SEEKING SMALL BUSINESS SUPPLIERS & FINDING BUSINESS OPPORTUNITIES

May 17th, 2023
8:30 – 9:00am  | Registration
9:00 – 9:30am  | Welcome & Introductions
9:30 – 9:45am  | How to do Business With Sandia National Laboratories
9:45 – 10:45am | Panel Session: Business Opportunities & Questions
10:45 – 11:00am | Break
11:00 – 12:30pm | Networking Session: Building Business Connections
LAURA LOVATO
Sandia National Laboratories – Small Business Program Manager
SANDIA’S HISTORY IS TRACED TO THE MANHATTAN PROJECT

- 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.
We have facilities across the nation

- ARM Research Facility
  Barrow, AK
- Kauai Test Facility
  Kauai, HI
- Tonopah Test Site
  Tonopah, NV
- Sandia
  Livermore, California
- Sandia
  Albuquerque, New Mexico
- Waste Isolation Pilot Plant
  Carlsbad, NM
- Pantex Plant
  Amarillo, TX
- Sandia Field Office
  Washington D.C.

Main Sites
Albuquerque, New Mexico
Livermore, California
Sandia is a multimission national security laboratory with five major program portfolios.
OUR BUDGET COVERS A BROAD RANGE OF GOVERNMENT AND OTHER WORK

FY22 BUDGET $4.41B

- NNSA Weapons: 58.5%
- DoD-Nuclear Deterrence: 4.5%
- Other DoD: 17.2%
- Other DOE: 7.0%
- Other: 5.9%
- Nonproliferation: 6.9%

OTHER
- Department of Homeland Security
- Other federal agencies | nonfederal entities
- CRADAs, licenses, royalties | inter-entity work

DoD
- Air Force | Army | Navy
- Defense Threat Reduction Agency
- Ballistic Missile Defense Organization
- Office of the Secretary of Defense
- Defense Advanced Research Projects Agency
- Intelligence Community

OTHER DOE
- Science
- Energy Efficiency and Renewable Energy
- Nuclear Energy
- Environmental Management
- Electricity Delivery and Energy Reliability
- Other DOE

NONPROLIFERATION
- NNSA/NA20 | NNSA/NA80
LABS’ SPENDING TOPS $4.2 BILLION

FY22 TOTAL LAB EXPENDITURES

$4,214,991,000

LABOR AND NON-SUBCONTRACT-RELATED PAYMENTS

$2,529,937,000

SUBCONTRACT-RELATED PAYMENTS

$1,501,532,000

NM GROSS RECEIPTS TAXES

$111,700,000

PROCUREMENT CARD PAYMENTS

$72,645,000
COMMUNITY INVOLVEMENT IS A PART OF OUR CULTURE

GIVE

$5M Contributed through the United Way of Central NM

Providing children with SHOES, BOOKS, SCHOOL SUPPLIES & HOLIDAY GIFTS

Donated $400K PANDEMIC RELIEF

SERVE

Partnering with Habitat for Humanity for more than 15 YEARS

100 SANDIANS matched with high school students via Mentor 2.0

S A N D I A S E R V E S S A T U R D A Y S

INSPIRE

Family Math Nights
Family Science Nights

New Mexico Electric Car Challenge Science Bowls

STEM Career exploration

SATURDAYS
FLORENCIA PRADA
Sandia National Laboratories – Sr. Manager, Site Operations
SANDIA ESTABLISHES A SECOND LABORATORY IN CALIFORNIA

1945 Los Alamos creates Z Division
1949 Sandia Laboratory established
1952 University of California Radiation Laboratory at Livermore established (now LLNL)
1956 Sandia establishes second laboratory at the Livermore site
DIV. 8000 WORKFORCE EXPANDS ACROSS REMOTE SITES

2,255 Total employees in Division 8000*

*Total employees for the division (regular, limited-term, & postdocs)

Main sites
Albuquerque, New Mexico
Livermore, California

Sandia
Livermore, California

Sandia
Albuquerque, New Mexico

ARM Research Facility
Tonopah Test Site
Kauai Test Facility

Waste Isolation Pilot Plant
Pantex Plant
Sandia Field Office
Washington, D.C.
2,255 TOTAL EMPLOYEES IN THE DIVISION

YEARS OF SERVICE AND DEGREES

67% of employees have less than 10 years of Sandia experience.
OUR MISSION

NUCLEAR DETERRENCE
W80-4 Life Extension Program, Livermore stockpile systems, and nuclear deterrence capabilities

DIVISION
Program execution and stewardship of the California site

E/HS PORTFOLIO
Program management for the Department of Energy and Department of Homeland Security

RESEARCH
Bioscience and Earth Science Research Foundations and stewardship for the Joint BioEnergy Institute and the Combustion Research Facility
HOW TO DO BUSINESS WITH SANDIA
FY23 Small Business Goals

- Small Business: 60.5%
- Small Disadvantaged Business: 15.5%
- Woman-Owned Small Business: 10.5%
- Veteran-Owned Small Business: 7%
- Service-Disabled Veteran-Owned Small Business: 6%
- HUBZone: 4%

Sandia has exceeded its small business goals for the 6th year in a row!
How to work with Sandia

Create company account in iSupplier

Subscribe to the Business Opportunities Website

Participate in Outreach Events and 1:1 Meetings
Register in iSupplier

Supplier Registration

Step 1: Access iSupplier Portal Registration Page

iSupplier Registration page: Register here

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.

IMPORTANT: Upon completion of the iSupplier registration you will receive an email containing a username and a temporary password. You will need to change your password within 3 days upon receipt of the email.

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
- Additional Contact Information

To Register:

- Navigate: www.sandia.gov
- Partnerships
- Prospective Suppliers
- Supplier Registration
- “Register Here”
Outreach Events & Meetings

May 17th, 2023
Seeking Small Businesses & Finding Business Opportunities

August 29th, 2023
Partnership with DOE OSDBU & Local Small Business Resources

1:1 Meetings
Request a virtual 30-minute meeting with an advocate by emailing supplier@sandia.gov
# 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.

<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>
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<tbody>
<tr>
<td>2847</td>
<td>541612: Human Resources Consulting Services</td>
<td>Sources Sought</td>
<td>Organizational Development</td>
<td>11-May-2023</td>
<td>19-May-2023</td>
<td>Set-Aside - Small Business</td>
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<tr>
<td>2845</td>
<td>541612: Human Resources Consulting Services</td>
<td>Sources Sought</td>
<td>Management Coaching</td>
<td>11-May-2023</td>
<td>19-May-2023</td>
<td>Set-Aside - Small Business</td>
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<tr>
<td>2844</td>
<td>334413: Semiconductor and Related Device Manufacturing</td>
<td>RFQ</td>
<td>InP 2&quot; Fe doped substrate per Quote SAND20230412In2Fe</td>
<td>11-May-2023</td>
<td>16-May-2023</td>
<td>Small Business First</td>
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<tr>
<td>2837</td>
<td>335910: Battery Manufacturing</td>
<td>RFQ</td>
<td>High Power Li Metal Batteries w/Tabs</td>
<td>10-May-2023</td>
<td>15-May-2023</td>
<td>Small Business First</td>
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<td>2835</td>
<td>524114: Direct Health and Medical Insurance Carriers</td>
<td>Sources Sought</td>
<td>Retiree Health Benefits Administration Services</td>
<td>09-May-2023</td>
<td>24-May-2023</td>
<td>Competitive</td>
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<tr>
<td>2834</td>
<td>524114: Direct Health and Medical Insurance Carriers</td>
<td>Sources Sought</td>
<td>Retiree Health Benefits Administration Services</td>
<td>09-May-2023</td>
<td>Canceled</td>
<td>Competitive</td>
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<tr>
<td>2823</td>
<td>524114: Direct Health and Medical Insurance Carriers</td>
<td>Sources Sought</td>
<td>Retiree Health Benefits Administration Services</td>
<td>08-May-2023</td>
<td>Canceled</td>
<td>Competitive</td>
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<td>2815</td>
<td>238220: Plumbing, Heating, and Air-Conditioning Contractors</td>
<td>Sources Sought</td>
<td>Liquid Cryogenic Systems - Preventive, Corrective &amp; Emergency Maintenance</td>
<td>03-May-2023</td>
<td>19-May-2023</td>
<td>Competitive</td>
</tr>
</tbody>
</table>
Upcoming Opportunities: Congressional Line-Items

Power Sources (PSC) Capability
Replaces the deteriorating 1940’s-era building and provide facility to support research, development, production, and surveillance activities.
- **Mission Need Date:** 2026
- Anticipated Completion Date: FY29
- $100-750M

Combined Radiation Environments for Survivability Testing (CREST)
Replaces the 1970’s era building to meet the military’s operational requirements.
- **Mission Need Date:** 2030
- Anticipated Completion Date: FY32
- >$750M

Weapons Engineering Science & Technology (WEST) Laboratory
The facility will support current and future stockpile work.
- **Mission Need Date:** 2032
- Anticipated Completion Date: FY33
- >$750M

Next Generation Pulsed Power (NGPP) Facility
New facility will address limitations of the current aging facility.
- **Mission Need Date:** 2036
- Anticipated Completion Date: FY39
- >$750M

Microelectronic Components Capability (MC2)
Replaces complex at Sandia.
- **Mission Need Date:** 2037
- Anticipated Completion Date: FY38
- $100-750M
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Phillip McCants
Lawrence Berkeley National Laboratory

Nicole Colley
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Sandia National Laboratories – New Mexico

Sandia National Laboratories - California

Lawrence Livermore National Laboratory

Lawrence Berkeley National Laboratory

SLAC National Accelerator Laboratory

Small Business Development Center (East Bay)

NorCal APEX Accelerators