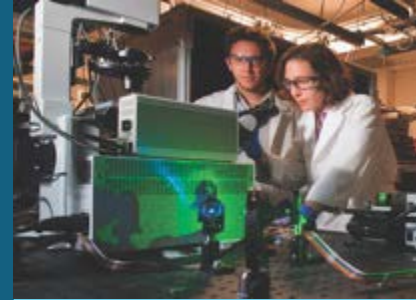


Doing Business with Sandia National Laboratories

18th Annual DOE Small Business Forum & Expo
APRIL 16 - 18, 2019 | PITTSBURGH, PA



P R E S E N T E D B Y

Paul R. Sedillo , Manager – Small Business Program,
Supply Chain Risk Management, and Supplier Diversity

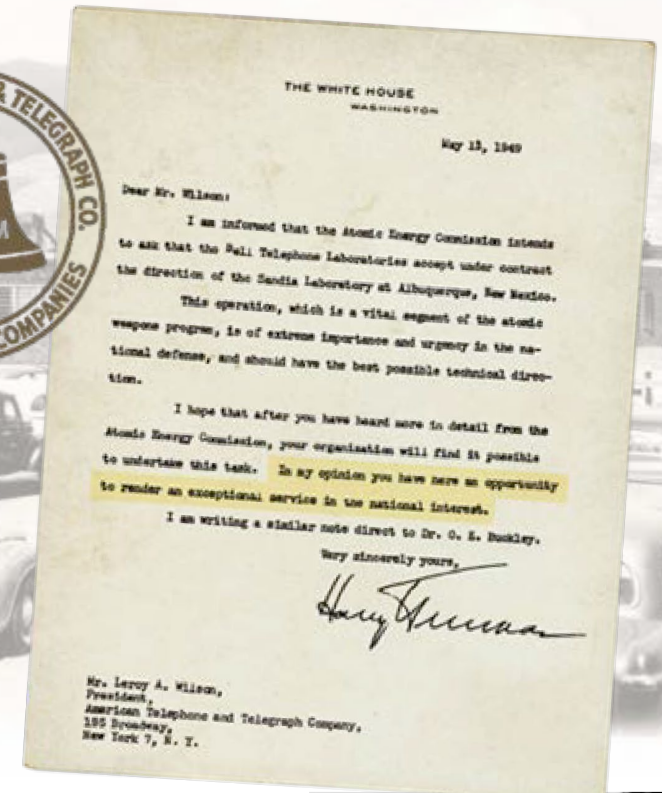
[People are our best resource](#)

Sandia's History



Exceptional service in the national interest

- July 1945: Los Alamos creates Z Division
- Nonnuclear component engineering
- November 1, 1949: Sandia Laboratory established



to undertake this task. In my opinion you have here an opportunity to render an exceptional service in the national interest.



Governance of Sandia Laboratories

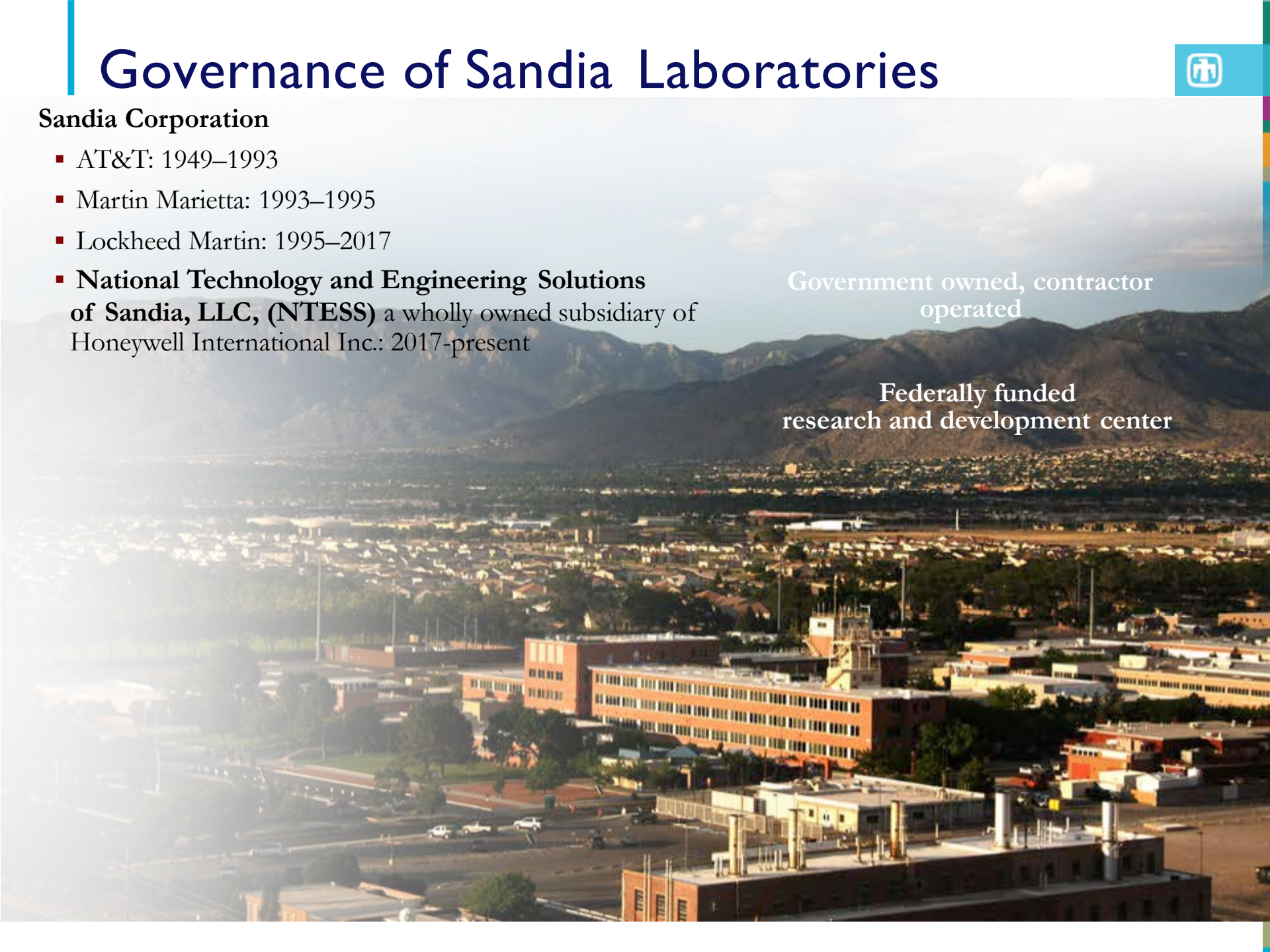


Sandia Corporation

- AT&T: 1949–1993
- Martin Marietta: 1993–1995
- Lockheed Martin: 1995–2017
- **National Technology and Engineering Solutions of Sandia, LLC, (NTESS)** a wholly owned subsidiary of Honeywell International Inc.: 2017-present

Government owned, contractor
operated

Federally funded
research and development center



Sandia Sites



Albuquerque, New Mexico



Livermore, California



Kauai, Hawaii



*Pantex Plant,
Amarillo, Texas*



*Waste Isolation Pilot Plant,
Carlsbad, New Mexico*

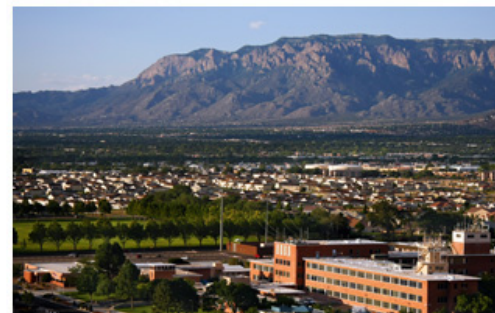


Tonopah, Nevada





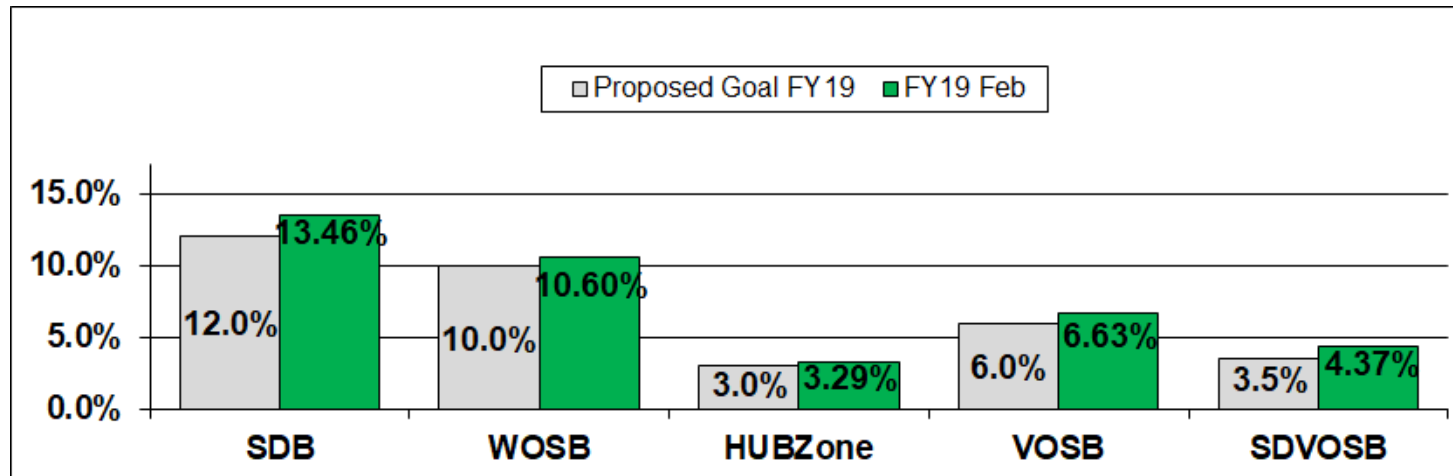
Sandia develops advanced technologies to ensure global peace



[Who We Are](#)



- ✓ *Over \$1 Billion of Subcontracting Opportunities Annually!*
- ✓ **NTESS is growing Small Business Participation from 50% to 60% by FY22!**
- ✓ **Proposed overall Small Business**
 - **Goal FY19 - 54%**
 - **Actual FY19 Feb- 52.94%**



Finding Subcontracting Opportunities



Sandia National Laboratories

Locations Contact Us Employee Locator

ABOUT PROGRAMS RESEARCH WORKING WITH SANDIA NEWS CAREERS

Working With Sandia

Prospective Suppliers

What Sandia Looks For In Our Suppliers

What Does Sandia Buy?

Opportunities

Small Business

Procurement Technical Assistance Program (PTAP)

Current Suppliers

iSupplier Account

Accounts Payable

Contract Information

Construction & Facilities

Contract Audit

Sandia's Economic Impact

Licensing & Technology Transfer

Browse Technology Portfolios

Technology Partnerships

Business, Industry, & Non-Profits

Government

Universities

Center for Collaboration & Commercialization (C3)

Technology Deployment Centers

Agreements

Cooperative Research and Development Agreement (CRADA)

Strategic Partnership Projects, Non-Federal Entity (SPP/NFE) Agreements

New Mexico Small Business Assistance Program

Sandia Science & Technology Park

Careers

Research

Sandia National Laboratories

iSupplier Portal

Sandia Business Opportunities Website (BOW)

Information about Subscribing and Responding to BOW Postings

You must register as a Sandia supplier to respond to an opportunity or to subscribe to BOW postings. Use the "Register" link to register, which can take a few days. Once registered, use the "Login" link to log in. Register Login

BOW List

Click the Id link in the first column to view details.

Id	NAICS	Posting Type	Posting Title	Max Value	Posted	Posting Close	Competition Type
570	334290: Other Communications Equipment Manufacturing	RFQ	Dual Feed Assemblies		25-Apr-2018	30-Apr-2018 08:49	Set-Aside - Small Business
569	334413: Semiconductor and Related Device Manufacturing	RFI	VGF GaAs Single Crystal Wafer		24-Apr-2018	27-Apr-2018 14:12	N/A for RFI
568	334419: Other Electronic Component Manufacturing	RFQ	Black Alumina Ceramic Microelectronics Package		24-Apr-2018	27-Apr-2018 08:05	Small Business First
567	221210: Natural Gas Distribution	Sources Sought	Compressed Natural Gas Processing System		20-Apr-2018	28-Apr-2018 08:31	Set-Aside - Small Business
559	541380: Testing Laboratories	Sources Sought	Testing of Commercial-Off-The-Shelf (COTS) Electronic Parts		12-Apr-2018	01-May-2018 13:08	Competitive
558	326113: Unlaminated Plastics Film and Sheet (except Packaging) Manufacturing	Sources Sought	Window Treatments		18-Apr-2018	26-Apr-2018 11:36	Set-Aside - Small Business
545	541511: Custom Computer Programming Services	Sources Sought	Software Programming Services Enterprise Applications		19-Apr-2018	27-Apr-2018 08:39	Set-Aside - Small Business

Sandia is committed to providing maximum, practicable opportunities for small businesses. All postings to this site solicit small and diverse small businesses to respond to the business opportunities listed. Responses received will enable Sandia to evaluate the interest, availability and technical capability of responsible small businesses to determine the feasibility of making any opportunity listed a small business set-aside.

Small Business Commitment
Requirements of Socioeconomic and Business Classifications
Qualification Requirements
Top NAICS Codes
Legal Disclosure

Sandia National Laboratories is a multimission laboratory managed and operated by National Technology and Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International, Inc., for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-NA-0003525.

Opportunities are Dynamic; New Opportunities every day!



NAICS Description

Computer Related Services

Research and Development in the Physical, Engineering, and Life Sciences

Commercial and Institutional Building Construction

Engineering Services

Electronic Computer Manufacturing



Points of Contact



See us at our Booth!

Paul Sedillo, Small Business Program Manager

Patricia Brown

- POC – Woman & Economically Disadvantaged Woman Owned Small Business Advocate
- POC – Acquisitions for:
 - Infrastructure Operations / Advanced Science & Technology / Mission Assurance / Information Technology (IT) Services

Eric Lochausen

- POC – Veteran & Service Disabled Veteran Owned Small Business Advocate
- POC – Acquisitions for:
 - Streamlined Acquisitions (under Simplified Acquisition Threshold)
 - National Security Programs / Weapons Engineering / Product Realization & Infrastructure

Marie Myszkier

- POC – Small Disadvantaged Business/8(a), Alaska Native Corporations & Indian Tribes Advocate
- POC – Acquisitions for:
 - Security & International Procurement / Sandia-California Purchasing

Leonardo Valencia

- POC – HUBZone Small Business Advocate
- POC – Acquisitions for:
 - Agile Procurement: Benefits, Training, Project Management, Energy/Climate, Well Drilling/Logging, Nuclear Waste Storage, and Reactor Safety
 - Corporate & Strategic Purchasing; Just-In-Time / Supply Chain Management Center (SCMC) and Integrated Contractor Purchasing Team (ICPT) Agreements / Staff Augmentation

Business POC

supplier@sandia.gov

800-765-1678

The Sandia Supplier Diversity Team



Session Evaluations



Reminder

Please complete the Speaker/Session Evaluation Form located in the Mobile App!

USD E'19



Questions?



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Phone: (505) 844-7041
Website: www.sandia.gov

Booths# 23, and 24