><strong>FY21 Summary/Future Project Forecast</strong></td>
<td><strong>James Doyle</strong>, Facilities Manager</td>
</tr>
<tr>
<td><strong>Doing Business with Sandia</strong></td>
<td><strong>Kim Marien</strong>, Subcontract Manager</td>
</tr>
<tr>
<td>- Responding to BOW Postings</td>
<td></td>
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<tr>
<td>- General Subcontracting Process</td>
<td></td>
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<tr>
<td>- Overview of Construction Agreements</td>
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<tr>
<td>BOW Postings</td>
<td></td>
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<tr>
<td><strong>Question/Answer Session</strong></td>
<td><strong>All</strong></td>
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</table>
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

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Goal</th>
<th>Actual</th>
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<tbody>
<tr>
<td>FY17</td>
<td>50%</td>
<td>58.84%</td>
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<tr>
<td>FY18</td>
<td>52%</td>
<td>60.28%</td>
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<tr>
<td>FY19</td>
<td>54%</td>
<td>60.72%</td>
</tr>
<tr>
<td>FY20</td>
<td>56%</td>
<td>60.14%</td>
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<tr>
<td>FY21</td>
<td>58%</td>
<td>64.96%</td>
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<tr>
<td>FY22</td>
<td>60%</td>
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### Small Business Subcategory (FY22)

<table>
<thead>
<tr>
<th>Subcategory</th>
<th>Goal</th>
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<tbody>
<tr>
<td>SDB</td>
<td>15%</td>
</tr>
<tr>
<td>WOSB</td>
<td>10.5%</td>
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<tr>
<td>HUBZone</td>
<td>4%</td>
</tr>
<tr>
<td>VOSB</td>
<td>7%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>5.5%</td>
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</tbody>
</table>

Have met all for last 5 years
Sandia’s Small Business Commitment

**SUBCONTRACT-RELATED PAYMENTS**

<table>
<thead>
<tr>
<th>OVERALL</th>
<th>NEW MEXICO</th>
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<tbody>
<tr>
<td>$1,369,484,000 Total Subcontract Payments</td>
<td>$475,456,000</td>
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<tr>
<td>$384,063,000 Small Business</td>
<td>$131,873,000</td>
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<tr>
<td>$222,242,000 Disadvantaged</td>
<td>$128,011,000</td>
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<tr>
<td>$173,092,000 Woman-Owned</td>
<td>$81,680,000</td>
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<tr>
<td>$132,438,000 Veteran-Owned</td>
<td>$44,399,000</td>
</tr>
<tr>
<td>$93,189,000 Service-Disabled Veteran-Owned</td>
<td>$16,835,000</td>
</tr>
<tr>
<td>$68,800,000 HUBZone</td>
<td>$34,952,000</td>
</tr>
</tbody>
</table>

**NEW MEXICO**

- New Mexico Total Procurement Impact: $485,091,000
- Subcontract Payments to 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: 35%
- Procurement Card Payments: $14,338,000

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
Visit Sandia’s Website

www.sandia.gov
The Supplier Diversity Team

SUPPLIER DIVERSITY TEAM

Business Point of Contact:
www.sandia.gov | Email: 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.
Questions
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
Job Security / Consistency

- Consistent work opportunities at SNL in previous Fiscal Years, as well as upcoming...
Questions
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 21st 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.

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.

DIVISION 4000
Our purpose is to provide a stable and secure platform for Sandia to accomplish its national security mission.

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
A SNAP SHOT

Livermore, California

Albuquerque, New Mexico

1,838 fleet assets
maintained for all sites

8,900 contacts
to Security Connections a year

134 tons cardboard recycled last year in NM

2,381 trips
1,120 travelers supported a year in foreign countries (pre COVID #s)

29,000 badges processed annually

8M gross sq. ft (GSF) in oversight of buildings/trailers

2,5M sq. ft office space managed

56,000 requests processed by Work Coordination & Control

$175M total investment in projects

21K acres maintained across all sites

21K acres maintained across all sites

21K acres maintained across all sites

SAND2022-8332 PE
4700 Infrastructure Services
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.
**Funding Outlook**

**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
Recommendations to Small Businesses

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

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
Questions
Construction Opportunities Fair
FY21 Summary / Future Project Forecast

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.

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)
FY21 Projects
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
FY22 YTD Replan

<table>
<thead>
<tr>
<th>No. of Projects</th>
<th>Current 4 months FY22 Jan ME Actuals</th>
<th>Future 8 month Replan</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Worst Case</td>
<td>Most Likely</td>
</tr>
<tr>
<td>P6 Projects &gt;$500K</td>
<td>108</td>
<td>$21,155,772</td>
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<tr>
<td>CF, CFE, FE &lt;$500K</td>
<td>1,400</td>
<td>$12,241,967</td>
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<tr>
<td>Total</td>
<td>1,508</td>
<td>$33,397,739</td>
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Design – FY History & FY22 Projection

Design Spending
FY15 - FY22

- $11,369,136
- $13,084,740
- $20,887,493
- $19,847,950
- $27,447,858
- $21,929,075
- $26,904,791
- $24,116,211

SAND2022-8332 PE
NOTE:
FY22 $300M TPC (includes carry over and new projects)

Construction Spending
FY15 - FY22

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
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<tbody>
<tr>
<td>FY15</td>
<td>$57,468,286</td>
</tr>
<tr>
<td>FY16</td>
<td>$64,784,315</td>
</tr>
<tr>
<td>FY17</td>
<td>$69,796,780</td>
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<td>FY18SEP</td>
<td>$99,596,249</td>
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<tr>
<td>FY19</td>
<td>$106,987,852</td>
</tr>
<tr>
<td>FY20</td>
<td>$118,050,409</td>
</tr>
<tr>
<td>FY21</td>
<td>$73,712,871</td>
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<tr>
<td>FY22 (projected)</td>
<td>$106,681,150</td>
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</table>
FY22 DESIGNS

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
- TAI 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 UPGRDES
- TRANSHIPMENT STAGING WAREHOUSE
- KAFB GAS LINE REPLACEMENT
- 892 HVAC
- 980 AHU REPLACEMENT
- C942 LAB 1327 REVITALIZATION
- C919 SITE MAIN SWITCHCHYARD 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%.

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Cost</th>
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<tbody>
<tr>
<td>FY23 Design/Construction Start Date Summary</td>
<td>$204,228,372.00</td>
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<tr>
<td>856 High Security Building Conversion</td>
<td>$13,750,000.00</td>
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<tr>
<td>727 High Security Building Conversion</td>
<td>$17,500,000.00</td>
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<tr>
<td>Building 981 Water Storage</td>
<td>$234,000.00</td>
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<tr>
<td>Z Machine: BLDG 961-A TRAINING ANNEX</td>
<td>$4,200,000.00</td>
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<tr>
<td>Z Sustainment - Magnetically Insulated Transmission Line (MITL) Flipper Modernization</td>
<td>$3,300,000.00</td>
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<tr>
<td>9990 Conversion to Division Wireless R&amp;D Facility</td>
<td>$2,000,000.00</td>
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<tr>
<td>Advanced Manufacturing Processes Laboratory (AMPL): Convert 878 area to a VTR</td>
<td>$1,000,000.00</td>
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<tr>
<td>891 Lab Conversion</td>
<td>$4,000,000.00</td>
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<tr>
<td>Manzano Bunker Panel Replacement</td>
<td>$720,000.00</td>
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<tr>
<td>Vacate 894 - Stitched Electronic Textiles &amp; Composite Capability</td>
<td>$3,000,000.00</td>
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<tr>
<td>518 - Replace 2 Chillers and 3 Cooling Towers</td>
<td>$3,000,000.00</td>
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<tr>
<td>Vacate 894 - Classified Print and Communications Capability</td>
<td>$1,900,000.00</td>
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<tr>
<td>Vacate 894 - Mission Critical Training and Collaboration Space to Support SAR Capability</td>
<td>$650,000.00</td>
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<tr>
<td>NSTTF Lucky Lift Refurbishment</td>
<td>$4,500,000.00</td>
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<tr>
<td>890 Replace Thermal Vac Chamber with Side Loading Model</td>
<td>$5,000,000.00</td>
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<tr>
<td>905 - Conversion and upgrades</td>
<td>$500,000.00</td>
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<tr>
<td>870 Tritium Envelope Exhaust</td>
<td>$1,000,000.00</td>
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<tr>
<td>827 - Replace 2 Chillers</td>
<td>$2,000,000.00</td>
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<tr>
<td>SNL-NM - Bldg 905 Chilled Water Replacement (CHAMP)</td>
<td>$6,506,000.00</td>
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<td>6593 - Replace 2 Chillers</td>
<td>$500,000.00</td>
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<tr>
<td>899A - Chilled Water Plant Replacement</td>
<td>$5,000,000.00</td>
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<tr>
<td>891 Lab Badge Swipes/Entire Building where Badge Swipes Exist</td>
<td>$501,000.00</td>
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<table>
<thead>
<tr>
<th>Project Description</th>
<th>Cost</th>
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<tbody>
<tr>
<td>890 Conference Room for VTC Capabilities</td>
<td>$400,000.00</td>
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<tr>
<td>758 WIFI</td>
<td>$100,000.00</td>
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<tr>
<td>Bldg. 6578 - Replace two HVAC units</td>
<td>$355,000.00</td>
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<tr>
<td>891 Collaboration Space</td>
<td>$200,000.00</td>
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<tr>
<td>NSTC Upgrades</td>
<td>$600,000.00</td>
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<tr>
<td>8650 - Replace chiller with refrigeration unit (CHAMP)</td>
<td>$1,000,000.00</td>
</tr>
<tr>
<td>957 - Replace Boilers</td>
<td>$500,000.00</td>
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<tr>
<td>829 - Replace Boilers</td>
<td>$800,000.00</td>
</tr>
<tr>
<td>6586 - Replace Boilers</td>
<td>$800,000.00</td>
</tr>
<tr>
<td>753 - Replace Boilers</td>
<td>$800,000.00</td>
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<tr>
<td>SNL NM BLDG-880A Heat Exchanger Replacement</td>
<td>$600,000.00</td>
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<tr>
<td>892 VTR lab recommissioning and reconfiguration</td>
<td>$800,000.00</td>
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<tr>
<td>Expand Metal Additive Manufacturing Lab</td>
<td>$5,000,000.00</td>
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<tr>
<td>STAR Facility - Building 9950-A Upgrade</td>
<td>$1,250,000.00</td>
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<tr>
<td>867 - Replace Boilers</td>
<td>$500,000.00</td>
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<tr>
<td>TTR Disposition of 7 Structures</td>
<td>$204,000.00</td>
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<td>Covered Building Level Meter Installation</td>
<td>$1,064,905.00</td>
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<tr>
<td>NM Bldg. 818 and 819 Disposition</td>
<td>$750,000.00</td>
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<td>Monitoring Based Commissioning (MBCx)</td>
<td>$6,000,000.00</td>
</tr>
<tr>
<td>Smart Labs Projects at NM Site</td>
<td>$18,000,000.00</td>
</tr>
<tr>
<td>928 - Replace boilers</td>
<td>$500,000.00</td>
</tr>
<tr>
<td>823 - Replace 2 Chillers</td>
<td>$2,000,000.00</td>
</tr>
<tr>
<td>963 NE Lab Revitalization</td>
<td>$700,000.00</td>
</tr>
<tr>
<td>HERMES: Access control/Interlock System</td>
<td>$1,400,000.00</td>
</tr>
<tr>
<td>600 MHz NMR Solids/Solutions Spectrometer (Whole System Replacement)</td>
<td>$2,100,000.00</td>
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### FY23/24 Design & Construction

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

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

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

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

<table>
<thead>
<tr>
<th>Step</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Responding to a Business Opportunities Website (BOW) Posting</td>
</tr>
<tr>
<td>2.</td>
<td>Evaluation of BOW Posting Response(s)</td>
</tr>
<tr>
<td>3.</td>
<td>Request for Proposal Contents</td>
</tr>
<tr>
<td>4.</td>
<td>Evaluation of Proposals</td>
</tr>
<tr>
<td>5.</td>
<td>Subcontract Award</td>
</tr>
<tr>
<td>6.</td>
<td>Subcontract Performance Evaluation</td>
</tr>
</tbody>
</table>
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
Accessing the BOW

Click “Partnerships”

⚠️ NOTICE: For updates, impacts and guidance regarding COVID-19 and Sandia’s workforce, visit the Emergency Alerts site. To learn more about Sandia’s response, visit the COVID-19 Research site.

WEAPONS EXHIBIT AN INTERACTIVE TRIBUTE TO SANDIA'S NUCLEAR DETERRENCE MISSION

Read More
Accessing the BOW

Click “Prospective Suppliers”
Accessing the BOW

Click “Business Opportunities Website”
Accessing the BOW

Click “View Business Opportunities”

Business Opportunities Website

View Business Opportunities

The Sandia Business Opportunities Website (BOW) is intended to help suppliers identify potential subcontracting opportunities and to aid NTSS 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.
Accessing the BOW

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

<table>
<thead>
<tr>
<th>Id</th>
<th>NAICS</th>
<th>Posting Type</th>
<th>Posting Title</th>
<th>Posted</th>
<th>Posting Close</th>
<th>Competition Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>2443</td>
<td>333929: Other Industrial Machinery Manufacturing</td>
<td>Sources Sought</td>
<td>Multi-Material Circuit Raster</td>
<td>96-Jun-2022</td>
<td>96-Jun-2022 50:44</td>
<td>Competitive</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.
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

This page displays details about this opportunity.

Id 1752
Posting Type Sources Sought
Posting Published 16-Nov-2020
Posting Close 18-Dec-2020 08:21
Current Time (Albuquerque NM) 16-Nov-2020 09:23
Estimated RFQ Open 21-Dec-2020
Estimated Award 25-Dec-2020

NAICS 238210: Electrical Contractors and Other Wiring Installation Contractors
Business Size Standard $16.5M
Estimated Period of Performance 2 years
Competition Type Competitive
Title Outside Plant Fiber Installation Services for new Data Center - Livermore, CA

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.
Buying Construction at Sandia

**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
Request for Proposal/ Quote Contents

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

2. Click “Partnerships”

3. Click “Current Suppliers”
4. Scroll Down to “Section II Terms & Conditions”

Supplier Information

<table>
<thead>
<tr>
<th></th>
<th>Open All</th>
<th>Close All</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forms</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Environmental, Safety, &amp; Health (ES&amp;H)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Section II Terms &amp; Conditions</strong></td>
<td>✔️</td>
<td></td>
</tr>
<tr>
<td>Policies</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

5. Scroll Down to “SF 6432-CN Construction”

SF 6432-CN Construction

- 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
Evaluation of Proposal

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

Best Value Evaluation

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

Low Price, Minimum Specification
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
Subcontract Performance Management and Evaluation

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

<table>
<thead>
<tr>
<th>Discipline</th>
<th>BOW ID Number</th>
<th>NAICS Code</th>
<th>Competition Type</th>
<th>Close Date &amp; Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Electrical</td>
<td>2402</td>
<td>238210 Electrical Contractors and Other Wiring Installation Contractors</td>
<td>Small Business Set-Aside</td>
<td>July 21, 2022; 15:08 MST</td>
</tr>
<tr>
<td>Civil</td>
<td>2404</td>
<td>237110 Water and Sewer Line and Related Structures Construction</td>
<td>Small Business First *</td>
<td>July 21, 2022; 15:26 MST</td>
</tr>
<tr>
<td>Specialized Mechanical</td>
<td>2405</td>
<td>238220 Plumbing, Heating, and Air-Conditioning Contractors</td>
<td>Small Business First *</td>
<td>July 21, 2022; 15:27 MST</td>
</tr>
</tbody>
</table>
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.
Submitting a Question/Response via the BOW

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
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
Click to open General Key Pers... File General Key Personnel Function... To Supplier -- Visible to Supplier ANONYMOUS 11-Jun-2022 One-Time
## General Information vs. Mandatory Requirements

### General Information

This section displays general information about this opportunity.

<table>
<thead>
<tr>
<th>Title</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 Sources Sought</td>
<td>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</td>
</tr>
</tbody>
</table>

### Mandatory Requirements

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

<table>
<thead>
<tr>
<th>Title</th>
<th>Mandatory Requirement</th>
</tr>
</thead>
</table>

Questions
THANK YOU