



Los Alamos National Laboratory Doing Business with Los Alamos Overview

2010 DOE Small Business Conference, Atlanta, GA

Dennis Roybal, Small Business Program Manager



Operated by Los Alamos National Security, LLC for DOE/NNSA

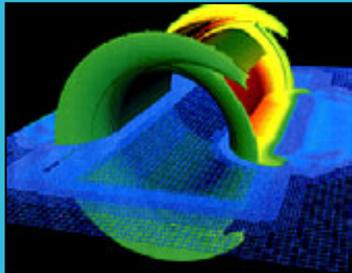
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Slide 1



LANL's National Security Science Mission Has Three Major Elements

Stockpile Stewardship



Large-Scale Simulation
Stockpile Stewardship



Pit
Manufacturing



B61-7/11 Strategic
Bomb



DARHT



W76, W78, W88
for Trident &
Minuteman III

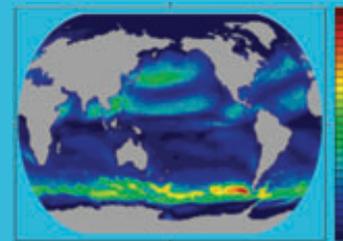
Science, Energy & Environment



Fuel Cell



CINT



Climate Modeling

Threat Reduction



Non Proliferation



Characterization
of Biological Agents

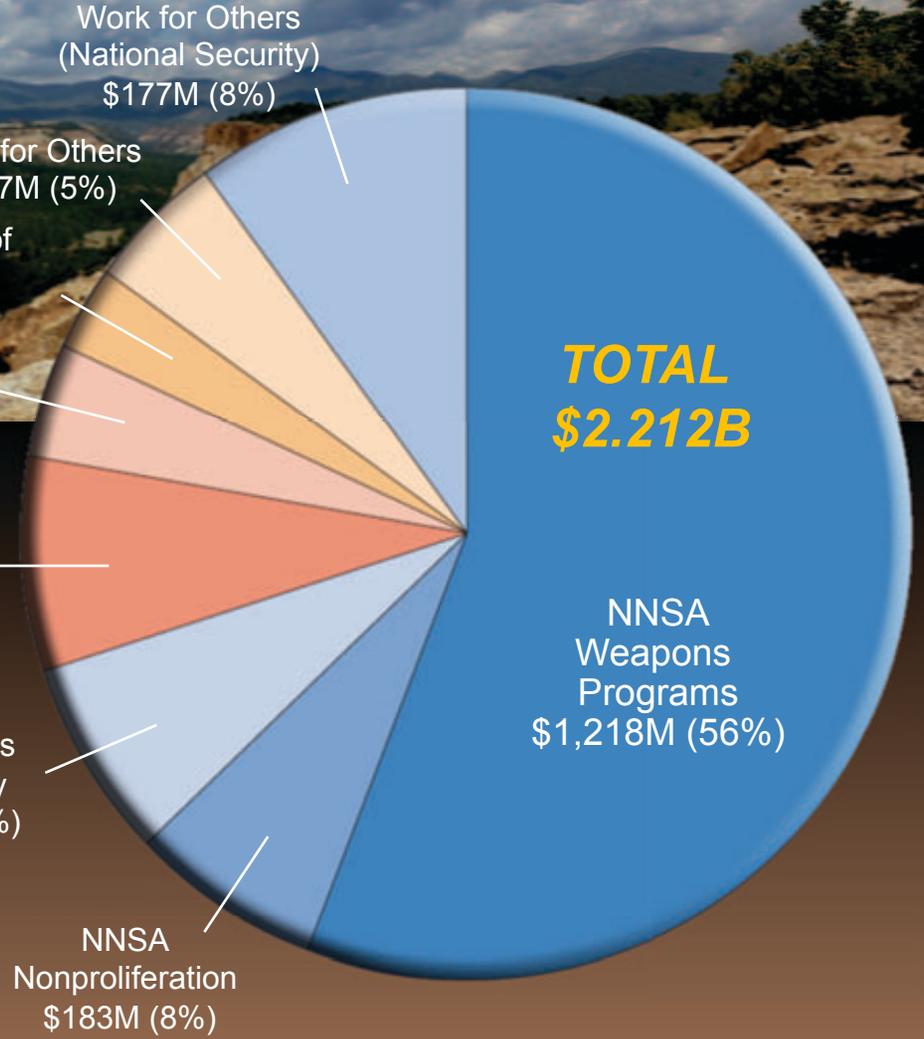
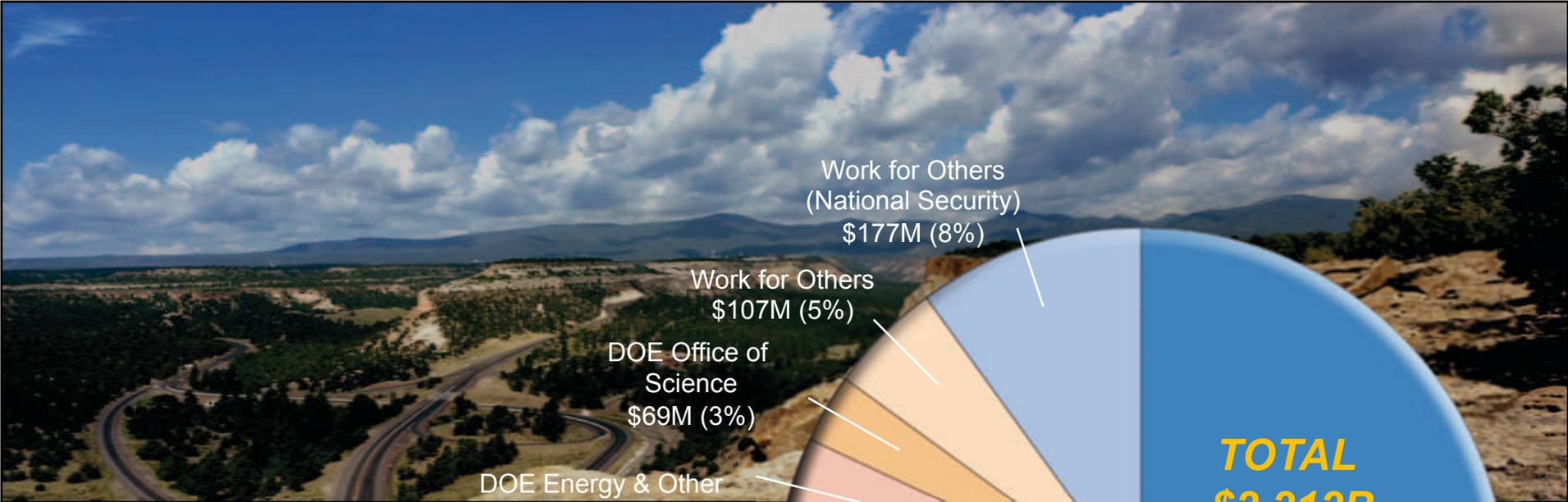


Space Detection

LANL is the oldest, most complex, and second largest NNSA Site

- ~ 40 square miles
 - 7,500 ft elevation
- 1,280 buildings with 9.0M gross sq. feet
 - 11 nuclear facilities
 - 40% are more than 40 years old
 - 30% of staff work in poor or failing space
 - \$450M of Deferred Maintenance backlog
- 268 miles of roads (100 paved)
- Utilities
 - 26 miles of 115-KV transmission lines
 - 90 miles of gas transmission lines





Lab Budget
The Laboratory's annual budget is approximately \$2.2 billion.



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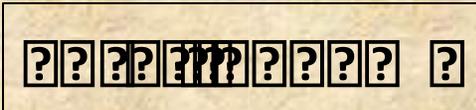
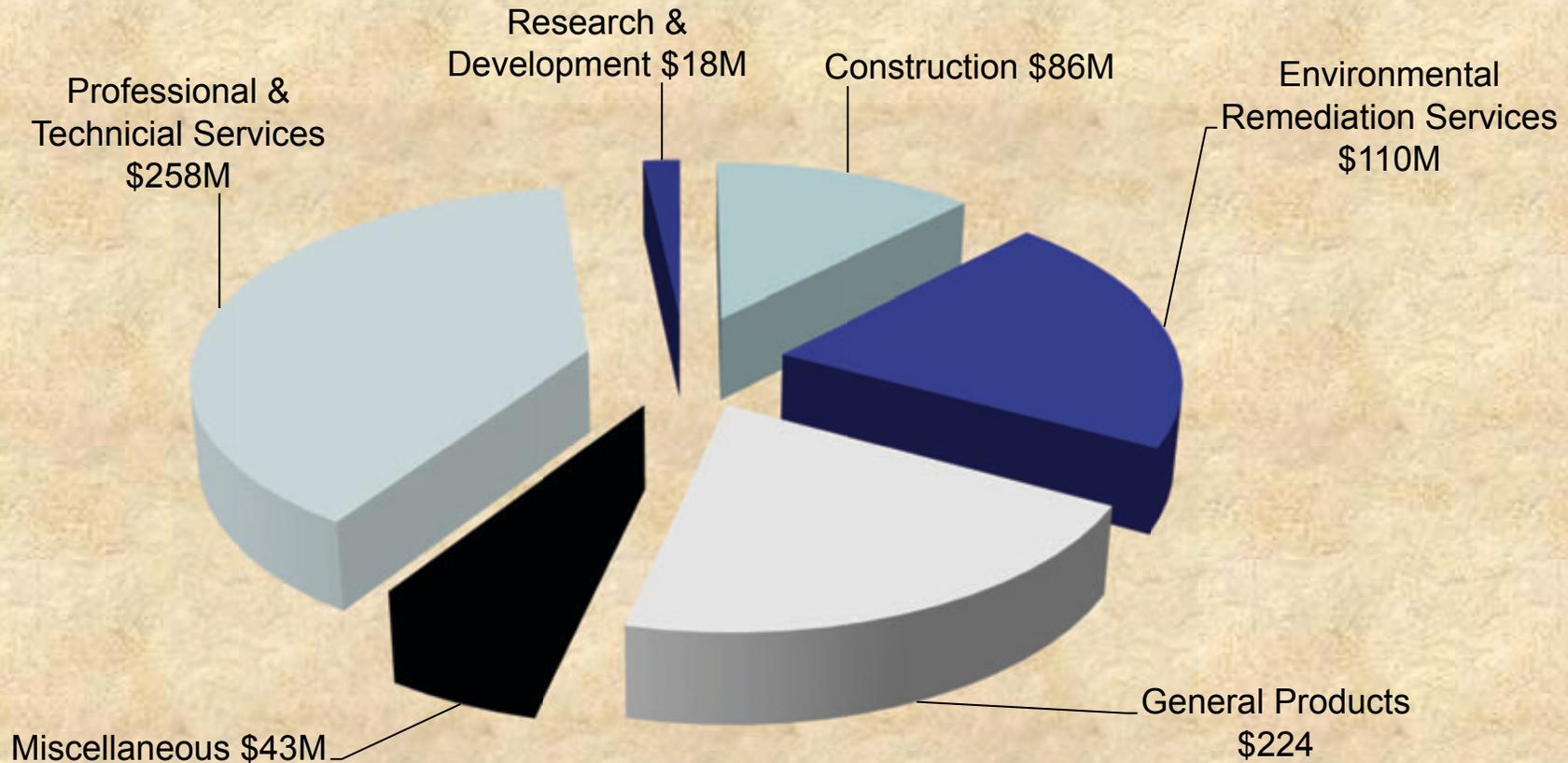
Los Alamos National Laboratory



Operated by **Los Alamos National Security, LLC (LANS)** for the U.S. Department of Energy's NNSA.

- Annual Budget - **\$2.2 billion**.
- FY09 - **\$739M** spent on goods and services.
- **\$369M** with small business (= approx. **50%** of goods and services purchased).

FY 2009 LANL SPEND



Professional & Technical Services : Consulting Services, Training, Project Management Services, Safety and Security Services, Professional Services, Business Services, and IT Services.
General Products: IT Hardware, General Commodities, and Chemicals.
Construction: Architectural and Engineering Services, Demolition and Demobilization Services, Construction related Services, and Design Fabrication Services.
Miscellaneous: Facility & Equipment Maintenance, Rents & Utility Services, ES&H, Performance Fabrications, Etc..

How LANL Does Business

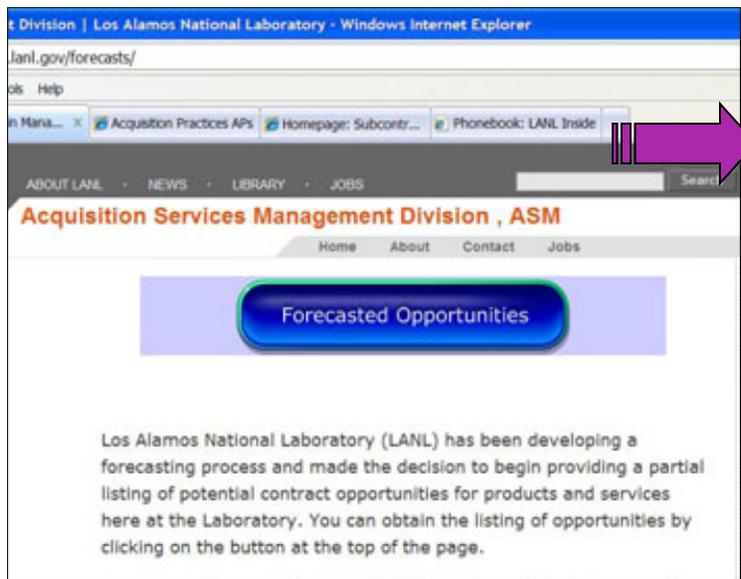
- ***Identify NAICS*** code based on Statement of Work.
- ***Sources sought*** through LANL's Small Business Office or CCR.gov via NAICS code.
- ***Define search*** based on SB certifications to meet SB goals.
- ***Review capabilities*** of identified sources.
- ***Request for Interest or Request for Information, if necessary***
- ***Request for Qualifications***, based on Statement of Work.
 - Minimum Safety requirements based on record of past performance
 - Minimum Security requirements (Q-Clearances, FOCI, etc.)
 - Quality Assurance requirements
 - Past Experience/Performance
- ***Request for Proposal to qualified offerors***

What You Must Do!

- Register in CCR <http://www.ccr.gov>
- Identify NAICS code(s) <http://www.naics.com/search.htm>
- Prepare a strong a capability statement
 - Identify any *unique products or services*
 - Number of *years in business and any SB certifications*
 - Identify *previous contracts*
 - Identify your *Customers*
 - Provide *past performance ratings*, if any
 - *Partner whenever possible* (to build capacity and leverage other's strengths)
 - If construction, *bonding requirements, safety records, etc.*
- **Demonstrate your knowledge about Los Alamos National Laboratory.**
- **Send capability statement and NAICS code info to business@lanl.gov**
- **Check small business website <http://business.lanl.gov> for forecasts.**

LANL Forecasted Opportunity Website

<http://supply.lanl.gov/forecasts/>



Los Alamos National Laboratory, Procurement Opportunities: Selection - Windows Internet Explorer

http://supply.lanl.gov/forecasts/selection.aspx

Acquisition Services Management Division, ASM

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

ID	NAICS	Description	Estimated Value (\$)	Estimated RFP Release Date	Estimated Award Date	Competition Type
35	237990	Construction Blanket Ordering Agreements (3-4 awards)	5 M	10/31/2008		O
36	517212	Lab-Wide Cellular Service	9.6 M	9/30/2008		O
37	562910	Sampling Well Drilling (MTOA) (5 years w/5 1-year options)	80 M	9/30/2008		S
38	23620	4.8 Mega Watt Upgrade Infrastructure Project	5 M	12/30/2008		S
39	562910	Software Quality Assurance Support	8 M	1/30/2009		S
40	236220	Super VTR - II Construction	15 M	5/1/2009		S
42	238190	TA-22 Stockpile Systems Detonator Storage Project	1 M	1/15/2009		S
44	236220	SCC Infrastructure Upgrades, Phase 2	7 M	11/1/2008		O
45	236220	Installation of Remote Uninterrupted Power Supply (RUPS)	2 M	12/30/2008		S
20	562910	Environmental Analytical Sampling (multiple awards, partial SBSA)	50 M	9/15/2008		S

Competition Type

- O = Open Competition
- S = Small Business Set-Aside
- 8 = 8(a) Set-Aside
- D = Service Disabled Veteran-Owned Set-Aside
- H = HUBZone Set-Aside

Contains commands for working with the selected items.



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Forecasted Opportunities

NAICS	Type of Acquisition	Acquisition Description	Forecast RFP Date	Estimated Value	Competition Type	Procurement Specialist Contact Information
562910	Environmental Remediation Services	MTOA - Professional Services/Drilling Support for installing groundwater monitoring wells at LANL.	6/24/2010	\$80M	SBSA	Terrence Forrester, forrester_terrence@lanl.gov, (505) 665-1739
423430	Information Technology	Computing Products - Diskless Computing (Clear Cube)	6/30/2010	\$7.5M	SBSA	Dan Bigelow, danbigelow@lanl.gov, (505) 667-6296
423430	Information Technology	Networking Equipment - Edge Switches	11/30/2010	\$14.5M	SBSA	Barbara Wolf, bwolf@lanl.gov, (505) 606-1673
334516	Information Technology	Conventional Blanket Order Agreement (BOA) to procure Advanced Measurement Technolgy (AMETEK) hardware, software, and software maintenance of nuclear and radiological instrumentation.	5/2/2010	\$8.82M	SBSA	Kevin Reecht, kbreecht@lanl.gov, (505) 667-0732
562910	Remediation Services	MTOA Demolition & Decontamination Services - 4 MTOAs Awarded	4/30/2010	\$6M	SBSA	Scott Havemann, havemann@lanl.gov, (505) 667-5244
332911	Service	Speciality Gases - Cylinders	4/30/2010	\$1.5M	Open	Robert Manzanares, rbmanzanares@lanl.gov, (505) 665-0504
811212	Service	Dell IT Maintenance	TBD	\$350K	SBSA	Vivian Martinez, vivm@lanl.gov, (505) 667-3262
325120	Service	SUBCONTRACTOR shall furnish qualified personnel, equipment, materials and facilities to perform all services necessary to provide the Laboratory with Grade A or higher refrigerated liquid helium, dewar rentals, service of government owned dewars.	4/30/2010	\$5.3M	Open	Robert Manzanares, rbmanzanares@lanl.gov, (505) 665-0504

Forecasted Opportunity: NAICS 325120

- **Type of Acquisition:** Service
- **Acquisition Description:** Subcontractor shall furnish qualified personnel, equipment, materials, and facilities to perform all services necessary to provide the Laboratory with Grade A or higher refrigerated liquid helium, and Dewar rentals, etc. NAICS Code: 325120.
- **Type of Action:** Open
- **Estimated Dollar Range:** \$5.3M over five years
- **Anticipated Award Fiscal Year:** TBD
- **Contact Info:** Robert Manzanares rbmanzanares@lanl.gov /

(505) 667-4472



Forecasted Opportunity: NAICS 443120

- ***Type of Acquisition:*** Commodity
- ***Acquisition Description:*** Software Commodity, various software products. NAICS Codes: 443120.
- ***Type of Action:*** Small Business Set Aside
- ***Estimated Dollar Range:*** \$30M
- ***Anticipated Award Fiscal Year:*** 2010
- ***Contact Info:*** Miguel Ortiz mao@lanl.gov /
(505) 665-1894

Forecasted Opportunity: NAICS 423430

- ***Type of Acquisition:*** Information Technology
- ***Acquisition Description:*** Networking Equipment – Edge Switches. NAICS Code: 423430.
- ***Type of Action:*** Small Business Set Aside
- ***Estimated Dollar Range:*** \$14.5M
- ***Anticipated Award Fiscal Year:*** TBD
- ***Contact Info:*** Barbara Wolf bwolf@lanl.gov /
(505) 606-1673

Forecasted Opportunity: NAICS 541712

- ***Type of Acquisition:*** Research & Development
- ***Acquisition Description:*** Will provide technical services in support of Nuclear and High Hazard Operations at Los Alamos National Laboratory (LANL). Will support LANL's implementation of formality of operations, assessment activities, development and implementation of documented safety analyses, and technical safety requirements. NAICS Code: 541712.
- ***Type of Action:*** Small Business Set Aside
- ***Estimated Dollar Range:*** \$80M
- ***Anticipated Award Fiscal Year:*** TBD
- ***Contact Info:*** Pia Romero pia@lanl.gov / (505) 606-1694

Los Alamos Small Business Goals

FY 2010 Small Business Goals		
Category	FY2010 Negotiated Goals	FY-2010 Oct 09 – Mar 10 Percent Achieved
Small Business (SB)	46.0%	58.2%
Small Disadvantaged Business (SDB)	10.0%	31.6%
Women-Owned Small Business (WOSB)	10.0%	12.6%
HUBZone Small Business (HUBZone)	2.5%	4.4%
Veteran-Owned Small Business (VOSB)	3.0%	8.8%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	1.5%	3.0%
SDB 8(a)'s	-	15.5%

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Los Alamos National Laboratory Small Business Program Office Information

Call Us: (505) 667-4419

Write Us: *business@lanl.gov*

Visit Us: *http://business.lanl.gov*



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