

Other Procurement Resources

The Small Business Administration (SBA) is a great resource to help you with government contracting. Your local SBA office can be found in the phone book or the SBA website at <http://www.sba.gov>.

Note: If you are qualified for other certifications such as service disabled, 8(a), HUBZone, etc. LANL strongly encourages you to contact the SBA to learn about these programs and how they may benefit your company.

LANL Forecasting

The Laboratory is currently improving its forecasting process and will continue to publicize upcoming procurement opportunities. Future procurement opportunities can be accessed by visiting the following forecasting sites <http://www.lanl.gov/orgs/sup/procurement> or <http://supply.lanl.gov/forecasts>.

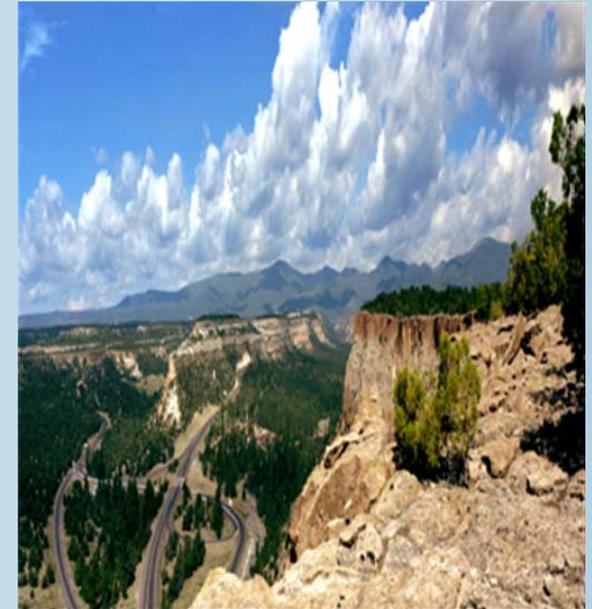
What The Laboratory Buys

Products and services the Laboratory procures includes, but is not limited to the following:

- Research & Development Studies
- Facility Construction & Architectural/Engineering Services
- Equipment - Maintenance & Repair
- Support Services & Staff Augmentation
- Mechanical/Electronic Fabrication
- Commercial Products & Services
- Environmental Restoration

Small Business Program Office

P.O. Box 1663, MS P222
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Fax: (505) 667-9819
E-mail: business@lanl.gov
Website: <http://business.lanl.gov>



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How To Start

Register with CCR

Any business interested in providing products or services to Los Alamos National Laboratory (LANL) can register their company in the Central Contractor Registration (CCR) database. This is the primary registrant database for the U.S. Federal Government. Register at <http://www.ccr.gov> or call 1-888-227-2423.

What You Will Need to Register

A Data Universal Numbering System (DUNS) Number is needed to register in the CCR. The D&B DUNS Number is a unique nine-digit identification number provided by Dun & Bradstreet (D&B). For additional information visit D&B at <http://www.dnb.com/us> or call 1-800-234-3867.

The U.S. Small Business Administration (SBA) establishes size standards on an industry-by-industry basis. A North American Industry Classification System (NAICS) code determines the business size based on its industry code. The NAICS table of codes can be found at <http://www.sba.gov/contractingopportunities>.

Research LANL

Find out what LANL's mission is by accessing the Laboratory's website at <http://www.lanl.gov>.

The Laboratory's Procurement Organization acquires goods and services to fulfill the Laboratory's mission. The Procurement website can be accessed at <http://asm.lanl.gov/procurement>.

Your Company Capabilities

Your company's capability statement should include products or services available, contracts performed, contacts on previous contracts and any performance data available. The Laboratory procures nearly \$1 billion in products and services annually. Keeping your marketing materials and capability statement current is critical when attempting to do business with the Laboratory, including recently completed contracts and past performance records.

Diversify Customer Base

We encourage you to research the Small Business Programs of other national laboratories and search for procurement opportunities. You can also visit the Department of Energy's forecasting website <http://hqinc.doe.gov/forecast>.

A Business Resource Guide is available and can be accessed at <http://supply.lanl.gov/sbp/docs/BusinessResourceGuide2010.pdf>. The guide has over 130 embedded links that allow small businesses instantaneous access to websites from dozens of sources on whatever aspect of contracting is relevant to their need.

Contact our Small Business Program Outreach Advocates

The Laboratory's Small Business Program Team assists the different buying groups within Procurement by identifying qualified suppliers that have the capability and capacity to meet the Laboratory's diverse programmatic procurement needs. These qualified suppliers are identified by various means including tradeshow, CCR, supplier visits, capability statements, internet searches, etc.

Contact our Small Business Program Outreach Advocates (continued)

If you believe that your company has a unique product or service that can be used by the Laboratory, contact one of the following advocates to learn how to pursue and identify opportunities or ways to provide your unique products or services to the Laboratory.

You can expect the Small Business Program Team to advocate internally with appropriate procurement staff and deliver your capability statement to them.

Small Business Advocates:

Dennis Roybal for Tribal Relations. Dennis can be reached at (505) 667-4419.

Yvonne Gonzales for commercial off-the-shelf products and machine shop services. Yvonne can be reached at (505) 665-0719 or gonzales@lanl.gov.

James Carrigan Jr. for commercial off-the-shelf products and machine shop services. James can be reached at (505) 667-4940 or carrigan_james@lanl.gov.

Moe Zamora for architect/engineering, construction, environmental, staffing, technical support and information technology services. Moe can be reached at (505) 665-6578 or moe@lanl.gov.

