

Opportunities and Doing Business with Sandia National Laboratories

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In FY19, Sandia National Laboratories has hosted 544 Small Business personnel in open house events.

This culminated in 318 Small Businesses from across the United States.



SNL's Supplier Diversity Department has attended 19 events throughout the United States in FY19 and met hundreds of capable and qualified Small Business suppliers.



SNL's Woman Owned Supplier Diversity Advocate is affiliated with:

- Women's Business Enterprise National Council**
- Women's Business Council Southwest**
- National Association of Women Business Owners**



SNL's Veteran Owned Supplier Diversity Advocate is affiliated with:

- **U.S. Department of Veteran Affairs**
- **Elite Service Disabled Veteran Owned Business Network**
- **NM Department of Veteran Services**
- **NM Veterans Business Association**
- **NM Veterans Procurement Assistance Center**



SNL's SDB/8(a), Indian Tribe and Alaskan Native Corporation Supplier Diversity Advocate is affiliated with:

- National 8(a) Association**
- Minority Business Development Agency**



SNL's HUBZone Supplier Diversity Advocate is affiliated with:

- HUBZone Contractor's National Council



Top 5 Subcontracting Industries for FY18:

- **Computer Related Services**
- **Research and Development in the Physical, Engineering, and Life Sciences**
- **Commercial and Institutional Building Construction**
- **Engineering Services**
- **Electronic Computer Manufacturing**



Initiatives by SNL's Supplier Diversity Department:

- Mentor/ Protégé Program
- New Mexico Small Business 5% Pricing Preferences
- Internal Small Business Steering Committee

SNL's Current Small Business Goal for FY19:



54%

Small Business goal is set to increase by 2% every year until reaches 60%.



Potential suppliers are located through:

- Business Opportunities Website
- Complete profile in Dynamic Small Business Search (DSBS)
- Local and National Conferences



Questions?

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Supplier Diversity Team

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