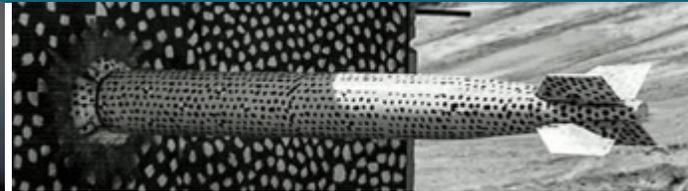




Sandia National Laboratories

Overview of Sandia National Laboratories



Presented by Delfinia (Del) Salazar, Senior Manager

Policy, Assurance & Outreach

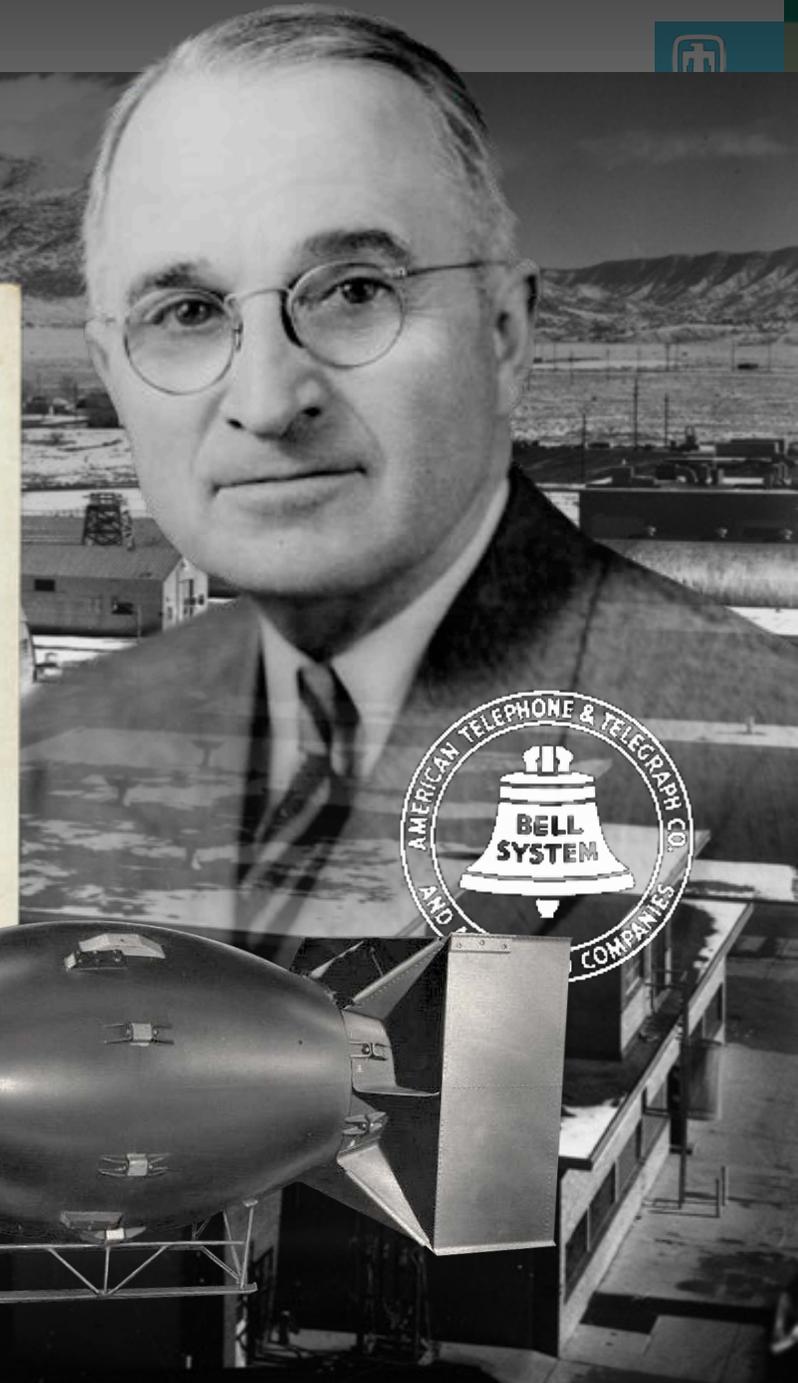
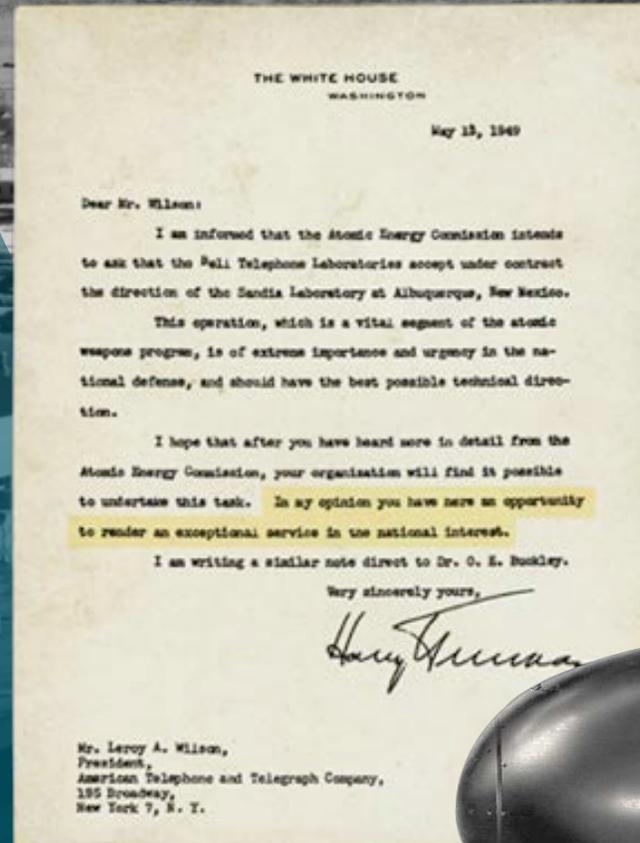


Sandia National Laboratories is a multimission laboratory managed and operated by National Technology & Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International Inc., for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-NA0003525. SAND No. SAND2019-11489 PE

Sandia National Laboratories' history is traced to the Manhattan Project.

...In my opinion you have here an opportunity to render an exceptional service in the national interest.

- 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





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Sandia National Laboratories (herein referred to as Sandia) is a federally funded research and development center managed and operated by National Technology & Engineering Solutions of Sandia, LLC.

National Technology & Engineering Solutions of Sandia, LLC, is a wholly owned subsidiary of Honeywell International Inc.: 2017 – present

Government owned, contractor operated





SANDIA HAS FACILITIES ACROSS THE NATION

Activity Locations

- Kauai, Hawaii
- Waste Isolation Pilot Plant, Carlsbad, New Mexico
- Pantex Plant, Amarillo, Texas
- Tonopah, Nevada

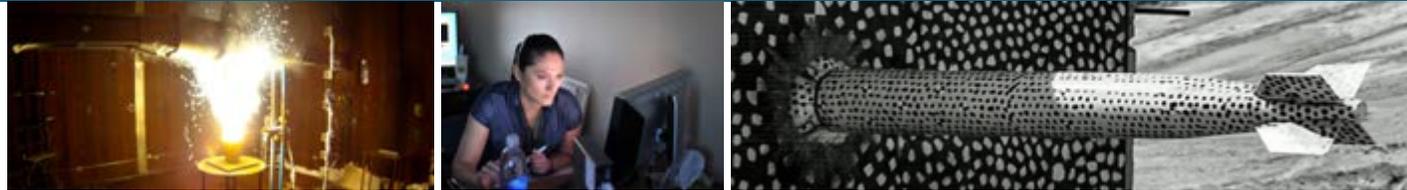
Main Sites

- Albuquerque, New Mexico
- Livermore, California



Sandia's Mentor/Protégé Program (MPP)

Under the DOE MPP Program

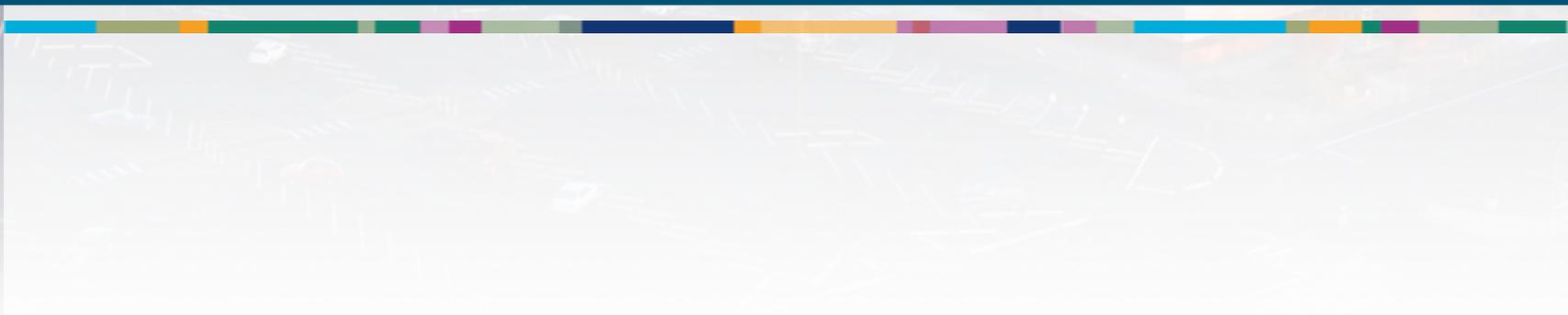


Presented by Paul R. Sedillo, Manager

Supply Chain Risk Management & Supplier Diversity



Sandia MPP Overview



What is the Sandia Mentor/Protégé Program?



MPP encourages DOE prime contractors to help small, disadvantaged businesses enhance their ability to perform contracts and subcontracts for DOE and other federal agencies.

Through the MPP, Sandia seeks to

- foster long-term business relationships with small businesses;
- help protégé companies develop or enhance their ability to build solid, established, and successful businesses; and
- increase the number of small businesses that receive DOE prime contracts and subcontracts.



The MPP is **NOT** a quick path for small businesses to obtain subcontracts.

The MPP helps small businesses develop or improve their capabilities by providing them with developmental and/or technical assistance.

Protégés should follow their mentors' advice to improve their processes and policies, which will better position them to succeed after graduating from the MPP.

Small businesses that solely seek to obtain noncompetitive subcontracts while in the MPP are discouraged from participating in the program.



Attributes	Mentor-Protégé Program
Mentor	Sandia
Protégé	Any small-business concern (additional criteria on slides 11 & 12)
Mentor Limitations	Sandia may have more than one protégé at a time.
Protégé Limitations	Protégés may only have one mentor at a time.
Governing Requirements	<ul style="list-style-type: none">• NTESS Prime Contract• Department of Energy Acquisition Regulation (DEAR) 952.219.70
Contracting Officer Approval Required	Yes
Duration	The duration of an agreement shall not exceed three years.



MPP Benefits



Program Benefits for Protégés



Receive help

Receive technical and developmental assistance from Sandia.

Gain abilities

Gain the knowledge, skills, and capabilities to successfully compete for DOE prime contracts.

Build relationships

Build relationships with Sandia and other entities.

Be eligible

Be eligible to receive noncompetitive subcontracts from DOE, Sandia, and other national laboratories (at thresholds of \$4M for other than construction contracts and \$6.5M for construction subcontracts).

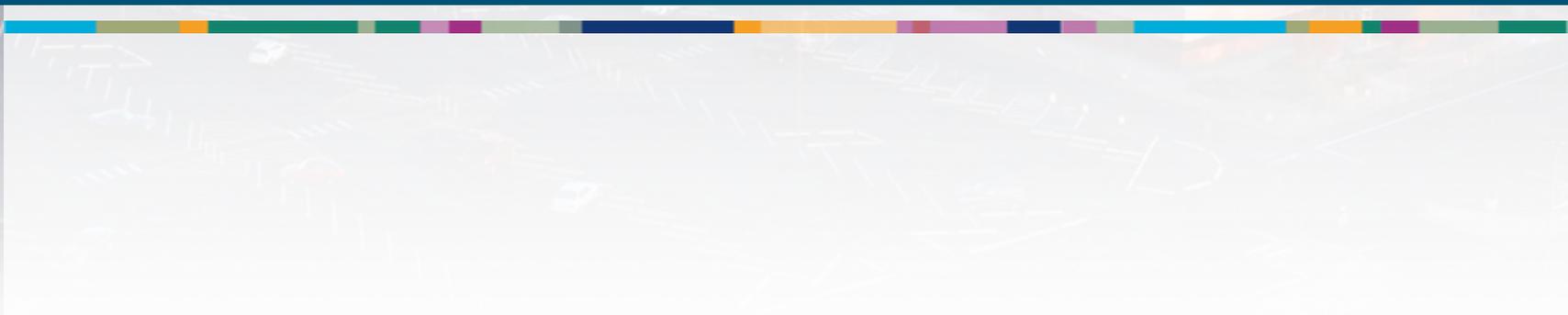
Program Benefits for Mentor



Help	Help small businesses expand their capacity by providing developmental and technical assistance.
Equip	Equip small businesses with the knowledge, skills, and capabilities to successfully compete for DOE prime contracts.
Use	Use the unique/specialized skills of the protégé small business.
Award	Award noncompetitive subcontracts to protégés or other DOE protégés in the program.
Receive	Receive reimbursement for allowable incurred costs while assisting the protégé performing the subcontract activities.
Receive	Receive credit for subcontracts awarded per the MPP agreement toward subcontracting goals contained in the subcontracting plans.



Criteria for Prospective Protégés





Protégé applicants must meet all of the following DOE requirements.

An applicant must

- be a small-business concern (including historically black colleges, black universities, and other minority institutions of higher learning);
- submit a statement that it is eligible to receive government/federal contracts;
- have been in business for at least two years before applying to enroll in the MPP; and
- be able to certify as a small business according to its primary NAICS code* and associated SBA[†]-designated size standard.

* North American Industry Classification System

[†] Small Business Administration



Protégé applicants must meet all of the following Sandia requirements.

An applicant must

- not have previously participated in a DOE MPP;
- be able to demonstrate that it needs assistance;
- be a US-owned business;
- have a record of integrity and business ethics;
- be familiar with government contracting and Federal Acquisition Regulations;
- disclose and address any foreign ownership, affiliations, and personnel;
- have a good safety record as established by industry standards;
- demonstrate capabilities that match Sandia's current technical, product, and service needs;
- be financially viable and willing to provide financial statements
 - **Note:** if the applicant's financial statements indicate nonviability, the applicant must demonstrate its ability to obtain resources necessary to perform contract/subcontract awards; and
- provide at least two business references related to project performance or business practices.

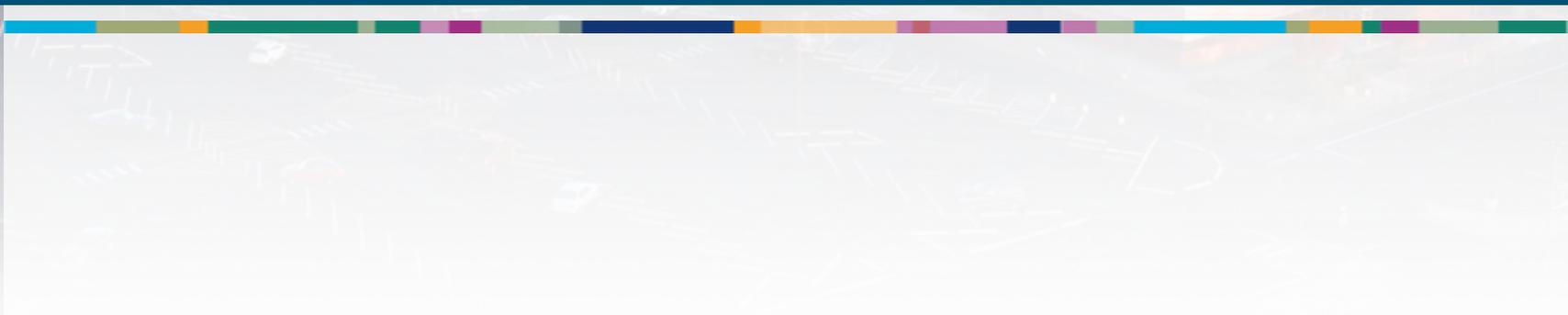
IMPORTANT

A valid agent of the applicant company must sign the application.

Incomplete applications will not be considered.



Protégé Application Process



Application Process



Sandia will solicit MPP applications on the Business Opportunities Website (BOW).

Note: FY20 NAICS Series solicited: 54 Series (professional, scientific, & technical services) & 23 Series (Construction)
Future Years: NAICS – TBD

Small businesses interested in applying for the MPP will respond to the BOW posting.

Small businesses that meet the criteria within the BOW posting will then complete a Sandia MPP application and submit the application to supplier@sandia.gov (must include a small business self-certification and at least two business references).

Sandia will review the submitted MPP applications against the previously defined criteria.

Note: Sandia will select two proteges in FY20. Additional opportunities will exist in future years.

Sandia will notify successful applicants that they have been selected to participate in the MPP (pending NNSA & DOE approvals).

Sandia will also notify applicants that have not been accepted.

Notification Process When Applicants Are Selected



Sandia invites accepted protégé companies to participate in the MPP.

Sandia identifies and assigns mentors to support the protégés and perform the agreed-upon mentoring activities.

The MPP agreement is completed by the protégé companies and Sandia.

The MPP agreement is reviewed and approved by all required internal and external oversight personnel and organizations.

Mentoring begins and continues throughout the agreement period.

Notification Process When Applicants are **Not** Selected



Protégé applicants **not** selected to participate in the MPP may request a discussion to better understand Sandia's decision.

Sandia must receive these discussion requests in writing within 15 days of the applicant receiving notification of nonselection.

Nonselected protégé applicants may reapply during the next submittal period.

48 CFR § 919.7011 – Developmental Assistance



The following content is quoted directly from 48 CFR § 919.7011:

919.7011 Developmental assistance.

(a) The forms of developmental assistance a Mentor may provide to a Protege include, but are not limited to -

(1) Management guidance relating to -

(i) Financial management,

(ii) Organizational management,

(iii) Overall business management planning,

(iv) Business development, and

(v) Marketing assistance;

(2) Engineering and other technical assistance;

(3) Noncompetitive award of subcontracts under DOE or other Federal contracts where otherwise authorized;

(4) Award of subcontracts in the Mentor's commercial activities;

(5) Progress payments based on costs;

(6) Rent-free use of facilities and/or equipment owned or leased by Mentor; and

(7) Temporary assignment of Mentor personnel to the Protege for purposes of training.

(b) Costs incurred by a Mentor to provide developmental assistance, as described in [paragraph \(a\)](#) of this section, are allowable only to the extent provided at 919.7003(b).



Reporting Requirements



Reporting Requirements



Protégés shall submit the following two required reports to Sandia:

- A semiannual progress report that (1) summarizes the agreement's accomplishment status and (2) conveys whether the protégé believes the mentor and protégé are accomplishing their program objectives
- A final report that includes the mentor/protégé partnership's successes and "lessons learned"



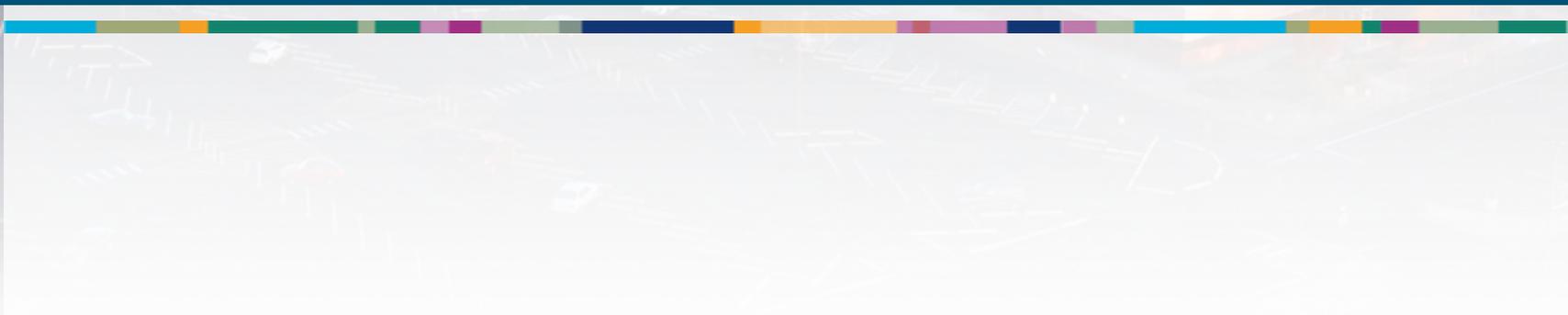
Sandia shall distribute the abovementioned reports to the following:

- Sandia Field Office Contracting Officer
- DOE OSDBU* Program Manager
- NNSA Small Business Program Manager

*DOE Office of Small Disadvantaged Business Utilization



Termination or Withdrawal





Mentors or protégés may propose to voluntarily terminate or withdraw from the MPP under the following conditions:

- The mentor or protégé shall furnish written notice of the proposed termination or withdrawal and state the specific reason for the action.
 - Written notice shall be furnished to the other party, to DOE Headquarters OSDBU, and to the Sandia contracting officer at least 30 days before the proposed termination takes effect.
- Both parties may mutually consent to terminating the MPP agreement.
- In the event of indictment, suspension, or debarment of either party, the MPP agreement shall be terminated.

NOTE

If either party voluntarily terminates/withdraws, both parties are legally required to fulfill all contractual obligations that arise in or from any separate subcontracts. Neither party's rights shall be affected if the rights accrued before the party terminated/withdrew.



Look

Look for a BOW posting in 2019.

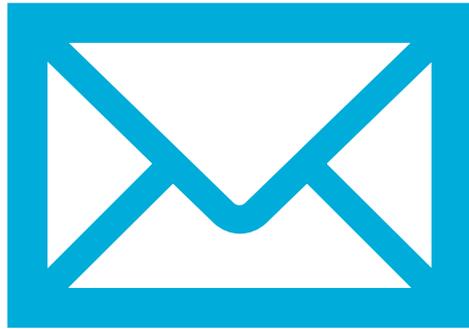
- If you want to be notified when the BOW posting has been released, make sure you sign in today!

Demonstrate

Be able to demonstrate what assistance your company needs.

Certify

Be able to certify as a small business within the 54 & 23 series NAICS codes.



CONTACT:

supplier@sandia.gov



QUESTIONS?