



memorandum

Associate Directorate for Business Innovation

To/MS: Master Management
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Phone/Fax: 6-0636/Fax 6-0532
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SUBJECT: SUPPORT FOR SUBCONTRACTING OPPORTUNITIES WITH SMALL BUSINESSES

Los Alamos National Laboratory has maintained a strong institutional commitment to small business subcontracting over the years and it is my intention that we continue that commitment. This commitment was formalized in the Prime Contract Appendix M provision for a regional purchasing preference as well as the Subcontracting Plan small business utilization in Appendix E. The current FY15 goals are:

- 50% to Small Businesses
- 15% to Small Disadvantaged Businesses
- 12% to Woman-Owned Small Businesses
- 3% to HUBZone Small Businesses
- 3% to Veteran-Owned Small Businesses
- 2% to Service-Disabled, Veteran-Owned Small Businesses

We must demonstrate our seriousness to achieving these commitments by working together as an institution, and individually as managers, in taking an active role identifying procurement opportunities for our neighboring communities and pueblos.

Managing to current budget constraints will make the task of finding small business contracting opportunities very challenging. However, we must demonstrate our commitment to our neighboring communities by meeting our small business goals. I challenge all managers and their staff to creatively seek ways to accomplish our goals.

On behalf of the Laboratory, the Acquisition Services Management (ASM) Division holds the overall charter to maximize the use of small businesses while ensuring that we meet the needs of the Laboratory and our customers. ASM, through its Purchasing, Subcontracting and Small Business operations, is the institutional resource available to you for assistance in developing acquisition strategies that maximize small business participation without compromise to business requirements.

Thank you in advance for your assistance in maintaining and furthering a robust small business subcontracting program. Please work with the Acquisition Services Management Division or contact the Small Business Program Office, business@lanl.gov or 7-4419, for assistance including small business participation in your resource management portfolio for FY15.

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