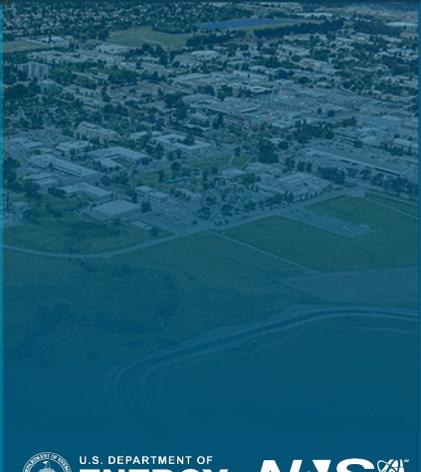




Sandia  
National  
Laboratories

# 4th Annual Service-Disabled Veteran-Owned Small Business Opportunity Day (DOEVETS'22)



Eric Lochausen

November 8<sup>th</sup>, 2022

## Sandia Labs Overview



Sandia National Laboratories is a multimission laboratory managed and operated by National Technology & 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-NA0003525.

SAND2022-10414C

# Sandia's History – The Manhattan Project



THE WHITE HOUSE  
WASHINGTON  
May 13, 1949

Dear Mr. Wilson:

I am informed that the Atomic Energy Commission intends to ask that the Bell Telephone Laboratories accept under contract the direction of the Sandia Laboratory at Albuquerque, New Mexico.

This operation, which is a vital segment of the atomic weapons program, is of extreme importance and urgency in the national defense, and should have the best possible technical direction.

I hope that after you have heard more in detail from the Atomic Energy Commission, your organization will find it possible to undertake this task. **In my opinion you have here an opportunity to render an exceptional service in the national interest.**

I am writing a similar note direct to Dr. O. E. Buckley.

Very sincerely yours,  
*Harry Truman*

Mr. Leroy A. Wilson,  
President,  
American Telephone and Telegraph Company,  
195 Broadway,  
New York 7, N. Y.



- July 1945: Los Alamos creates Z Division
- Nonnuclear component engineering
- November 1, 1949: Sandia Laboratory established
- AT&T: 1949–1993
- Martin Marietta: 1993–1995
- Lockheed Martin: 1995–2017
- Honeywell: 2017–present

# Sandia Facilities



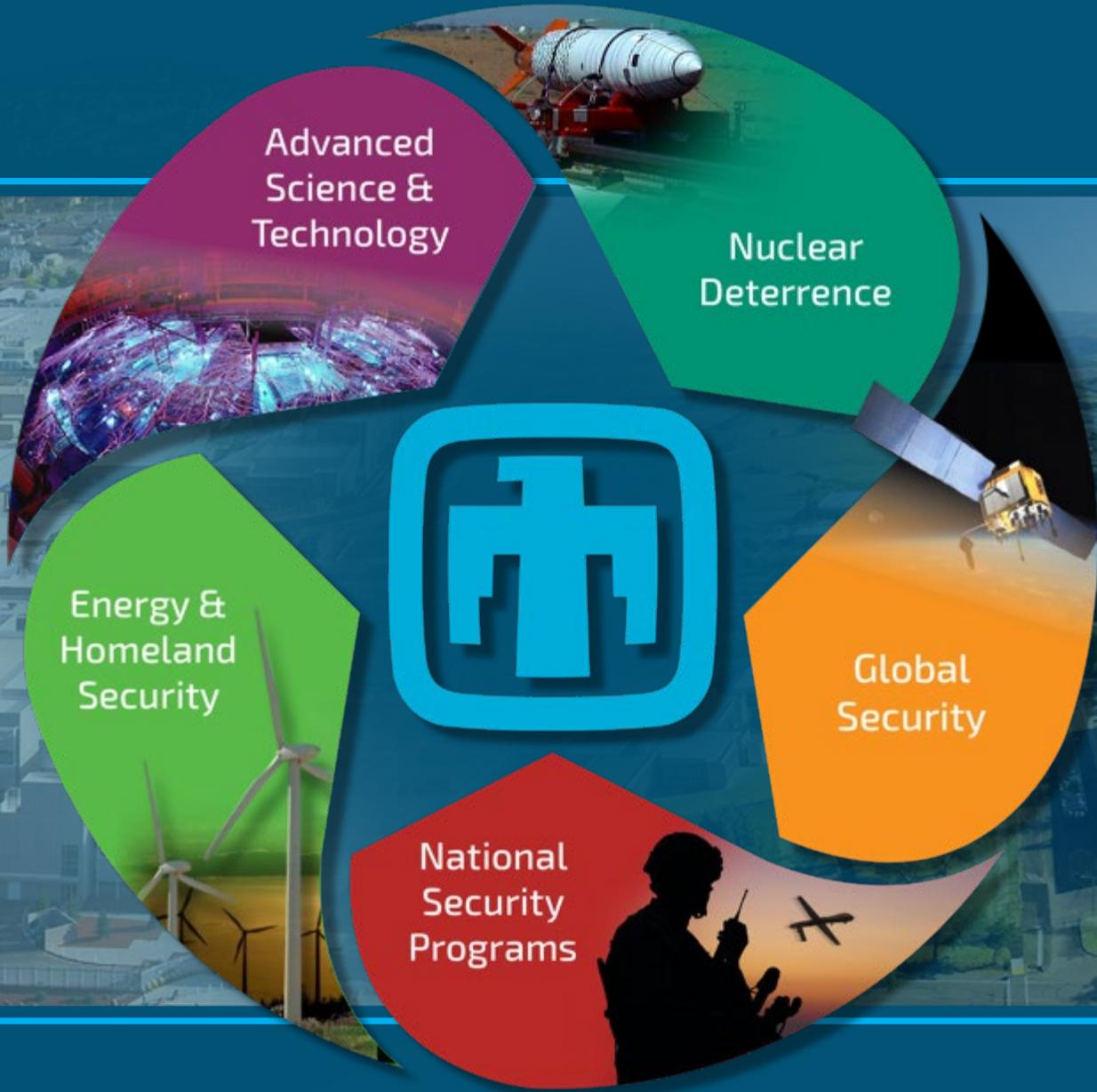
## Activity locations

- Kauai, Hawaii
- Waste Isolation Pilot Plant, Carlsbad, New Mexico
- Pantex Plant, Amarillo, Texas
- Tonopah, Nevada

## Main sites

- Albuquerque, New Mexico
- Livermore, California







# Supplier Diversity Team

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**Laura Lovato**

# Supplier Diversity Advocates



## Patricia Brown

### Supports:

Science Tech/University  
Integrated IT Procurements  
Infrastructure Operations

pgbrown@sandia.gov

## Eric Lochausen

### Supports:

National Security Program  
Nuclear Weapons  
ND Stockpile Comp & Production  
Security & International Procurements

ewlocha@sandia.gov

## Megan Vandergriff

### Supports:

Streamlined Acquisitions  
(<\$250k)

mvvande@sandia.gov



Sandia  
National  
Laboratories

## Royina Lopez

### Supports:

Mentor-Protégé Program  
Supplier Diversity Projects

rlopez3@sandia.gov

## Zach Hernandez

Business Point of  
Contact

1-800-765-1678  
supplier@sandia.gov

## Leo Valencia

### Supports:

SNL California Procurements  
Corporate & Strategic Procurements

lvalenc@sandia.gov



# Small Business Goals & Spend



## Overall SB

- FY17 – 50%
- FY18 – 52%
- FY19 – 54%
- FY20 – 56%
- FY21 – 58%
- FY22 – 60%
- FY23 – 60.5%

## SB Subcategories (FY23)

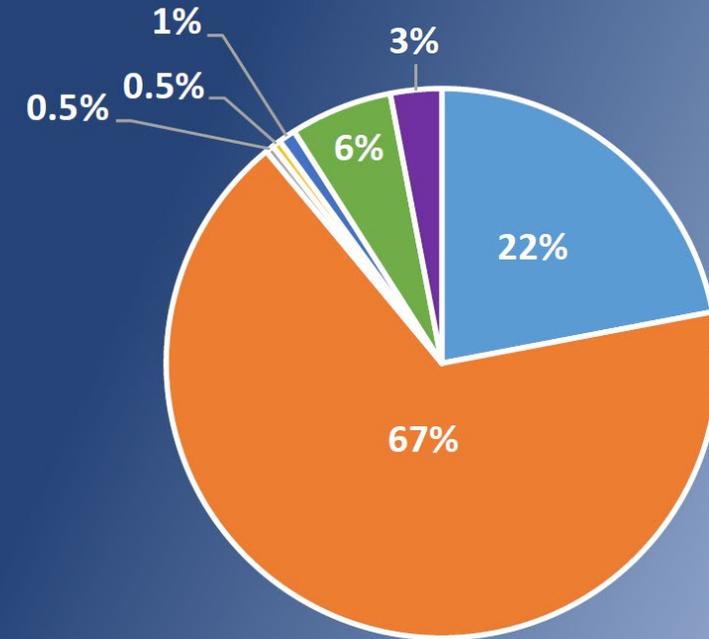
- SDB – 15.5%
- WOSB – 10.5%
- HUBZone – 4%
- VOSB – 7%
- SDVOSB – 6%

# Small Business Activity FY22 Sep

	Goal	% Achieved	\$ Achieved
Small Business	60%	66.38%	\$1.1B
Small Disadvantaged Business	15%	19.30%	\$321M
Woman-Owned Small Business	10.5%	12.74%	\$212M
HUBZone	4%	5.18%	\$86M
Veteran-Owned Small Business	7%	11.66%	\$194M
Service-Disabled Veteran-Owned SB	5.5%	8.17%	\$136M

## Percentage of Small Business Suppliers

(Procurement Card Suppliers not included)



Total Suppliers: 4129





## Sandia's top subcontracting industries (based on NAICS):

- Computer Related Services
- Research and Development (R&D)
- Commercial and Institutional Building Construction
- Engineering Services
- Electronic Computer Manufacturing
- Machine Shops



# How to do Business with Sandia Labs

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The screenshot shows the Sandia National Laboratories website homepage. At the top left is the Sandia National Laboratories logo. To its right is a navigation menu with links for "About", "News", "Research", "Partnerships", and "Careers". On the far right of the top navigation is a search icon and a hamburger menu icon. The main content area features a large, dark background image of a quantum computing chip. Overlaid on this image is a blue semi-transparent box containing the text "QUANTUM COMPUTING RESEARCH" in white, followed by the sub-headline "Team uses science, tech, education to spur US leadership in quantum information science" in a smaller white font. Below the sub-headline is a white "Read More" button. To the left and right of the text are white arrow icons for navigation. At the bottom of the blue box is a white play button icon and a series of five small white squares, indicating a video player. Below the main image area is a white banner with the text "Exceptional service in the national interest" in a dark red font, and a smaller line of text below it: "Our unique responsibilities in the nuclear weapons program create a foundation from which we leverage capabilities, enabling us to solve complex national security problems."

# www.sandia.gov



The screenshot shows the Sandia National Laboratories website with a navigation menu. The 'Prospective Suppliers' dropdown is active, displaying a 'Supplier Registration' page. The page is divided into three main sections: a left sidebar with navigation links, a central content area with registration steps, and a right sidebar with contact information.

**Sandia National Laboratories**  
 About Sandia | News | Research | Partnerships | Careers

Technology Partnerships | Licensing/Technology Transfer | Academic Partnerships | Local Opportunities & Economic Impact | **Prospective Suppliers** | Current Suppliers

**Supplier Registration**

**Step 1: Access iSupplier Portal Registration Page**

iSupplier Registration page: [Register here](#)

To register in Sandia's iSupplier Portal go to the Registration Page and fill out both of the required pages before clicking the register button.

IMPORTANT: Upon completion of the iSupplier registration you will receive an email containing a username and a temporary password. You will need to change your password within 3 days upon receipt of the email.

**Step 2: Enter Company Name & Contact Information**

To begin your company's registration, you must enter the required information:

**CONTACTS**

For questions regarding iSupplier Registration email: [supreg@sandia.gov](mailto:supreg@sandia.gov)

For questions regarding existing iSupplier account concerns email: [isupplier@sandia.gov](mailto:isupplier@sandia.gov)

For assistance from our Supplier Diversity & Small Business Team email: [supplier@sandia.gov](mailto:supplier@sandia.gov)

Questions for Electronic Invoicing email: [einvoice@sandia.gov](mailto:einvoice@sandia.gov)

Questions regarding Payments or General Accounts payable email: [aphelp@sandia.gov](mailto:aphelp@sandia.gov)

## To Register:

- Navigate: [www.sandia.gov](http://www.sandia.gov)
- Partnerships
- Prospective Suppliers
- Supplier Registration
- “Register Here”

# View & Subscribe to the BOW (Business Opportunities Website)



 Sandia National Laboratories
iSupplier Portal Close ⚙️

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## Sandia Business Opportunities Website (BOW)

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### 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 ⓘ	Posted ⓘ	Posting Close ⓘ	Competition Type ⓘ
<a href="#">2579</a>	541614: Process, Physical Distribution, and Logistics Consulting Services	Sources Sought	Facilities Management	28-Oct-2022	05-Nov-2022 06:08	Set-Aside - Small Business
<a href="#">2575</a>	236220: Commercial and Institutional Building Construction	Sources Sought	15,174 Square Feet New Building Construction	27-Oct-2022	04-Nov-2022 15:45	Set-Aside - Small Business
<a href="#">2574</a>	236220: Commercial and Institutional Building Construction	Sources Sought	10,644 Square Feet New Building Construction	27-Oct-2022	07-Nov-2022 12:45	Set-Aside - Small Business
<a href="#">2586</a>	541511: Custom Computer Programming Services	Sources Sought	WebDose Application Source Code Upgrade	26-Oct-2022	03-Nov-2022 08:13	Set-Aside - Small Business
<a href="#">2564</a>	238220: Plumbing, Heating, and Air-Conditioning Contractors	Sources Sought	Construction Partnership Agreements - Specialized Mechanical Discipline	19-Oct-2022	18-Nov-2022 12:30	Competitive
<a href="#">2563</a>	237110: Water and Sewer Line and Related Structures Construction	Sources Sought	Construction Partnership Agreements - Civil Discipline	19-Oct-2022	18-Nov-2022 12:30	Competitive
<a href="#">2562</a>	238220: Plumbing, Heating, and Air-Conditioning Contractors	Sources Sought	Construction Partnership Agreements - Mechanical Discipline	19-Oct-2022	18-Nov-2022 12:29	Set-Aside - Small Business
<a href="#">2561</a>	238210: Electrical Contractors and Other Wiring Installation Contractors	Sources Sought	Construction Partnership Agreements - Electrical Discipline	19-Oct-2022	18-Nov-2022 12:24	Set-Aside - Small Business
<a href="#">2560</a>	236220: Commercial and Institutional Building Construction	Sources Sought	Construction Partnership Agreements - General Discipline	19-Oct-2022	18-Nov-2022 12:23	Set-Aside - Small Business
<a href="#">2555</a>	236220: Commercial and Institutional Building Construction	RFI	Line Item Construction Projects Request for Information	26-Oct-2022	25-Jan-2023 07:30	N/A for RFI
<a href="#">2549</a>	332999: All Other Miscellaneous Fabricated Metal Product Manufacturing	Sources Sought	Space Simulation Vacuum Chamber	17-Oct-2022	01-Nov-2022 12:18	Competitive
<a href="#">2548</a>	541330-1: Engineering Services	Sources Sought	CREST Reactor Conceptual Design Sources Sought	10-Oct-2022	02-Nov-2022 08:50	Competitive

## To View:

- Navigate: [www.sandia.gov](http://www.sandia.gov)
- Click: Partnerships
- Click: Prospective Suppliers dropdown
- Click: Business Opportunities
- Select: View Business Opportunities

## To Subscribe:

- Access your iSupplier Account
- Click: Navigator Tool: SNL iSupplier
- Click: Home
- Click: Sandia Business Opportunities
- Select: Email Contact and Subscriptions

# BOW (Business Opportunities Website)



Posting Title	NAICS	Posting Type	Posting Close	Competition Type	Some details
Construction Partnership Agreements - <u>Specialized Mechanical</u> Discipline	238220: Plumbing, Heating, and Air-Conditioning Contractors	Sources Sought	11/18/2022 12:30	Competitive	rough order of magnitude over the life of these agreements to be \$300,000,000.00 - \$750,000,000.00
Construction Partnership Agreements - <u>Civil</u> Discipline	237110: Water and Sewer Line and Related Structures Construction	Sources Sought	11/18/2022 12:30	Competitive	rough order of magnitude over the life of these agreements to be \$75,000,000.00 - \$150,000,000.00
Construction Partnership Agreements - <u>Mechanical</u> Discipline	238220: Plumbing, Heating, and Air-Conditioning Contractors	Sources Sought	11/18/2022 12:29	Set-Aside - Small Business	ough order of magnitude over the life of these agreements to be \$100,000,000.00 - \$300,000,000.00
Construction Partnership Agreements - <u>Electrical</u> Discipline	238210: Electrical Contractors and Other Wiring Installation Contractors	Sources Sought	11/18/2022 12:24	Set-Aside - Small Business	rough order of magnitude over the life of these agreements to be \$100,000,000.00 - \$300,000,000.00
Construction Partnership Agreements - <u>General</u> Discipline	236220: Commercial and Institutional Building Construction	Sources Sought	11/18/2022 12:23	Set-Aside - Small Business	rough order of magnitude over the life of these agreements to be \$750,000,000.00 - \$1,200,000,000.00

# BOW (Business Opportunities Website)



Posting Title	NAICS	Posting Type	Posted	Posting Close	Competition Type	Some details
Facilities Management	541614: Process, Physical Distribution, & Logistics Consulting Services	Sources Sought	10/28/2022 0:00	11/5/2022	Set-Aside - Small Business	Provide technical support to perform design, design reviews, project management, strategic planning, and system engineering. Requires specialized expertise in: *Facility Operations & Maintenance *Facility Utility Systems *Fire Protection *Engineering and Design *Project Management Quality and Assurance Maturity *Configuration Management *Work Planning and Control *Strategic Planning
15,174 Square Feet New Building Construction	236220: Commercial and Institutional Building Construction	Sources Sought	10/27/2022 0:00	11/4/2022	Set-Aside - Small Business	Completed 2 general construction (non-maintenance) commercial buildings as the Prime valued at no less than \$6,000,000.00 (total price) each.
10,644 Square Feet New Building Construction	236220: Commercial and Institutional Building Construction	Sources Sought	10/27/2022 0:00	11/7/2022	Set-Aside - Small Business	Completed 3 general construction (non-maintenance) commercial buildings as the Prime, completed no more than 5 years prior tposting close date and within the following amounts (total price):  2 projects greater than \$10,000,000.00 1 project greater than or equal to \$5,000,000.00
Line Item Construction Projects Request for Information	236220: Commercial and Institutional Building Construction	RFI	10/26/2022 0:00	1/25/2023	N/A for RFI	company has major construction experience (individual project experience with a total construction value of at least \$100M) acting as the General Contractor (GC)/prime contractor.

# Questions & Contacts



**supplier@sandia.gov**