



# Doing Business with Los Alamos National Laboratory

**DOE NM Small Business EXPO August 6-7**  
**LANL Subcontractor Forum August 8**

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LA-UR-19-26593

# Topics of Interest

- LANL is under NEW MANAGEMENT!
- Triad Philosophies
- Doing Business With LANL
- Procurement Initiatives
- Small Business Initiatives
- Forecasted Opportunities

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On Nov 1<sup>st</sup>, 2018  
TRIAD took over LANL's Management & Operating contract



**BATTELLE**



THE TEXAS A&M  
UNIVERSITY SYSTEM



UNIVERSITY  
OF  
CALIFORNIA



**FLUOR**



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# Management and Operating Contracts

- DOE's M&O contracts began during World War II as contracts of the Manhattan Engineer District that were placed with industrial corporations & academic institutions for research, development, and production of atomic weapons.
- After the war, Congress laid out the charter for the newly formed Atomic Energy Commission in the Atomic Energy Act of 1946, which stated:
  - Federal government would rely on contractors to perform the work;
  - Government responsible for oversight and direction of work; and
  - Contractors allowed discretion in carrying out assigned functions.

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# M&O Characteristics

- DOE/NNSA's M&O contracts differentiate them from other types of contracts used by the Federal government, including including:
  - Work takes place at large Government-owned or -controlled facilities.
  - Generally deal with research, development, or special production, which often can be the source of significant liabilities.
  - Work most often performed at relatively isolated locations around the U.S.
  - Work is often of a long-term, continuing nature.
  - Contractors employ large workforces that usually remain intact without regard to whether the incumbent contractor is replaced.
  - DOE oversees workforce safety and health issues at the facilities.
  - Contractors are provided an annual budget; some exceeding \$1 billion.
  - A close working relationship exists between the contractor and the Government.

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# NNSA/DOE OFFICES IN THE US

Los Alamos  
National  
Laboratory



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# About Los Alamos National Laboratory

Established in 1943, LANL is a premier research and development laboratory.

1943 – 2006 managed by the University of California

2006 – 2018 Managed by Los Alamos National Security, LLC (UC, Bechtel, BWXT, URS)

Currently managed by Triad National Security, LLC



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# Los Alamos National Laboratory

- ~ 36 square miles,
- 2,000 individual facilities with 8M sq. feet
  - 47 technical areas, 11 nuclear facilities
  - 40% are more than 40 years old
- 12,000+ Employees
- 200+ miles of roads (100 paved)
- Management and Operating Contractor to the DOE/NNSA
- Weapons, R&D Research

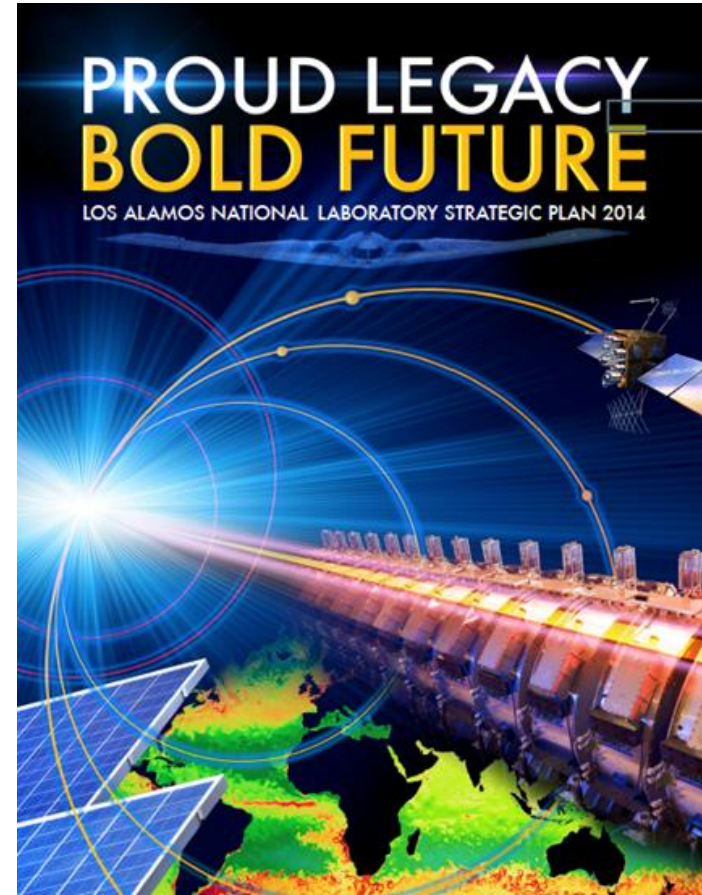


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# Our Vision

**Delivering science  
and technology to  
protect our nation  
and world stability**



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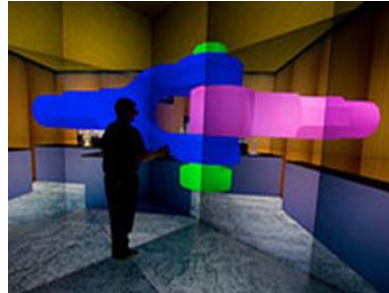
# Our Mission

**Solve national security challenges through scientific excellence**

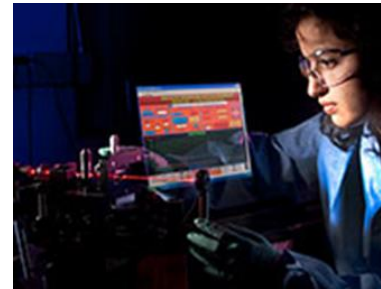
## Mission Areas



**Nuclear  
Deterrence and  
Stockpile  
Stewardship**



**Protecting  
Against the  
Nuclear Threat**



**Emerging  
Threats and  
Opportunities**



**Energy  
Security  
Solutions**

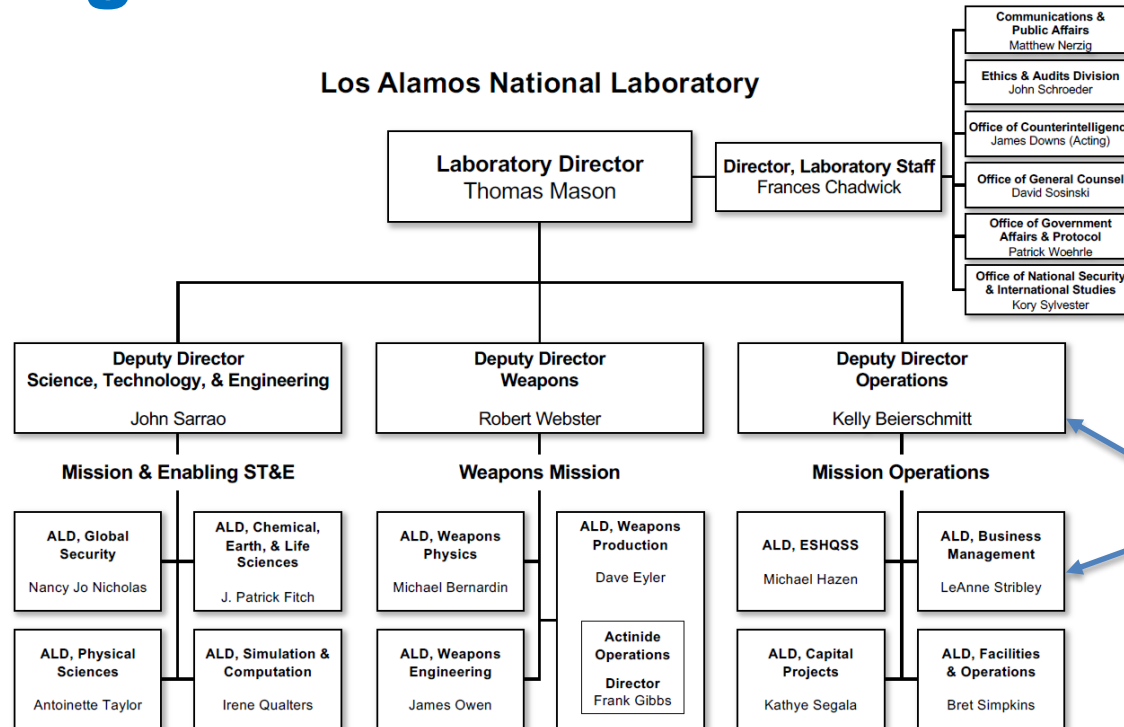
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# Our Mission

- LANL Mission Video
- <https://www.youtube.com/watch?v=fmP-ymRhI9U>

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# LANL Organizational Structure



**Procurement  
and  
Small  
Business  
Program**

03/19/19

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# Healthy budgets support our people, mission, & community

12,000

## Workers on site

In jobs ranging from accounting & architecture to engineering, computer modeling, and Pu science

2,133

## R&D scientists

The Laboratory's greatest strength is our multidisciplinary capabilities, made possible by a responsive, dedicated staff

434

## Postdoctoral researchers

Postdocs gain extraordinary access to unique experimental & computational platforms; 44% of those exiting the postdoc program become staff members

4,700

## Ongoing projects

Our workforce builds instruments for Mars expeditions, runs record-breaking simulations, predicts epidemics, and develops lifesaving vaccines

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# LANL Budget

- **Annual Budget – An average of \$2.5 billion/year**
- **LANL's Procurement Spend for FY18 was approx. \$786 million**
- **58.6% of purchases were from small businesses.**

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## Triad Initiatives - Criterion 3 – Enhance NNM and Pueblo pricing preferences.

- Enhance NNM and Pueblo pricing preferences.
- 10% increase adjustment factor on all businesses that are not NNM SBs.
- Doubles the previous Regional Pricing Preference
- Improves the competitiveness of existing regional SBs, as well as encourages establishment of new regional SB capabilities.
- Triad Pueblo business alliance will also receive an additional price evaluation discount of 5%

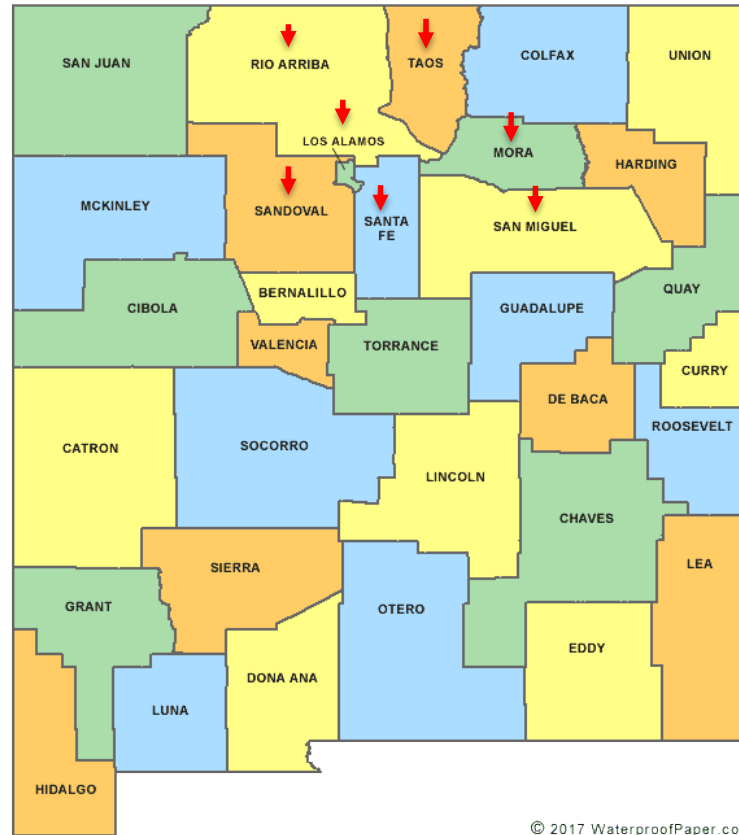
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# Triad Initiatives

- **Regional Purchasing Preference**

## 7 NNM Counties

- Los Alamos
- Mora
- Rio Arriba
- Sandoval
- San Miguel
- Santa Fe
- Taos



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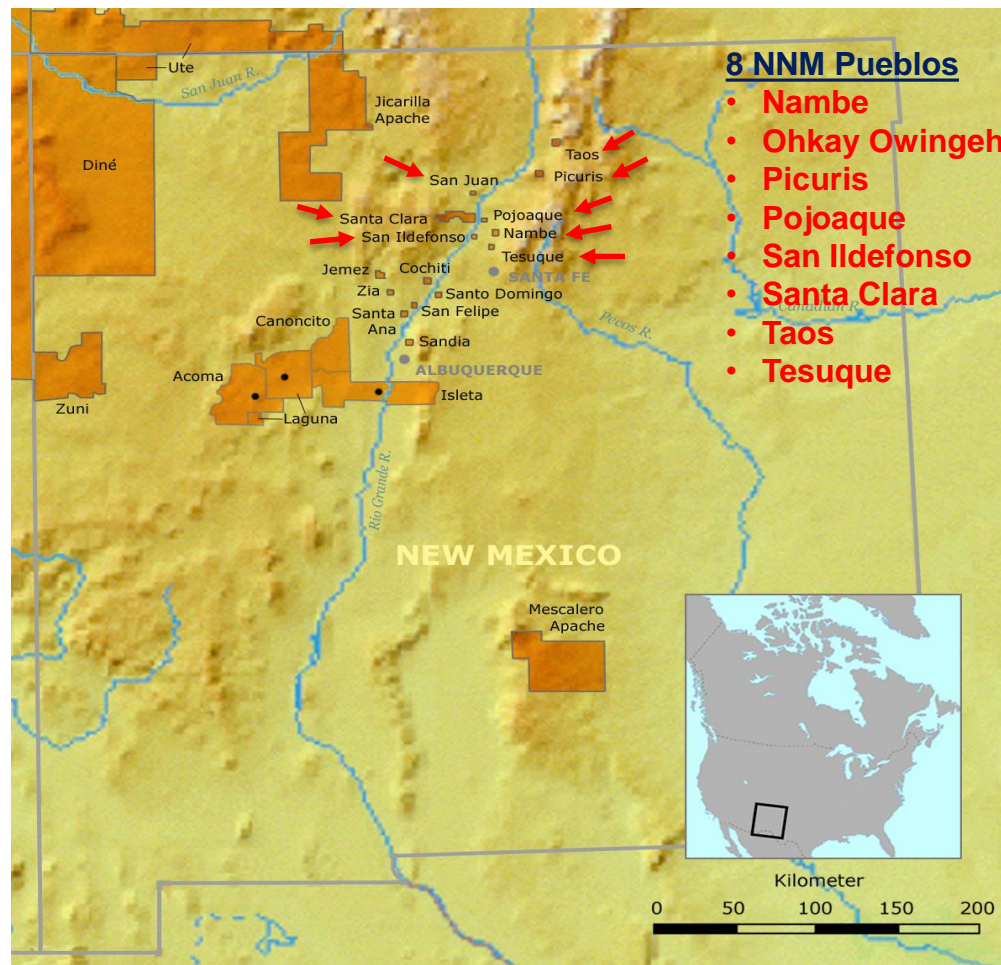


# Triad Initiatives

- **Regional Purchasing Preference**

## 8 NNM Pueblos

- Nambe
- Ohkay Owingeh (Formerly San Juan)
- Picuris
- Pojoaque
- San Ildefonso
- Santa Clara
- Taos
- Tesuque



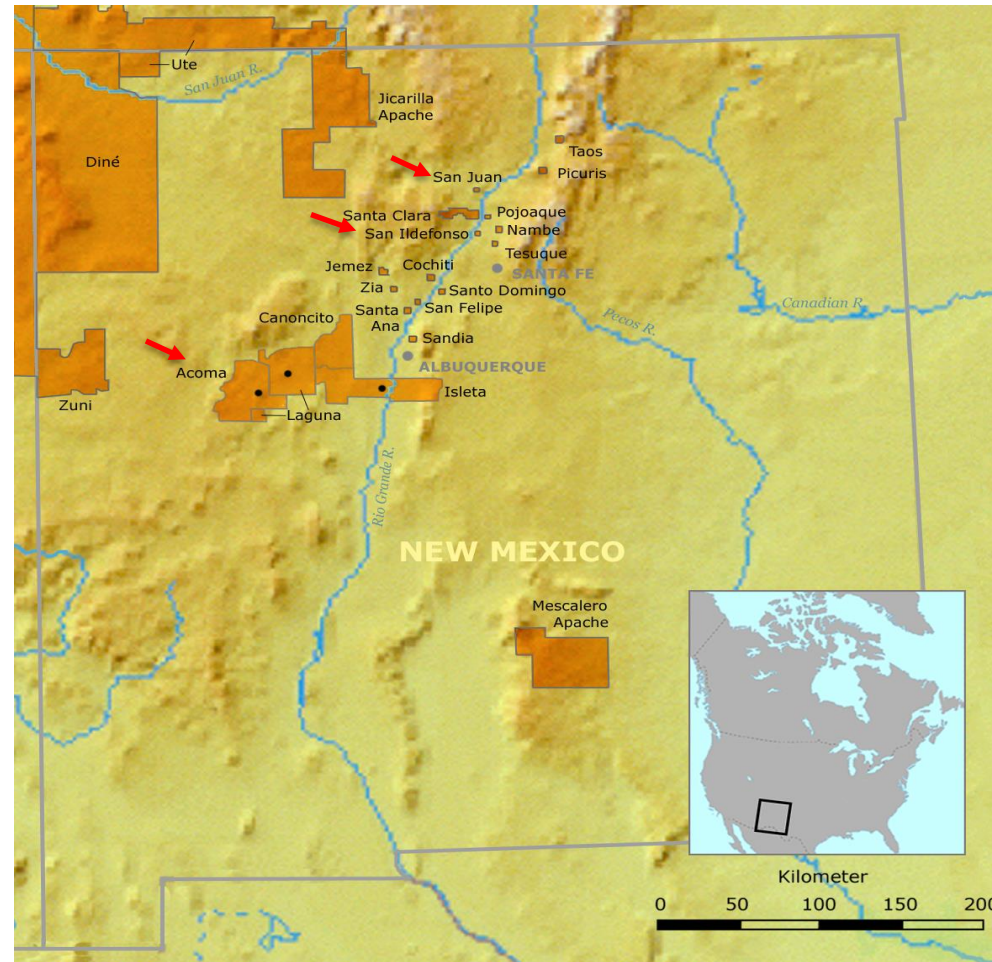
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# Triad Initiatives

- Tribal Alliance Pueblos**

## 3 NM Pueblos

- Acoma
- Ohkay Owingeh (Formerly San Juan)
- San Ildefonso



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## Triad Initiatives - Criterion 3 – Set and monitor SB targets for each directorate.

- Set and monitor SB targets for each directorate. We will include SB performance goals in the evaluation metrics of each ALD.
- This approach ensures accountability; promotes meaningful, diverse work; and incentivizes the desired SB engagement at the senior leadership level.
- Results: The SBP will engage with the ALD's to assist in reviewing and identifying resources to assist in the success of this effort. This will include ALD approval required for any proposed solicitation greater than 250K that is not identified as a SBSA or a non-competitive award to a SB.
  - This strategy will ensure that all of LANL management is aware, focused, and accountable for the utilization of Small Businesses to fulfill mission requirements. It is anticipated that procurements will be better scrutinized at the project level for SB opportunities.

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# SB Goals for Top Level Managers

- Associate Laboratory Directors (ALD's) will have Small Business Goals for their respective organization.
- Meet monthly with the SBP Manager to track and identify opportunities for SB's

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# Small Business Initiatives

- Continue to Review Procurements >\$250K
- Deployed Procurement will enhance visibility to forecast opportunities
- Posting opportunities to external Web Site
- Send out notifications to SB's that may be interested in Specific Business Opportunities

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# FY '19 Goals and Achievements

2019 Small Business Subcontracting Goals and Achievements November 2018 through June 2019		
Category	FY2019 Goals	FY 2019 Goal Achievements
Small Business (SB)	59.7% <b>(+7.7)</b>	<b>70.4%</b>
Small Disadvantaged Business (SDB)	25.5% <b>(+5.5)</b>	<b>21.6%</b>
Women-Owned Small Business (WOSB)	17.5% <b>(+3.5)</b>	<b>21.1%</b>
HUBZone Small Business (HUBZone)	4.95% <b>(+1.95)</b>	<b>5.2%</b>
Veteran-Owned Small Business (VOSB)	7.5% <b>(+2.5)</b>	<b>10.0%</b>
Service-Disabled Veteran-Owned Small Business (SDVOSB)	3.7% <b>(+0.7)</b>	<b>4.0%</b>

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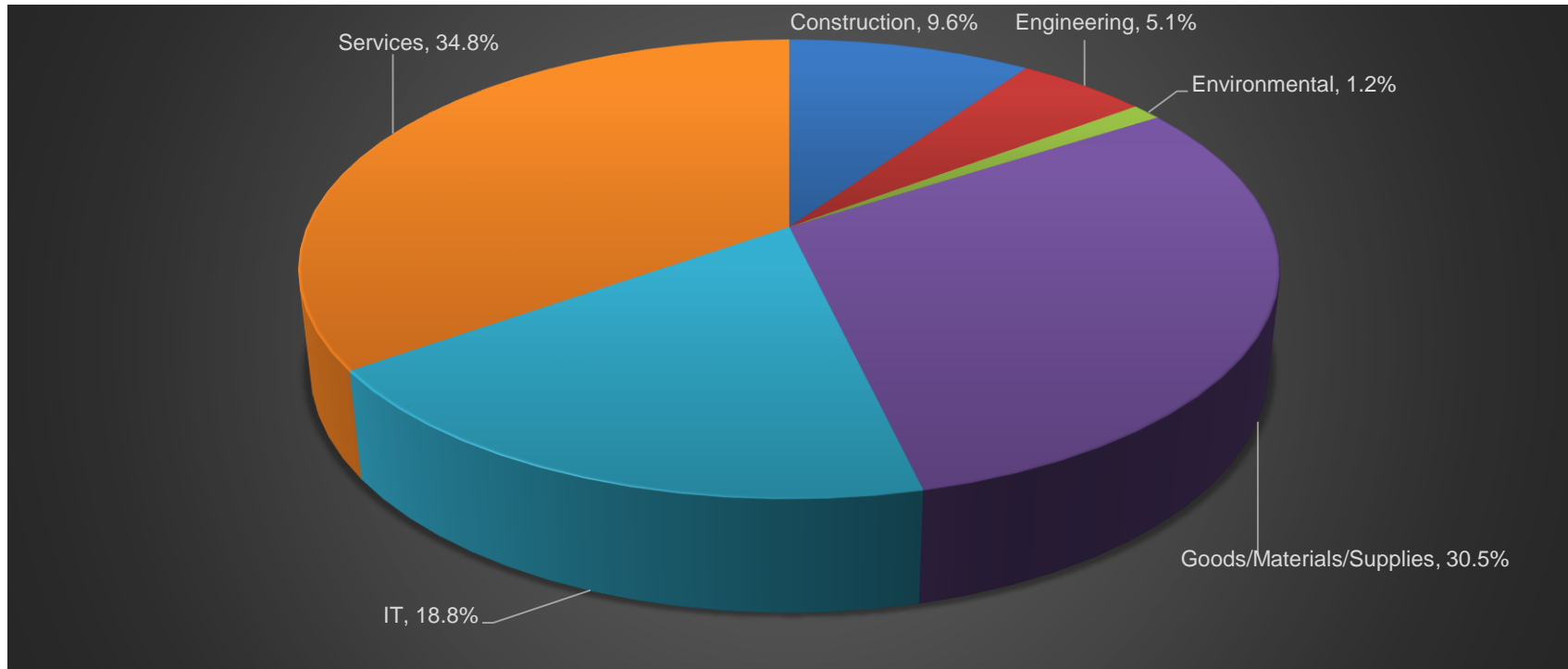
# FY '18 Goals and Achievements

2018 Small Business Subcontracting Goals and Achievements through September 2018

Category	FY2018 Goals	FY 2018 Goal Achievements
Small Business (SB)	52%	58.6%
Small Disadvantaged Business (SDB)	20%	21.3%
Women-Owned Small Business (WOSB)	14%	12.5%
HUBZone Small Business (HUBZone)	3%	7.4%
Veteran-Owned Small Business (VOSB)	5%	7.3%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	3%	3.4%

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# What We Bought in FY18



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# How we obtain products or services

- **Self Perform**
- **Existing Long Term Options –**
  - BOA, MTOA, CPA, etc.
- **Supply Chain Management Center (SCMC)**
  - Strategic Sourcing,
- **Credit Card**
  - DPR's, Procurement Specialists
- **Telephone Orders**
- **Formal RFP/Purchase Order**

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# Do Business with LANL

(www.lanl.gov)

The screenshot shows the Los Alamos National Laboratory website. The browser address bar displays <https://www.lanl.gov/?source=globalheader>. The page features a 'Top News' section with articles on Energy, Space, Science, Tech, Earth, Health, and Energy. A red arrow points to the 'Do Business' link in the 'Quick Links' section, which is represented by a blue circle with a white icon of a person and a bar chart. Other links in the 'Quick Links' section include Apply, Careers, Contacts, Maps, Visitors, and News. A 'See Jobs' button is visible on the right side of the page. The Windows taskbar at the bottom shows the time as 3:12 PM on 3/25/2019.

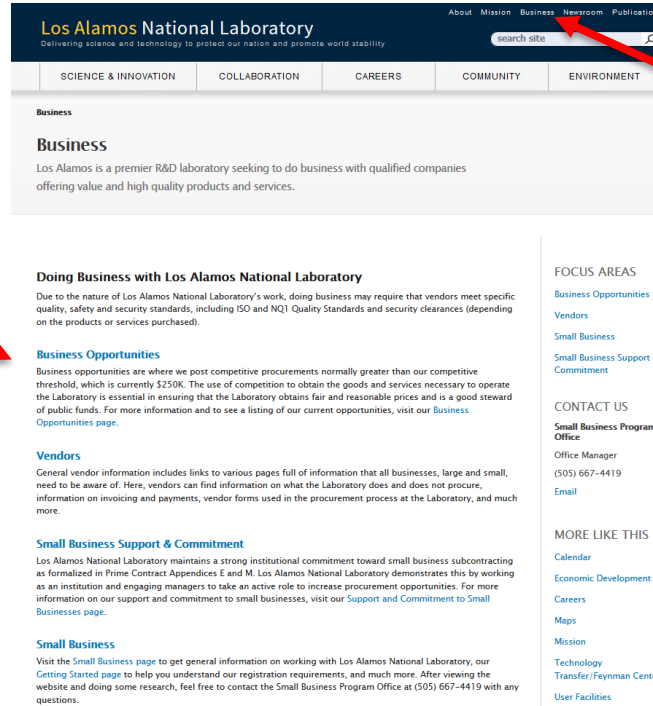
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# Business Opportunities

([www.business.lanl.gov](http://www.business.lanl.gov))

Business Opportunities

Business Opportunities



**Los Alamos National Laboratory**  
Delivering science and technology to protect our nation and promote world stability

About Mission **Business** Newsroom Publications

search site

SCIENCE & INNOVATION COLLABORATION CAREERS COMMUNITY ENVIRONMENT

**Business**

**Business**  
Los Alamos is a premier R&D laboratory seeking to do business with qualified companies offering value and high quality products and services.

**Doing Business with Los Alamos National Laboratory**  
Due to the nature of Los Alamos National Laboratory's work, doing business may require that vendors meet specific quality, safety and security standards, including ISO and NQ1 Quality Standards and security clearances (depending on the products or services purchased).

**Business Opportunities**  
Business opportunities are where we post competitive procurements normally greater than our competitive threshold, which is currently \$250K. The use of competition to obtain the goods and services necessary to operate the Laboratory is essential in ensuring that the Laboratory obtains fair and reasonable prices and is a good steward of public funds. For more information and to see a listing of our current opportunities, visit our [Business Opportunities page](#).

**Vendors**  
General vendor information includes links to various pages full of information that all businesses, large and small, need to be aware of. Here, vendors can find information on what the Laboratory does and does not procure, information on invoicing and payments, vendor forms used in the procurement process at the Laboratory, and much more.

**Small Business Support & Commitment**  
Los Alamos National Laboratory maintains a strong institutional commitment toward small business subcontracting as formalized in Prime Contract Appendices E and M. Los Alamos National Laboratory demonstrates this by working as an institution and engaging managers to take an active role to increase procurement opportunities. For more information on our support and commitment to small businesses, visit our [Support and Commitment to Small Businesses page](#).

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Visit the [Small Business page](#) to get general information on working with Los Alamos National Laboratory, our [Getting Started page](#) to help you understand our registration requirements, and much more. After viewing the website and doing some research, feel free to contact the Small Business Program Office at (505) 667-4419 with any questions.

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[User Facilities](#)

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# Business Opportunities

## Short-Term Business Opportunities

ID #	Title of Opportunity	Est. Dollar Value	Competition Type
204	ECCE Project: Start-up Commissioning	TED	O
205	LINAC Fire Suppression	TED	TED

## Long-Term Business Opportunities

Long Term opportunities listed below are provided as an informational resource only. Due to the nature of these business opportunities, they are subject to change or cancellation due to scope, mission, or funding requirements. For updated information on these opportunities please look for updates that will be posted on this website as they become available.

ID #	Title of Opportunity	Est. Dollar Value	Competition Type
002	Staff Accommodation Office	TED	TED
005	Crowd	TED	TED
019	Radioactive Laundry and Respirator Services	TED	O
078	General Construction Services	TED	TED
180	NQA-1 Plumbing Supplier	TED	TED
160	Media Records Room Renovation	TED	TED
161	Chiller Replacement	TED	TED
162	HVAC Upgrade	TED	TED
168	Fire Alarm DB MTOA	TED	TED
164	Smart Labs Renovation MTOA	TED	TED
166	HVAC Upgrade	TED	TED
168	Mechanical Contractor MTOA	TED	TED
169	Hydraulic Elevator Renovation	TED	TED
170	Electrical Contractor MTOA	TED	TED
171	Paving Projects	TED	TED
172	Deactivation & Decommissioning (D&D) MTOA Revised	TED	TED
178	ECSD-ASD Project	TED	TED

## Links to forecasted opportunities: DOE, other agencies and facilities

- DOE acquisition forecast<sup>17</sup>
- Sandia National Laboratories' business opportunities<sup>17</sup>
- Outfall 200 Mercury Treatment RFP

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# Business Opportunities



## Los Alamos National Laboratory Business Opportunity ID#

Posting Date:

Posting Close Date:

North American Industry Classification System (NAICS) code for the request:

Estimated Subcontract/PO Value:

Estimated Period of Performance:

Estimated RFP/RFQ Release Date:

Estimated Award Date:

Competition Type:

Buyer Contact Email:

Title:

Description of Product or Service Required

- Current forecasted bid opportunities are subject to change or cancellation due to scope, mission, or funding requirements.
- Some procurements are reserved for small businesses. Note the competition type on the forecast matrix to determine if a procurement has been set aside or is open to fair and reasonable competition.
- Los Alamos National Laboratory reserves the right to change the competition type from Competitive to Set-Aside prior to the release of the Request for Quotation (RFQ).
- If this is a Request for Expression of Interest and capability information is requested with your response, be advised that Laboratory will not issue your organization a Request for Quotation unless you submit clear and convincing information that your organization has the necessary relevant experience and can fulfill the requirements of the statement of work. If you do not adequately address the required information, and the Laboratory Buyer does not have information indicating otherwise, the presumption will be that your organization is not a viable competitor. In any case, the Laboratory Buyer is the final arbiter on who receives an RFQ.

SBP 003 2/25/2015

1

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# Construction Projects/Opportunities

Project	Estimated Value
Plutonium Risk Reduction MTOA	\$15,000,000
Paving MTOA	\$15,000,000
ARTIC Office Conversion	\$5,000,000
RLWTF 100k gal Tank Removal	\$3,000,000
Fire Protection	\$2,000,000
RLWTF Clarifier No. 1 stabilization	\$2,000,000
NSSB Media Records Room Phase 3	\$2,000,000
Mud Rooms Renovation	\$1,000,000
Fire Suppression Upgrades	\$1,000,000
K-Site Fire Protection	\$1,000,000
Trailer complex civil	\$1,000,000
Facility Expansion	\$1,000,000
Rm 114 Refurbishment	\$1,000,000
Bravo Cooling Water Loop	\$500,000
Electrical Mechanical Upgrade	\$500,000
Electrical Mechanical Upgrade	\$500,000
HVAC and Lighting Upgrades	\$300,000
WETF Generator Controls Upgrade	\$200,000

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# 2019-2021 BOA Opportunities

Rapid Release Fabrication Blankets			Carole McNeil
Compressed Gasses			Christine Salazar
Office machines			Elisa Maestas
Software			Emily Lopez
Industrial Tools			Janneke Rasmussen
Architect & Engineering			Kathy Smith
Office Furniture			Larisa Gillis

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# BOA Opportunities 2019-2021

Office Machines			Letitia Espinosa
Software			Maureen Armijo
Electronic Parts			Luke Salazar
Janitorial Supplies			Lorraine Dominguez
Office Machines			Monique Romero
Software			Rachel Roybal
Office Supplies			Veronica Cisneros

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# Other Business Opportunities

## LANL Machine Shop Maintenance

Contact Lawrence Garcia – LANL Procurement Specialist

Scope of Work Summary – Provide preventative and corrective maintenance for mechanical, electrical, and controls components of various Machine Shop Equipment located throughout Los Alamos National Laboratory. (Equipment list available upon request)

## Jefferson Lab Looking for Fabrication Vendors!

Interested vendors should contact Mitch Laney, Major Supply Group Manager at [laney@jlab.org](mailto:laney@jlab.org) with your company's capabilities and contact information.

For questions, call 757-269-5338.

For more information, see the Jefferson Lab Procurement web page at :

[https://misportal.jlab.org/ul/bus\\_ops/](https://misportal.jlab.org/ul/bus_ops/)

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# Other Business Opportunities

## N3B

Contact Joseph Sena - N3B

Scope of Work Summary – Seeking quality electrical subcontractors to bid on N3B projects.

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# Other Business Opportunities- cont'd.

US Army Corp Of Engineers

Supply Chain Management Center (SCMC)

DOE-EM (N3B)

Los Alamos County (approx. \$200M budget)

## DOE Opportunities

Large network of 36 [Facility Management Contracts](#) (FMCs) and other major prime contractors that provide goods and services to DOE.

<https://www.energy.gov/osdbu/doe-facility-management-contracts>

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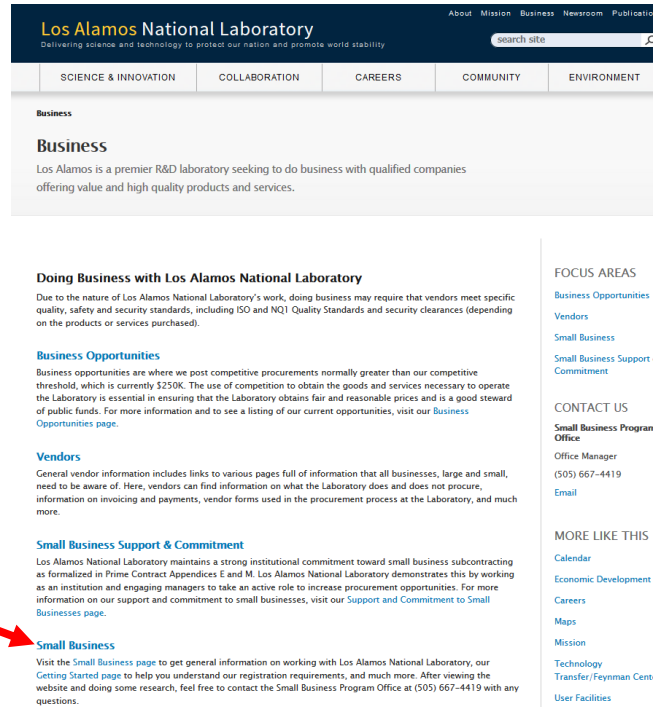


# How might you become a potential bidder

- Successful prior project(s)
- Register in the LANL Supplier Database
- DSBS, SAM, Thomas Register, Google
- Respond to LANL Business Opportunity Posting
  - <http://www.lanl.gov/business/index.php>
- Search FedBizOps for Larger and USACOE projects
  - <https://www.fbo.gov/index>

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# Supplier Registration Form



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About Mission Business Newsroom Publications

search site

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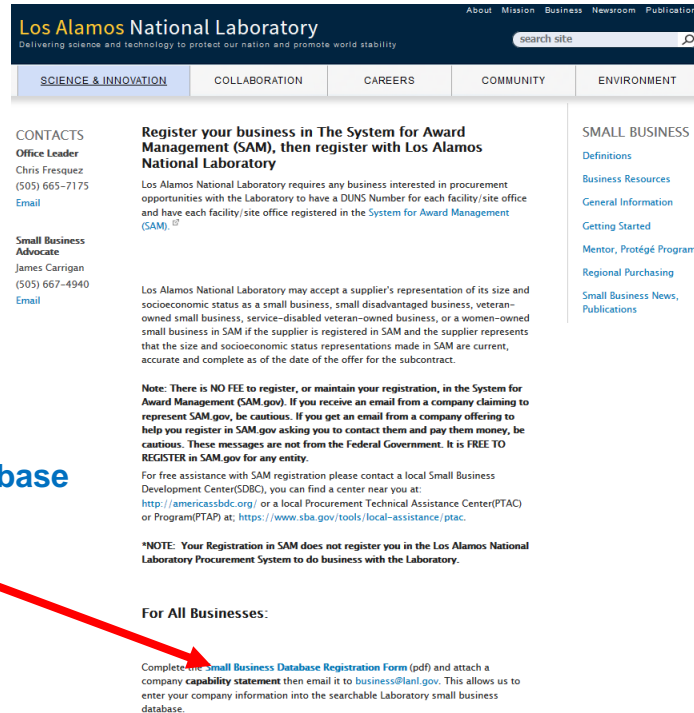
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Small Business

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# Supplier Registration Form



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Delivering science and technology to protect our nation and promote world stability

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**CONTACTS**  
Office Leader  
Chris Fresquez  
(505) 665-7175  
Email

**Small Business Advocate**  
James Carrigan  
(505) 667-4940  
Email

**Register your business in The System for Award Management (SAM), then register with Los Alamos National Laboratory**

Los Alamos National Laboratory requires any business interested in procurement opportunities with the Laboratory to have a DUNS Number for each facility/site office and have each facility/site office registered in the [System for Award Management \(SAM\)](#).

Los Alamos National Laboratory may accept a supplier's representation of its size and socioeconomic status as a small business, small disadvantaged business, veteran-owned small business, service-disabled veteran-owned business, or a women-owned small business in SAM if the supplier is registered in SAM and the supplier represents that the size and socioeconomic status representations made in SAM are current, accurate and complete as of the date of the offer for the subcontract.

**Note: There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an email from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity.**

For free assistance with SAM registration please contact a local Small Business Development Center(SDBC), you can find a center near you at: <http://americassdbc.org/> or a local Procurement Technical Assistance Center(PTAC) or Program(PTAP) at: <https://www.sba.gov/tools/local-assistance/ptac>.

**\*NOTE: Your Registration in SAM does not register you in the Los Alamos National Laboratory Procurement System to do business with the Laboratory.**

**For All Businesses:**


Complete the [Small Business Database Registration Form](#) (pdf) and attach a company **capability statement** then email it to [business@lanl.gov](mailto:business@lanl.gov). This allows us to enter your company information into the searchable Laboratory small business database.

**SMALL BUSINESS**  
Definitions  
Business Resources  
General Information  
Getting Started  
Mentor, Protégé Program  
Regional Purchasing  
Small Business News, Publications

## Small Business Database Registration Form

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# Supplier Registration Form


**Supplier Information Form**
Date:

☐ New
 ☐ Revision

Interested suppliers may complete and submit a Supplier Information Form to be included in the Supplier Information File. Suppliers are advised that there is no guarantee any solicitations or awards will be sent to Supplier by submitting a Supplier Information Form. However, in the event a solicitation is sent to the Supplier from an LANSI Procurement Official, then a more formal quotation/inquiry may be required.

**Legal Business Name:** 
**D/B/A (if applicable)**

**Business Phone:** 
**Company Website:**

**Address 1:**

**Address 2:**

**City:** 
**State:** 
**Zip Code:** 
**Country:**

**Registered with System for Award Management (SAM.gov)?** ☐ Yes ☐ No
 **If yes, valid thru:**

**Type of Organization:** (Check all that are applicable)

<input type="checkbox"/> Sole proprietorship	<input type="checkbox"/> Non-profit organization	<input type="checkbox"/> Joint Venture
<input type="checkbox"/> Partnership	<input type="checkbox"/> Government Entity	<input type="checkbox"/> Individual
<input type="checkbox"/> Corporation		<input type="checkbox"/> Other (describe below)
<input type="checkbox"/> Limited Liability Company	<input type="checkbox"/> Federal	
<input type="checkbox"/> Educational Institution	<input type="checkbox"/> State	
<input type="checkbox"/> International Organization	<input type="checkbox"/> Local	

**Socioeconomic Status:** (Please select one) ☐ Large Business ☐ Small Business

Select all that apply: **Please note that 8(A) and HUBZone certifications come from the Small Business Administration (SBA).**

<input type="checkbox"/> Small Disadvantaged	<input type="checkbox"/> Alaska Native or Tribal Corporation	<input type="checkbox"/> Individual
<input type="checkbox"/> Women-Owned Small	<input type="checkbox"/> 8(a) Small Business	<input type="checkbox"/> Other (specify below)
<input type="checkbox"/> Veteran-Owned Small	<input type="checkbox"/> HUBZone Small	
<input type="checkbox"/> Service Disabled Veteran-Owned Small	<input type="checkbox"/> Joint Venture	
<input type="checkbox"/> Indian-Owned Small		

**Do you have an online catalog?** ☐ Yes ☐ No

**GSA Contract?** ☐ Yes ☐ No

**Description of Services and/or Supplies offered:**

**North American Industry Classification System (NAICS) Codes:**

**Company POC (Name)**

**Title:**

**Email:**

**Phone #:**

**Cell #:**

**Fax #:**

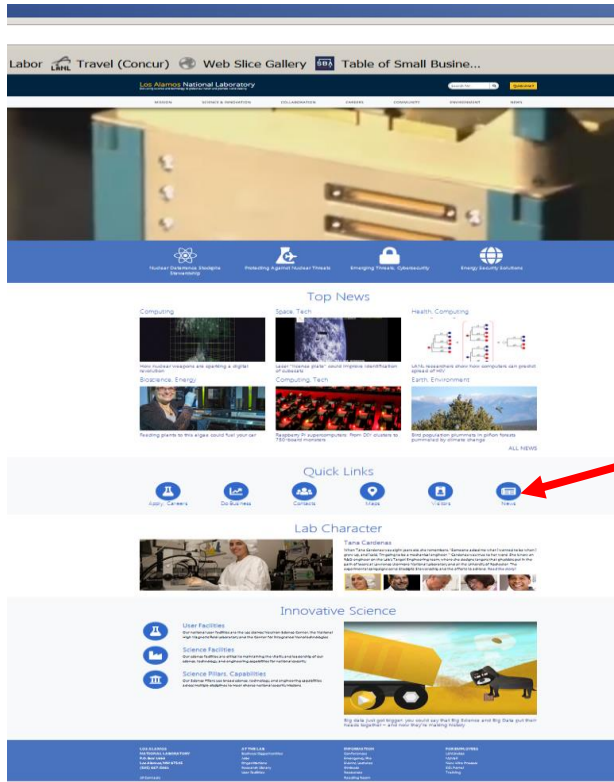
**SEND COMPLETED FORM TO:**  
 Los Alamos National Laboratory  
 Attn: Small Business Program Office  
 PO Box 1663 / MS P222  
 Los Alamos, NM 87545  
 Email: [business@lanl.gov](mailto:business@lanl.gov)  
 Phone: (505) 867-4419

(SBRPO 1/31/14)

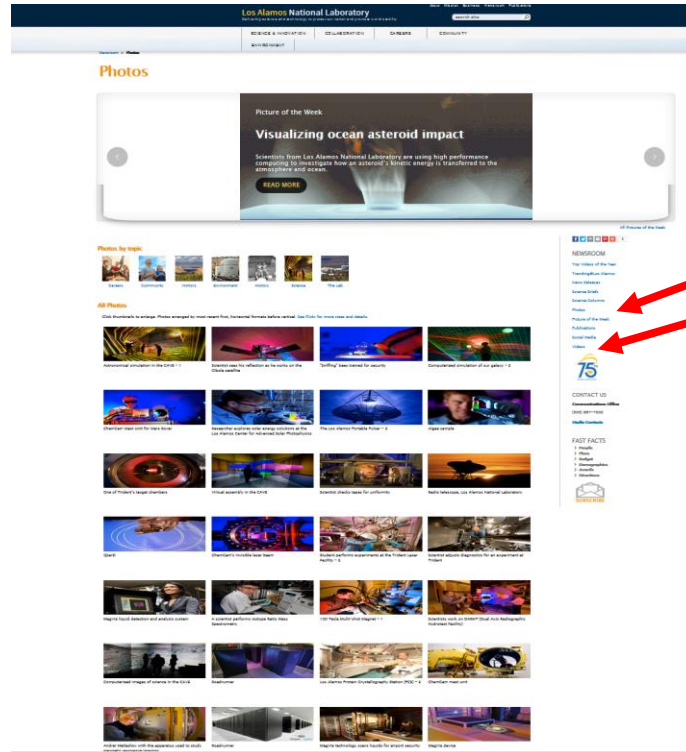
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# Do your research

([www.lanl.gov](http://www.lanl.gov))



News



Photos  
Videos


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# Top Videos of 2018


Top Videos of 2018

Watch the most talked about videos covering Los Alamos science in 2018, with topics ranging from designing an HIV vaccine to developing a powerplant for a Mars colony.




**Powering a Habitat on Mars with Kilopower**

When we imagine sending humans to live on Mars, the moon, or other planetary bodies in the not-so-distant future, one of the main questions is: How will we provide the colonists with power?




**Big Data Just Got Bigger**

The Trinity supercomputer broke a world record in how quickly it generated a trillion files. You could say that when Big Science and Big Data put their heads together at Los Alamos National Laboratory, they make history.




**HIV vaccine enters human efficacy trials**

The HIV mosaic vaccine was originally designed at Los Alamos National Laboratory using a machine learning algorithm designed by Bette Korber and her team. It's the first computationally designed HIV vaccine.



**The Sterile Neutrino Discovery**







New research results have potentially identified a fourth type of neutrino. The "sterile neutrino" particle provides challenges for the Standard Model of particle physics. If found to be a valid result in future experiments.



**New LANL space instrument goes for a spin**

Scientists and engineers at Los Alamos National Laboratory are using a unique centrifuge facility to evaluate a flight-ready telemetry system for evaluating a nuclear weapons test missile launch.

SHARE

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# Doing Business

- Get a **DUNS** Number (Preferably for each office location)
- Identify your address with a **Zip + 4 zip code**
- Register in **SAM**
  - Use your local PTAC/PTAP resources...Registration is **FREE!**
- Know your **NAICS** codes
  - In addition to primary, list all others that may apply
  - Feds and Primes cannot use 42, 44, 45 Sectors
- **Register** in the LANL Supplier database
- Do your market **research**
- **Verify** existing info. is accurate (SAM, DSBS, etc.)

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# Doing Business - Continued

- **Know your Business Categories**
  - SB, WOSB, VOSB, SDVOSB, HUBZone
- **Apply for Certifications (HUBZone, 8(a), etc.)**
- **Create Marketing Material (Capabilities, Quality Certifications, Safety Record, Past performance, Web Site, etc.)**
- **Maintain Information, keep it up to date**
- **Find Contracts –**
  - M&O web sites, FedBizOps, Outreach events, SCMC, etc.

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# Expectations

- Expect to Compete
- Accuracy
- On time Delivery
- Read the Procurement Documents
  - Scope of Work, Item Description
  - Safety
  - Security
  - Quality
- Respond to ALL of the RFP requirements

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# What You Can Expect From Us

- Meet/discuss your company information and capability statement.
- Enter your company information into the LANL Small Business Database, making your company information accessible to LANL buyers and requesters.
- If your company information is in the small business database you will be notified when we conduct business networking and small business forums.
- We will relay your company information to LANL procurement managers, buyers and technical requesters that may use your particular commodity/service.
- When contacted, we will share you info with other sites

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# SB Assistance and Resource Partners

- **Procurement Technical Assistance Centers - PTAC**
- **Small Business Development Centers - SBDC**
- **Small Business Administration - SBA**
- **General Services Administration - GSA**
- **Supply Chain Management Center - SCMC**
- **Regional Development Corporation – RDC**

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# Other Partners

- **Chambers of Commerce**
- **Other NNSA M&O Contractors**
- **US Army Corps Of Engineers**
- **Regional Development Corporation - RDC**
- **NNSA - Office Of Small Disadvantaged Business Utilization - OSDBU**

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# Today and Tomorrow

- A great way to introduce your company, your products/services and get exposure!
- Sit with someone you don't know
- Be prepared to market your company
- Find opportunities amongst the crowd
- Participate in Networking

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# Job Opportunities

- Procurement Specialist Opportunities abound
- Procurement Specialist levels 1 & 2
- Subcontract Specialist levels 2, & 3
- Procurement Group Leaders
- Visit us at [www.lanl.gov](http://www.lanl.gov)

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# Job Opportunities ([www.lanl.gov](http://www.lanl.gov))

Apply/Careers

The screenshot shows the Los Alamos National Laboratory website. The browser address bar displays <https://www.lanl.gov/?source=globalheader>. The page features a 'Top News' section with six articles: 'Energy, Space' (NASA's new nuclear reactor), 'Science, Tech' (World's finest gold specimen), 'Earth' (Magnetic north just changed), 'Health' (Ex-LANL biologist's allergy solution), 'Mission' (Scorpius stockpile stewardship), and 'Energy' (Realistic new model for fracking). A green 'See Jobs' button is visible on the right. Below the news section is a 'Quick Links' area with icons for 'Apply, Careers', 'Do Business', 'Contacts', 'Maps', 'Visitors', and 'News'. A red arrow points from the 'Apply/Careers' text to the 'Apply, Careers' icon. The 'Employee Profiles' section is partially visible at the bottom. The Windows taskbar at the bottom shows the time as 3:12 PM on 3/25/2019.

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## LANL Subcontractor Forum August 8, 2019

- The Inaugural Triad Subcontractor Forum being held on August 8<sup>th</sup> will allow any interested subcontractor to learn more about the growth in forecasted work and to engage with senior leadership on the relationship that Los Alamos National Laboratory is committed to build.

**August 8th, 2019**

**7:00 am- 5:00 pm Buffalo Thunder Resort,**

- **Why you should attend:**

- Meet representatives from Los Alamos National Laboratory M&O contractor team (TRIAD) and network with LANL Project and Maintenance management personnel.
- Gain insight on the magnitude and types of work coming to Los Alamos National Lab over the next five years.

TRIAD wants to meet you. We are looking for long term, high quality subcontractors to help us keep pace with the National Mission and need the help of the subcontractor community to achieve our goals.

**\*This is a no cost event\***

[www.lanl.gov/subcontractor\\_forum](http://www.lanl.gov/subcontractor_forum)

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# Contact us after today's event:

## Los Alamos National Laboratory Small Business Program Office



**Call Us:** (505) 667-4419



**Write Us:** *business@lanl.gov*

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



**Visit Us:** 125 Central Park Square, Los Alamos NM

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# THANK YOU!

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