



Sandia National Laboratories Overview

Small Business Program

**Don Devoti, Manager
Small Business Utilization**



Sandia is a multiprogram laboratory operated by Sandia Corporation, a Lockheed Martin Company, for the United States Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL85000. SAND2009-0357P

Our Business: National Security

■ Core purpose

- to help our nation secure a peaceful and free world through technology

■ Highest goal

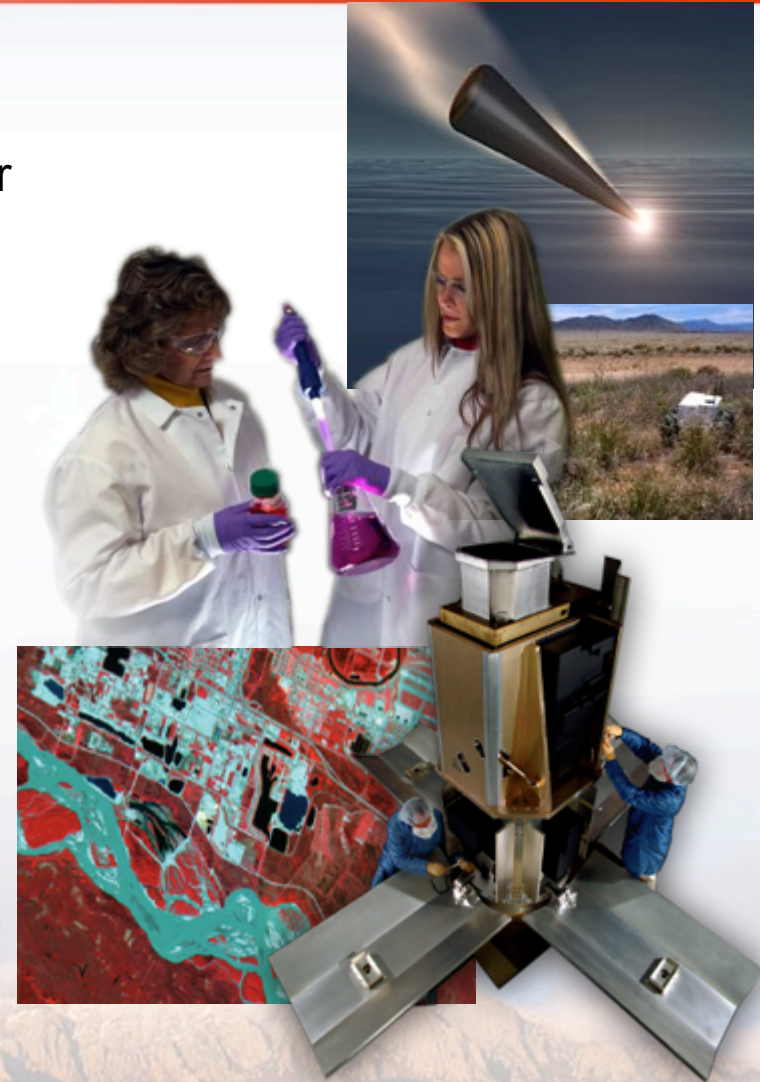
- to become the laboratory that the United States turns to first for technology solutions to the most challenging problems that threaten peace and freedom for our nation and the globe



Technologies for National Security

■ We develop technologies to:

- Sustain, modernize and protect our nuclear arsenal
- Prevent the spread of weapons of mass destruction
- Provide new capabilities to our armed forces
- Protect our national infrastructures
- Ensure the stability of our nation's energy and water supplies.
- Defend our nation against terrorist threats



Sandia's Sites

**Albuquerque,
New Mexico**



**Livermore,
California**



**Las Vegas,
Nevada**



**WIPP,
New Mexico**



**Kauai,
Hawaii**



Pantex, Texas



Tonopah, Nevada



Sandia's Governance Structure



Sandia Corporation

- AT&T: 1949–1993
- Martin Marietta: 1993–1995
- Lockheed Martin: 1995–Present
- Existing contract expires 9/30/12

Government-Owned
Contractor-Operated



Federally
Funded
Research &
Development
Center

The Evolution of Our Mission

1950s

Production engineering and manufacturing engineering

1960s

Development engineering

1970s

Multi-program laboratory

1980s

Research, development and production

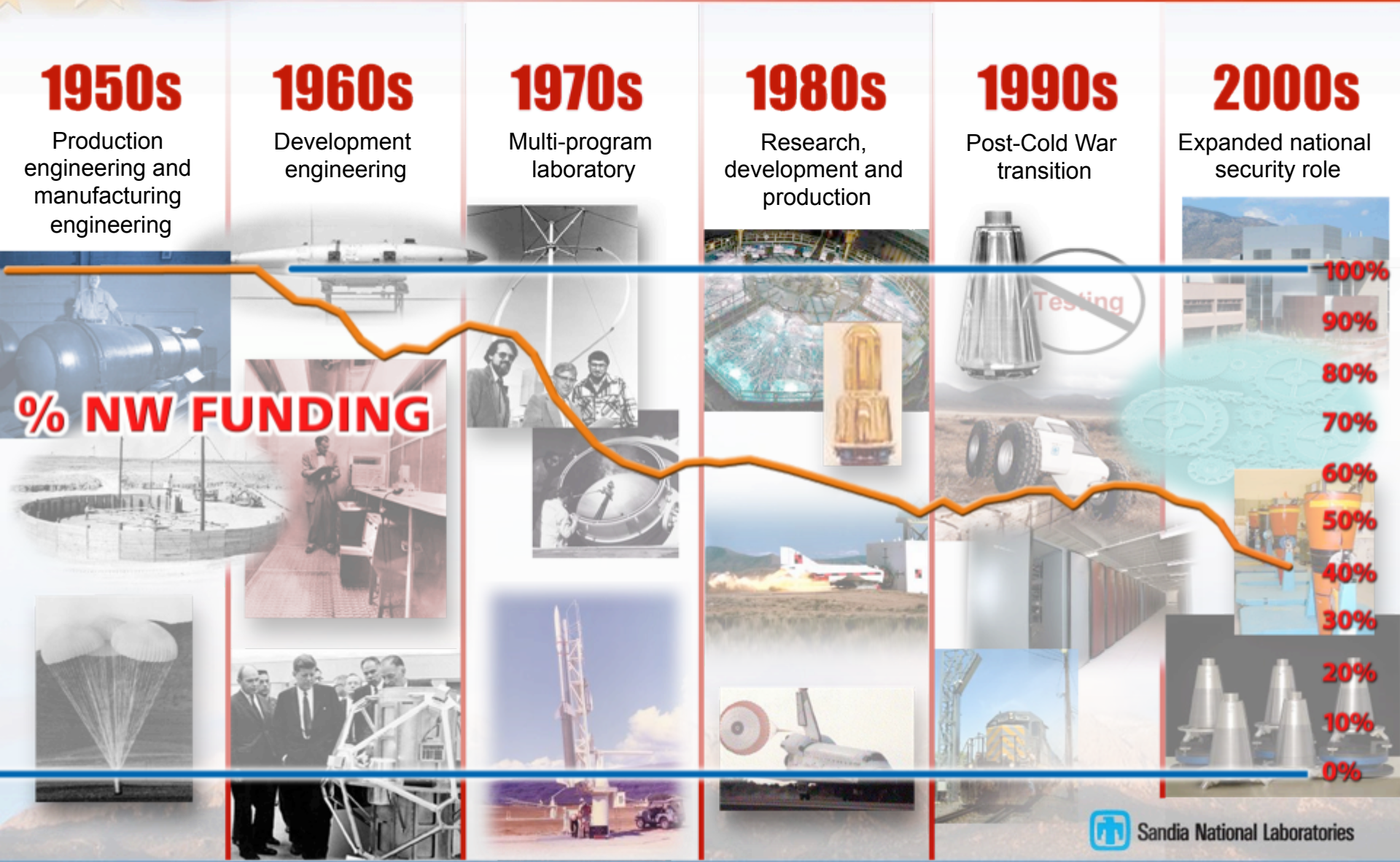
1990s

Post-Cold War transition

2000s

Expanded national security role

% NW FUNDING



Sandia's Procurement Spend is ~\$1B/year

■ What we Buy:

- 45% Services
- 26% Construction,
- 26% Product Purchases
- 2% Integrated Contractor Orders
- 1% Consultants



■ How we Buy

- 71% Negotiated Contracts,
- 15% Staff Augmentation
- 9% JIT
- 8% P-Card





FY10 Economic Impact

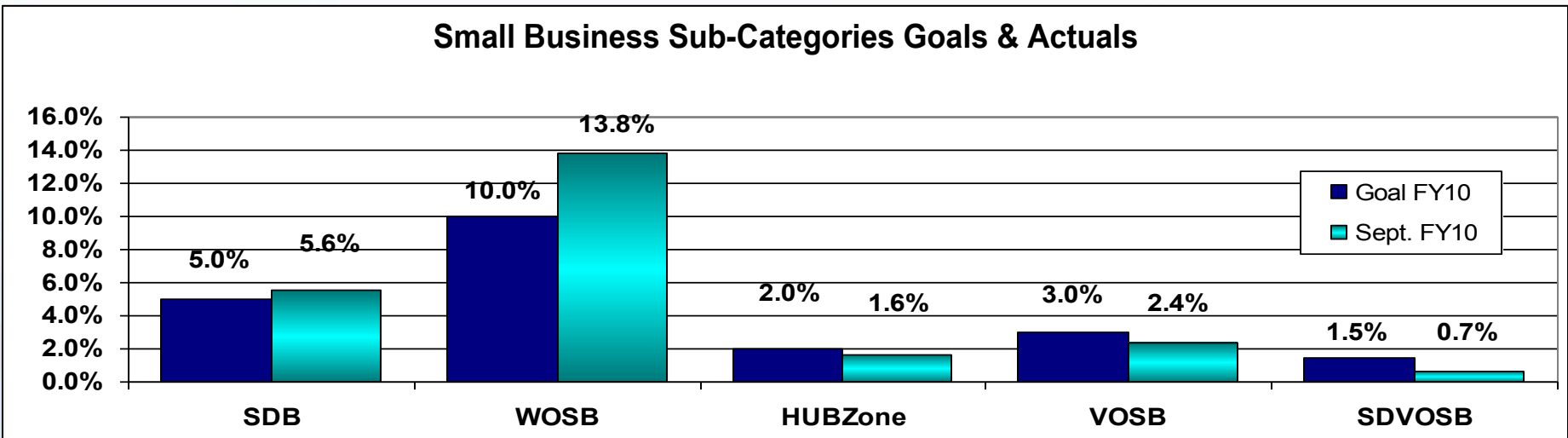
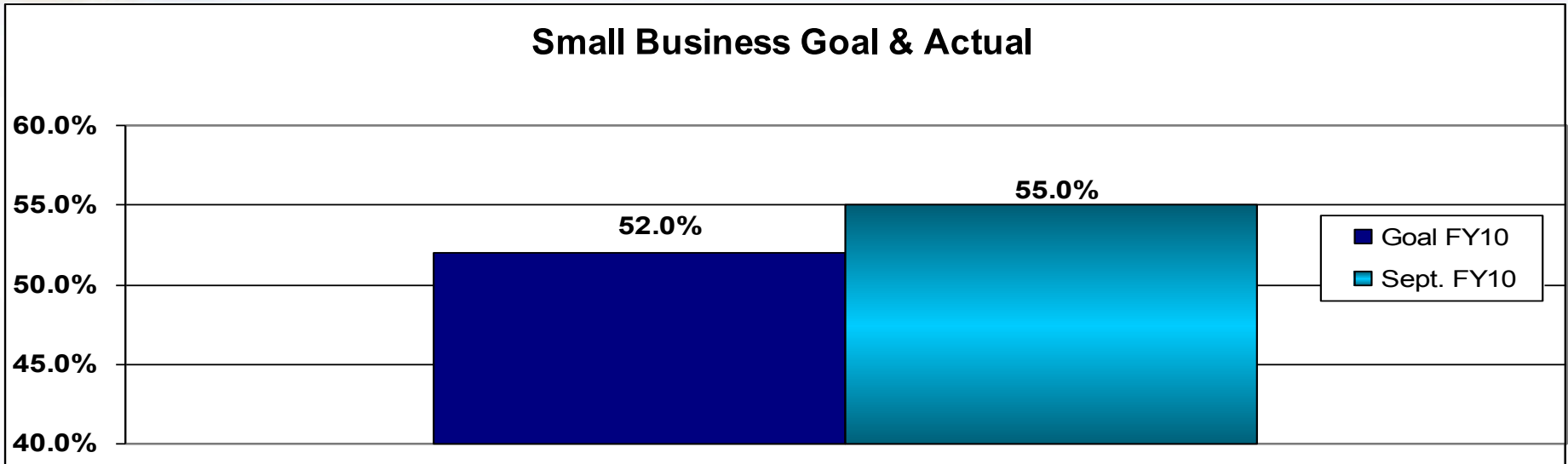
■ National Impact

- Contract Related Payments: \$950,093,000
- Total Small Business Payments: \$552,321,000 (58%)
- Other Than Small Business Payments: \$397,772,000
- Procurement Card Purchases: \$65,658,000

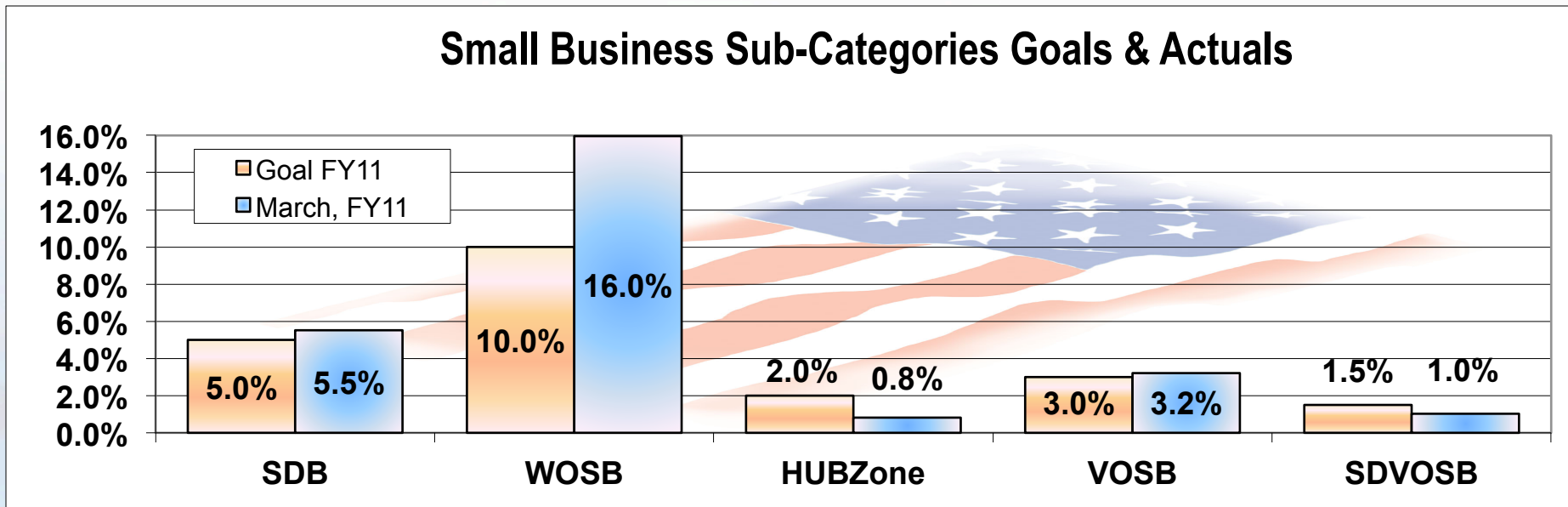
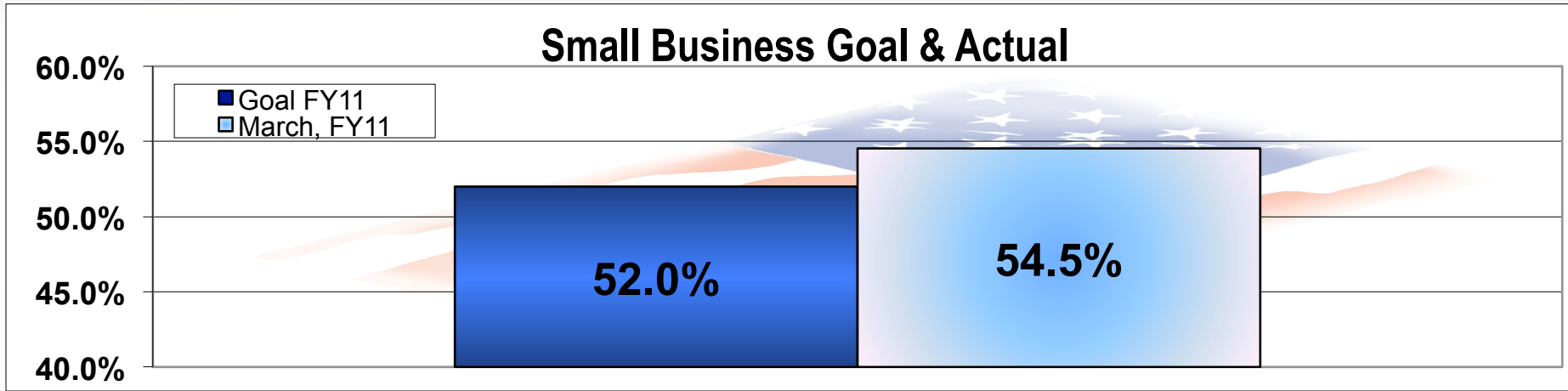
■ New Mexico Impact

- Contract Related Payments: \$499,385,000
- Total Small Business Payments: \$329,785,000 (66%)
- Other Than Small Business Payments: \$169,600,000
- Procurement Card Purchases: \$11,764,000
- Corporate Tax: \$67,586,000

Sandia's Small Business Utilization Goals & Actuals FY10



Sandia's Small Business Utilization Goals & Actuals FY11





Small Business Utilization Department

■ Small Business Services

- Small Business Advocates
- Business Point of Contact
- Small Business Supplier Diversity Activities
- Sourcing
- Connections
- Supplier Community Forums
- Business Opportunities Website
- Supplier Lobby



Business Opportunities Website

- **An easy-to-use Internet application**
 - Accessible 24/7
 - Website – <http://supplier.sandia.gov/opportunities/selection.aspx>
- **Enables firms to identify contracting opportunities to supply their products & services to SNL**
- **Opportunities list potential contracting opportunities for products and services**
 - Direct link to Buyer
 - As early in the procurement process as possible
- **Opportunities are listed in accordance with the North American Industry Classification Codes (NAICS)**
- **Buyers are required to post opportunities to the SNL Business Opportunities Website**
 - Competitive requirement of \geq \$100K or,
 - Sole-Source requirement of \geq \$500K
- **Buyers are highly encouraged to use this website for procurements outside the threshold**
 - If they want to find additional viable sources or,
 - If they want to break a sole-source

Business Opportunities Website



Opportunities

The Business Opportunities website lists potential contract opportunities for products and services at Sandia National Laboratories. Opportunities are listed in accordance with the North American Industry Classification System (NAICS).

The Business Opportunities website is intended to help firms identify contract opportunities to supply their products and services to Sandia as early as possible in the procurement process.

NOTE: Suppliers should be aware that major revisions or cancellations may occur with potential contract opportunities.

Advertising / Marketing information submission is prohibited on this site.

For registration information please review our iSupplier [Registration](#) page.

To be notified whenever a new Opportunity is posted, please visit our [Subscription](#) page.

Note 1: Click on the ID Number to view the entire record.

Note 2: For printing choose "Landscape Mode" on your page setup.

Buyer Email	ID Number	NAICS	Procurement Description	Estimated Value of Contract	Posting Close Date	Competition Type
ahrimbe@sandia.gov	747	621493, 621910, 624230, 621498	INTERNATIONAL Medical, Security, and Traveler Tracking Services		5/5/2010	Competitive
rtshib@sandia.gov	746	333132, 333131	Evaluation of Drilling Systems Based Rock Penetration Technologies	250000	5/21/2010	Competitive
dbishop@sandia.gov	742	334411	RFI for New power supplies to replace an existing unit for our electron gun system		5/14/2010	Competitive

Opportunities Webmaster: wshelto@sandia.gov - We welcome your questions and comments.

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Sandia Forecasted Opportunities FY 11-12

Procurement Title	Competition Type	Estimated Value of Contract	Anticipated Award Date
CAD Drafting Services	Competitive	\$5 Million (over 5 years)	3 rd Quarter 2011
Safety Engineering, Industrial Hygiene, and ES&H Support	Small Business Set Aside	\$10 Million (over 5 years)	3 rd Quarter 2011
Contract Corporate IT Services	Partial Small Business Set Aside	\$350 - \$500 Million (over 7 years)	4 th Quarter 2011
Tech Writing/Graphic Arts	Small Business Set Aside	\$15 Million (over 7 years)	4 th Quarter 2011
Off-Site IT Personnel Services	Partial Small Business Set Aside	\$100 Million (over 7 years)	1 st Quarter 2012
Architecture & Engineering Services	Competitive	\$70 Million (over 5 years)	3 rd Quarter 2012
Staff Augmentation Contracts	Small Business Set Aside	\$600 Million (over 5 years)	4 th Quarter 2013

Sandia National Laboratories Small Business Utilization Department

- | | | |
|---|---|---------------------|
| ■ Don Devoti, Manager | <u>djdevot@sandia.gov</u> | 505-284-4338 |
| ■ Elizabeth Gonzales <ul style="list-style-type: none">Alaska Native Corporations & Indian Tribes Advocate | <u>ecgonza@sandia.gov</u> | 505-284-3205 |
| ■ Toni Leon Kovarik <ul style="list-style-type: none">Veteran & Service Disabled Veteran Owned Small Business Advocate | <u>tlkovar@sandia.gov</u> | 505-284-9549 |
| ■ Marie Myszkier <ul style="list-style-type: none">8(a), Small Disadvantaged and HUBZone Small Business Advocate | <u>mamyszk@sandia.gov</u> | 505-284-9671 |
| ■ Luigia Pyle <ul style="list-style-type: none">Business Opportunities Website & Review and Approval Processes | <u>lpyle@sandia.gov</u> | 505-844-9674 |
| ■ Ann Riley <ul style="list-style-type: none">Woman Owned Small Business Advocate | <u>ajriley@sandia.gov</u> | 505-284-9550 |
| ■ Business Point of Contact | <u>supplier@sandia.gov</u> | 800-765-1678 |

Sandia's Small Business Utilization Department is the "front door" into Sandia Procurement

Sandia Small Business Success Story

Another Small Business Success Story

TEVET LLC

An "above and beyond" attitude from a Service-Disabled Veteran-Owned Small Business

Just out of the Navy, and a veteran of the first Gulf War, Tracy Solomon had a dream: to create a business in his hometown of Greenville, Tennessee – a place where many skilled workers have watched their jobs disappear as local industries begin moving operations overseas.

"Sandia's SBUD has been a big part of our success here. They are tremendous advocates for small businesses."

– Tracy Solomon, TEVET LLC

Solomon has seen that dream become a reality. Since 2003, Solomon has grown his company TEVET LLC into a major supplier providing its clients with a range of technology sourcing/consulting services and equipment management solutions.

Solomon used his military training as a stepping stone, taking advantage of Navy education programs to earn a bachelor's degree in business, studying and taking classes at night. After his discharge from the Navy, this third-generation disabled veteran (his father served in the Vietnam War and his grandfather was a World War II infantryman), worked at Agilent Technologies, Inc., which makes electronic test and measurement equipment, and later for a major telecommunications company. Again, Solomon pushed for more and earned his MBA.

It is this "above and beyond" attitude that interested Sandia in Solomon's company. Sandia senior manager Billie Weatherly first met Tracy Solomon at a Northern New Mexico Supplier Forum in 2008. Weatherly later talked with Toni Leon Kovarik, Sandia's representative for veteran-owned and service-disabled veteran-owned small businesses, about TEVET's qualifications as a test equipment supplier. Kovarik was also impressed with TEVET: "I'm always proud to work with the

veteran-owned business community, both as a Sandian and a private citizen. When I met Tracy, I really admired his approach to business and marketing. He has very high standards, and I knew that if he worked for Sandia he would come through and do a great job for us."

Kovarik knew that Sandia purchases Agilent equipment for a number of applications throughout the Labs. She also learned that TEVET is an Agilent "Small Business Partner," a program where qualifying small businesses represent and sell Agilent products. Agilent Account Managers Anthony Esquibel and Sophia Bowers work with TEVET to place orders for Agilent products. "TEVET is a great Small Business Partner to Agilent, and Tracy adds real value as a supplier of Agilent products because of his team's expertise in instrumentation and testing," said Bowers. "TEVET knows what questions to ask so that the customers get just the equipment they need," added Esquibel.

When the time came to establish a new bid for an Agilent supplier at Sandia, Kovarik met with Sandia Contracting Representative Krista Smith to identify a sourcing strategy that might include small businesses. Sandia has aggressive goals to work with small, disadvantaged, HUBZone, woman-owned, veteran-owned, and service-disabled veteran owned small businesses (SDVOSB).

"The person I talked with [at TEVET], Patty Solomon, was very prompt, responsive and helpful."

– Bob Kaplar, SNL Engineer

In her role as one of Sandia's small business advocates, Kovarik provided Smith with several potential sources in these categories. Based on the qualified supplier pool, Smith established the Agilent products contract as the first SDVOSB/8(a)/HUBZone competitive set-aside procurement at Sandia.

After the bidding process, the contract was awarded to TEVET, a SDVOSB and HUBZone small business. "Toni (Kovarik) really deserves a great deal of credit. She took the time to learn about the equipment Sandia was buying and came prepared with a lot of specific information to include in the bidding process," said Smith. "This contract helps Sandia meet its targets for working with service disabled veteran-owned small businesses. It also streamlines the way Sandia orders Agilent equipment. We now order from one supplier, rather than several different suppliers."

Since receiving the Sandia contract, TEVET has expanded and opened a satellite operation in Albuquerque, with offices adjacent to other veteran-owned businesses and the Veterans Procurement Assistance Center. TEVET has received a lot of support from the non-profit group and its director, Archie Garcia. "Our goal is to support all veteran-owned businesses in the area," said Garcia. In September 2009, Garcia's organization hosted a "Welcome to the Community" event attended by the Albuquerque Mayor's office, small business leaders, and executives from Sandia National Laboratories. "It's great to see Sandia reaching out to the service-disabled veteran's business community.

I look forward to more interaction with Sandia in the future," explained Garcia.

"TEVET looks forward to working in the Albuquerque business community. The contract with Sandia gives our company the additional ability to market and grow in the New Mexico community. Sandia's SBUD has been a big part of our success here. They are tremendous advocates for small businesses," said Solomon.

Success Contributors

TEVET LLC

Tracy Solomon, President & CEO
<http://www.tevetllc.com/>

Sandia National Laboratories

Billie Weatherly, Senior Manager
Don Devoti, Small Business Utilization Manager
Toni Leon Kovarik, Small Business Advocate
Krista Smith, Contracting Representative

Agilent Technologies, Inc.

Sophia Bowers, Account Manager
Anthony Esquibel, Account Manager

Veterans Procurement Assistance Center

Archie Garcia, Executive Director

SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS ADVOCATE

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Small Business
Utilization@Sandia



Sandia National Laboratories is a multi program laboratory operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL61500.
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