



## 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 a 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](http://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 an 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.

“Sandia National Laboratories has a mission to seek, grow, and partner with the small business community. Together, we can meet the complex, important work that our great country asks of us. Sandia is growing and so is our small business spend and that is an exciting thing! Sandia will always lead the way in ensuring small business first.”

-Paul Sedillo,  
Small Business Program  
Manager



*Exceptional  
service  
in the  
national  
interest*



# All Small Business Suppliers Welcome

8:30 AM – 12:00 PM

Month	Date	Focus	Location
October	10/1/19 Starts at 8:00 a.m.	Sandia National Labs Mentor / Protégé Kickoff	C3
January	1/28/20	Working with Sandia National Laboratories, Los Alamos National Lab, Amarillo Pantex Plant & Carlsbad Waste Isolation Pilot Plant	Carlsbad, NM (address provided upon RSVP)
July	7/28/20	Working with Sandia National Labs and The City of Albuquerque	C3

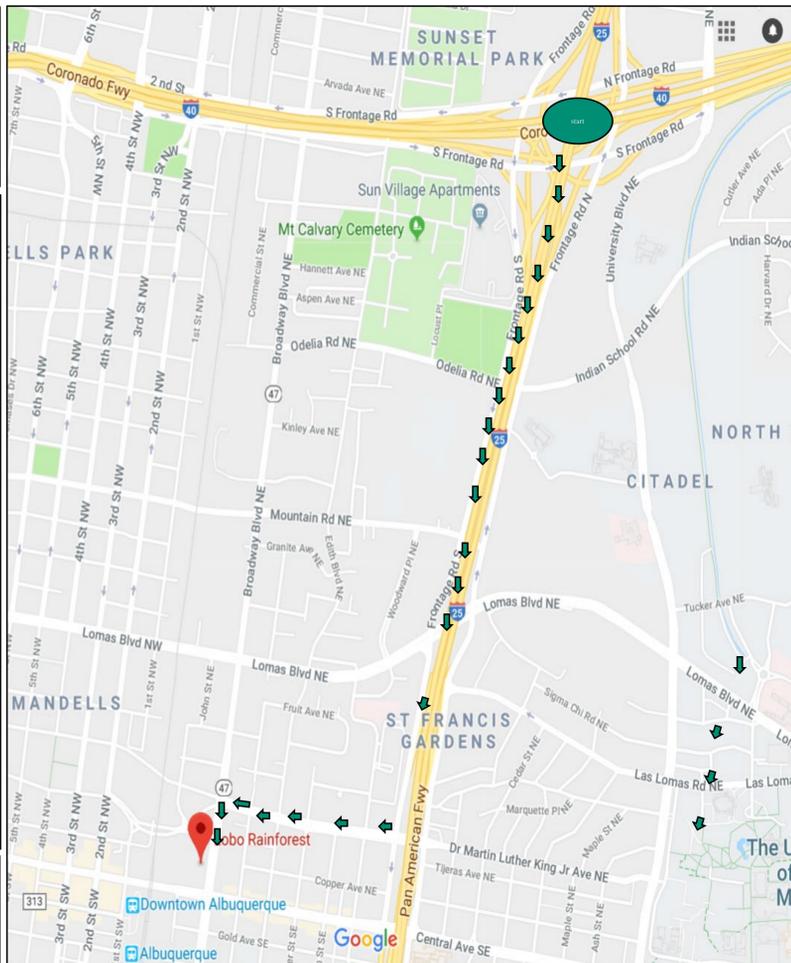
### MAP TO C3

Located in the Lobo Rainforest Building

#### 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 inquires & RSVPs to [supplier@sandia.gov](mailto:supplier@sandia.gov). or
- Call 1-800-765-1678

