



10th Annual U.S. Department of Energy Small Business Conference

Sandia National Laboratories

**Billie Weatherly, Senior Manager
Supply Chain Integration**

Small Businesses Leading the Way to Recovery and Reinvestment

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. SAND2009-0357P



Sandia's Administration

- AT&T: 1949–1993
- Martin Marietta: 1993–1995
- Lockheed Martin: 1995–Present



Government-Owned
Contractor-Operated



Federally
Funded
Research &
Development
Center



MANAGED FOR DOE BY SANDIA CORPORATION
A LOCKHEED MARTIN COMPANY



Sandia's Sites

Albuquerque,
New Mexico

Livermore,
California



Kauai,
Hawaii



Yucca Mountain,
Nevada



WIPP,
New Mexico



Pantex, Texas



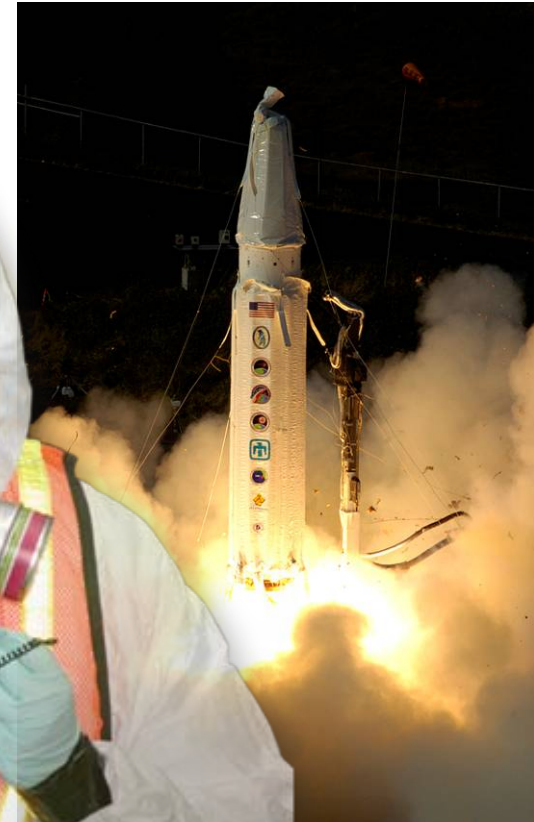
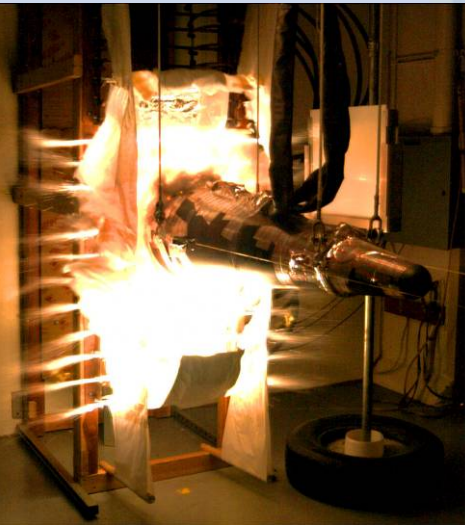
Tonopah, Nevada





Four Mission Areas

- Nuclear Weapons
- Defense Systems and Assessments
- Energy, Resources and Nonproliferation
- Homeland Security and Defense





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

What we buy:

- 23% Services,
- 21% Construction,
- 17% R&D,
- 9% International,
- 30% Other

How we buy (based on \$):

- 76% Negotiated Contracts,
- 9% Staff Augmentation,
- 9% JIT
- 6% P-Card





Sandia's FY08 Economic Impact

National Impact

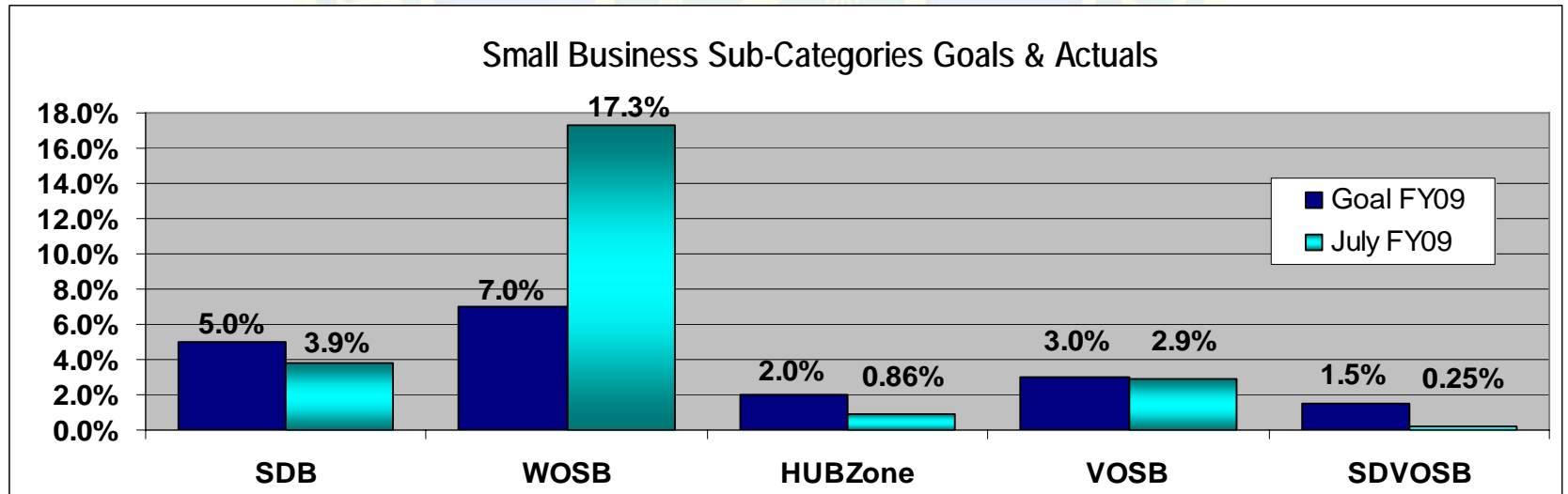
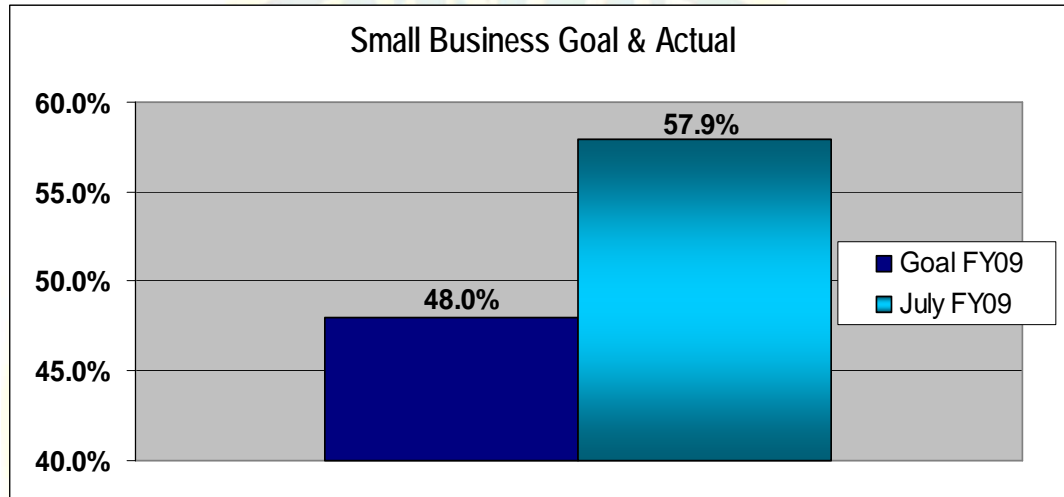
- **Contract Related Payments: \$986,656,000**
- **Total Small Business Payments: \$527,450,000 (54%)**
- **Other Than Small Business Payments: \$459,206,000**

New Mexico Impact

- **Contract Related Payments: \$340,545,000**
- **Total Small Business Payments: \$280,277,000 (82%)**
- **Other Than Small Business Payments: \$60,268,000**



Sandia's Small Business Utilization (\$) Goals & Actuals FY 2009 YTD





Business Opportunities

Repair and Maintain Heavy Duty Shredders

- Type: **Competitive**
- NAICs: 811212
- Estimated Posting Close Date: November 7, 2009
- Estimated Value: \$TBD



Business Opportunities

Management Coaching Services

- Type: **Competitive**
- NAICs: 541611, 541612
- Estimated Posting Close Date: August 21, 2009
- Estimated Value: \$2.55M



Business Opportunities

Hazardous and Solid Waste Management

- Type: **Competitive**
- NAICs: 4953
- Estimated Posting Close Date: September 28, 2009
- Estimated Value: \$TBD



Business Opportunities

Gases: Bulk (Air, Nitrogen, Oxygen, CO2, Helium, Argon, Propane)

- Type: **Competitive**
- NAICs: 324110, 325120, 423840, 424690
- Estimated Posting Close Date: August 30, 2009
- Estimated Value: \$18M over seven years



Business Opportunities

Chemical & Related Inventory Management Services

- Type: **Small Business Set-Aside**
- NAICs: 325120, 325188, 325199, 325320, 325411, 424690
- Estimated Posting Close Date: August 15, 2009
- Estimated Value: \$15M



Business Opportunities

Janitorial Supplies, Custodial Equipment & Repair and Maintenance for JIT Automated Ordering Agreement (Request for Information-RFI)

- Type: **Competitive**
- NAICs: 423850; 453998
- Estimated Posting Close Date: August 15, 2009
- Estimated Value: \$4M - \$6M



Sandia's Small Business Utilization Department

- Don Devoti, Manager djdevot@sandia.gov 505-284-4338
- Toni Kovarik tlkovar@sandia.gov 505-284-9549
- Elizabeth Gonzales ecgonza@sandia.gov 505-284-3205
- Marie Myszkier mamyszk@sandia.gov 505-284-9671
- Luigia Pyle lpyle@sandia.gov 505-844-9674
- Ann Riley ajriley@sandia.gov 505-284-9550
- Business Point of Contact supplier@sandia.gov 800-765-1678



Visit us at booth #234-236

Opportunities Website:

- Go to <http://www.sandia.gov>
- Click on the top navigation bar “*Doing Business*”
- Click on the left navigation bar “*Procurement*”
- Click on the left navigation bar “*Opportunities*”

■ Business Point of Contact:

(800) 765-1678

www.sandia.gov – supplier@sandia.gov