



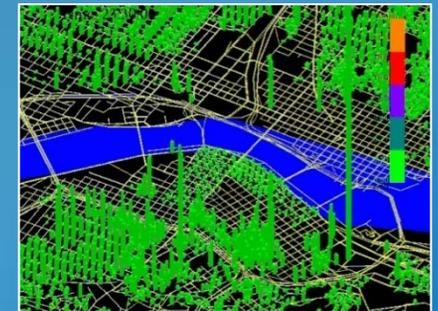
Los Alamos National Laboratory

Dennis Roybal, Small Business Program Manager

DOE Small Business Conference
May 10-12, 2011

Agenda

- Overview of Los Alamos National Laboratory (LANL)
- LANL's Procurement Spend
- How LANL Does Business
- What You Must Do To Prepare
- LANL Websites to "Bookmark"
- Business Opportunities at LANL
- Small Business Achievement (nationwide) for FY 2010
- LANL Small Business Contact Information



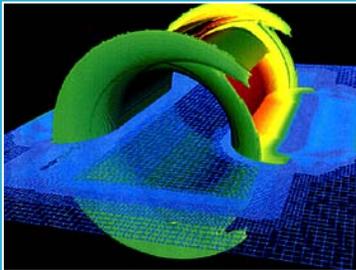


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for the U.S. Department of Energy's NNSA



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

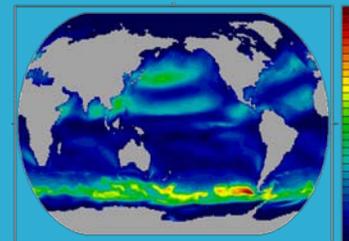
Science, Energy & Environment



Fuel Cell



CINT



Climate Modeling

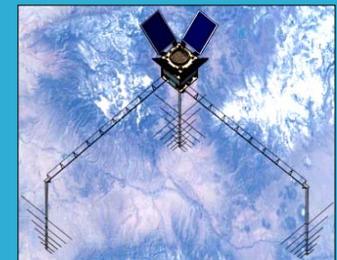
Threat Reduction



Non Proliferation



Characterization
of Biological Agents



Space Detection

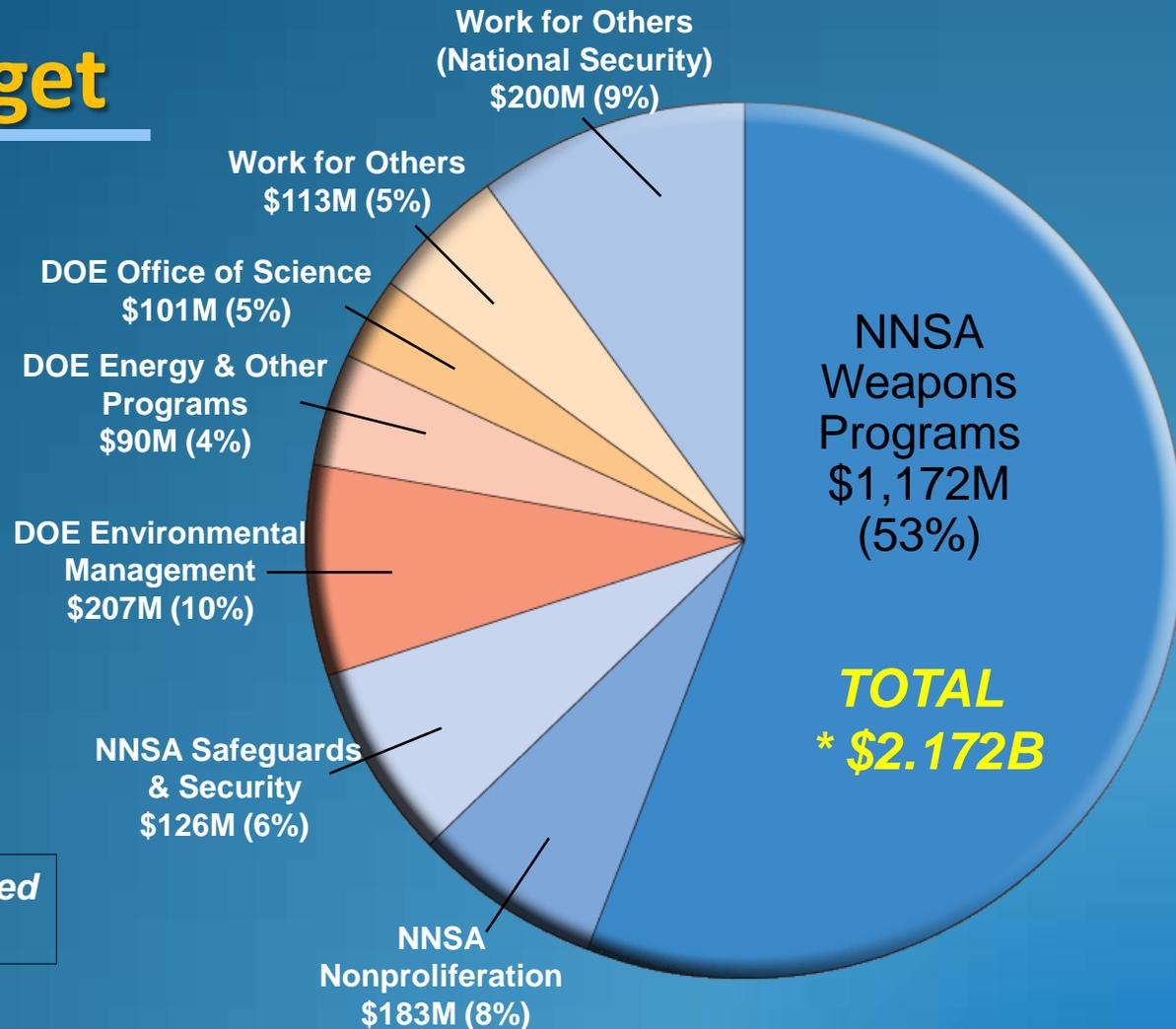
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2010 Lab Budget

***The Laboratory's
FY10 annual budget
was approximately
\$2.2 billion**

** Does not include funding received
for one-time stimulus projects*



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Procurement Spend



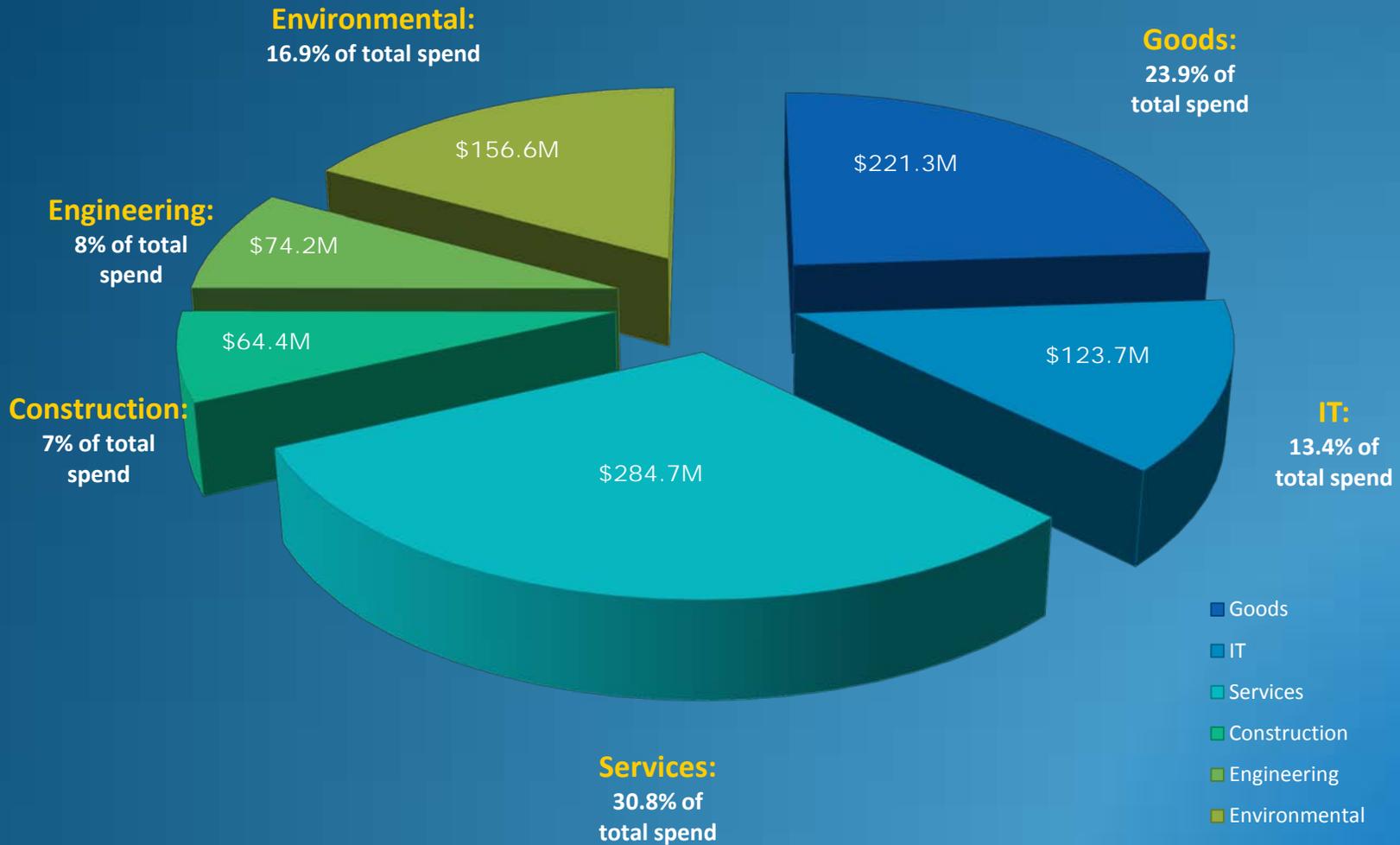
Goods and Services:

- FY07 - **\$702M**
- FY08 - **\$731M**
- FY09 - **\$739M**
- FY10 - **\$924M**
- FY11- **\$925M+** (*Estimate*)

FY10 **Small Business** procurements - **\$568M**
(= approximately **63%** of Goods and Services Purchased).

FY 2010 Purchases

Total Spend \$924M



How LANL Purchases Goods/Services

- **Blanket Contracts** for eCatalog items (i.e. Commercial off-the-shelf items)
- **Purchase Orders** for specialty commodity
- **eAuction** for specialty items and smaller Construction Projects
- **Subcontracts** for Construction Projects
 - Fixed Price (Design-Build)
 - Fixed Price (Design-Bid-Build)
- **Master Task Order Agreements** (MTOA's) for Environmental Subcontracts

LANL's Process used to Obtain Services

- *A **Request for Interest** or **Request for Information** may be solicited from firms purged from LANL's database or CCR based on NAICS code*
- *Based on Statement of Work, **Request for Qualifications** may be requested of capable firms, to include:*
 - Minimum Safety requirements based on record of past performance
 - Minimum Security requirements (Q-Clearances, FOCI, etc.)
 - Quality Assurance requirements (e.g. Nuclear Quality Assurance certifications)
 - Past Experience/Performance
 - Key Personnel, etc.
- *If **Construction**, we will need to know:*
 - Bonding requirements
 - Safety Record (EMR)
 - Schedule and Budget performance
 - Key Personnel (Foreman/Superintendent)
- *Qualified firms would then receive a **Request for Proposal***

What We Expect From Our Suppliers

- Safety – Share our Zero Accident Philosophy
- Safeguards and Security Compliance
- Quality Work and Products
- Deliver on Time and Within Budget
- Expect to Compete



What You Must Do to Prepare!

- Provide a strong a capability statement including **all relevant NAICS** codes plus the following:
 - Identify any *unique products or services*
 - Number of *years in business and any Small Business certifications*
 - Identify *previous contracts*
 - Identify your *Customers*
 - Provide *past performance ratings*, if any
 - If construction, *bonding requirements, safety records, etc.*
- Demonstrate your **knowledge about Los Alamos National Laboratory**
 - Weapons Program, Homeland Security, Environmental Management, etc.
 - If **Construction**, become familiar with **LANL Engineering Standards**
 - Defines minimum technical standards for the design, fabrication, construction, commissioning, repair, and replacement of both new and existing equipment and facilities, including both maintenance and modification, for programmatic and facility work at LANL
 - Includes Structural, Mechanical, Electrical, Hazardous Process, Radiation Protection, Nuclear, Welding, Sustainable Design, Commissioning, Pressure Safety, etc.
- If necessary, **Partner** to build capacity and leverage another company's strengths

Los Alamos, the oldest, most complex, and second largest site is working hard to transform into a more efficient site



- ~ 40 square miles
- 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)
- 1M sq. feet of footprint reduction
- D & D of post-WWII production facilities



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LANL Construction Projects:

<http://www.lanl.gov/construction/projects.shtml>

Chemistry and Metallurgy Research Replacement (CMRR) Project



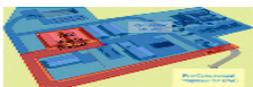
The CMRR Project comprises three primary elements that define the scope and drive the acquisition strategy: the Radiological Laboratory/Utility/Office Building (RLUOB), the RLUOB Equipment Installation (REI), and the Nuclear Facility (NF). RLUOB and NF will be equipped with special facility equipment, which includes gloveboxes, open front boxes, fume hoods, gloveports, enclosure coatings, double-door transfer systems, and analytical instruments.

Project milestones

Line Item Phase	Status	Finish Date
Phase 1 - Radiological Laboratory/Utility/Office Building	Complete	09/09
Phase 2 - RLUOB Equipment Installation	In construction	04/13
Phase 3 - Nuclear Facility	In design	N/A

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Transuranic Waste Facility (TWF) Project



This facility will ensure enduring solid waste capability and operations required to support all NNSA programs at LANL.

The Laboratory obtained approval to begin design on a new radioactive waste staging facility. See [September 1, 2010, news release](#).

Project milestones

Type	Status	Finish Date
Critical Decision 1 Approval	Complete	08/10
Phase A Site Development	In Design	01/13
Phase B RCRA Facilities	In Design	01/15

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Material Disposal Area C (MDA-C) Closure

Material Disposal Area C is an 11.8-acre fenced and radiologically-controlled area consisting of 7 pits and 108 shafts, with depths ranging from 10 to 25 feet below the original ground surface. This area is closed to the general public.

Historically, MDA-C was used for the disposal of solid and liquid materials, including uncontaminated classified wastes, hazardous chemicals, and radioactive materials. While a final closure remedy for MDA-C has not been determined or approved by the state of New Mexico, one possible remedy involves an "engineered earthen cap" of soil and rock. The cap material would come mostly from the material excavated for the CMRR facility. The final closure remedy will be determined by the state after a public input process.

- o Chemistry & Metallurgy Research Replacement (CMRR) Project
- o Consolidated Waste Capability-Transuranic Waste Facility (CWC-TRU) Project
- o Material Disposal Area C (MDA-C) Closure
- o Material Disposal Area G (MDA-G) Closure
- o Nuclear Materials Safeguards and Security Upgrade Project (NMSSUP), Phase II
- o Radioactive Liquid Waste Treatment Facility (RLWTF)
- o TA-55 Revitalization Project (TRP), Phases II & III
- o Waste Disposition Project (WDP)

ABOUT THE AREA



The Pajarito Corridor is a series of technical areas along Pajarito Road, which runs through Los Alamos National Laboratory. These technical areas house a significant portion of LANL's nuclear operations.

Over approximately the next ten years, the infrastructure of these areas will be modernized to ensure continuous support of U.S. stockpile stewardship objectives.

[Maps, Driving Directions](#)

Forecasted Opportunity Website

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

LANL- ACQUISITION SERVICES MANAGEMENT (ASM)

ASM Home



Contract Opportunities for Products and Services

Forecasted Opportunities



Los Alamos National Laboratory (LANL)

has been developing a forecasting process and made the decision to begin providing a partial listing of potential contract opportunities for products and services here at the Laboratory. You can obtain the listing of opportunities by clicking on the button at the top of the page.

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.

start | Inbox - Microsof... | Los Alamos Natl...

Los Alamos National Laboratory

Forecasted Opportunities

Type of Acquisition: Construction

Acquisition Description: Subcontractor shall furnish qualified personnel, equipment, materials and facilities to perform all work necessary to design, install, test and support the **commissioning of a Fuel Oil Storage Tank**, in support of the Radiological Laboratory Utility Office Building (RLUOB) Project.

NAICS Code: 238990

Type of Action: Small Business Set Aside

Estimated Dollar Range: \$1M

Forecast RFP Date: 6/1/2011

Contact Info: Bill Bryant, willbryant@lanl.gov, (505) 665-8244

Type of Acquisition: Construction

Acquisition Description: Build an **Indoor Firing Range**

NAICS Code: 236220

Type of Action: Open

Estimated Dollar Range: \$7M

Forecast RFP Date: 7/1/2011

Contact Info: Jolene Vigil, jolene@lanl.gov, (505) 667-1076

Los Alamos National Laboratory

Forecasted Opportunities

Type of Acquisition: Construction

Acquisition Description: **Renovation of the LANL Study Center** to include mechanical and electrical upgrades, ceiling tiles, and new flooring.

NAICS Code: 236220

Type of Action: Small Business Set Aside

Estimated Dollar Range: \$2M

Forecast RFP Date: 7/1/2011

Contact Info: Jolene Vigil, jolene@lanl.gov, (505) 667-1076

Type of Acquisition: Construction

Acquisition Description: Weapons Neutron Research **Support Facility** at TA-53.

NAICS Code: 236220

Type of Action: Small Business Set Aside

Estimated Dollar Range: \$1M

Forecast RFP Date: 6/1/2011

Contact Info: Mike Martin, mfmartin@lanl.gov, (505) 606-0740

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Los Alamos National Laboratory Forecasted Opportunities

Type of Acquisition: Construction

Acquisition Description: Multiple **Paving Sites/Parking Lots** throughout the LANL Complex.

NAICS Code: 237990

Type of Action: Small Business Set Aside

Estimated Dollar Range: >\$500K

Forecast RFP Date: 7/1/2011

Contact Info: Jolene Vigil, jolene@lanl.gov, (505) 667-1076

Type of Acquisition: Construction

Acquisition Description: **Renovation of a LANL cafeteria** located at S-Site, will include mechanical and electrical upgrades and is anticipated to be design-build.

NAICS Code: 236220

Type of Action: Small Business Set Aside

Estimated Dollar Range: \$500K

Forecast RFP Date: 6/1/2011

Contact Info: Jolene Vigil, jolene@lanl.gov, (505) 667-1076

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Los Alamos National Laboratory Forecasted Opportunities

Type of Acquisition: Construction

Acquisition Description: **Ongoing renovation projects** to include general construction, electrical, and mechanical projects.

NAICS Code:

Type of Action: Small Business Set Aside

Estimated Dollar Range: >\$500K

Forecast RFP Date: 9/1/2011

Contact Info: Jolene Vigil, jolene@lanl.gov, (505) 667-1076

Type of Acquisition: Construction

Acquisition Description: **Construction of various sidewalks** throughout the LANL Complex.

NAICS Code:

Type of Action: Small Business Set Aside

Estimated Dollar Range: To Be Determined

Forecast RFP Date: 9/1/2011

Contact Info: Jolene Vigil, jolene@lanl.gov, (505) 667-1076

Los Alamos National Laboratory

Forecasted Opportunities

Type of Acquisition: Construction

Acquisition Description: **Radioactive Liquid Waste (RLW) Line** in support of the Radiological Laboratory Utility Office Building (RLUOB) Project.

NAICS Code: 237110

Type of Action: To Be Determined

Estimated Dollar Range: \$5M

Forecast RFP Date: 6/1/2011

Contact Info: Robert Ping, rwping@lanl.gov, (505) 664-0539

Type of Acquisition: Services

Acquisition Description: Subcontractor will provide stock for both **bulk propane and cylinder propane bottles** to service LANL's propane needs over a five-year period.

NAICS Code:

Type of Action: Small Business Set Aside

Estimated Dollar Range: \$1.25M

Forecast RFP Date: 8/1/2011

Contact Info: Robert Manzanares, rbmanzanares@lanl.gov, (505) 665-0504

Los Alamos National Laboratory

Forecasted Opportunities

Type of Acquisition: Environmental Remediation Services

Acquisition Description: **Off-Site Analytical Laboratory Services**. Multiple subcontract awards will be awarded to cover a three-year base period with two one-year options.

NAICS Code: 562910

Type of Action: Small Business Set Aside

Estimated Dollar Range: \$100M (Combined Total)

Forecast RFP Date: 6/1/2011

Contact Info: James Mayson, jhmayson@lanl.gov, (505) 667-4484

Type of Acquisition: Commodity

Acquisition Description: **Automotive Parts**

NAICS Code: 423120

Type of Action: Small Business Set Aside

Estimated Dollar Range: \$3M

Forecast RFP Date: 6/1/2011

Contact Info: Janneke Rasmussen, janneke@lanl.gov, (505) 665-0070

Los Alamos National Laboratory Forecasted Opportunities

Type of Acquisition: Fabrication

Acquisition Description: **Implementation Verification Review (IVR)** in support of the Los Alamos Science Center Refurbishment (LANSCE-R) Project.

NAICS Code 423610

Acquisition Description: Design and fabrication of specialized equipment in support of the Los Alamos Science Center Refurbishment (LANSCE-R) Project to refurbish accelerator and replace vacuum and cooling systems, transmitters, power amplifiers, klystron and injector components , and ancillary hardware. **Equipment will include Electrical Timing Network, Industrial controls, Time data control system, 805 RF Modular Deck, Low Level Radio Frequency (LLRF) Control Modules, Drift Tube Linac (DTL) Water System, LLRF New Reference Transmission Line, FPA Cavity, and IPA Integrated Cabinet/Cavity.**

NAICS Code: : 423430, 423830, 423620, 423740 and 333298, 423610,

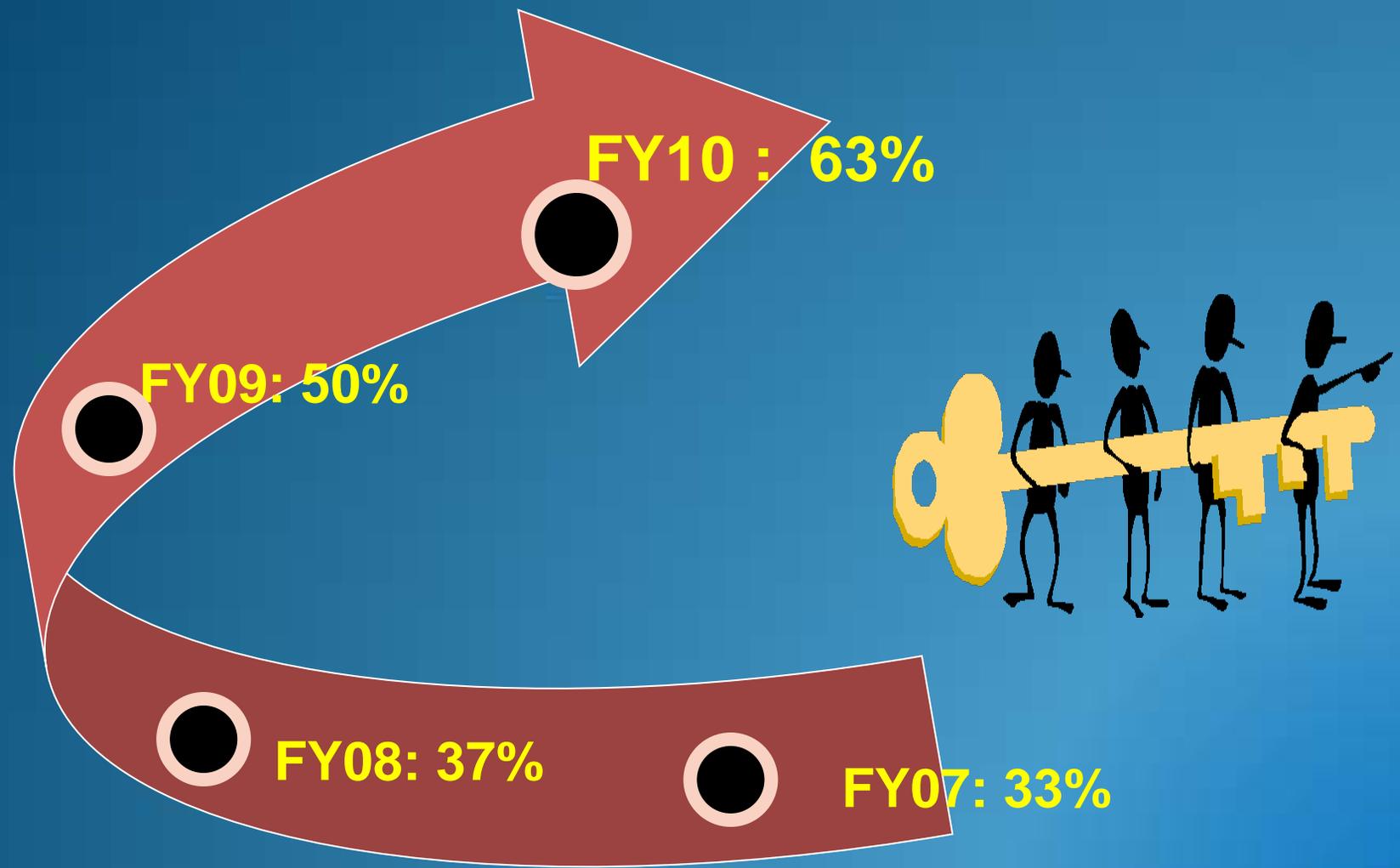
Type of Action: Open

Estimated Dollar Range: \$19M

Forecast RFP Date: 6/1/2011

Contact Info: : Dennis Mack, dmack@lanl.gov; (505) 667-9897

LANS, LLC Small Business Achievements



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Los Alamos National Laboratory

FY 2010/2011 Small Business Goals and Achievements

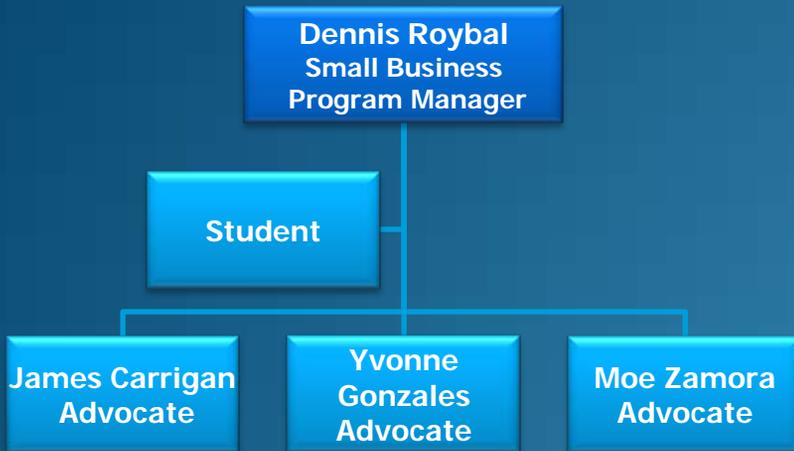
Category	FY2010/2011 Negotiated Goals	FY2010 Achievements	FY2011 Achievements thru 3/2011
Small Business (SB)	46%	63%	54.8%
Small Disadvantaged Business (SDB)	10%	27.7%	25.4%
Women-Owned Small Business (WOSB)	10%	12.6%	14.4%
HUBZone Small Business (HUBZone)	2.5%	3.2%	1.3%
Veteran-Owned Small Business (VOSB)	3.0%	9.0%	7.0%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	1.5%	2.0%	3.9%
SDB 8(a)'s	Not Goaled	11.7%	11.7%

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LANL Small Business Program Office

<http://business.lanl.gov>



LANL- ACQUISITION SERVICES MANAGEMENT (ASM)

ASM Home

- Small Business Home
- WELCOME & MISSION
- SBPT RESOURCES
- Business Resources
- Forecasted Opportunities
- Frequently Asked Questions
- Getting Started
- News & Publications
- Small Business (CCR/FedReg) Search
- Small Business Terms & Definitions
- What We Buy
- What We Don't Buy
- CONTACTS
- Acquisition Services Management
- business@lanl.gov
- Small Business Office
- Phone: (505) 867-4419
- Fax: (505) 867-9819
- Website Contact



Dennis Roybal,
Small Business Office
Manager

LANL's Small Business Office Welcomes You

Small Business Program office Vision and Mission

Our Vision
Setting new standards and small business initiatives within NNSA that will contribute to developing and strengthening our strategic partners for today's and tomorrow's national security challenges.

If you have questions or comments regarding this website or the Laboratory's Small Business Program in general, and/or would like to be added to our distribution list, please e-mail business@lanl.gov.

Dennis Roybal
Small Business Program Manager

News and Announcements



PUBLICATIONS

Summer 09 Newsletter (pdf)
FY10 Annual Report (pdf)



Director's Memo: Subcontracting Opportunities with Small Business (pdf)



Regional Purchasing Program (pdf) pursuant to Appendix M of Prime Contract No. DE-AC52-06NA25396 between DOE/NNSA and LANS

LAB LINKS

- Community Outreach
- Ombuds
- Procurement
- Technology Transfer

EVENTS

Outreach/Events Calendar

Develop a Checklist

- ✓ **Submit a *Strong capability statement* to LANL's Small Business Office at business@lanl.gov that demonstrates your company is qualified**
- ✓ ***Identify and Provide all relevant NAICS code(s)***
- ✓ **Designate *SBA Certifications* (i.e. SDB, WOSB, HUBZone, SDVOSB)**
- ✓ **Check *Forecast of Business Opportunities* on a monthly basis**
- ✓ **Become familiar with how *eAuction* works**
- ✓ **Familiarize yourself with LANL and the *Lab Engineering Standards***
- ✓ **Make sure your company is *registered on CCR***
- ✓ **If necessary, *Team or Partner* to build capacity or strengthen capability**
- ✓ ***Follow through!* Send an email or call the buyer and *get on the bidder's list***

Los Alamos National Laboratory Small Business Program Contact Information

Call Us: (505) 667-4419

Write Us: *business@lanl.gov*

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

