

# Session 3: Opportunities and Doing Business with Lawrence Livermore National Laboratory and Consolidated Nuclear Security LLC

Jon Benjamin

Small Business Program Manager

Lawrence Livermore National Laboratory

DOE's NNSA

# Agenda

- About LLNL
- Upcoming Opportunities
- Tips for working with LLNL
- Turn and Talk
- Close

# Lawrence Livermore National Laboratory

- **A research and development facility for science and technology solutions to some of our nation's greatest challenges:**
  - Enhancing the nation's defense
  - Reducing the global threat of terrorism and WMD's
  - Respond to scientific issues of national importance



# Our Programs

- Global Security
- National Ignition Facility & Photon Science
- Weapons and Complex Integration
- Computation
- Engineering
- Physical Life Sciences





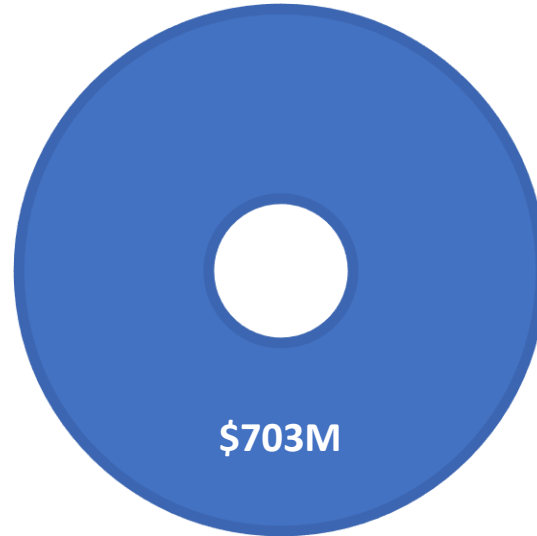
# Lawrence Livermore National Laboratory



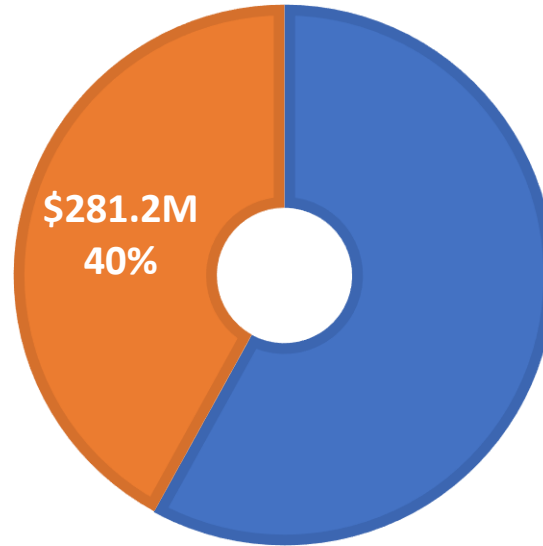
**\$2.1 B**

**6800 Employees**

# FY18 Subcontract Spend



# FY18 Small Business Spend Goal



# FY18 Socioeconomic Spend Goals

- SDB 11%
- WOSB 5%
- HUBZone 2.5%
- VOSB 3%
- SD VOSB 2.5%



# What We Buy

Think of Lawrence Livermore National Laboratory as a small city...

We procure goods and services in support of our:

- Property
- Programs
- People



# Upcoming Opportunities

- **Analytical Support on Nonproliferation and International Security Activities – 541690**
- **UPS Maintenance and Repair – 811219**
- **PLM/CAD Applications Support – 541340**
- **Veterinary Services – 541940**
- **Transformer Maintenance – 238210, 541380**
- **Potential MPP Agreement: Characterization, Remediation, and Demolition**

# Tips for Working With LLNL

- Do your homework on LLNL, and find opportunities where your business can provide value
- Understand your capabilities and capacity
- Take your time to read and understand requirements
- Show up, check in, and be persistent
- Paperwork, Paperwork, Paperwork!
- Deliver high quality work

# Turn and Talk

Consider what you learned about Lawrence Livermore National Laboratory today:

- Programs
- Spend Data
- Upcoming Opportunities
- Tips for working with LLNL

**What is the one thing you would like to Learn more about?**

# Questions?



# Jon Benjamin

## Small Business Program Manager

# Lawrence Livermore National Laboratory

**benjamin12@ltnl.gov**

**925.424.7613**

**www.inl.gov**