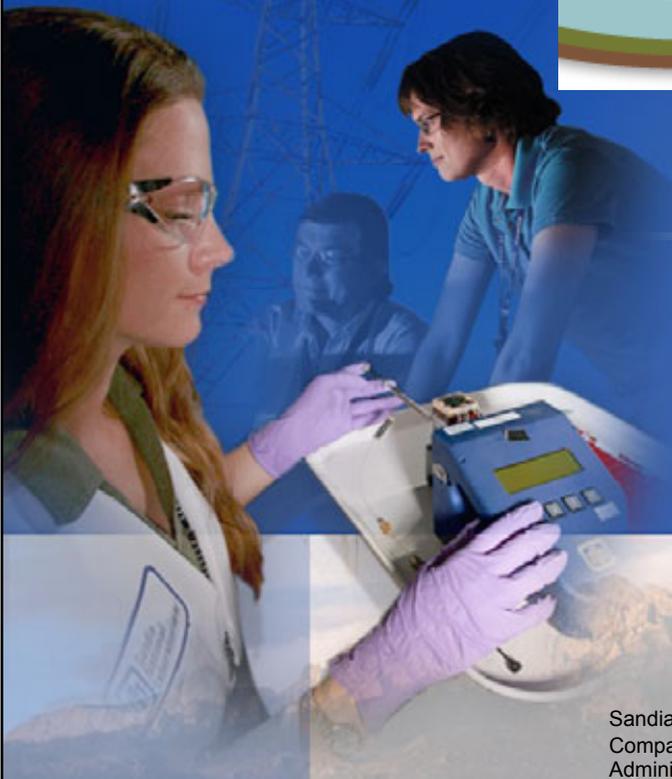




USDOE'10
EMPOWERING SMALL BUSINESS

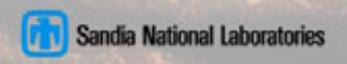
11th Annual Small Business Conference & Expo
May 10-12, 2010 - Atlanta, Georgia



Don Devoti

Manager, Small Business Utilization
Sandia National Laboratories

Sandia is a multiprogram laboratory operated by Sandia Corporation, a Lockheed Martin Company, for the United States Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL85000.



Our Business: National Security

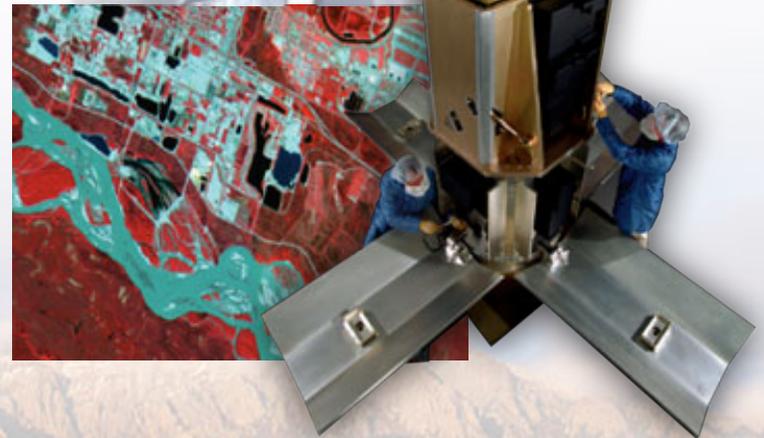
- **Core purpose**
 - to help our nation secure a peaceful and free world through technology
- **Highest goal**
 - to become the laboratory that the United States turns to first for technology solutions to the most challenging problems that threaten peace and freedom for our nation and the globe



Technologies for National Security

■ We develop technologies to:

- Sustain, modernize and protect our nuclear arsenal
- Prevent the spread of weapons of mass destruction
- Provide new capabilities to our armed forces
- Protect our national infrastructures
- Ensure the stability of our nation's energy and water supplies.
- Defend our nation against terrorist threats



Sandia's Governance Structure



Sandia Corporation

- AT&T: 1949–1993
- Martin Marietta: 1993–1995
- Lockheed Martin: 1995–Present
- Existing contract expires 9/30/12

Government-Owned
Contractor-Operated



Federally
Funded
Research &
Development
Center



Sandia's Sites

**Albuquerque,
New Mexico**



**Livermore,
California**



**Las Vegas,
Nevada**



**WIPP,
New Mexico**



**Kauai,
Hawaii**



Pantex, Texas



Tonopah, Nevada



The Evolution of Our Mission

1950s

Production engineering and manufacturing engineering

1960s

Development engineering

1970s

Multiprogram laboratory

1980s

Research, development and production

1990s

Post-Cold War transition

2000s

Expanded national security role

% NW FUNDING



Sandia's Procurement Spend is ~\$1B/year

What we buy:

- 45% Services,
- 26% Construction,
- 26% Product Purchases
- 2% Integrated Contractor Orders
- 1% Consultants



How we buy :

- 71% Negotiated Contracts,
- 15% Staff Augmentation,
- 9% JIT
- 8% P-Card





What Sandia Looks for in our Suppliers

The ability to demonstrate:

- Sustained high performance in cost, quality, safety, and on-time delivery
- Innovation and responsiveness
- Customer focus
- Financial health
- Product and service leadership within your industry
- Shared commitment to mission success



Sandia's Expectations of our Suppliers

■ Do Your Research

- Is Sandia your market?
- Know who we are
- Know what we buy
- Know how we buy

■ Sell Your Capabilities

- Identify your “uniqueness,” technical expertise, safety record, business acumen, financial strength, quality systems, and prior experience(s)

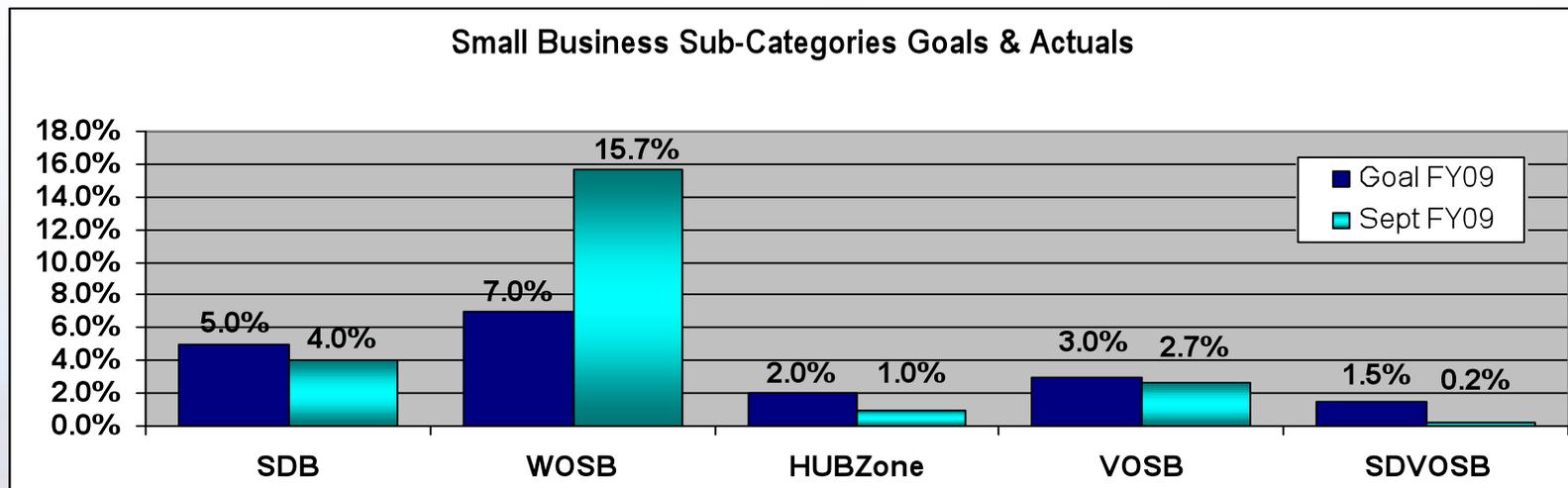
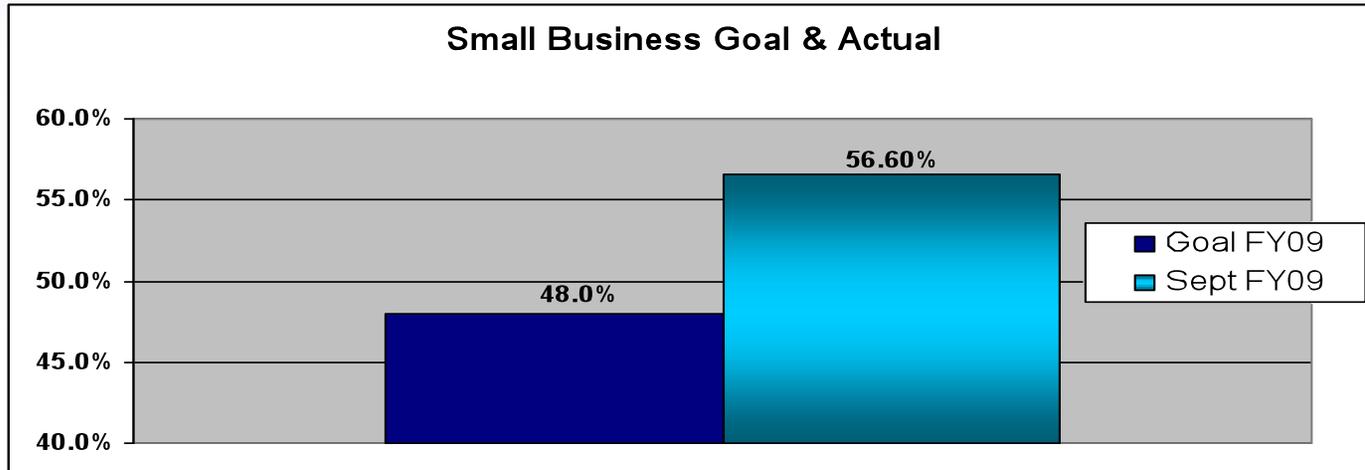
■ Supply Best Value

- Ensure customer satisfaction, provide quality products/services, and continuous improvement

■ Make Contact

- Network, forge relationships, build trust, be persistent, and be patient

Sandia's Small Business Utilization (\$) Goals & Actuals FY09





FY09 Economic Impact

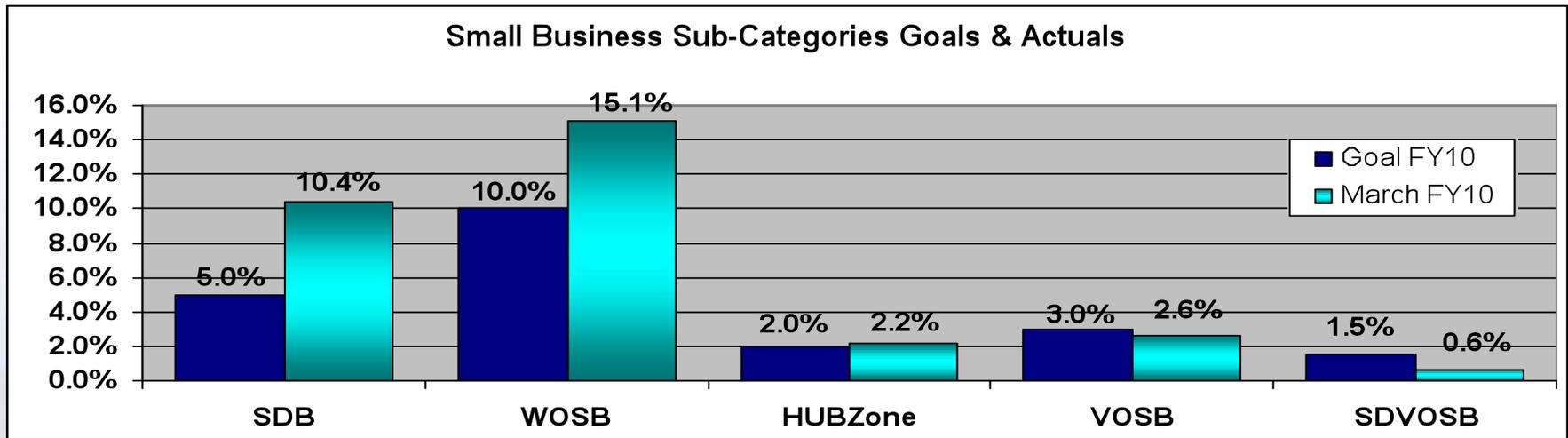
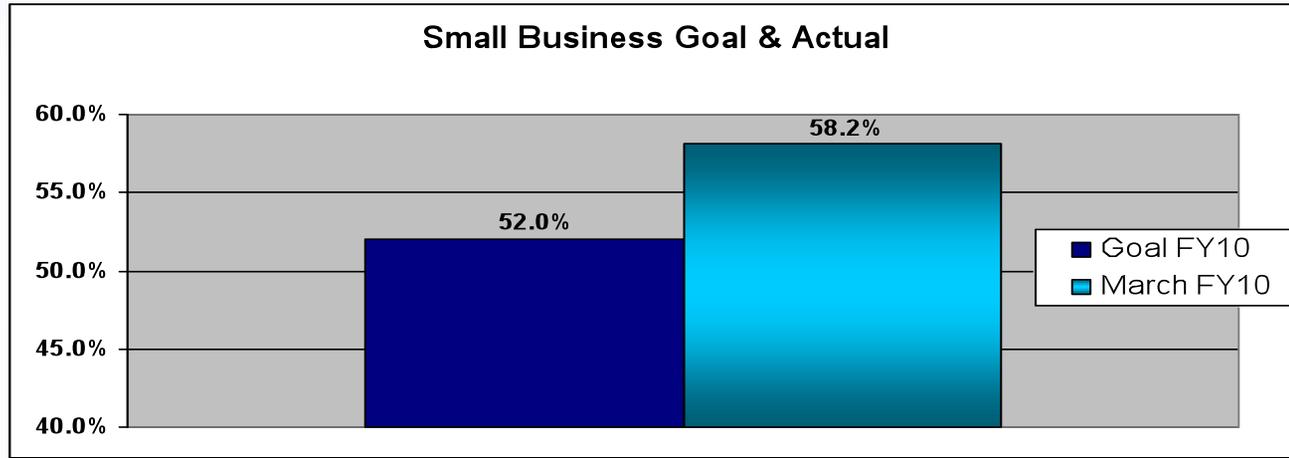
National Impact

- Contract Related Payments: \$910,576,000
- Total Small Business Payments: \$490,377,000 (54%)
- Other Than Small Business Payments: \$420,199,000

New Mexico Impact

- Contract Related Payments: \$357,522,000
- Total Small Business Payments: \$310,780,000 (87%)
- Other Than Small Business Payments: \$46,743,000

Sandia's Small Business Utilization (\$) Goals & Actuals FY10





Small Business Programs & Services

- Small Business Advocates
- Business Point of Contact
- Small Business Supplier Diversity Activities
- Sourcing
- Connections
- Supplier Community Forums
- Business Opportunities Website
- Supplier Lobby



Business Opportunities Website

- An easy-to-use Internet application
 - Accessible 24/7
 - Website – <http://supplier.sandia.gov/opportunities/selection.aspx>
- Opportunities list potential contracting opportunities for products and services
 - Direct link to Buyer
 - As early in the procurement process as possible
- Opportunities are listed in accordance with the North American Industry Classification Codes (NAICS)
- Enables firms to identify contracting opportunities to supply their products & services to SNL
- Buyers are required to post opportunities to the SNL Business Opportunities Website
 - Competitive requirement of \geq \$100K or,
 - Sole-Source requirement of \geq \$500K
- Buyers are highly encouraged to use this website for procurements outside the threshold
 - If they want to find additional viable sources or,
 - If they want to break a sole-source

Business Opportunities Website



Sandia
National
Laboratories

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[Employee Locator](#) | [Index](#) | [Site Map](#)

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Opportunities

The Business Opportunities website lists potential contract opportunities for products and services at Sandia National Laboratories. Opportunities are listed in accordance with the North American Industry Classification System (NAICS).

The Business Opportunities website is intended to help firms identify contract opportunities to supply their products and services to Sandia as early as possible in the procurement process.

NOTE: Suppliers should be aware that major revisions or cancellations may occur with potential contract opportunities.

Advertising / Marketing information submission is prohibited on this site.

For registration information please review our iSupplier [Registration](#) page.

To be notified whenever a new Opportunity is posted, please visit our [Subscription](#) page.

Note 1: Click on the ID Number to view the entire record.

Note 2: For printing choose "Landscape Mode" on your page setup.

Buyer Email	ID Number	NAICS	Procurement Description	Estimated Value of Contract	Posting Close Date	Competition Type
ahrimbe@sandia.gov	747	621493, 621910, 624230, 621498	INTERNATIONAL Medical, Security, and Traveler Tracking Services		5/5/2010	Competitive
rtshib@sandia.gov	746	333132, 333131	Evaluation of Drilling Systems Based Rock Penetration Technologies	250000	5/21/2010	Competitive
dbishop@sandia.gov	742	334411	RFI for New power supplies to replace an existing unit for our electron gun system		5/14/2010	Competitive

Opportunities Webmaster: wshelto@sandia.gov - We welcome your questions and comments.

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Sandia's Small Business Utilization Team

- | | | |
|---|---|--------------|
| ■ Don Devoti, Manager | <u>djdevot@sandia.gov</u> | 505-284-4338 |
| ■ Elizabeth Gonzales <ul style="list-style-type: none">Alaska Native Corporations & Indian Tribes Advocate | <u>ecgonza@sandia.gov</u> | 505-284-3205 |
| ■ Toni Leon Kovarik <ul style="list-style-type: none">Veteran & Service Disabled Veteran Owned Small Business Advocate | <u>tlkovar@sandia.gov</u> | 505-284-9549 |
| ■ Marie Myszkier <ul style="list-style-type: none">8(a), Small Disadvantaged and HUBZone Small Business Advocate | <u>mamyszk@sandia.gov</u> | 505-284-9671 |
| ■ Luigia Pyle <ul style="list-style-type: none">Business Opportunities Website & Review and Approval Processes | <u>lpyle@sandia.gov</u> | 505-844-9674 |
| ■ Ann Riley <ul style="list-style-type: none">Woman Owned Small Business Advocate | <u>ajriley@sandia.gov</u> | 505-284-9550 |
| ■ Business Point of Contact | <u>supplier@sandia.gov</u> | 800-765-1678 |

Sandia's Small Business Utilization Department is the "front door" into Sandia procurement