Welcome to the LANL Virtual Subcontractor Forum
January 21, 2021
We will begin shortly
Agenda
9:00 a.m. – 11:30 a.m..

Forum logistics: Julianna Barbee (Forum Moderator and SBDC Director - Espanola, New Mexico) – 2 min.

Welcome and opening remarks: Drew Fuller (Acquisitions Services Management Division Director) – 2 min.


Fireside Chat Video: “LANL operations leaders discuss the status of Managed Category for Construction (MCC) Awards” – 20 min.
Deputy Director of Operations, Kelly Beierschmitt
Kathye Segala, Andy Tisler (ALDCP)
Scott Tingey (ALDFO)
LeAnne Stribley, Drew Fuller (ALDBUS)

Managed Category for Construction (MCC) Work Projection: Susan Stein (Capital Projects Strategic Planning and Logistics Manager) – 10 min.

Detailed discussion of specific opportunities under the Managed Category for Construction (MCC): Erwin Vargas and Greg Barna (Capital Projects – Project Managers) – 15 min.
Managed Category for Construction (MCC) update/roles & responsibilities: Brad Westergren (Acquisition Services Management Capital Projects Manager) – 15 min.


Ariba Registration Overview: Ashley Dominguez (Supplier Management) – 10 min.

New Mexico Small Business Assistance (NMSBA) Program: Amanda Garcia/John Rogers (Richard P. Feynman Center for Innovation) – 20 min.

Small business update and procurement opportunities: Chris Fresquez (Supplier Management Manager) – 15 min.

Closing remarks: Yvonne Gonzales (ASM Supplier Management) – 5 min.
Welcome & Opening Remarks

LANL Virtual Subcontractor Forum

Drew Fuller
Acquisition Services Management Division Director

January 21, 2021
Doing Business with the Department of Energy (DOE)

Office of Small and Disadvantaged Business Utilization
Nicola Ohaegbu, Procurement Analyst

January 21, 2021
Overview

- History and Mission
- DOE/NNSA Sites
- DOE’s Commitment to Small Businesses
- What DOE Buys
- Best Practices
- Engage with the DOE
- Locate DOE Opportunities
- Important Links
- Upcoming Events
History and Mission

Ensure America’s security and prosperity by addressing its energy, environmental and nuclear challenges through transformative science and technology solutions

Enhance Efforts in Scientific Discovery and Innovation
- Fund cutting-edge research and deploy innovative energy technologies in collaboration with industry and academia

Nuclear Security
- Ensure the safety of the nuclear stockpile, advancing nuclear nonproliferation and promoting global nuclear safety

Environmental Responsibility
- Stop or reverse environmental damage caused by the legacy of nuclear warhead production

Legacy of Manhattan Project & Cold War
DOE’s Commitment to Small Businesses

DOE earned its 5th consecutive “A” grade from the Small Business Administration for FY 2019 Small Business Achievement

- $7.68B obligated to small businesses in FY 2019 (of $28.1B total)
  - $5.01B in direct prime and first-tier M&O subcontract small business awards
  - $2.67B in direct subcontract small business awards
- 1 in 4 contract dollars goes to small businesses
- Small business awards in all 50 states
- Additional $905M in other small business transactions (Science and Technology grants, credit cards)

<table>
<thead>
<tr>
<th>Total Small Business Obligations (Prime + MOSRC* + Subcontracts)</th>
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<tbody>
<tr>
<td>FY 2015</td>
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<td>FY 2016</td>
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<td>FY 2017</td>
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<td>FY 2018</td>
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<td>FY 2019</td>
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*Management & Operating Subcontract Reporting Capability
# What DOE Buys

## Top 5 NAICS Codes – Prime
- Other Computer Related Services
- Professional Services
- Environmental Consulting Services
- Research & Development in the Physical, Engineering, and Life Sciences
- Remediation Services

## Top 5 NAICS Codes – Subcontracting
- Engineering Services
- Professional Services
- Research and Development in the Physical, Engineering, and Life Sciences
- Remediation Services
- Educational Services

*North American Industry Classification System Codes*
Best Practices

Research

- Learn what products and services DOE buys at its different sites
- Review each site separate acquisition forecasts and DOE Headquarters expiring contracts
- Ensure socio-economic certifications and security classifications are current

Target

- Identify NAICS requirements at the sites that align with company’s capabilities
- Pursue low dollar requirements to build past performance
- Pursue all levels of opportunities
- Participate in Agency outreach events

Resources

- Engage SBA, Small Business Development Centers, Procurement Technical Assistance Centers, and other small business advocates
- Partner with other small business stakeholders including the DOE Mentor Protégé Program
- Engage OSDBU and site Small Business Program Managers

http://smallbusiness.energy.gov
## Engage with the DOE

**Engage with program elements.** Know their mission and requirements.

- Create a demand by offering a solution to DOE’s posted requirements.
- Attend outreach sessions and network with other contractors.

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**Plan ahead – allow 1.5 to 2 years to prepare a proposal for major requirement.**

- Respond to sources sought synopses.
- Consider teaming arrangements if requirements are steep.

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**Learn how to prepare an effective proposal.** Incumbents do not always win recompetitions.

- Contact Small Business Development Centers and Procurement Technical Assistance Centers for guidance.
- Be persistent.

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[http://smallbusiness.energy.gov](http://smallbusiness.energy.gov)
Locate Agency Opportunities

- **DOE Acquisition Forecasts**: [https://www.energy.gov/osdbu/acquisition-forecast](https://www.energy.gov/osdbu/acquisition-forecast)
  - Provides headquarter prime opportunities
  - Provides hyperlinks to the various Agency laboratories for subcontracting opportunities. Search each respective site forecast for its unique requirements

- **FedConnect**: [https://www.fedconnect.net](https://www.fedconnect.net)

- [https://beta.sam.gov/](https://beta.sam.gov/)

- **General Services Administration**: [www.ebuy.gsa.gov/ebuy/](http://www.ebuy.gsa.gov/ebuy/)

- **Federal Grants**: [www.grants.gov](http://www.grants.gov)

- **DOE Small Business Innovation Research and Small Business Technology Transfer**: [https://science.energy.gov/sbir/](https://science.energy.gov/sbir/)

- **Supply Chain Management Center (SCMC)**: [https://thescmcgroup.com/](https://thescmcgroup.com/)
Important Links

- **DOE OSDBU Website:** [www.energy.gov/osdbu](http://www.energy.gov/osdbu)
- **DOE Small Business Program Managers Directory:**
- **DOE Unsolicited Proposal Program:**
  [https://www.netl.doe.gov/business/unsolicited-proposals](https://www.netl.doe.gov/business/unsolicited-proposals)
- **Alleged Undue Restriction:** [https://www.energy.gov/osdbu/small-business-services/submit-notice-alleged-undue-restriction](https://www.energy.gov/osdbu/small-business-services/submit-notice-alleged-undue-restriction)
- **Small Business Administration Website:** [www.sba.gov](http://www.sba.gov)
- **SBA Small Business Development Centers:** [http://americassbdc.org/](http://americassbdc.org/)
- **Procurement Technical Assistance Centers:** [http://www.aptac-us.org/](http://www.aptac-us.org/)
Feb. 9
Sandia National Laboratories & the U.S. Department of Energy (DOE) Construction Opportunities

Aug. 1-5
DOE Summer ’21 New Mexico Small Business Expo
Nicola Ohaegbu
Procurement Analyst
Small Business Technical Advisor
Office of Small and Disadvantaged Business Utilization
U.S. Department of Energy

Phone: (202) 802-0095
Email: Nicola.Ohaegbu@hq.doe.gov
LANL operations leaders discuss the status of Managed Category for Construction (MCC)

Deputy Director of Operations – Kelly Beierschmitt
Kathye Segala, Andy Tisler (ALDCP)
Scott Tingey (ALDFO)
LeAnne Stribley, Drew Fuller (ALDBUS)

January 21, 2021
Managed Category for Construction (MCC) Work Projection

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

January 21, 2021
Forecasted Procurement Opportunities

LANL Virtual Subcontractor Forum

Erwin Vargas and Greg Barna
Capital Projects – Project Managers

January 21, 2021
Scope Of Work:
Diamond Drive is the primary roadway providing access through TA-03 and down the Pajarito Corridor. Diamond Drive experiences heavy traffic congestion in the AM and PM hours as the majority of the TA-03 and Pajarito Corridor workforce enters and exits using this road. Diamond Drive is in need of upgrades to: 1) the roadway and intersections, 2) traffic management equipment, 3) pedestrian and bicycle routes to meet current ADA criteria, and 4) landscaping to improve the overall appearance of the corridor.

Execution strategy:
- Design-Build:
- May be issued under MCC for GC
- Estimated Subcontract Value > $10M

High Level Schedule:
- RFP Phase – 2nd Quarter 2021
- Notice of Award – 3rd Quarter 2021
- Project Kick Off – 3rd Quarter 2021
Diamond Drive - Vargas

- Traffic Intersection Upgrades -
- Arterial Rd. Intersections: 1 (Pajarito)
- Collector Rd. Intersections: 3 (Eniwetok, Sigma, Embudo)
- Driveway Intersection: 2 (Coronado, Grable)
- ADA Sidewalk Upgrades
- Paint Markings & Striping
- Signal Infrastructure (New Signals at Embudo & Sigma. Modifications at Eniwetok and Jemez)
- Retaining Walls (Cast In Place Concrete and Redi-Rock Block)
- Low Impact Development (LID)/ Green Infrastructure (GI) Features
**Diamond Drive - Vargas**

**Utility Relocations / Replacements –**
- 1 – Replacement of steam/condensate manhole/vault w/ traffic rated lid.
- 1 – Natural gas valve pit relocation
- 16 – Sanitary Sewer manhole grade ring adjustments
- 36 – Water & Gas valve box and manhole grade ring adjustments
- 5 – Water fire hydrant relocations
- 20 – Electrical and Telecommunications manhole grade ring adjustments and installation of traffic load rated covers.
- 36 – Street Lighting improvements throughout the corridor.
- 19 – Storm Water catch basins/manholes, curb inlets
- 260 LF – Storm Drain Culverts

**High Level Project Quantities and Scope Details:**
- Asphalt Placement – HMA SP IV 3,050 Tons & HMA SP III 1,630 Tons
- Base Course Excavation / Demo – 27,500 SY
- Placement/Compaction – Subgrade Prep 19,300 SY & Base Course 6,276 Tons
- Sidewalks – 5,300 SY
- Curb & Gutter – 10,260 LF
**Statement of Work Description:** A Light Manufacturing Laboratory building will be designed and built to provide a new permanent industrial facility supporting the mission at TA-53. The ~ 10,000 square foot facility will include both high and low bay spaces to support the handling of small vessels with a small gantry crane. The laboratory will require the need for high-efficiency particle filtration and the removal of radioactive, and other hazardous substances from exhaust air. The building will also require a buffer area, change rooms, bathrooms, showers, and office spaces in order to support the full scale of operations. Nine parking spaces and a perimeter sidewalk support will be required for the building. Geotechnical investigation has been completed.

**Execution Strategy & Details:**

- Design Build
- MCC: May be issued under MCC for GC
- The new Light Manufacturing Laboratory requires design and construction services for the structure, service systems, infrastructure and capabilities to manage radioactive isotope production specific to the Isotope Program outlined in the Conceptual Design Report. The building will comply with Federal High Performance Sustainable Buildings (HPSB) and design requirements as stated in 21 CFR 210 and 211, and current Good Manufacturing Practice for Finished Pharmaceuticals, subpart C, Buildings and Facilities.
- NAICS Code: TBD

**High Level Schedule & Costs:**

- Estimated (subcontract) Dollar Value: >$10M
- Period of Performance: (months): 20+ months
- RFP/RFQ Target Issuance: 2nd Qtr.. FY2021
- Forecasted Award Date: 3rd Qtr.. 2021
- Contact Information: Procurement Specialist: Karin Antal
Statement of Work Description: Design and construction of ~8,200 square foot facility within Area 2 dedicated to the cleanout and repair of vessels, to include vessels up to 8’ in diameter. Project will be designed/constructed to accommodate a government provided bridge crane. The industrial areas (clean out bays) will be designated as radiological work areas and will require high efficiency particle filtration for the removal of radioactive, microbiological, carcinogenic, and other hazardous substances from the exhaust air. The building will also require a buffer area, change rooms, bathrooms, showers, and office space in order to support the program operations. A geotechnical investigation has been completed.

Execution Strategy & Details

• Design-Bid-Build
• MCC: May be issued under MCC for GC
• Set-aside Type: TBD
• NAICS Code: TBD

High Level Schedule & Costs

• Estimated (subcontract) Dollar Value (Design): < $2M
• Period of Performance: (months): 10+ months
• RFP/RFQ Target Issuance: TBD, On hold pending Congressional Approval
• Forecasted Award Date: TBD
• Contact Information: Procurement Specialist: Frank Sedlacek
**Statement of Work Description**: Design Build. HVAC is from the 1950s. HVAC systems will need to be replaced. Replacement of the heating coils will also be included.

NAICS Code: TBD

MCC: May be issued under MCC for Mechanical

Estimated (subcontract) Dollar Value: < $5M

Period of Performance: (months): 12 months

RFP/RFQ Target Issuance: 3rd Qtr.. FY2021

Forecasted Award Date: 4th Qtr.. FY2021

Contact Information: Procurement Specialist - TBD

Web link: https://www.lanl.gov/business/procurement-opportunities.php
**Statement of Work Description:** Design Build - Design and construct two 4,000 square foot pre-engineered steel buildings for materials staging and storage. Subcontractor shall provide design and construction of pre-engineered metal building using an existing approved metal building shell design as a basis. LANL will provide design and construction of communications, security, and primary electrical service. LANL will also provide utility tie-ins.

NAICS Code: TBD

Set-aside Type: TBD

MCC: May be issued under MCC for GC

Estimated (subcontract) Dollar Value: < $5M

Period of Performance: (months): 16 months

RFP/RFQ Target Issuance: 3rd Qtr.. FY2021

Forecasted Award Date: 4th Qtr.. FY2021

Contact Information: Procurement Specialist: TBD

Web link: https://www.lanl.gov/business/procurement-opportunities.php
**Statement of Work Description:** Design Build - Design and provide the necessary upgrades to TA-35-0086 and surrounding adjacent exterior areas for new programmatic work to take place within Room 100. There will be minimal site work, reconfiguration of the existing interior building layout within the area of work, demolition of interior infrastructure but no work involving a reconfiguration of the building’s structural components.

The work is primarily electrical and mechanical with supporting non-loadbearing architectural walls and finishes. New finishes, piping, HVAC equipment, electrical service, and related structural supports as may be necessary for the installation of the utilities. Fire protection and/or fire alarm upgrades and reconfiguration is anticipated, though the facility is already equipped with these systems.

NAICS Code: TBD  Set-aside Type: TBD

MCC: May be issued under MCC for GC

Estimated (subcontract) Dollar Value: __<$2M, _X_ <$5M __<$10M, _X_> $10M

Period of Performance: (months): 20 months

RFP/RFQ Target Issuance: 4th Qtr.. FY2021 (but pending congressional approval)  Forecasted Award Date: 1st Qtr.. FY2022

Contact Information: Procurement Specialist: TBD

Web link: https://www.lanl.gov/business/procurement-opportunities.php
ASM-Capital Projects Planning

LANL Virtual Subcontractor Forum

Brad Westergren
Acquisition Services Management Capital Projects Manager

January 21, 2021
Doing Business with ASM Capital Projects

• Plan to maintain a long-term relationship
• MUST REGISTER in Ariba to conduct all future business
• Read the entire solicitation; understand all the requirements
  – Pay attention to the proposal evaluation criteria
• Prepare a winning proposal
  – Make it easy for LANL to evaluate the proposal
    • Organize your proposal according to the solicitation instructions to offerors
  – Expect competition

We only want self-managing subcontractors who deliver quality goods and services on schedule at the original price, securely and safely, on behalf of the U.S. Taxpayer.
Roles, Responsibilities, Accountabilities, and Authorities (R2A2)

• **Procurement Specialist (PS)**
  – Owns the subcontract
  – Has Procurement Authority to subcontract for authorized supplies and services on behalf of Triad
  – Responsible for the solicitation, negotiation, award, and administration of subcontracts.
  – Only LANL person authorized to change subcontract terms and conditions (e.g., performance requirements, schedule requirements, cost)

• **Subcontract Technical Representative (STR)**
  – Has no authority, express or implied, to direct a subcontractor to deviate from the terms and conditions of the subcontract or make any contractual commitments (e.g., affecting scope, schedule, or cost)
  – Appointed by the PS and responsible for technical oversight of a subcontractor’s performance under a subcontract

Subcontractor must have documented direction from the PS for any change to the subcontract terms and conditions.
Managed Category for Construction
Design-Build 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

• Modular office / laboratory facilities (Design, fabrication, supply, install)
  – Adamo Security Group
    • Joshua Godknecht
      • JGodknecht@adamosecurity.com
  – Ramtech Building Systems, Inc.
    • Matthew Slataper
      • matt@ramtechgroup.com
  – RedGuard, LLC.
    • Ross Draney
      • rossd@coversix.com

• Electrical/Systems (Construction, maintenance, and alterations)
  – Beltline Electric Co., Inc.
    • Jason Siener
      • jsiener@beltlineservices.com
  – Northridge Electric
    • Mark DeMoss
      • mdemoss@burgosgroup.com
  – RG Construction Services, LLC.
    • John McKinstry
      • john@rgcsnm.com
Future Managed Category for Construction (MCC) Design-Build (D-B) Awards, Planning Estimation

• February
  – General Construction (Design-Build, Design-Bid-Build, Build construction, maintenance, and alteration of various facilities)
  – Asphalt paving

• March
  – Fire Suppression, Fire Protection
  – Mechanical Systems (construction, repairs, alteration and maintenance)
Earliest Future MCC D-B Task Order (TO) Requests for Proposal (RFP), Planning Estimation

• **January**
  – Demolition and Decontamination (D&D) of various facilities

• **February**
  – Modular office / laboratory facilities (Design, fabrication, supply, install)
  – Electrical/Systems (Construction, maintenance, and alterations)

• **March**
  – General Construction (Design-Build, Design-Bid-Build, Build construction, maintenance, and alteration of various facilities)
  – Asphalt paving

• **April**
  – Fire Suppression, Fire Protection
  – Mechanical Systems (construction, repairs, alteration and maintenance)
Questions

Brad Westergren
westergren@lanl.gov
Procurement Transformation Update

LANL Virtual Subcontractor Forum

Rachel Schroeder
LANL Transformation Manager
Acquisition Services Management Division

January 21, 2021
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 we will continue to communicate about actions required and timing.
OVERVIEW OF WHAT IS CHANGING

**Ariba Network**

**Module**

**Supplier Lifecycle & Performance**
- This module integrates the supplier creation, registration, maintenance and qualification processes.

**Sourcing**
- This module provides a strategic sourcing environment for LANL to collaborate with suppliers and managing RFIs/RFPs, evaluations and negotiations.

**Contracts**
- This module provides the workspace for electronic contract documents, including e-signatures through DocuSign.

**Buying**
- This module offers an online buying platform for LANL employees to buy goods and services. Users can either select items from the available catalogs or use it for free-text buying.

**Invoicing**
- This module uses Ariba’s cloud-based platform to send purchase orders and invoices between LANL and suppliers, making the process faster and more accurate.

**Module description**

**Changes on Feb. 16, 2021**
- Suppliers complete registration questionnaire
- Suppliers maintain company information directly

**Changes on May 17, 2021**
- Suppliers respond to RFIs and RFPs through Ariba
- **Must have Ariba account and be registered in Ariba**
- Suppliers sign contracts electronically with DocuSign
- New contracts executed and maintained within Ariba

- Purchase orders and order confirmations will be sent and received through Ariba
- Invoices will be sent to LANL in Ariba
To be ready to transact with LANL in Ariba on Feb. 16, suppliers need to have an Ariba Network account and complete the supplier registration questionnaire. All suppliers are eligible to register at this time. **LANL needs contact information for supplier Ariba administrator.**

**The supplier onboarding process**

- **LANL**
  - Project Notification
  - Supplier Summit
- **Supplier**
  - Invitation to Register
  - Supplier Registration
  - Account Activation
  - Configure Account
  - Training & Testing
- **LANL & Supplier**
  - Supplier
- **Ready to Transact**

*Existing suppliers* 

*New suppliers*

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**Training and live “help” sessions will be available to assist with supplier registration**
Visit LANL’s website to learn more about our Procurement Transformation initiative: lanl.gov/business

For questions or technical support, please contact the LANL Supplier Management team at aribasuppliers@lanl.gov

Visit LANL’s Ariba Supplier Information Portal to find Ariba training, resources and guides: support.ariba.com/item/view/186986
QUESTIONS?
Ariba Registration Overview

LANL Virtual Subcontractor Forum

Ashley Dominguez
Supplier Management

January 21, 2021
Questions
New Mexico Small Business Assistance Program

Solving New Mexico’s Small Business Challenges

Amanda Garcia
and John Rogers

Project Managers at Los Alamos
NMSBA helps small businesses solve technical challenges and overcome barriers to success by providing access to expertise and capabilities from New Mexico national laboratories, universities, and select service providers.

• Partnership among Los Alamos National Laboratory (LANL), Sandia National Laboratories (SNL), and the State of New Mexico

• The goal is to bring the technology and expertise of the labs to small businesses to enhance New Mexico’s economy with an emphasis on rural New Mexico
No Cost Technical Assistance

• Do you have a technical challenge?
• Testing or design consultation?
• Access to special equipment?
• Testing a model?
• Advanced imaging?
NMSBA Qualifications

Must be **located in New Mexico**
Must be a **small business** per U.S. SBA rules
Must be **for-profit** (CRS #, file taxes in NM)

Restrictions

- NMSBA does **NOT** provide **cash or equipment**
- Assistance must **NOT** be available in **private industry** at a reasonable cost
- All work **MUST begin** and **end** within the **same calendar year**
- **Avoid IP creation; NO endorsement**
Types of Projects

**INDIVIDUAL**

One business addressing a specific technical challenge, up to $40k in assistance. Year-round applications.

**LEVERAGED**

Multiple businesses facing a shared challenge, up to $120k in assistance. Twice yearly competitive applications.

**CONTRACT**

Contracted with UNM, NM MEP, NMTECH, or NMSU. Year-round applications.
The Capabilities to Solve NM Small Business Challenges
Individual Success Story

ST. CLOUD MINING COMPANY

St. Cloud Mining mines and customizes its zeolites to specific applications that range from filtration to environmental remediation, aquaculture, removing heavy metals, and capturing ammonia.

LANL provided a comparative analysis of performance of a wide range of the company’s zeolites in handling contaminants in wastewater. This allowed St. Cloud to better understand zeolite effectiveness in wastewater.

Many entrepreneurial and risk-taking businesses simply aren’t large enough to support the expanded research and development of key products. By tapping into NMSBA and the national laboratories, we were able to do just that, and as a result expand our product into new application areas.

- DAN EYDE
CTO St. Cloud Mining Company, LLC
Thanks to NMSBA, we have successfully demonstrated that the LAMPPS instrument can perform materials design at the atomic level.

GREG SCANTLEN
CTO CreativeC, LLC

To take advantage of advances in computational architecture, CreativeC, Materials Design, Inc., and Manufacturing Technologies, Inc. joined forces to develop and commercialize a LAMMPS instrument.

Los Alamos National Laboratory scientist performed various types of simulations to determine the breakeven point where GPUs outperformed conventional CPUs.
National Laboratory Partners for Contract Projects

**New Mexico MEP**
- Provides all things manufacturing
- Courses & trainings
- Assessments
- Scaling workshops

**UNM MOT**
- Technology product paradigm development using advanced learning curve and road-mapping
- Business & predictive analytics for new tech
- Small firm scaling enhancement

**NMSU**
- Interfaces with science & engineering disciplines to evaluate technologies and products
- Demonstration and Validity of Technology
- Product Usability Testing
- Feasibility Demonstration

**NM TECH**
- Applies engineering management, info, and technology expertise to assess competitive positions
- Product Assessment
- Risk Analysis
- Quality Functional Deployment
ROCKSMITH PRECISION MACHINING

RockSmith Precision Machining, Inc., was ready to diversify from a custom machine shop business to machine and mass-produce the intricate tools licensed from Los Alamos National Lab to disable explosive devices.

NM MEP set-up a visual organization system allowing RockSmith to increase its manufacturing capacity and provide precise delivery estimates for the tools.

They really took our production process from just a stack of blueprints to a real system. They’ve helped us with organization so much, now we can be ready when people start placing orders.

LANEY SMITH, Co-Owner
RockSmith Precision Machining
A Quick Look at the Process

Company requests assistance
www.nmsbaprogram.org

Identification of appropriate Principle Investigator (PI)

Verify eligibility and outline assistance needed

Small business and PI collaborate to develop a statement of work (SOW)

Small business signs standard NMSBA agreement.

Upon project completion company receives final report, assistance provided statement for sign-off, & surveys for completion

PI begins work on project

Closure
Metrics & Outcomes

Since program inception in 2000:
- **$67.2M** in technical assistance
- **3,051** businesses assisted
- **8,778** jobs created and retained
- **$396M** in new revenue
- **$202.6M** decrease operating costs
- **$140M** invested in NM goods/services
- **$176M** in funding & investments
- **33** New Mexico counties supported

2020:
- **$2.0M** in technical assistance
- **117** businesses assisted
- **20** counties supported

Benefits to New Mexico small businesses:

- **55%** developed a new product or technology
- **54%** expanded or improved a product or service
- **54%** became more competitive in the marketplace
- **52%** improved overall operations
- **49%** improved the expertise or capabilities of employees
Questions?

www.NMSBAprogram.org

Amanda Garcia – (505) 228-2320
amandag@lanl.gov

John Rogers – (505) 228-2249
john.rogers@lanl.gov
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
• Regional Purchasing Preference
• Supplier Development
• Forecast Procurement Opportunities
• Upcoming Outreach Events
<table>
<thead>
<tr>
<th>Small Business Categories</th>
<th>FY 2021 Goals</th>
<th>FY 2021 Accomplishments (through December 2020)</th>
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<tbody>
<tr>
<td>Small Business</td>
<td>63.70%</td>
<td>74.6%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>27.50%</td>
<td>14.5%</td>
</tr>
<tr>
<td>Woman Owned Small Business</td>
<td>19.50%</td>
<td>17.6%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>4.95%</td>
<td>5.5%</td>
</tr>
<tr>
<td>Veteran Owned Small Business</td>
<td>8.50%</td>
<td>7.3%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned Small Business</td>
<td>4.70%</td>
<td>3.5%</td>
</tr>
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Regional Purchasing Preference

7 NNM Counties
• Los Alamos
• Mora
• Rio Arriba
• Sandoval
• San Miguel
• Santa Fe
• Taos
Supplier Development - Top 20

1. Terms and Conditions 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 Request for Proposal (RFP)
Supplier Development Top 20

11. LANL Engineering Standards
12. Escorting
13. Clearances and Foreign Ownership, Control or Influence (FOCI)
14. Scheduling
15. Project Management
16. Supplier Registration
17. Transacting in Ariba – Series
18. Institutional Evaluated Suppliers List (IESL) Qualification Process
19. Lessons Learned - Series
20. Environmental Standards
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](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
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: 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
Supply Chain Management Center  
Web Address: theSCMCgroup.com

**International Translation Services – Anticipated RFP January 2021**  
Contact Information:  
[mailto:pdiego@kcnsc.doe.gov](mailto:pdiego@kcnsc.doe.gov)

**Architectural/Engineering Services – Phase 1 – Anticipated RFP February 2021**  
Contact Information:  
[mailto:jdetten@kcnsc.doe.gov](mailto:jdetten@kcnsc.doe.gov)

**Architectural/Engineering Services – Phase 2 – Anticipated RFP November 2021**  
Contact Information:  
[mailto:pdiego@kcnsc.doe.gov](mailto:pdiego@kcnsc.doe.gov)

**CISCO Networking Equipment – Anticipated RFP January 2021**  
Contact Information:  
[mailto:kcassell@kcnsc.doe.gov](mailto:kcassell@kcnsc.doe.gov)

**Managed Print Services – Anticipated RFP February 2021**  
Contact Information:  
[mailto:pdiego@kcnsc.doe.gov](mailto:pdiego@kcnsc.doe.gov)
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.
Sources Sought

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
Sources Sought

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
Upcoming Outreach Events

LANL Virtual Subcontractor Forums
  • Monthly

Third Thursday of the month (dates subject to change)
  • February 18, 2021
  • March 18, 2021 (tentative)
  • April 18, 2021
LANL Virtual Subcontractor Forum

Yvonne Gonzales
Small Business Advocate
Supplier Management

January 21, 2021