Small Business Forum
FY22 Q4

Opportunities Through the Pandemic
Supporting our Local New Mexico Businesses

July 12, 2022
Dr. James Peery

Laboratories Director
Tim Keller
Mayor of the City of Albuquerque
Agenda

July 12, 2022

Sandia’s Outreach Efforts through the Pandemic
How to Do Business with Sandia
Sandia’s Upcoming Forecast
How to Do Business with the City of Albuquerque
Sandia’s Outreach Efforts through the Pandemic
## Small Business Goals

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Small Business Goals</th>
<th>Small Disadvantaged</th>
<th>Woman-Owned</th>
<th>HUBZone</th>
<th>Veteran-Owned</th>
<th>Service-Disabled Veteran Owned</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17 Goals</td>
<td>50%</td>
<td>10%</td>
<td>10%</td>
<td>3%</td>
<td>5%</td>
<td>3%</td>
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<tr>
<td>FY17 Accomplishments</td>
<td>58.84%</td>
<td>16.83%</td>
<td>10.43%</td>
<td>4.88%</td>
<td>7.69%</td>
<td>4.83%</td>
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<td>FY19 Goals</td>
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<td>3%</td>
<td>6%</td>
<td>3.50%</td>
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<tr>
<td>FY19 Accomplishments</td>
<td>61.50%</td>
<td>15.70%</td>
<td>11.66%</td>
<td>4.54%</td>
<td>11.27%</td>
<td>8.48%</td>
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<tr>
<td>FY20 Goals</td>
<td>56%</td>
<td>12%</td>
<td>10%</td>
<td>3.50%</td>
<td>7%</td>
<td>5%</td>
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<td>20.31%</td>
<td>5%</td>
<td>5.66%</td>
<td>9.48%</td>
<td>6.77%</td>
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<tr>
<td>FY22 Goals</td>
<td>60%</td>
<td>15%</td>
<td>10.50%</td>
<td>4%</td>
<td>7%</td>
<td>5.50%</td>
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<tr>
<td>FY22 Accomplishments</td>
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<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
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</table>
Sandia’s Mentor-Protégé Program

- **Three Sandia Protégés** – Sandia has been successfully mentoring three small business Protégés in IT and construction industries.

- **Develop and Award Subcontracts** – The program seeks to develop small business Protégés, foster long-term business relationships, and increase the overall number of subcontracts awarded to small business Protégés.

- **Future Protégé Selection** – Sandia is now in the evaluation phase of selecting up to an additional three Protégés to support mission work in interconnects.
Sandia’s FY22 Small Business Forums

<table>
<thead>
<tr>
<th>Date</th>
<th>Focus</th>
<th>Location</th>
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<tbody>
<tr>
<td>October 12, 2021</td>
<td>Securing Your Small Business Supply Chain</td>
<td>Virtual</td>
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<tr>
<td>February 22, 2022</td>
<td>In Partnership with OSDBU with a Focus on Small Disadvantaged Business</td>
<td>Virtual</td>
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<tr>
<td>April 12, 2022</td>
<td>Cybersecurity Posture</td>
<td>Virtual</td>
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<tr>
<td>July 12, 2022</td>
<td>Opportunities through the Pandemic - Supporting our Local New Mexico Businesses</td>
<td>Virtual</td>
</tr>
</tbody>
</table>

- Opportunity to learn how to do business with Sandia, network with advocates, buyers, technical personnel, and other professionals.
- Presentation about working with government-type contracts, upcoming procurements, and an in-depth look at the focus area.
New Mexico 5% and HUBZone 10% Pricing Preference

- The New Mexico Small Business 5% Pricing Preference is applicable to competitive procurements exceeding $250,000 and up and including $5M, when a NM SB is bidding.

- The 10% HUBZone Pricing Preference is applicable to all competitive procurements where a HUBZone Small Business will compete against at least one or more large business(es).
How to do Business with Sandia

Eric Lochausen, Sandia Supplier Diversity Advocate
Register in SAM.gov

Sandia Highly Recommends www.sam.gov

- Validates your business size
- Confirms certifications
- Supplier profile in SBA Dynamic Small Business Search Database
Update SBA Dynamic Small Business Search

- NAICS codes
- Keywords
- Capability Narrative

https://web.sba.gov/pro-net/search/dsp_dsbs.cfm
Procurement Technical Assistance Center

www.aptac-us.org

- Register at SAM.GOV
- Check out DSBS
- Market yourself
- Respond to RFP/RFQ
- Be aware of Federal Set-Aside certifications
- Understand government regulations
- Be "Contract Ready"
- Team with other companies
Sandia’s Business Opportunities Website

- Competitive > $250K
- Buy American Act
Business Opportunities Website – Posting Types

RFQ:
• Seeks quotes and a subcontract may be awarded. Posting is the RFQ
• Usually 3-day posting,
• Set aside for small business

Sources Sought:
• Seeking responsible suppliers eligible to receive an RFQ
• Usually first 8 days set aside for small business
• If no qualified small business response, open for 7 days as competitive

RFI:
• Use to seek information about supplier capabilities
• This is an inquiry only
• No time limit or set aside associated
Register in Sandia’s iSupplier Portal

Supplier Registration

Step 1: Access iSupplier Portal Registration Page

iSupplier Registration page: Register here

Step 2: Enter Company Name & Contact Information

To begin your company’s registration, you must enter the required information:

- Legal Company Name
- Tax Country
- Non-US Tax Registration Number
- Federal Tax ID Number
- DUNS Number - Unique Entity Identifier
- Additional Contact Information
- Attach or email your W-9
Subscribe to receive notifications when business opportunities are posted that align with the NAICS codes you choose.
Contacts

• Questions regarding iSupplier Registration
  supreg@sandia.gov

• Questions regarding existing iSupplier account
  isupplier@sandia.gov

• Assistance from our Supplier Diversity & Small Business Team
  supplier@sandia.gov
Sandia’s Expenditures & Forecast

Patricia Brown, Sandia Supplier Diversity Advocate
Historical Expenditures & Subcontract-Related Payments

<table>
<thead>
<tr>
<th>FY21</th>
<th>FY20</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Lab Expenditures</td>
<td>$4,000,000,000.00</td>
<td>$3,500,000,000.00</td>
</tr>
<tr>
<td>*Total Subcontract Related Payment</td>
<td>$4,500,000,000.00</td>
<td>$4,000,000,000.00</td>
</tr>
<tr>
<td>Total Small Business</td>
<td>$1,000,000,000.00</td>
<td>$800,000,000.00</td>
</tr>
<tr>
<td>Other than Small</td>
<td>$500,000,000.00</td>
<td>$400,000,000.00</td>
</tr>
</tbody>
</table>
Historical New Mexico Impact

<table>
<thead>
<tr>
<th>Year</th>
<th>NM Small Business</th>
<th>NM Other Than Small</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY21</td>
<td>$300,000,000.00</td>
<td>$100,000,000.00</td>
</tr>
<tr>
<td>FY20</td>
<td>$350,000,000.00</td>
<td>$150,000,000.00</td>
</tr>
<tr>
<td>FY19</td>
<td>$400,000,000.00</td>
<td>$200,000,000.00</td>
</tr>
</tbody>
</table>

- New Mexico Total Subcontract Related Payments
- NM Small Business
- NM Other Than Small
Top 5 Subcontracting Industries in New Mexico

• Computer Related Services
• Commercial & Institutional Building Construction
• Electronic Computer Manufacturing
• Engineering Services
• Machine Shops
FY23 Forecast Targeted for Small Businesses

- Computer Related Services ~ $5M
- Professional Technical Services ~ $2M
- Commercial Services - $2M
- Machine Shops

Competed to small businesses first!

$250K and less are reserved for small business!
Next Steps

1. Register in Sandia’s iSupplier Portal
2. Subscribe to our Business Opportunities Website
3. If you are interested in a 30-minute conversation with one of us, please send an email to supplier@sandia.gov to request an appointment.
City of Albuquerque

Jennifer Bradley, Chief Procurement Officer

Gabriela Marques, Center Director for the NM Minority Business Development Agency Business Center

Carrie Vender, Small Business Liaison
Sandia’s 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.
THANK YOU