Date: June 1, 2021

To: Sandia

Sandia’s commitment to subcontracting with small businesses has never been stronger. They contribute to our mission success, promote innovation, and help build local and regional economies. And small companies are critical to overcoming the challenges presented by the COVID-19 pandemic.

FY20 was an unprecedented year for Sandia and the world. The Labs awarded more than $735 million in procurements to small businesses, a $57 million increase over FY19. Our goal is to award 58% of subcontracts to small businesses in FY21 and 60% by FY22. We currently are exceeding the FY21 goal.

Sandia actively seeks to subcontract with capable small businesses including small disadvantaged, woman-owned, historically underutilized business zones, veteran-owned, and service-disabled veteran-owned to fulfill our missions. Small companies are responsive, flexible, and competitive, and they make excellent business partners. They are the backbone of the U.S. economy, and their survival is vital during this time of economic instability.

Sandia has several initiatives to identify and promote small business opportunities, and I strongly encourage you to look into them:

- Sandia has selected three companies as its first protégés in a partnership program designed to help small businesses develop and build solid foundations to better compete for federal and industry opportunities. Sandia will launch its next Mentor-Protégé Opportunity during the July Supplier Forum.
- The Small Business Steering Committee includes procurement representatives from each division who assign and monitor division-specific small business goals. Each subcommittee develops strategies to increase small business utilization.
- The Supplier Diversity Team hosts Supplier Forums at a national level to promote Sandia opportunities to small businesses. Sandia has hosted these events virtually during the pandemic. This fiscal year, more than 800 small business representatives participated in the forums to learn how to provide goods and services to the Labs.
- The New Mexico Small Business 5% Pricing Preference offers local suppliers an opportunity to compete with out-of-state small companies and large businesses for Sandia subcontracts.

Paul Sedillo, Small Business Program Manager, and the Supplier Diversity Team are happy to help. Email them at supplier@sandia.gov.

I challenge you to incorporate small businesses into all phases of your acquisition planning and execution. Not only is this mandated by federal law and our prime contract, it is the right thing to do for our economy and mission success.

— James Peery