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

Eric Lochausen
November 8th, 2022

Sandia Labs Overview
Sandia’s History – The Manhattan Project

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

Main sites
- Albuquerque, New Mexico
- Livermore, California

Activity locations
- Kauai, Hawaii
- Waste Isolation Pilot Plant, Carlsbad, New Mexico
- Pantex Plant, Amarillo, Texas
- Tonopah, Nevada
Supplier Diversity Team
Small Business Program Manager

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

**Royina Lopez**
**Supports:**
- Mentor-Protégé Program
- Supplier Diversity Projects

rlopez3@sandia.gov

**Leo Valencia**
**Supports:**
- SNL California Procurements
- Corporate & Strategic Procurements

lvalenc@sandia.gov

**Zach Hernandez**
**Business Point of Contact**

1-800-765-1678
supplier@sandia.gov
Small Business Goals & Spend
Small Business Goals

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

<table>
<thead>
<tr>
<th>Category</th>
<th>Goal</th>
<th>% Achieved</th>
<th>$ Achieved</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>60%</td>
<td>66.38%</td>
<td>$1.1B</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>15%</td>
<td>19.30%</td>
<td>$321M</td>
</tr>
<tr>
<td>Woman-Owned Small Business</td>
<td>10.5%</td>
<td>12.74%</td>
<td>$212M</td>
</tr>
<tr>
<td>HUBZone</td>
<td>4%</td>
<td>5.18%</td>
<td>$86M</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>7%</td>
<td>11.66%</td>
<td>$194M</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td>5.5%</td>
<td>8.17%</td>
<td>$136M</td>
</tr>
</tbody>
</table>

Percentage of Small Business Suppliers
(Procurement Card Suppliers not included)

Total Suppliers: 4129

- Large Business: 67%
- Small Business: 22%
- Government: 6%
- Integrated Contractors: 3%
- Non Profit: 0.5%
- Educational: 0.5%
- Foreign: 6%
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
Visit Sandia’s Website

www.sandia.gov
Register in iSupplier

To Register:

- Navigate: www.sandia.gov
- Partnerships
- Prospective Suppliers
- Supplier Registration
- “Register Here”

Supplier Registration

Step 1: Access iSupplier Portal Registration Page

iSupplier Registration page: Register here

To register in Sandia's Supplier 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

For questions regarding existing iSupplier account concerns email: isupplier@sandia.gov

For assistance from our Supplier Diversity & Small Business Team email: supplier@sandia.gov

Questions for Electronic Invoicing email: einvoice@sandia.gov

Questions regarding Payments or General Accounts payable email: aphelp@sandia.gov
View & Subscribe to the BOW (Business Opportunities Website)

To View:
- Navigate: 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
## Construction Partnership Agreements

<table>
<thead>
<tr>
<th>Posting Title</th>
<th>NAICS</th>
<th>Posting Type</th>
<th>Posting Close</th>
<th>Competition Type</th>
<th>Some details</th>
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</thead>
<tbody>
<tr>
<td>Construction Partnership Agreements - Specialized Mechanical Discipline</td>
<td>238220: Plumbing, Heating, and Air-Conditioning Contractors</td>
<td>Sources Sought</td>
<td>11/18/2022 12:30</td>
<td>Competitive</td>
<td>rough order of magnitude over the life of these agreements to be $300,000,000.00 - $750,000,000.00</td>
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<tr>
<td>Construction Partnership Agreements - Civil Discipline</td>
<td>237110: Water and Sewer Line and Related Structures Construction</td>
<td>Sources Sought</td>
<td>11/18/2022 12:30</td>
<td>Competitive</td>
<td>rough order of magnitude over the life of these agreements to be $75,000,000.00 – $150,000,000.00</td>
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<tr>
<td>Construction Partnership Agreements - Mechanical Discipline</td>
<td>238220: Plumbing, Heating, and Air-Conditioning Contractors</td>
<td>Sources Sought</td>
<td>11/18/2022 12:29</td>
<td>Set-Aside - Small Business</td>
<td>rough order of magnitude over the life of these agreements to be $100,000,000.00 – $300,000,000.00</td>
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<tr>
<td>Construction Partnership Agreements - Electrical Discipline</td>
<td>238210: Electrical Contractors and Other Wiring Installation Contractors</td>
<td>Sources Sought</td>
<td>11/18/2022 12:24</td>
<td>Set-Aside - Small Business</td>
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<tr>
<td>Construction Partnership Agreements - General Discipline</td>
<td>236220: Commercial and Institutional Building Construction</td>
<td>Sources Sought</td>
<td>11/18/2022 12:23</td>
<td>Set-Aside - Small Business</td>
<td>rough order of magnitude over the life of these agreements to be $750,000,000.00 – $1,200,000,000.00</td>
</tr>
<tr>
<td>Posting Title</td>
<td>NAICS</td>
<td>Posting Type</td>
<td>Posted</td>
<td>Posting Close</td>
<td>Competition Type</td>
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<tr>
<td>-----------------------------------</td>
<td>------------------------------------------------------------------------</td>
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<td>------------------------</td>
</tr>
<tr>
<td>15,174 Square Feet New Building Construction</td>
<td>236220: Commercial and Institutional Building Construction</td>
<td>Sources Sought</td>
<td>10/27/2022 0:00</td>
<td>11/4/2022</td>
<td>Set-Aside - Small Business</td>
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<tr>
<td>10,644 Square Feet New Building Construction</td>
<td>236220: Commercial and Institutional Building Construction</td>
<td>Sources Sought</td>
<td>10/27/2022 0:00</td>
<td>11/7/2022</td>
<td>Set-Aside - Small Business</td>
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<tr>
<td>Line Item Construction Projects Request for Information</td>
<td>236220: Commercial and Institutional Building Construction</td>
<td>RFI</td>
<td>10/26/2022 0:00</td>
<td>1/25/2023</td>
<td>N/A for RFI</td>
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