




Exceptional service in the national interest

SEEKING SMALL BUSINESS SUPPLIERS & FINDING BUSINESS OPPORTUNITIES

May 17th, 2023

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-NA0003525. SAND2019-11784 PE, SAND2022-15876 O





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

AGENDA



LAURA LOVATO

Sandia National Laboratories –
Small Business Program Manager





SANDIA OVERVIEW

SANDIA'S HISTORY IS TRACED TO THE MANHATTAN PROJECT

THE WHITE HOUSE
WASHINGTON

May 13, 1949

Dear Mr. Wilson:

I am informed that the Atomic Energy Commission intends to ask that the Bell Telephone Laboratories accept under contract the direction of the Sandia Laboratory at Albuquerque, New Mexico.

This operation, which is a vital segment of the atomic weapons program, is of extreme importance and urgency in the national defense, and should have the best possible technical direction.

I hope that after you have heard more in detail from the Atomic Energy Commission, your organization will find it possible to undertake this task. **In my opinion you have here an opportunity to render an exceptional service in the national interest.**

I am writing a similar note direct to Dr. O. E. Buckley.

Very sincerely yours,
Harry Truman

Mr. Leroy A. Wils
President,
American Telephon
195 Broadway,
New York 7, N. Y.



- July 1945: Los Alamos creates Z Division
- Nonnuclear component engineering
- November 1, 1949: Sandia Laboratory established
- AT&T: 1949–1993
- Martin Marietta: 1993–1995
- 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

Tonopah
Test Site
Tonopah, NV

Main Sites

Albuquerque, New Mexico
Livermore, California

Kauai Test
Facility
Kauai, HI

Sandia
Livermore,
California

Sandia
Albuquerque,
New Mexico

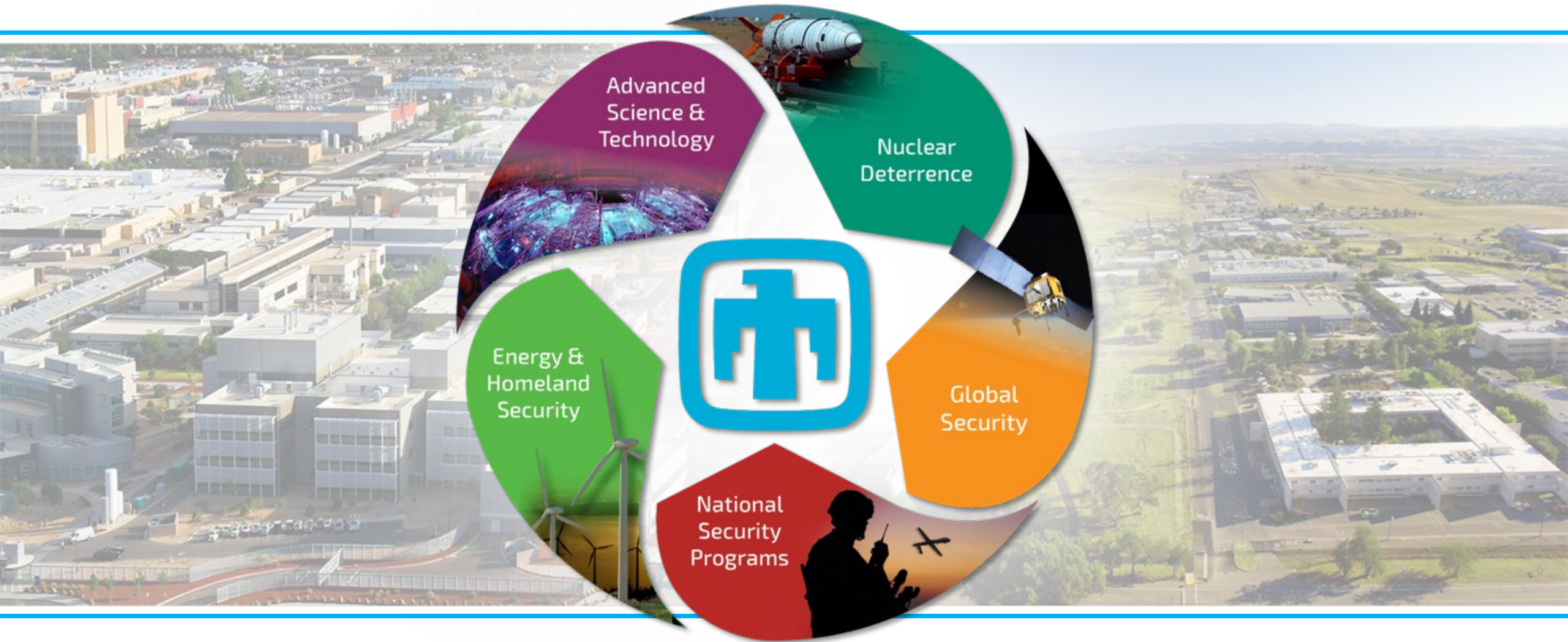
Sandia
Field Office
Washington
D.C.

Waste
Isolation
Pilot Plant
Carlsbad, NM

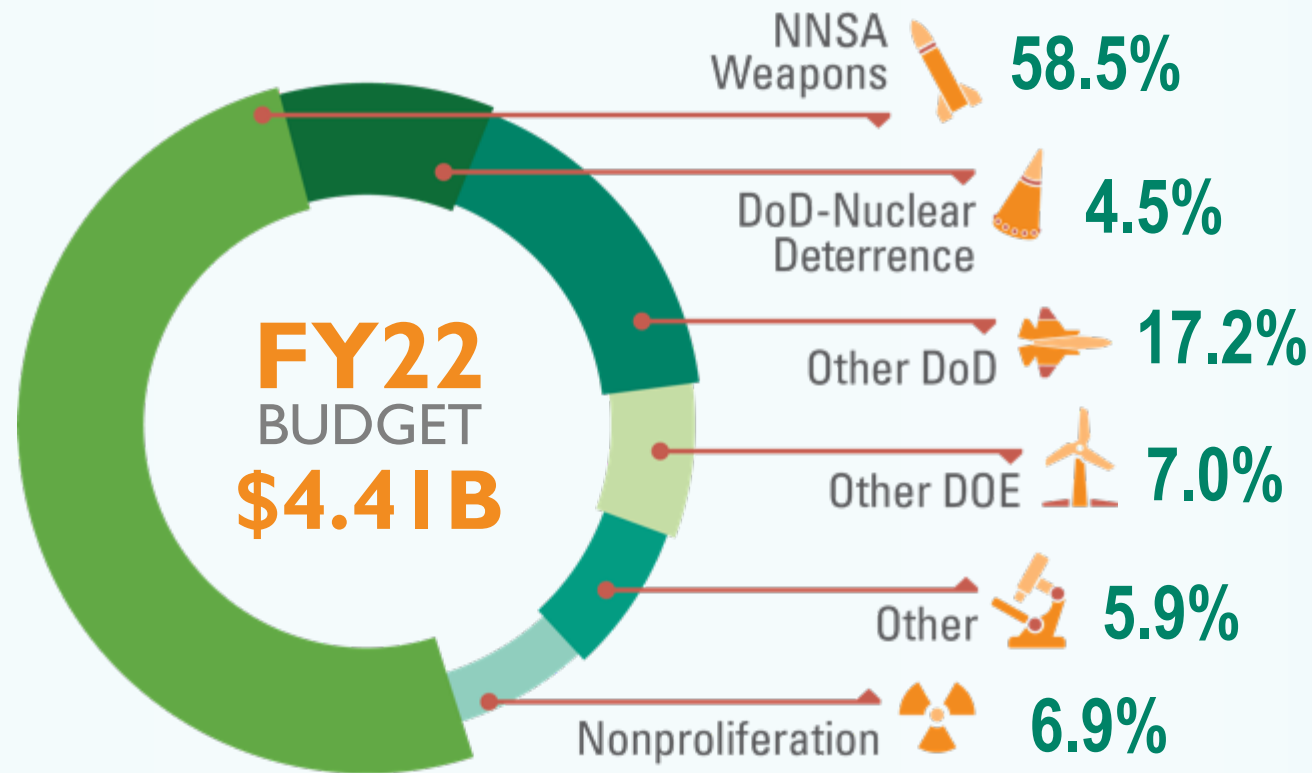
Pantex
Plant
Amarillo, TX



Sandia is a multimission national security laboratory with five major program portfolios



OUR BUDGET COVERS A BROAD RANGE OF GOVERNMENT AND OTHER WORK



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

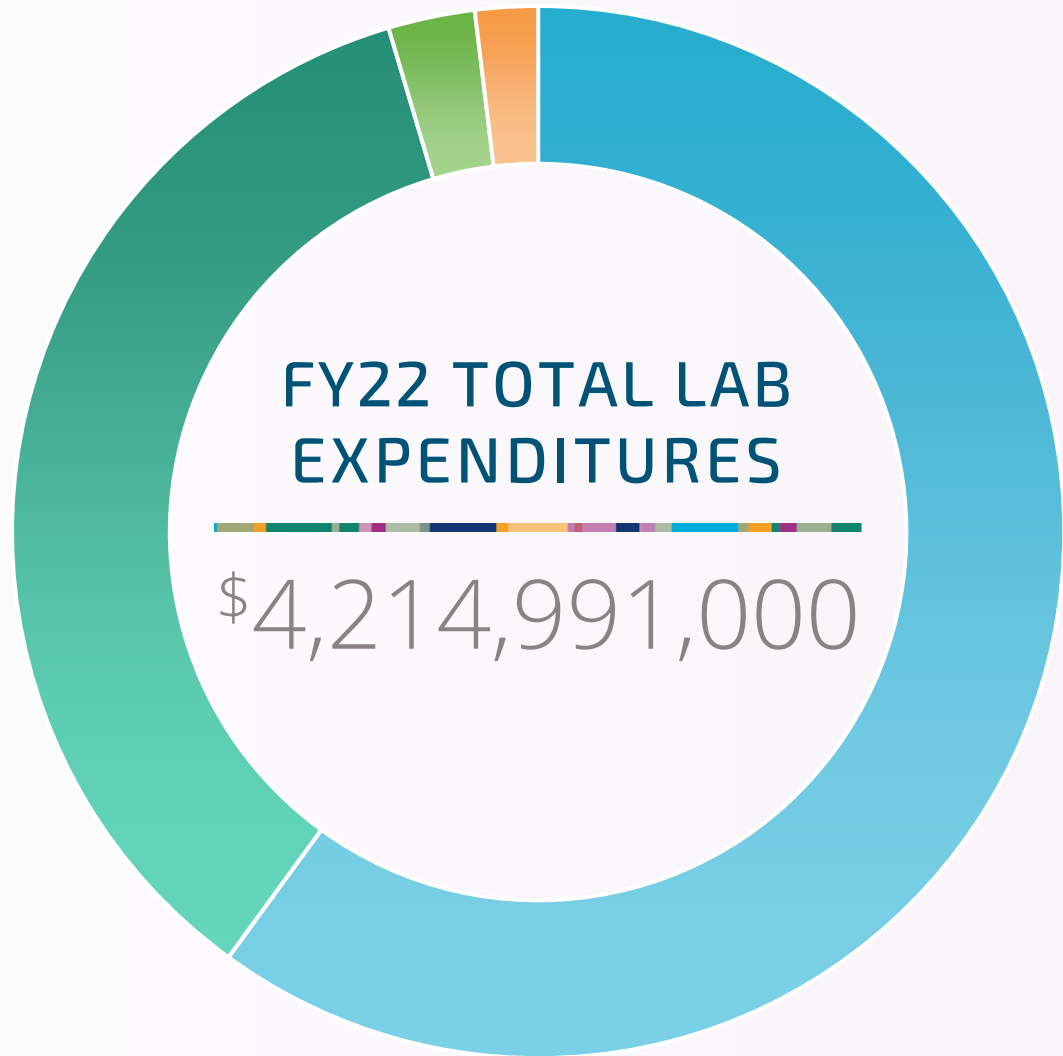
Science
Energy Efficiency and Renewable Energy
Nuclear Energy
Environmental Management
Electricity Delivery and Energy Reliability
Other DOE



NONPROLIFERATION

NNSA/NA20 | NNSA/NA80

LABS' SPENDING TOPS \$4.2 BILLION



**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

SANDIA **SERV** SATURDAYS



INSPIRE

Family **Math Nights**

Family **Science Nights**



New Mexico **Electric Car Challenge** **Science Bowls**

STEM Career exploration





FLORENCIA PRADA

Sandia National Laboratories –
Sr. Manager, Site Operations





SANDIA - CALIFORNIA OVERVIEW



SANDIA ESTABLISHES A SECOND LABORATORY IN CALIFORNIA



TELLER, MCRAE,
AND HOWARD

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



INTEGRATED SECURITY SOLUTIONS (ISS) | LEADERSHIP TEAM



Patricia Benguerel
Deputy ALD & Director
Integrated Business
& Program Management Solutions



Andy McIlroy
Associate Labs Director
Division 8000, E/HS Portfolio,
& California Laboratory

ENERGY & HOMELAND SECURITY PORTFOLIO CENTER DIRECTORS



Sarah Allendorf

Chemistry,
Combustion, & Materials
Science

+ ND, AS&T PROGRAMS



Amy Halloran

Nuclear Fuel
Cycle & Grid
Modernization

+ ND, GS PROGRAMS

+ CROSS-DIVISION
INITIATIVES



Amanda Dodd

Computation
& Analysis for
National Security

+ ND, AS&T, GS
PROGRAMS

+ CROSS-DIVISION
INITIATIVES



Rob Leland

Climate
Change
Security

+ ND, GS, AS&T
PROGRAMS

+ CROSS-DIVISION
& CROSS-LAB CLIMATE
INITIATIVES



Craig Tewell

CBRN Defense
& Energy
Technologies

+ AS&T, GS PROGRAMS

+ CROSS-DIVISION
INITIATIVES

NUCLEAR DETERRENCE CENTER DIRECTORS



Dan Fonte

Stockpile
Systems
& Component
Engineering



Mike Hardwick

Nuclear
Deterrence System
Modernization

OPERATIONS CENTER DIRECTOR



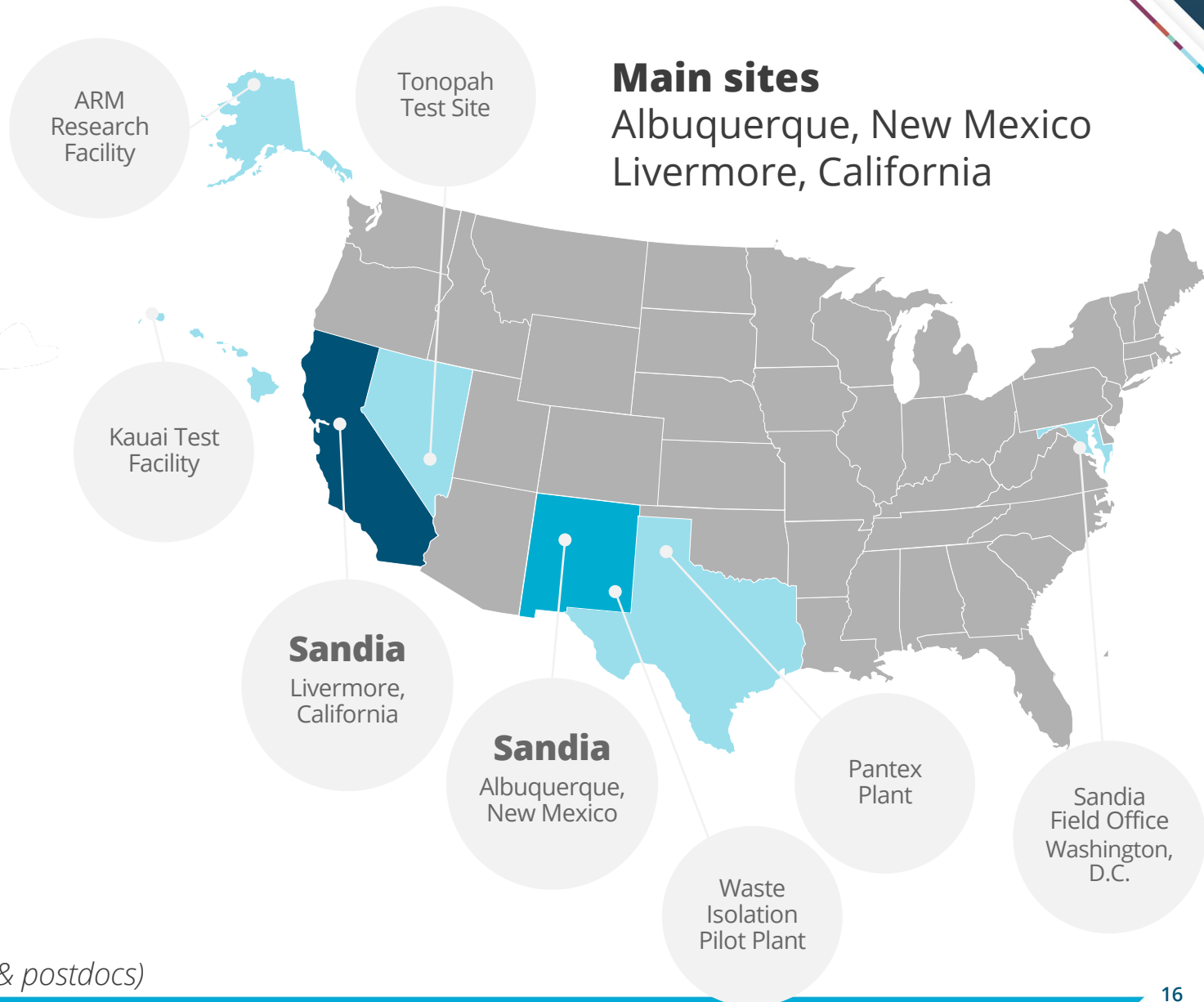
Craig Taylor

California Site
Operations



DIV. 8000 WORKFORCE EXPANDS ACROSS REMOTE SITES

2,255 Total employees
in Division 8000*

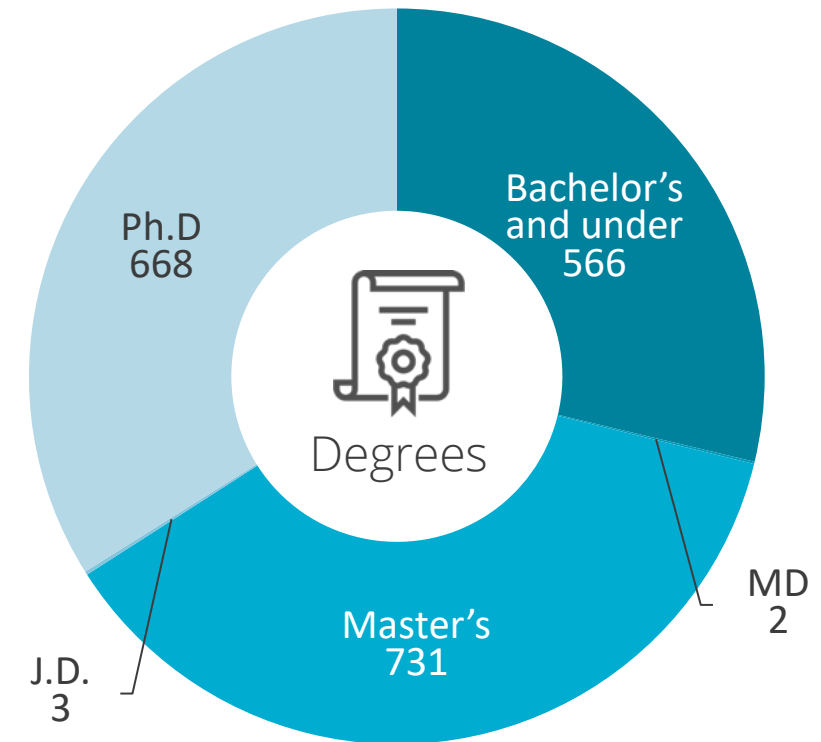
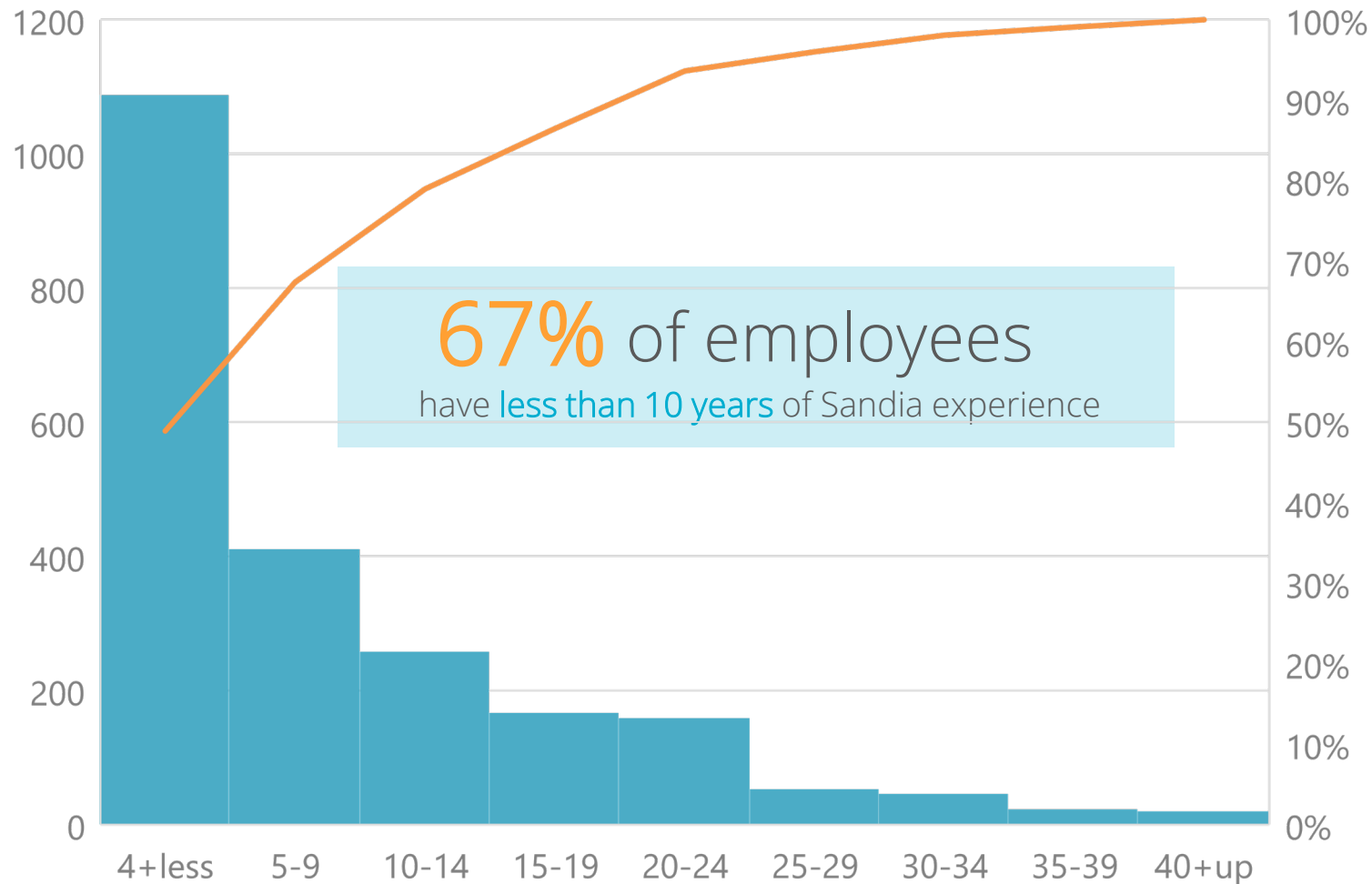


*Total employees for the division (regular, limited-term, & postdocs)



2,255 TOTAL EMPLOYEES IN THE DIVISION

YEARS OF SERVICE AND DEGREES





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



PATRICIA BROWN

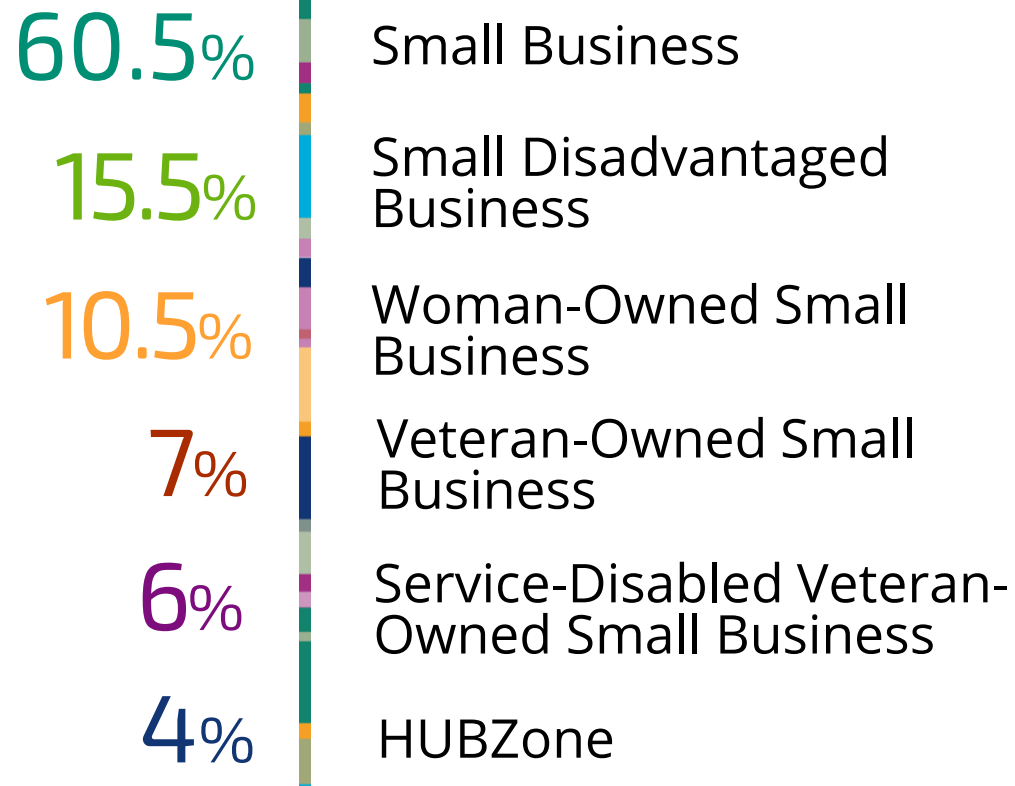
Sandia National Laboratories –
Supplier Diversity Advocate





**HOW TO DO
BUSINESS
WITH SANDIA**

FY23 Small Business Goals



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

CONTACTS

For questions regarding iSupplier Registration email: supreg@sandia.gov

For questions regarding existing iSupplier account concerns email: isupplier@sandia.gov

For assistance from our Supplier Diversity & Small Business Team email: supplier@sandia.gov

Questions for Electronic Invoicing email: einvoice@sandia.gov

Questions regarding Payments or General Accounts payable email: aphelp@sandia.gov

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

View & Subscribe to the Business Opportunities Website

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
2847	541612: Human Resources Consulting Services	Sources Sought	Organizational Development	11-May-2023	19-May-2023 14:52	Set-Aside - Small Business
2845	541612: Human Resources Consulting Services	Sources Sought	Management Coaching	11-May-2023	19-May-2023 14:11	Set-Aside - Small Business
2844	334413: Semiconductor and Related Device Manufacturing	RFQ	InP 2" Fe doped substrate per Quote SAND20230412In2Fe	11-May-2023	16-May-2023 12:54	Small Business First
2843	333415: Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing	RFQ	2 Replacement Desiccant Wheels for Munters Dehumidifiers	11-May-2023	16-May-2023 07:11	Small Business First
2837	335910: Battery Manufacturing	RFQ	High Power Li Metal Batteries w/Tabs	10-May-2023	15-May-2023 09:22	Small Business First
2835	524114: Direct Health and Medical Insurance Carriers	Sources Sought	Retiree Health Benefits Administration Services	09-May-2023	24-May-2023 16:26	Competitive
2834	524114: Direct Health and Medical Insurance Carriers	Sources Sought	Retiree Health Benefits Administration Services	09-May-2023	Canceled	Competitive
2823	524114: Direct Health and Medical Insurance Carriers	Sources Sought	Retiree Health Benefits Administration Services	08-May-2023	Canceled	Competitive
2815	238220: Plumbing, Heating, and Air-Conditioning Contractors	Sources Sought	Liquid Cryogenic Systems - Preventive, Corrective & Emergency Maintenance	03-May-2023	19-May-2023 10:03	Competitive

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
- \$100-750M

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



QUESTIONS



LEO VALENCIA

Sandia National Laboratories –
Supplier Diversity Advocate



NICOLA OHAEGBU

Office of Small & Disadvantaged Business
Utilization U.S. Department of Energy-
Senior Small Business Advocate



LYNN McCLELLAN

Sandia National Laboratories – CA
Procurement Manager





JON BENJAMIN

Lawrence Livermore National Laboratory-
Small Business Program Manager



PHILLIP McCANTS

Lawrence Berkeley National Laboratory–
Small Business Liaison Officer





NICOLE COLLEY

SLAC National Accelerator Laboratory-
Operation Strategy Manager

Nicola Ohaegbu

Office of Small &
Disadvantaged Business
Utilization – U.S. Department
of Energy

Lynn McClellan

Sandia National Laboratories
- California

Jon Benjamin

Lawrence Livermore National
Laboratory

Phillip McCants

Lawrence Berkeley National
Laboratory

Nicole Colley

SLAC National Accelerator
Laboratory



**PANEL
SESSION**

**Office of Small & Disadvantaged Business
Utilization – U.S. Department of Energy**

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



NETWORKING