



Doing Business with Los Alamos National Laboratory

**18th Annual DOE Small Business
Forum and Expo**

April 16-18, 2019
Pittsburgh, PA

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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)
- November 2018 Managed by Triad National Security, LLC (UC, Battelle, Texas A&M)



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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
- 268 miles of roads (100 paved)
- Hybrid - Not a commercial facility – Not a government facility
- Weapons, R&D Research

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NNSA/DOE OFFICES IN THE US

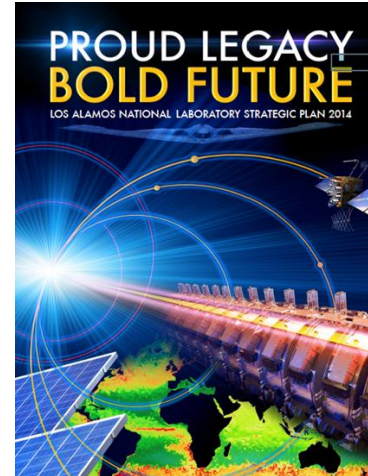
Los Alamos
National
Laboratory



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Our Vision

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



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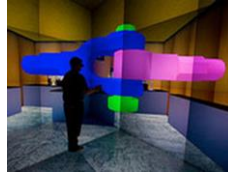
Our Mission

**Solve national security challenges
through scientific excellence**

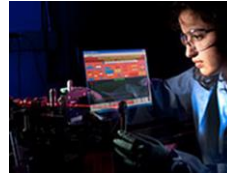
Mission Areas



**Nuclear Deterrence
and Stockpile
Stewardship**



**Protecting Against
the Nuclear Threat**



**Emerging
Threats and
Opportunities**



**Energy Security
Solutions**

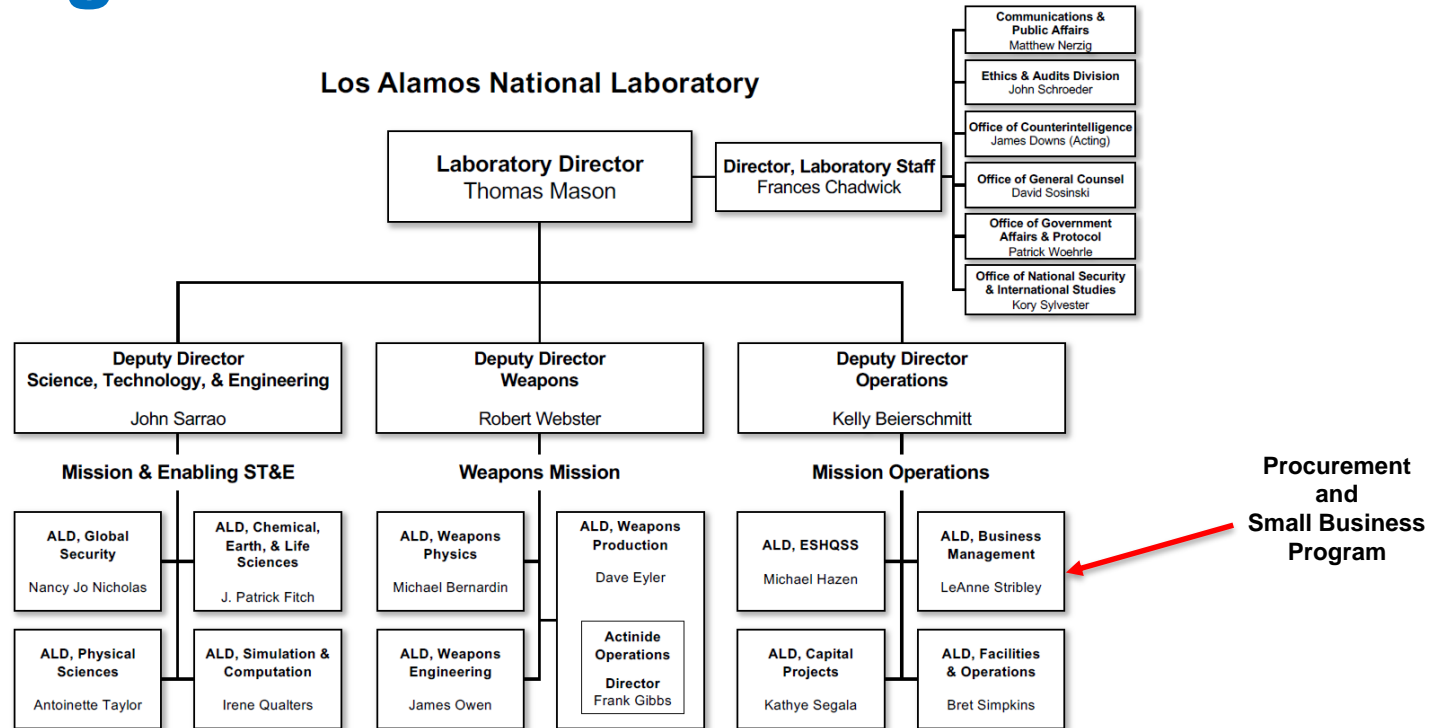
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Our Mission

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

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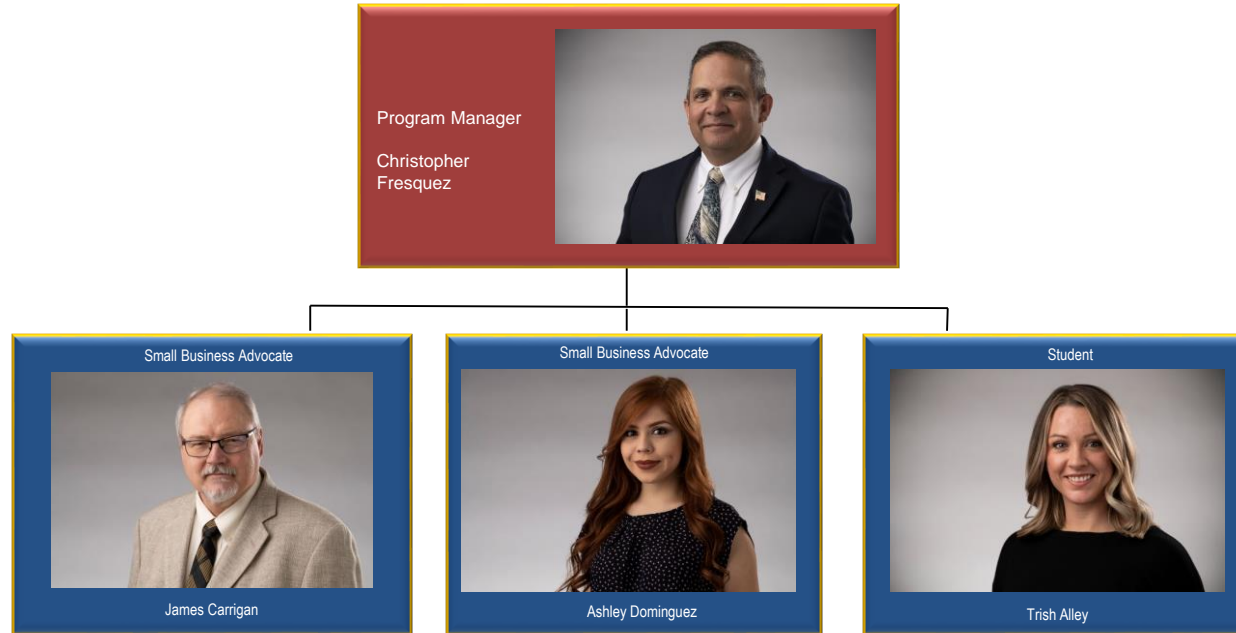
LANL Organizational Structure



03/19/19

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Acquisition Services Division (ASD) Small Business Program (ASM-SBP)



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LANL Budget

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

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FY '18 Goals and Achievements

2018 Small Business 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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Top Ten NAICS Codes - By Dollars Spent

- 561612 Security Guards and Patrol Services
- 334516 Analytical Laboratory Instrument Manufacturing
- 561210 Facilities Support Services
- 541712 Research and Development in the Physical, Engineering, and Life Sciences
- 334112 Computer Storage Device Manufacturing
- 511210 Software Publishers
- 334111 Electronic Computer Manufacturing
- 921190 Other General Government Support
- 236220 Commercial and Institutional Building Construction
- 561720 Janitorial Services

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Top Ten NAICS Codes - By Transaction Volume

- 339999 All Other Miscellaneous Manufacturing
- 339940 Office Supplies (except Paper) Manufacturing
- 334516 Analytical Laboratory Instrument Manufacturing
- 334118 Computer Terminal and Other Computer Peripheral Equipment Manufacturing
- 334111 Electronic Computer Manufacturing
- 332722 Bolt, Nut, Screw, Rivet, and Washer Manufacturing
- 334220 Radio and Television Broadcasting and Wireless Communications Equipment M
- 334419 Other Electronic Component Manufacturing
- 337127 Institutional Furniture Manufacturing
- 334112 Computer Storage Device Manufacturing

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FY '19 Goals and Achievements

2019 Small Business Goals and Achievements through March 2019		
Category	FY2019 Goals	FY 2019 Goal Achievements
Small Business (SB)	59.7% (+7.7)	61.1%
Small Disadvantaged Business (SDB)	25.5% (+5.5)	12.4%
Women-Owned Small Business (WOSB)	17.5% (+3.5)	11.4%
HUBZone Small Business (HUBZone)	4.95% (+1.95)	4.5%
Veteran-Owned Small Business (VOSB)	7.5% (+2.5)	8.1%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	3.7% (+0.7)	2.9%

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How we obtain products or services

- Self perform
- Existing Subcontracts –
 - 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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Unique Small Business Initiatives

- Regional Pricing Preference Program
 - Northern NM (7counties and 8 pueblos)
- Subcontractor Regional Community Development Plan
- Triad Tribal Pueblo Business Alliance
 - Three Pueblos in NM
- Mentor Protégé Program

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LANL Challenges

- Procurements that impact annual SB goals
 - Supercomputer Subcontract – Historically LB
 - Security Force Subcontract– Historically LB
 - NQA-1 Construction – Typically LB
 - PCard – Counted as LB
 - Unique Software – Typically LB
 - Software publishers - NAICS 511210/\$38.5M Size Std.

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Do Business with LANL (www.lanl.gov)

Los Alamos National Lab: Natio X

https://www.lanl.gov/?source=globalheader

Top News

Energy, Space

NASA's new nuclear reactor could change space exploration

Science, Tech

World's finest gold specimen probed with LANL neutrons

Earth

Magnetic north just changed. Here's what that means.

Health

Ex-LANL biologist says he has an allergy solution

Mission

Scorpius is being poised to make a sting in stockpile stewardship

Energy

'Realistic' new model points the way to more efficient and profitable fracking

ALL NEWS

See Jobs

Quick Links

Apply, Careers

Do Business

Contacts

Maps

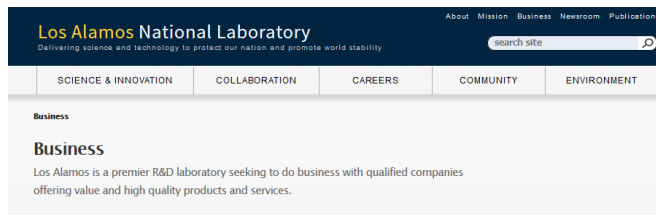
Visitors

News

Employee Profiles

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Business Opportunities (www.business.lanl.gov)



Business Opportunities



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 NQI 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](#).

Small Business

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.

FOCUS AREAS

[Business Opportunities](#)

[Vendors](#)

[Small Business](#)

[Small Business Support & Commitment](#)

CONTACT US

[Small Business Program Office](#)

Office Manager

(505) 667-4419

[Email](#)

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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 forecast¹²⁷
- Sandia National Laboratories' business opportunities¹²⁷
- 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

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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

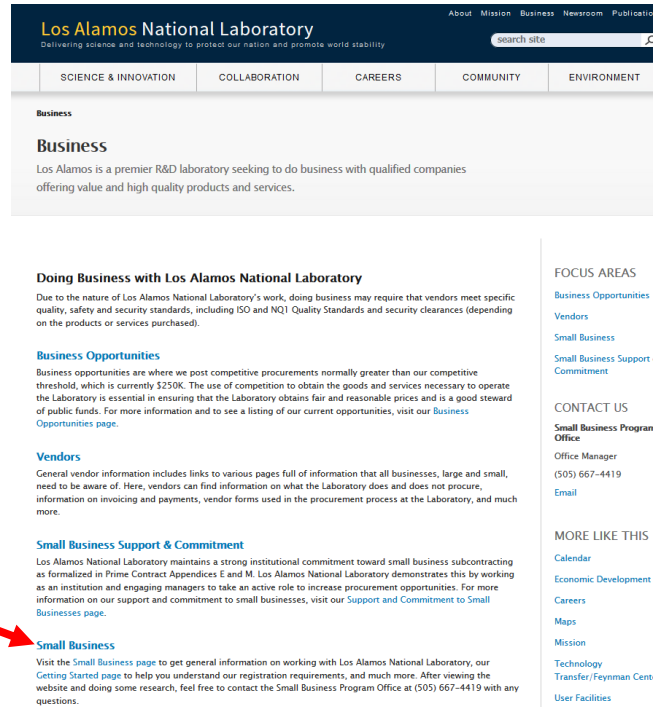
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How to get on a bidders' list

- Successful prior project(s)
- Small Business Office posts all RFP's for seven days:
 - <http://www.lanl.gov/business/index.php>
- Larger projects may get posted on Fedbizops
 - <https://www.fbo.gov/index>
- Contact posted Subcontract Administrator for specific RFP

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Supplier Registration Form



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

search site

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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
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[Small Business Support & Commitment](#)

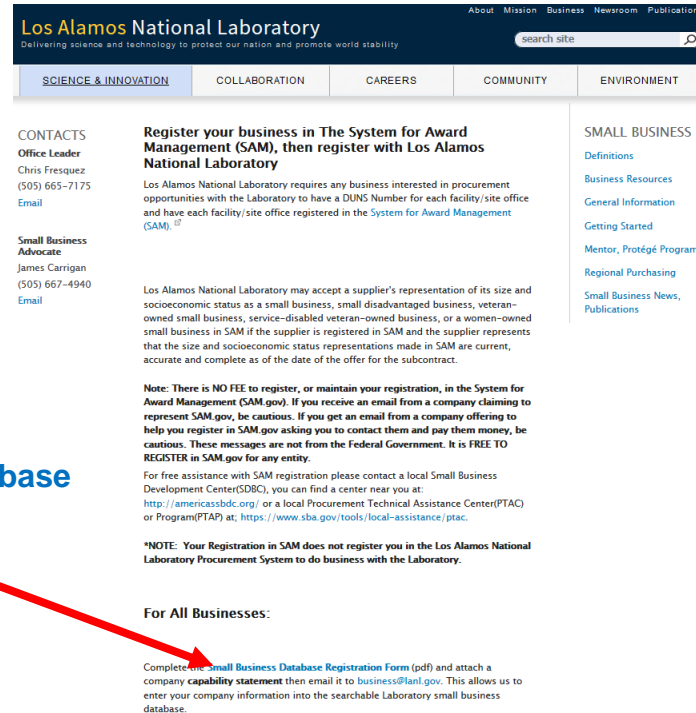
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Small Business Program Office
Office Manager
(505) 667-4419
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Small Business

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Supplier Registration Form



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

search site

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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://americasdbdc.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. 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 Database. 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
 Phone: (505) 867-4419

(SIPPO 1/31/14)

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What is a Small Business?

- North American Industry Classification System (NAICS)
 - The North American Industry Classification System (NAICS) classifies business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. economy. The NAICS industry codes define establishments based on the activities in which they are primarily engaged.
- SBA Table of Small Business Size Standards (matched to NAICS codes)
 - Size guidelines define the maximum size that a firm (including its affiliates) can be to qualify as a small business for most SBA programs.
 - Size standards usually are a measure of a business's number of employees or its average annual receipts.
 - **Example:**
 - Industrial Building Construction: NAICS is 236210, Size Standard is **\$36.5M**
 - Software Publishers: NAICS is 511210, Size Standard is **\$38.5 M**
 - Prefabricated wood Building Manufacturing NAICS is 321992, Size Standard is **500 employees**
 - Gypsum Product Manufacturing NAICS is 327420, Size Standard is **1,500 employees**

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NAICS Codes

- The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.
- SBA uses NAICS as a basis for its business size standards. Using NAICS as their basis, size standards apply to all Federal government programs, including procurement.
- This is the primary way to determine if a business is Small Or Other than Small!

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North American Industry Classification System

(www.census.gov/eos/www/naics/)

U.S. Department of Commerce | Blogs | Index A-Z | Glossary | FAQs

United States Census Bureau

TOPICS: Population, Economy | GEOGRAPHY: Maps, Products | LIBRARY: Infographics, Publications | DATA: Tools, Developers | SURVEYS/PROGRAMS: Background, Survey Data | NEWSROOM: News, Blogs | ABOUT US: Our Research

You are here: Census.gov > Business & Industry > NAICS

North American Industry Classification System

[Main](#) | [History](#) | [Development Partners](#) | [Federal Register Notices](#) | [NAICS](#) | [FAQs](#)

NAICS Search:

Enter keyword or 2-6 digit code

Enter keyword or 2-6 digit code

Enter keyword or 2-6 digit code

Reference Files

- 2017 NAICS
- 2012 NAICS
- 2007 NAICS
- 2002 NAICS
- 1997 NAICS
- Concordances
- Downloadable Files
- NAICS Update Process Fact Sheet [PDF, 106KB]

Contact Us
Email Us: naics@census.gov

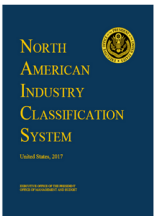
Introduction to NAICS

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

NAICS was developed under the auspices of the Office of Management and Budget (OMB), and adopted in 1997 to replace the [Standard Industrial Classification \(SIC\) system](#). It was developed jointly by the [U.S. Economic Classification Policy Committee \(ECPC\)](#), [Statistics Canada](#) [↗], and Mexico's [Instituto Nacional de Estadística y Geografía](#) [↗], to allow for a high level of comparability in business statistics among the North American countries.

This official U.S. Government Web site provides the latest information on plans for NAICS revisions, as well as access to various NAICS reference files and tools. Additional information on the background and development of NAICS is available in the [History](#) section of this Web site.

2017 NAICS Manual

 [View or download this publication](#)

[PDF, 7.5MB]

Announcements

[The revised 2022 NAICS Update Process Fact Sheet is now available](#) [PDF, 106KB]

[The 2017 NAICS Manual is now available here to view or download](#)

[NAICS 2017 Revision is final](#)
[August 08, 2016](#) [PDF, 250KB]
 North American Industry Classification System
 —Revision for 2017; Notice.
 Vol. 81, No. 152

[2017 NAICS Structure](#) [XLSX, 94KB]

[2017 NAICS to 2012 NAICS](#) [XLSX, 59KB]

[2012 NAICS to 2017 NAICS](#) [XLSX, 58KB]

[August 04, 2016](#) [PDF, 325KB]
 North American Industry Classification System (NAICS)
 —Updates for NAICS 2017; Notice.
 Vol. 80, No. 149

[August 08, 2014](#) [PDF, 252KB]
 2017 North American Industry Classification System (NAICS)
 Revision - Notice Regarding Implementation of the Factoryless Goods Producer Classification in NAICS 2017; Notice.
 Vol. 79, No. 153

[May 22, 2014](#) [PDF, 324KB]
 2012 North American Industry Classification System (NAICS)
 —Updates for 2017; Notices.
 Vol. 79, No. 99

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SBA Table of Size Standards

www.sba.gov/sites/default/files/files/Size_Standards_Table.pdf

NAICS codes	NAICS U.S. industry title	Size standards in millions of dollars	Size standards in number of employees
541490	Other Specialized Design Services	\$7.5	
541511	Custom Computer Programming Services	\$27.5	
541512	Computer Systems Design Services	\$27.5	
541513	Computer Facilities Management Services	\$27.5	
541519	Other Computer Related Services	\$27.5	
<i>Except,</i>	Information Technology Value Added Resellers ¹⁸		150 ¹⁸
541611	Administrative Management and General Management Consulting Services	\$15.0	
541612	Human Resources Consulting Services	\$15.0	
541613	Marketing Consulting Services	\$15.0	
541614	Process, Physical Distribution and Logistics Consulting Services	\$15.0	
541618	Other Management Consulting Services	\$15.0	
541620	Environmental Consulting Services	\$15.0	
541690	Other Scientific and Technical Consulting Services	\$15.0	
541713	Research and Technology in Nanotechnology ¹¹		1,000 ¹¹
541714	Research and Technology in Biotechnology (except Nanobiotechnology) ¹¹		1,000 ¹¹
541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology) ¹¹		1,000 ¹¹
<i>Except,</i>	Aircraft, Aircraft Engine and Engine Parts ¹¹		1,500 ¹¹
<i>Except,</i>	Other Aircraft Parts and Auxiliary Equipment ¹¹		1,250 ¹¹
<i>Except,</i>	Guided Missiles and Space Vehicles, Their Propulsion Units and Propulsion Parts ¹¹		1,250 ¹¹
541720	Research and Development in the Social Sciences and Humanities	\$20.5	
541810	Advertising Agencies ¹⁰	\$15.0 ¹⁰	
541820	Public Relations Agencies	\$15.0	
541830	Media Buying Agencies	\$15.0	
541840	Media Representatives	\$15.0	
541850	Outdoor Advertising	\$15.0	
541860	Direct Mail Advertising	\$15.0	
541870	Advertising Material Distribution Services	\$15.0	

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Sectors 42,44,and 45

Sector 42 – Wholesale Trade

(These NAICS codes shall not be used to classify Government acquisitions for supplies. They also shall not be used by Federal government contractors when subcontracting for the acquisition for supplies. The applicable manufacturing NAICS code shall be used to classify acquisitions for supplies. A Wholesale Trade or Retail Trade business concern submitting an offer or a quote on a supply acquisition is categorized as a nonmanufacturer and deemed small if it has 500 or fewer employees and meets the requirements of 13 CFR 121.406.)

NAICS codes	NAICS U.S. industry title	Size standards in millions of dollars	Size standards in number of employees
423110	Automobile and Other Motor Vehicle Merchant Wholesalers		250
423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers		200
423130	Tire and Tube Merchant Wholesalers		200
423140	Motor Vehicle Parts (Used) Merchant Wholesalers		100

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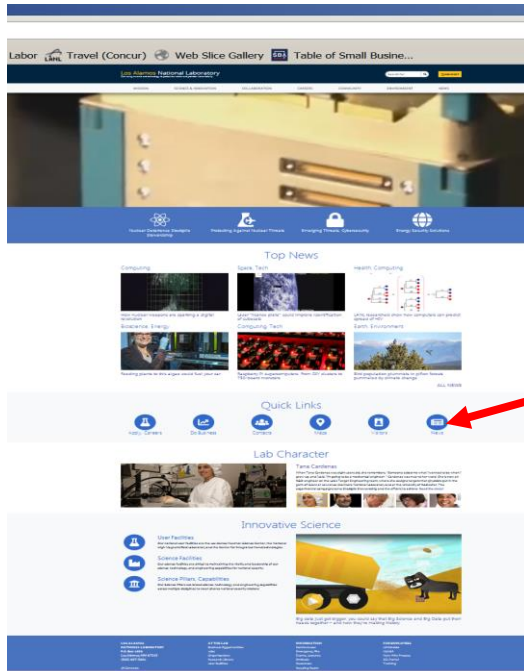
Do you know if your business small or large?

- Your company performs Industrial Building Construction and operates under the NAICS code 236210. The company has an average annual earnings of **\$40M**, and consists of a staff of **10 employees**. Is your company a small business or large business? (Size std. is \$36.5M)
- You own a software publishing company and operate under the NAICS code 511210. Your company's average annual earnings is **\$36M** and has **500 employees**. Is your company considered a small business or a large business? (Size std. is \$38.5M)
- You are in the Prefabricated Wood and Building Manufacturing industry operating under NAICS code 321992. Your company's average annual earnings is **\$100M** and you employ **150 employees**. Is your company large or small? (Size std. is 500 employees)
- Your company does Gypsum Product Manufacturing and operates under the NAICS code 327420. Your company's average annual earnings are **\$50M** and you employ **300 employees**. Is your company large or small? (Size std. is \$36.5M)
- You are an electronic computer manufacturer operating under NAICS code 334111. You have an average annual revenue of **\$90M** and employ **1000 employees**. Is your company large or small? (Size std. is 1250 employees)

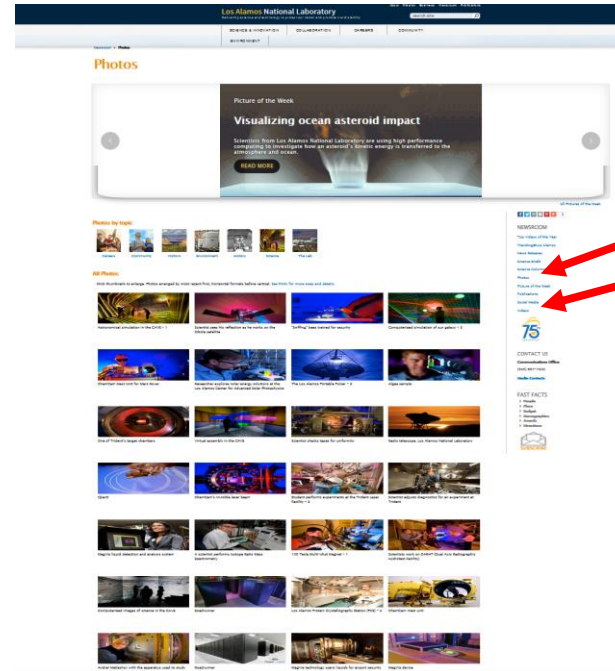
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Do your research

(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.

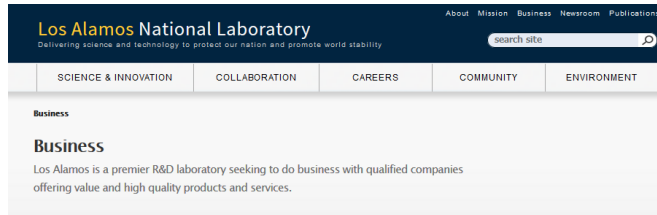
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“Vendors”

www.business.lanl.gov



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 NQI Quality Standards and security clearance, 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 competitive bidding 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 view 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.

Small Business

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.

FOCUS AREAS

[Business Opportunities](#)
[Vendors](#)
[Small Business](#)
[Small Business Support & Commitment](#)

CONTACT US

[Small Business Program Office](#)
 Office Manager
 (505) 667-4419
[Email](#)

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Subcontractor welding for the Strategic Computing Complex cooling tower construction.

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“Vendors”: Vendor Forms/Information

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

SCIENCE & INNOVATION **COLLABORATION** CAREERS COMMUNITY ENVIRONMENT

Business » Vendors

Vendor Information

As a premier national research and development laboratory, Los Alamos National Laboratory seeks to do business with qualified companies that offer value and high quality products and services.

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

SCIENCE & INNOVATION **COLLABORATION** CAREERS COMMUNITY ENVIRONMENT

Business » Vendors » **Supplier, Vendor Forms**

Supplier, Vendor Forms

As a premier national research and development laboratory, LANL seeks to do business with qualified companies that offer value and high quality products and services.

Supplier Vendor Forms

- Invoicing, Payments Info »
- Products, Services: Not Procurable »
- Terms and Conditions »
- Products, Services: Procurable »
- Supplier, Vendor Forms »**
- Bidding Opportunities »
- Business Opportunities »
- Guidelines for Supplier, Vendor Shows »
- Code of Conduct regarding holiday gifts »
- LANL Support and Commitment to Small Businesses »



Subcontractor welding for the Strategic Computing Complex cooling tower construction.

CONTACT
Small Business Office
(505) 667-4419
Email

Form No.	Name	Revision#	Revised Date
3191.00.0993	Small Business Subcontracting Plan (doc)	3	11/1/2018
3191.00.1000	Regional and Community Development Plan Categories (pdf)	0	11/2/2018
3251.00.0200	BAA Domestic Construction Materials Certification (doc)	2	11/1/2018
3281.00.0024	Bid Bond (pdf)	2	11/1/2018
3281.00.0025	Performance Bond (pdf)	3	11/1/2018
3281.00.0025A	Payment Bond (pdf)	3	11/1/2018
3301.00.3001	Cost Accounting Standards Notices and Certification (doc)	3.3	11/1/2018
3500.00.0059	Certification Regarding Former LANL or UC Employees (doc)	1	1/7/2019
3500.00.0156	Proposal Cover Sheet (doc)	1	11/1/2018
3500.00.2002-F	Representations and Certifications for Foreign Entities and Individuals (doc)	1.1	1/7/2019
3500.00.2002	Representations and Certifications (award value equal to or greater than \$30k) (doc)	3.1	1/7/2019
3500.00.2002-S	Simplified Representations and Certifications (award value less than \$30k) (doc)	3.1	1/7/2019

VENDORS

- Invoicing, Payments Info
- Bidding Opportunities
- Code of Conduct regarding holiday gifts
- Business Opportunities
- Guidelines for Supplier, Vendor Shows
- Products, Services: Not Procurable
- Products, Services: Procurable
- LANL Support and Commitment to Small Businesses
- Supplier, Vendor Forms**
- Terms and Conditions

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Doing Business

- Get a DUNS Number
- Identify your address with a Zip + 4 zip code
- Register in SAM
 - Use your local PTAC/PTAP resources
- 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.)
- Create Marketing Material (Capabilities, Past performance, etc.)
- Create Web site

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Doing Business - Continued

- Know your Business Categories
 - SB, WOSB, VOSB, SDVOSB, HUBZone
- Apply for Certifications (HUBZone, 8(a), etc.)
- Find Contracts —
 - M&O web sites, FedBizOps, Outreach events, SCMC, etc.

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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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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 requirements

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Our Partners

- PTAC
- SBDC
- RDC
- SBA
- GSA
- SCMC
- CHAMBERS OF COMMERCE
- NNSA M&O CONTRACTORS
- ARMY CORPS OF ENGINEERS

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Other Opportunities

- US Army Corp Of Engineers
- Supply Chain Management Center (SCMC)
- DOE-EM (N3B)
- Los Alamos County

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Job Opportunities

- Procurement Specialist Opportunities abound
- Visit us at www.lanl.gov

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Job Opportunities (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), 'Mission' (Scorpius being poised), and 'Energy' (Realistic new model). 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 bottom of the page shows a Windows taskbar with the time 3:12 PM on 3/25/2019.

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LANL Procurement

■ Job Title-Subcontract Specialist 2/3

- This position will be filled at either the **Subcontract Specialist 2** or **Subcontract Specialist 3** level, depending on the skills of the selected candidate.
- The **Subcontract Specialist 2** will be required to form, negotiate, award, administer and closeout all types of subcontracts (cost reimbursable, fixed price, fixed unit price and time & materials), particularly subcontracts for construction.
- In addition to the duties outlined above, the **Subcontract Specialist 3** will be required to:
 - Form and administer moderate to highly complex subcontracts, work independently, and have sufficient knowledge to be considered a subject matter expert in procurement of construction and technical services.
- **Contact Eric Drew for more information (Booth 21-22)**

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This weeks Event

- 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 Matchmaking
- Visit the Exhibit booths

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Visit Us

- At the DOE SB EXPO **BOOTH # 21-22**
- **Los Alamos National Laboratory**
 - Chris Fresquez – Small Business Program
 - James Carrigan – Small Business Program
 - Ashley Dominguez – Small Business Program
 - Eric Drew – Contract Specialist

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Contact us after this weeks 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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