Welcome to the LANL Virtual Subcontractor Forum
December 17, 2020
We will begin shortly
Agenda

• Forum logistics: Julianna Barbee (Forum Moderator and SBDC Director - Espanola, New Mexico)
• Welcome & Opening Remarks: Rachel Schroeder (LANL Transformation Manager)
• Procurement Transformation Update: Rachel Schroeder (LANL Transformation Manager) – 15 min.
• Staff Augmentation Program Update: Eduardo Ybarra (Acquisitions Services Management Procurement Specialist) – 15 min.
• Supplier Performance Measurement/Management: Dan Brown (Supplier Management Team Leader) – 15 min.
• MATOC Update: Brad Westergren (Acquisition Services Management Capital Projects Manager) – 15 min.
• MATOC D&D Work Projection: Susan Stein (Capital Projects Strategic Planning and Logistics Manager) – 15 min.
• Small Business Update and Procurement Opportunities: Chris Fresquez (Supplier Management Manager) – 20 min.
• Closing Remarks – Yvonne Gonzales (Small Business Program Advocate)
Welcome & Opening Remarks

LANL Virtual Subcontractor Forum

Rachel Schroeder
LANL Transformation Manager
Acquisition Services Management Division

December 17, 2020
NEW SOLUTIONS TIMELINE AND ROLL OUT

We are rolling out the new systems in a phased approach as shown in the timeline below. We need all suppliers to be ready for the Go-Live dates.

We are committed to supporting suppliers during this transition and will communicate about actions required and timing.
WHAT ARE THE BENEFITS?

Your improved future experience

- Completely **electronic transactions** such as purchase orders and invoices
- **Simplified** interactions with LANL with more efficient communication
- **Greater transparency** of business interaction status with LANL 24/7/365
- Increased **efficiency** and **accuracy** of PO and invoicing processes
- More **control** over order processing
- **Faster** payment
- **Save time and money** by eliminating paper and manual processing
- Keep track of documents with a **searchable** archive

The new procurement systems and processes will have substantial positive impacts and supplier benefits

Los Alamos National Laboratory
Onboarding of existing LANL suppliers will be done in phases. LANL will ensure all suppliers receive the information and support needed during the transition. Once Ariba is deployed, all new LANL suppliers will be instructed to sign up directly through Ariba.

The supplier onboarding process

<table>
<thead>
<tr>
<th>LANL</th>
<th>Supplier</th>
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<th>Supplier</th>
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<tr>
<td>Project Notification</td>
<td>Supplier Summit</td>
<td>Invitation to Register</td>
<td>Supplier Registration</td>
<td>Account Activation</td>
<td>Configure Account</td>
<td>Training &amp; Testing</td>
<td>Ready to Transact</td>
</tr>
<tr>
<td>You receive a Project Notification Letter briefing you about the changes and next steps.</td>
<td>You participate in online summit co-hosted with Ariba. This also may be viewed on recording.</td>
<td>You receive a link for registration. LANL’s team is available to provide you support.</td>
<td>You register in Ariba Supplier Lifecycle Management with your preferred account type.</td>
<td>You process the order from the interactive PO received via email (standard); or you accept the Trading Relationship Request (TRR) received via email (enterprise) to activate your Ariba Network account.</td>
<td>You configure your Ariba Network account with your company specific preferences and settings.</td>
<td>You are trained in Ariba functions and usage according to your selected account type.</td>
<td>You are fully onboarded and ready to transact with LANL in Ariba.</td>
</tr>
</tbody>
</table>

We are committed to helping suppliers get started in Ariba
Onboarding of **existing LANL suppliers** will be done in phases. LANL will ensure all suppliers receive the information and support needed during the transition. Once Ariba is deployed, all **new LANL suppliers** will be instructed to sign up directly through Ariba.

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**Existing suppliers**

**New suppliers**

We are committed to helping suppliers get started in Ariba
Suppliers will receive an email from Ariba that will invite them to register as a LANL Supplier.

Suppliers will first need to log in to Ariba with an existing account or create a new account.
Suppliers will complete all required fields as denoted by the asterisks (*)
Suppliers will receive a confirmation upon completing the registration questionnaire.
Visit LANL’s website to learn more about our Procurement Transformation initiative: [lanl.gov/business](http://lanl.gov/business)

For questions or technical support, please contact the LANL Supplier Management team at [aribasuppliers@lanl.gov](mailto:aribasuppliers@lanl.gov)

Visit LANL’s Ariba Supplier Information Portal to find Ariba training, resources and guides: [support.ariba.com/item/view/186986](http://support.ariba.com/item/view/186986)
QUESTIONS?
Staff Augmentation Program Update

LANL Virtual Subcontractor Forum

Eduardo Ybarra
LANL Procurement Specialist
Acquisition Services Management Division

December 17, 2020
Agenda

• **Staff Augmentation Program**
  - Managed Service Provider
  - Fieldglass
  - Pilot Program
  - RFP Status

• **Benefits to Suppliers**

• **Questions**
Staff Augmentation Program

• Managed Service Provider (MSP)
  – AgileOne
  – Single-point-of-contact
  – A standardized and responsive process for acquisition and deployment of Staff Augmentation contract labor

• Fieldglass
  – New solution rolled out on December 7, 2020
  – Centralized platform
  – Automates the process, from requisitioning through invoicing and payment
  – Staff augmentation suppliers, contract labor, LANL hiring managers and MSP will use Fieldglass
  – Standardized processes, tools, and reports
Staff Augmentation Program

• **Pilot Program**
  - In process; three suppliers participating
  - Testing LANL’s new Fieldglass system and resolving issues identified
  - Getting feedback and addressing challenges as necessary to ensure proficiency

• **Request for Proposal (RFP) for Staff Augmentation services at LANL**
  - Currently in review with NNSA
  - RFP release date: Tentatively Jan/Feb 2021
  - Proposal response deadline: Three weeks minimum after RFP release date
  - Bidders conference: Will not be held; instead LANL will use the Questions & Answers during the RFP process to provide additional information
  - Review of proposals: 1-2 weeks after proposal response due date
  - Oral presentations: TBD, if needed
Benefits to Suppliers

• More opportunities to work directly with LANL
• MSP single-point-of-contact for suppliers for any staff augmentation services
• A standardized and responsive process for acquisition and deployment of staff augmentation contract labor
• Structure for the right-sizing job titles and job title families
• Flexible software solution that is scalable with ever-changing business requirements
• Improved financial control and reporting
• Detailed reporting by accounts, departments or as needed
QUESTIONS?
Supplier Performance Measurement / Management

On the Path to a Partnership Development Approach

Dan Brown
Supplier Management Team Leader
Acquisition Services Management Division

December 17, 2020
Introduction -
Supplier Performance Measurement and Supplier Development Program

• Pursuing excellence in Supplier Performance Management
• LANL is implementing enhancements in its Acquisition and Procurement processes
• The enhancements underway with Ariba implementation will feed directly into the SPM and Supplier Development program
• The new program will contribute to:
  – Greater transparency for our customers, stakeholders and suppliers
  – Enriched partnership opportunities and higher degree of Supplier Relationship Management
  – Exceptional quality of services and products
• In the coming weeks and months, you will continue to hear more about these exciting changes
Our defined values serve as a “North Star” and will inform key decisions and business processes throughout the supplier development and supplier performance lifecycle!!!

Central to accomplishing the Mission is focusing on those KPIs that define value

Supply chain values are used to correlate Supplier Development and Supplier Performance

**SUPPLIER DEVELOPMENT OUTCOMES**

- Site awareness
- Risk awareness
- Subcontract exhibit compliance preparedness
- Business systems controls
- Partnership
- Regional stewardship
- Supplier success
- Customer satisfaction

**SUPPLIER PERFORMANCE OUTCOMES**

- Performance in accordance with subcontract KPIs and metrics
- Aligned attitudes and behaviors
- Innovation and co-innovation
- Supplier success
- Customer satisfaction
- Program success

**SUPPLY CHAIN VALUES**

- Account Management
- Safety
- Quality
- Security
- Schedule
- Sustainability
- Innovation
- Environment
- Compliance
- Regional Development
# Core Key Performance Indicators (KPIs)

<table>
<thead>
<tr>
<th>Key Performance Indicator (KPIs)</th>
<th>Metrics (SAMPLES)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Safety</td>
<td>• Site Safety Manager/Site Supervisor demonstrates strong safety culture and is knowledgeable and cooperative</td>
</tr>
<tr>
<td></td>
<td>• Responsiveness to ESHW concerns within established timelines</td>
</tr>
<tr>
<td>Quality</td>
<td>• Quality of workmanship (degree of rework)</td>
</tr>
<tr>
<td></td>
<td>• QPA Assessment measures/results</td>
</tr>
<tr>
<td>Account Management</td>
<td>• Account management team provides clear, accurate, complete and timely communication such as early</td>
</tr>
<tr>
<td></td>
<td>notification of changes in personnel, service levels and advance notice of real or potential issues.</td>
</tr>
<tr>
<td></td>
<td>• Account management team partners in a manner which enhances the effectiveness of the relationship and</td>
</tr>
<tr>
<td></td>
<td>drives continuous improvement</td>
</tr>
<tr>
<td>Environmental</td>
<td>• Fosters an environmental culture, including proactively identifying risks and following appropriate</td>
</tr>
<tr>
<td></td>
<td>protocols to prevent negative environmental incidents</td>
</tr>
<tr>
<td>Security</td>
<td>• Responsiveness to security concerns within established timelines</td>
</tr>
<tr>
<td>Innovation</td>
<td>• Does the supplier proactively bring forward ideas to improve quality, reduce cost, increase speed of</td>
</tr>
<tr>
<td></td>
<td>efficiency</td>
</tr>
<tr>
<td>Sustainability</td>
<td>• Supplier’s goods and services incorporate sustainable resource use, including water management and</td>
</tr>
<tr>
<td></td>
<td>minimize the use of excessive packaging and natural resources</td>
</tr>
<tr>
<td>Regional Development</td>
<td>• The subcontractor contracted with Northern New Mexico lower tier subcontractor from any of the following</td>
</tr>
<tr>
<td></td>
<td>counties: Los Alamos, Rio Arriba, Taos, Mora, San Miguel, Sandoval, Santa Fe</td>
</tr>
<tr>
<td>Schedule</td>
<td>• Project Manager/Person responsible for the adherence to the schedule is knowledgeable, cooperative and</td>
</tr>
<tr>
<td></td>
<td>maintains updates or modifications accurately</td>
</tr>
<tr>
<td>Compliance</td>
<td>• Compliance with Subcontract Terms and Conditions / SOW</td>
</tr>
</tbody>
</table>
Performance Measurement Process

In a nutshell –

- Solicitation – Communication and Collaboration of Planned KPIs and clear, concise Performance Metrics
- Pre-Award – Predetermined assessment frequency
- Performance Assessments performed by prearranged evaluation teams
- Assessment results shared with Supplier
- Supplier responses are greatly appreciated for the process’ ultimate success
- Sharing of Lessons Learned, Strengths and Weaknesses
- Collaboration for continuous improvement
To Summarize Our Vision for Supplier Development

Key Take-aways!!!

- World class procurement organization and supplier development program
- SPM offers two-way communication, partnership expansion and on-going continuous improvement
- 24/7 high level Customer and LANL visibility to supplier development results
- Active involvement of community, suppliers and procurement stakeholders in setting development priorities and opportunities
- A formalized process for Supplier interaction to successfully compete for LANL solicitations
QUESTIONS?
Awarded Design-Build MATOC Awardees

• Demolition and Decontamination (D&D) of various facilities
  – Los Alamos Technical Associates, Inc.
    • Carl A. Beard – Chief Operating Officer
      • cbeard@lata.com
  – Perma-Fix Environmental Services, Inc.
    • Tracey Spencer – Contract Administration Manager
      • tspencer@perma-fix.com
  – SIS-CTI LLC.
    • Peter Fant – Manager
      • pfant@saniscvs.com

• D&D Task Order RFPs beginning December-January
Future Design-Build MATOC Awards
Planning Estimation

• December-January
  – Modular office / laboratory facilities (design, fabrication, supply, install)
  – Electrical/Systems (construction, maintenance, and alterations)

• January-February
  – General Construction (design-build, design-bid-build, build construction, maintenance, and alteration of various facilities)
  – Asphalt paving

• February-March
  – Fire Suppression, Fire Protection
  – Mechanical Systems (construction, repairs, alteration and maintenance)
QUESTIONS?
MATOC D&D: Work Projection

Susan Stein
Capital Projects Strategic Planning and Logistics Manager
Associate Laboratory Director for Capital Projects

December 17, 2020
Capital Projects: What’s New??

New name: MATOC → Managed Category for Construction (MCC)

Part of: Construction Subcontractor Excellence effort:

- Improved forecasting of pending work
- Cleaner Statements of Work (SOW)
- Consistent SOW format and standards
- More “commercial” requirements
- Two-way feedback to/from subcontractors
- Move more work from self perform to subcontract to enable execution of critical pit mission

Stay tuned for next months’ forum to learn more!
# D&D Managed Category for Construction: Work Projection

<table>
<thead>
<tr>
<th>Demolition</th>
<th>FY 2021</th>
<th>FY 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>TA-16-0306 D&amp;D (not MATOC)</td>
<td>IFB</td>
<td>Awd: Jan'21 (19639 SF)</td>
</tr>
<tr>
<td>TA-41-0004 D&amp;D</td>
<td>IFB Feb'21</td>
<td>Awd: Ap'21 (22,119 SF)</td>
</tr>
<tr>
<td>TA-22 &amp; TA-37 Magazines D&amp;D</td>
<td>IFB Jan'21</td>
<td>Awd Mar'21 ( ?? SF)</td>
</tr>
<tr>
<td>TA-52-0001 D&amp;D Building Demo</td>
<td></td>
<td>(-31,864 SF)</td>
</tr>
</tbody>
</table>
## D&D Managed Category for Construction: Work Projection

<table>
<thead>
<tr>
<th>Demolition</th>
<th>FY 2023</th>
<th>FY 2024</th>
<th>FY 2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>TA-35-0189 (Trident) D&amp;D</td>
<td>Execution -10,485 SF</td>
<td></td>
<td></td>
</tr>
<tr>
<td>TA-11-0024 Bunker D&amp;D</td>
<td></td>
<td>Execution -4,349 SF</td>
<td></td>
</tr>
<tr>
<td>TA-33-0129 D&amp;D</td>
<td></td>
<td>Execution -1,414 SF</td>
<td></td>
</tr>
<tr>
<td>RLWTF</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Clarifier 2 TA-50-0001</td>
<td>Execution</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gravity Filter</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>100K tank</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TA-43-0001 HRL D&amp;D</td>
<td></td>
<td>Execution: Characterization, Risk Reduction, Demolition -105,470 SF</td>
<td></td>
</tr>
<tr>
<td>TA-39 Buildings D&amp;D</td>
<td></td>
<td>Execution -4,951 SF</td>
<td></td>
</tr>
<tr>
<td>TA-60-0045 D&amp;D</td>
<td></td>
<td>Execution -2,174 SF</td>
<td></td>
</tr>
<tr>
<td>TA-16-0180 D&amp;D</td>
<td></td>
<td>Execution -6,526 SF</td>
<td></td>
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Awardee company contact information will be posted on LANL opportunities website: [https://www.lanl.gov/business/procurement-opportunities.php](https://www.lanl.gov/business/procurement-opportunities.php)
QUESTIONS?
Los Alamos National Laboratory

- ~ 36 square miles,
- 2,000 individual facilities with 8M sq. feet
  - 47 technical areas
  - 40% are more than 40 years old
- 12,000+ Employees
- 268 miles of roads (100 paved)
- Weapons R&D Research
- Operated by Triad National Security, LLC - Prime Contractor to DOE/NNSA
Updates

• FY2021 Small Business goals & statistics
• eSRS action items & deadlines
• Supplier development, business resource engagement & training
• Forecast procurement opportunities
## FY2021 Small Business Goals & Statistics

<table>
<thead>
<tr>
<th>Small Business Categories</th>
<th>FY 2021 Goals</th>
<th>FY 2021 Accomplishments (through November 2020)</th>
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<tbody>
<tr>
<td>Small Business</td>
<td>63.70%</td>
<td>63.5%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>27.50%</td>
<td>12.8%</td>
</tr>
<tr>
<td>Woman Owned Small Business</td>
<td>19.50%</td>
<td>9.8%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>4.95%</td>
<td>5.4%</td>
</tr>
<tr>
<td>Veteran Owned Small Business</td>
<td>8.50%</td>
<td>9.6%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned Small Business</td>
<td>4.70%</td>
<td>3.4%</td>
</tr>
</tbody>
</table>
Regional Purchasing Preference

7 Northern New Mexico Counties

- Los Alamos
- Mora
- Rio Arriba
- Sandoval
- San Miguel
- Santa Fe
- Taos
Primary for subcontracts exceeding $700K, or $1.5M construction

- If Subcontracting Plan is in effect, then...
  - eSRS ISR - Data entries due October 30 for period ending September 30 were extended as follows:
    - ISR reports due November 30
    - ISR Reporting is for 6 month period
    - (April 1, 2020 through September 30, 2020)
    - SSR reports due December 30
    - SSR Reporting is for FY20 period

If you require assistance, please contact the LANL Small Business Program at business@lanl.gov
Supplier Development
Business Resource Engagement & Training

- Los Alamos National Laboratory Resources
- Procurement Technical Assistance Centers - PTAC
- Small Business Development Centers - SBDC
- Service Core of Retired Executives - SCORE
- Regional Development Center - RDC
- Chambers of Commerce
- Department of Energy’s Office of Small Disadvantaged Business Utilization – DOE-OSDBU
- Small Business Administration – SBA
Supplier Development - Top 20

1. T’s & C’s Page Turn
2. Exhibit F – Safety
3. Exhibit G – Security
4. Exhibit H – Quality
5. Exhibit I – Submittals
6. Processing Requests for Equitable Adjustments
7. Directed Change Orders
8. Field Change Orders
10. Responding to an RFP
Supplier Development Top 20 - Continued

11. LANL Engineering Standards
12. Escorting
13. Clearances and FOCI
14. Scheduling
15. Project Management
16. Supplier Registration
17. Transacting in Ariba – Series
18. IESL Qualification Process
19. Lessons Learned - Series
20. Environmental Standards
Other Training Opportunities

• Small Business Development Centers
• Procurement Technical Assistance Centers
• Local Resources
  – Service Corps of Retired Executives - SCORE
  – Chambers of Commerce
Forecast Procurement Opportunities
Forecast Procurement Opportunities

Statement of Work: Cellular Service Provider

NAICS Code: 517312 Wireless Telecommunications Carriers

Set-aside Type: TBD

Special Requirements/Conditions: GSA Federal Supply Schedule Holder

Estimated Dollar Value: $<30M

Term: TBD

RFP/RFQ Target Issuance: 2nd Qtr FY2021

Forecasted Award Date: 3rd Qtr 2021

Contact Information: Patrick Padilla, papadilla@lanl.gov

Web link: https://www.lanl.gov/business/procurement-opportunities.php
Forecast Procurement Opportunities

Statement of Work: Protective Force Services
NAICS Code: 561612 - Security Guards and Patrol Services
Set-aside Type: TBD
Special Requirements/Conditions: Extensive Experience
Estimated Dollar Value: $<500M - Five Year Term
Term: 5 Year base with option periods
RFP/RFQ Target Issuance: 3rd Qtr FY 2021
Forecasted Award Date: 3rd Qtr FY 2022
Contact Information: Janneke Rasmussen, janneke@lanl.gov
Web link: https://www.lanl.gov/business/procurement-opportunities.php
Forecast Procurement Opportunities

Statement of Work: Mechanical Fabrications
NAICS Code: 332710 – Machine Shops
Set-aside Type: Small Business Set Aside
Special Requirements/Conditions: TBD
Estimated Dollar Value: $<100K
Term: NA
RFP/RFQ Target Issuance: Ongoing
Forecasted Award Date: FY2021
Contact Information: Lawrence Garcia, garcia_l@lanl.gov
Web link: NA
Forecast Procurement Opportunities

Statement of Work: Specialty Metal Provider – ID/IQ for Cut, Form, Roll, Assorted Metals and Specialty Metals, Bar Stock, Sheets, Formed, etc.

NAICS Code: 332999 - All Other Miscellaneous Fabricated Metal Product Manufacturing

Set-aside Type: TBD – Multiple Award

Special Requirements/Conditions: TBD

Estimated Dollar Value: $<5M

Term: Multi Year

RFP/RFQ Target Issuance: 1st Qtr FY 2021

Forecasted Award Date: FY 2021

Contact Information: Lawrence Garcia, garcia_l@lanl.gov

Web link: https://www.lanl.gov/business/procurement-opportunities.php
Forecast Procurement Opportunities

Statement of Work: Electronic Software Distribution - ESD – Provider, Master contract to include all software that is distributed throughout the Lab using our ESD system

NAICS Code: TBD

Set-aside Type: TBD

Special Requirements/Conditions: (TBD)

Estimated Dollar Value: $<50M

Term: TBD

RFP/RFQ Target Issuance: 2nd Qtr 2021

Forecasted Award Date: (4th Qtr FY2021)

Contact Information: TBD

Web link: https://www.lanl.gov/business/procurement-opportunities.php
Forecast Procurement Opportunities

Statement of Work: Mobile Testing Unit
NAICS Code: 336120 Heavy Duty Truck Manufacturing
Set-aside Type: TBD
Special Requirements/Conditions: TBD
Estimated Dollar Value: $<500K
Term: NA
RFP/RFQ Target Issuance: FY2021
Forecasted Award Date: FY2022
Contact Information: Evelyn Lopez-Chavez, evelyn@lanl.gov
Web link: https://www.lanl.gov/business/procurement-opportunities.php
Forecast Procurement Opportunities

Statement of Work: Analytical Laboratory Services

NAICS Code: 541380 - Testing Laboratories

Set-aside Type: TBD

Special Requirements/Conditions:

• Capability to manage a large stable of analytical laboratories able to complete the many and varied analytical tests required by LANL.

• Subcontractors serving LANL must be accredited by NELAC and shall have successfully passed a DOE Consolidated Audit Program (DOECAP) audit.

• The subcontractors performing analyses in support of LANL industrial hygiene programs must be American Industrial Hygiene Association (AIHA) certified, and subcontractors supporting personnel monitoring programs must be Department of Energy Laboratory Accreditation Program (DOELAP) approved.

• All accreditations and certifications shall remain current and on file.

Estimated Dollar Value: $<4M

Term: Multi Year Award

RFP/RFQ Target Issuance: 2nd Qtr (FY2025)

Forecasted Award Date: 4th Qtr (FY2025)

Contact Information: Andre Clark, aclark@lanl.gov

Web link: https://www.lanl.gov/business/procurement-opportunities.php
Forecast Procurement Opportunities

Statement of Work: LA Omega Bridge Inspection
NAICS Code: 541330 Engineering Services
Set-aside Type: TBD
Special Requirements/Conditions: TBD
Estimated Dollar Value: $<100K
Term: TBD
RFP/RFQ Target Issuance: TBD
Forecasted Award Date: TBD
Contact Information: Mark Gonzalez; mgonzalez@lanl.gov
Web link: https://www.lanl.gov/business/procurement-opportunities.php
Forecast Procurement Opportunities

Statement of Work: Radiological Laundering Services
NAICS Code:
Set-aside Type: TBD
Special Requirements/Conditions: TBD
Estimated Dollar Value: $<5M
Term: Multi - Year
RFP/RFQ Target Issuance: TBD
Forecasted Award Date: TBD
Contact Information: Andre Clark, aclark@lanl.gov
Web link: https://www.lanl.gov/business/procurement-opportunities.php
Sources Sought

- Products or Services that have historically been sourced from Other Than Small Business suppliers
  - Capability statements
  - Past performance
  - Business relationships with manufacturers
- Partnerships with current and future subcontractors on large projects
Forecast Procurement Opportunities

Statement of Work: Service representatives able to represent Trane, Eaton, Thysen Krup

NAICS Code: TBD

Set-aside Type: TBD

Special Requirements/Conditions: Able to perform work, install, testing, train, etc. as approved Manufacturer Representative

Estimated Dollar Value: $TBD

Term: TBD

RFP/RFQ Target Issuance: TBD

Forecasted Award Date: TBD

Contact Information: Eaton - Janneke Rasmussen, janneke@lanl.gov

Contact Information: Trane - Janneke Rasmussen, janneke@lanl.gov

Contact Information: Thysen Krup - Janneke Rasmussen, janneke@lanl.gov

Web link: https://www.lanl.gov/business/procurement-opportunities.php
Forecast Procurement Opportunities

Statement of Work: NQA-1 Capabilities

Open request for companies to provide capability statements, past performance, special skills in the NQA-1 area

NAICS Code: TBD

Set-aside Type: TBD

Special Requirements/Conditions: NQA-1 Capability/Past Performance, etc.

Estimated Dollar Value: $TBD

Term: TBD

RFP/RFQ Target Issuance: TBD

Forecasted Award Date: TBD

Contact Information: Business@LANL.gov

Web link: https://www.lanl.gov/business/procurement-opportunities.php
Forecast Procurement Opportunities

Statement of Work: Lower Tier Subcontractors – Mechanical, Civil, Electrical, Etc.

NAICS Code: Assorted

Set-aside Type: Small Business Set Aside

Special Requirements/Conditions: Willingness to work with MATOC Subcontractor

Estimated Dollar Value: TBD

Term: Duration of MATOC Subcontracts

RFP/RFQ Target Issuance: Ongoing

Forecasted Award Date: Ongoing

Contact Information: business@LANL.gov

Web link: https://www.lanl.gov/business/procurement-opportunities.php
Forecast Procurement Opportunities

Statement of Work: Lower tier Subcontractors - TLW Facility
NAICS Code: Various
Set-aside Type: TBD
Special Requirements/Conditions: TBD
Estimated Dollar Value: $<25M
Term: TBD
RFP/RFQ Target Issuance: 3rd - 4th Qtr FY2021
Forecasted Award Date: FY2021
Contact Information: TBD
Web link: https://www.lanl.gov/business/procurement-opportunities.php
Forecast Procurement Opportunities
Supply Chain Management Center (SCMC)

Statement of Work: Translation Services – Supply Chain Management Center - RFP

NAICS Code: 541930 - Translation and Interpretation Services

Set-aside Type: TBD

Special Requirements/Conditions: TBD

Estimated Dollar Value: $TBD

Term: TBD

RFP/RFQ Target Issuance: TBD

Forecasted Award Date: TBD

Contact Information: jdetten@kcnsdc.doe.gov

Web link: thescmcgroup.com
Upcoming Outreach Events

LANL Virtual Subcontractor Forums

- Monthly

Third Thursday of the month (dates subject to change)

- January 21, 2021
- February 18, 2021
- March 18, 2021

Please register to receive notifications
FY2021 distribution list for LANL Monthly Forums

• If you haven’t already, sign up to receive invitations for future monthly forums
• Contact the Small Business Program Office at business@lanl.gov for questions
• You can find the link to register at business.lanl.gov. Click on the Forums link under Supplier Resources

Los Alamos National Laboratory
Delivering science and technology to protect our nation and promote world stability

Business » Forums

Forums

Outreach event resources:
To register to receive information and invitations for future forums, please click here
QUESTIONS?
Closing

LANL Virtual Subcontractor Forum

Yvonne Gonzales
Small Business Advocate
Small Business Program Office

December 17, 2020