SANDIA HOSTS FY20 SMALL BUSINESS FORUM SERIES HOURS FOR DIVERSE SUPPLIERS

Sandia National Laboratories is dedicated to investing in its community and in helping grow our diverse supplier base. Sandia actively seeks capable, qualified small businesses, including small disadvantaged businesses, woman-owned small businesses, HUBZone small businesses, veteran-owned small businesses, and service-disabled veteran-owned small businesses.

What is a Small Business Forum?

The forum is your opportunity as a supplier to learn how to do business with Sandia and to network with advocates, buyers, technical personnel, and other professionals (e.g., Los Alamos National Laboratory, Lawrence Livermore National Lab, Pantex Plant, Carlsbad WIPP, Lawrence Berkley National Lab and Small Business Administration). For the first time, Sandia will be working with the City of Albuquerque as well. All small business suppliers are welcome.

At each session, suppliers can expect a brief educational presentation about working with government-type contracts, upcoming procurements followed by an opportunity for questions and dialogue.

Sandia has built a strong relationship with our local PTACs, which participate in each open event. Suppliers can meet PTAC representatives, who excel at helping businesses prepare to contract with government-type agencies. The representatives can also help suppliers register and create profiles at SAM.gov, develop proposals, create Dynamic Small Business Search profiles, develop capability statements, and identify opportunities. PTAC provides free services to businesses.

Where do you start?

- Visit www.sandia.gov, and click “Working With Sandia.” This site informs you about what/how Sandia buys to help you determine if Sandia is the correct market for your business.
- If Sandia is the correct market for you, attend a forum session and be prepared to present your company’s capabilities (e.g., “uniqueness,” innovation, technical expertise, safety record, business acumen, financial strength, quality systems, prior experience).
- Speak with Sandia’s supplier-diversity advocates, who will discuss current business opportunities and help you network, forge relationships, and build trust with Sandia buyers and technical customers.

NOTE: technical forums incorporate Sandia technical personnel.
## FY20 SMALL BUSINESS FORUM SERIES FOR DIVERSE SUPPLIERS

### All Small Business Suppliers Welcome

**8:30 AM – 12:00 PM**

<table>
<thead>
<tr>
<th>Month</th>
<th>Date</th>
<th>Focus</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>October</td>
<td>10/1/19</td>
<td>Start at 8:00 a.m. Sandia National Labs Mentor / Protégé Kickoff</td>
<td>C3</td>
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<tr>
<td>January</td>
<td>1/28/20</td>
<td>Working with Sandia National Laboratories, Los Alamos National Lab, Amarillo Pantex Plant &amp; Carlsbad Waste Isolation Pilot Plant</td>
<td>Carlsbad, NM (address provided upon RSVP)</td>
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<tr>
<td>July</td>
<td>7/28/20</td>
<td>Working with Sandia National Labs and The City of Albuquerque</td>
<td>C3</td>
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### From the Big-I

- Drive south on I-25 for 1.1 miles.
- From the right lane, exit 224B toward Dr. Martin Luther King Jr. Ave. (MLK Ave.)/Central Ave./Historic U.S. 66.
- Stay in right 2 lanes. In 0.1 miles, turn right onto MLK Ave. NE.
- Drive 0.4 miles on MLK Ave.; turn left onto Broadway Blvd NE.
- Drive 0.1 mile.
- The destination is on the right.

**101 Broadway Blvd NE, Albuquerque, NM 87102**

### RSVP required at least 1 week before any forum event:

- Email inquiries & RSVPs to supplier@sandia.gov.
- Call 1-800-765-1678