Welcome to LANL’s
Virtual Subcontractor Forum
March 18, 2021
We will begin shortly
March 18, 2021
10:00 a.m. – 12:00 p.m.

- Forum Logistics – Julianna Barbee
- Welcome and Opening Remarks – Warren Finch
- Safety Share – Trish Alley
- COVID Refresher – Dr. Sara Pasqualoni
- Unplanned Releases at LANL – Antonio Trujillo
- Penetration Operations – Dakota Travis
- Introduction to Strategic Planning and Logistics Process plus Procurement Opportunities – Susan Stein, Brian Arellano, Erwin Vargas, and Roger Tuttle
- Managed Category for Construction (MCC) update – Brad Westergren
- Procurement Transformation Update – Rachel Schroeder
- Small Business Update – Yvonne Gonzales
- Post Event Survey – Trish Alley
- Closing remarks – Ashley Dominguez
Welcome and opening remarks

Warren Finch
Deputy Division Director
Acquisitions Services Management
Safety Share

Trish Alley
Supplier Management
Safety Share

• **Spring is here…and then it’s back to winter weather** - stay vigilant for unpredictable changes in weather
  - We sometimes experience 4 seasons in a day here in Northern New Mexico!
  - Keep items in your vehicle to stay prepared for sudden changes in weather
    ▪ Keep a jacket/blanket in the car
    ▪ Pair of proper shoes

• **Spring months bring high winds**
  - Hazardous when working from an elevated location
  - Many tall and older trees in the area
  - High winds can affect control of equipment and materials
  - Secure loose objects that can easily blow in high winds
  - Protect eyes from debris

• **Time change is here**
  - Sleep cycle can be disrupted
  - Avoid fatigue, set an alarm to wind down for the day
  - It can take a few days to get used to the time change
One year of COVID:
Continuing to fine-tune our approach

Thom Mason
March 2021

Send questions to chadwick_frances@lanl.gov
LANL Case Rates Over Time

Nov 2020

Jan 2021
DOE COVID-19 guidance

The DOE has asked us to evaluate our COVID policies and ensure consistency with their guidance
- We are using this directive to refresh managers and staff on our policies and to reaffirm our focus on safety

Los Alamos National Laboratory reacted quickly to protect employees and the mission in early 2020
- I’m very proud of our workforce; the Lab has done a great job adjusting and executing during the pandemic

As the supply of available vaccines increases, we are seeing light at the end of the tunnel

Above, an employee is fitted for a respirator.
Cross walked DOE Safety Plan to our COVID Policy - no significant changes. We need RLMs to continue to exercise judgement and use the flexibility our policy allows.

<table>
<thead>
<tr>
<th>DOE COVID-19 Workplace Safety Plan</th>
<th>LANL measures for onsite work</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telework</td>
<td>Covered in LANL COVID-19 Policy</td>
</tr>
<tr>
<td>Face Masks</td>
<td>Covered in LANL COVID-19 Policy</td>
</tr>
<tr>
<td>Contact Tracing</td>
<td>Covered in Covid Hotline/Emergency Mgt. Procedures</td>
</tr>
<tr>
<td>Travel</td>
<td>Covered in LANL COVID-19 Policy</td>
</tr>
<tr>
<td>Symptom Monitoring</td>
<td>Covered in LANL COVID-19 Policy, Daily Self Assessment</td>
</tr>
<tr>
<td>Quarantine and Isolation</td>
<td>Covered in LANL COVID-19 Policy</td>
</tr>
<tr>
<td>Confidentiality</td>
<td>Covered in LANL COVID-19 Policy</td>
</tr>
<tr>
<td>Vaccinations</td>
<td>Covered on COVID HUB</td>
</tr>
<tr>
<td>Occupancy</td>
<td>Covered in LANL COVID-19 Policy</td>
</tr>
<tr>
<td>Physical Distancing</td>
<td>Covered in LANL COVID-19 Policy</td>
</tr>
<tr>
<td>Environmental Cleaning</td>
<td>Covered in LANL COVID-19 Policy, EM Procedures</td>
</tr>
<tr>
<td>Hygiene</td>
<td>Covered in LANL COVID-19 Policy, Quick Take Guide Controls</td>
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<td>Ventilation and Air Filtration</td>
<td>Covered in LANL COVID-19 Policy, Quick Take Guide Controls, Ventilation Evaluations</td>
</tr>
<tr>
<td>Visitors</td>
<td>Covered in LANL COVID-19 Policy</td>
</tr>
<tr>
<td>Elevators</td>
<td>Covered in LANL COVID-19 Policy</td>
</tr>
<tr>
<td>Shared Spaces</td>
<td>Covered in LANL COVID-19 Policy</td>
</tr>
</tbody>
</table>
Path forward

We are leveraging this DOE Safety Directive to:

• Thoroughly review and reinforce our COVID policies
• Re-emphasize the need to stay vigilant (wear masks, social distance, not let our guard down), since this pandemic is not over
• Highlight the importance of getting vaccinated, keeping your appointment, informing LANL of preexisting conditions, and letting us know if you receive a vaccine elsewhere

This week, meet with your staff to review these slides, review our COVID protocols, and talk about safety concerns specific to your organizations
Lessons learned & improvements made during COVID-19

• Emphasized early case identification and containment
• Worked to modify behaviors to reduce potential/actual cases and isolation requirements/contact tracing
• Adopted flexible policy/guidance based on developing info, such as self assessments, disinfecting workplaces and PPE, proper mask use, and ergo support for teleworkers
• Developed COVID-related safety signage across the institution, evaluated common spaces
• Leveraged WESSTs for pandemic communication and policy implementation
• Adapted to telework and implemented telework pilot
• Reduced the risk for onsite work by adding Ventilation Evaluation processes toolkit
LANL received a record 1,170 vaccines last week

Employees’ vaccine acceptance rate is very good

We are grateful that many employees are being vaccinated by the state DOH and elsewhere

More knowledge and data can help address vaccine hesitancy:

− All authorized vaccines have an extremely high success rate at preventing fatalities & of reducing the chance of contracting a serious case of COVID
− Although they were fast-tracked, vaccines followed all the usual steps for testing and review
− The vaccines do not give you COVID-19
− Side effects from vaccination are temporary and can be eased with OTC pain medicine
FAQS

1. Should I quarantine or make special arrangements to come onsite if I have out-of-state visitors?
2. Do I need to quarantine if I have been vaccinated for COVID-19?
3. How do I let LANL know if I receive a vaccine offsite?
4. Do I need to quarantine if I have tested positive for COVID-19?
5. Are face-to-face meetings safe?
We are seeing a concerning uptick in operational incidents

- A steady drumbeat of operational issues is raising concerns (within and outside LANL) about our safe operations
- Recent occurrences include contamination, Mercury exposure concern, explosive shot with particulate, car accidents, and slips on ice
- We are continuing proactive reporting – 45% of the events reported as “Management Concern”
- The situation looks good individually, but collectively operational control is not clear

Remember: Call 7-2400
Questions?
Unplanned Releases at LANL

Antonio Trujillo
Environmental Protection and Compliance-Compliance Programs Group (EPC-CP) Water Quality

LA-UR-21-21499
Spills - Unplanned Releases to the Environment

• Unplanned release defined “as any spilling, leaking, pumping, pouring, emitting, emptying, or dumping”

• EPC-CP needs to be notified of all releases to evaluate if a release meets reporting requirements

• Corrective actions and documentation need to be taken and recorded for all spills
Spills - Unplanned Releases to the Environment

- Unplanned releases generate risks for the Laboratory in the form of potential environmental liabilities, cleanup and waste disposal costs, lost work time and potential threats to worker health and safety.

- Potential Impact to LANL: Fines and penalties, costs to clean up impacted areas, waste disposal, and lost time.
# Unplanned Releases

## Non-Reportable
- Small spills that are immediately remediated, does not reach a watercourse, impact a SWMU or AOC or exceed a regulatory threshold limit (e.g. a Reportable Quantity)

## Reportable
- Potable water /steam line breaks that exceed 5,000 gallons
- Discharges that impact a watercourse, AOC or SWMU
- Larger spills of contaminants including wastewater, petroleum products, other water contaminants
FY20 Unplanned Release Analysis

Most Common Spilled Materials: Potable Water, Hydraulic Fluid, Diesel, Anti-freeze

Most Common Contributing Cause: Preventive Maintenance, Equipment Failure, Unexpected Conditions, Planning, Aging Infrastructure

Measures to prevent spill occurrence and minimize spill severity:

• Perform preventive maintenance
• Plan for potential releases to the environment
• Have spill kits on-site
• Replace aging infrastructure and equipment
42.1 SUBCONTRACTOR shall provide immediate notification to the STR and LANL Emergency Management (EM) of any spilling, leaking, pumping, pouring, discharging (including wastewater), emitting or dumping of materials to the environment, regardless of quantity and will have spill kits available to aid in spill remediation. CONTRACTOR STR will make immediate on-site notification to Environmental Compliance (EPC-CP Spills Pager 664-7722) of the release occurrence and will contact Emergency Operations (667-2400) in the event of an emergency. Releases that are reportable to the NMED and EPA may require additional documentation. CONTRACTOR STR will supply necessary forms to document spills. SUBCONTRACTOR shall report any other incident relative to material/waste handling, storage, transportation, spills, or disposal to CONTRACTOR STR and shall take immediate and appropriate steps to protect human health and the environment. SUBCONTRACTOR agrees to remediate and complete corrective actions in response to any spills, leaks, or unpermitted discharges. Sampling and analyzing environmental media, liquid releases and/or spill residues may be required for remediation verification and to ensure waste generated is managed in accordance with F39 Waste Management.
# Unplanned Release Report Form

Los Alamos National Laboratory  
Environmental Compliance Program (EPC-CP)  
Unplanned Release Report

### Form Completed By:  
Telephone:  
Group:

#### Spill Owner Details (Specify):
- [ ] TRIAD, LLC  
- [ ] Subcontractor:  
- [ ] Other:

#### Date of Spill/Date Spill Discovered:

#### Location:

#### Material Spilled:
- [ ] Hydraulic Fluid  
- [ ] Potable Water  
- [ ] Diesel  
- [ ] Anti-freeze/coolant  
- [ ] Steam Condensate  
- [ ] Refrigerant Oil  
- [ ] Lubricants/Oils  
- [ ] Gasoline  
- [ ] Other:

#### Volume Spilled:

#### Waste Volume Generated:

#### Source of Spill:
- [ ] Potable Water Line  
- [ ] Fire Suppression System  
- [ ] Condensate Line  
- [ ] Fuel Tank  
- [ ] Radiator  
- [ ] Other:

#### Equipment ID:

#### Describe the spill response in chronological order. Include response personnel, steps taken to contain the spill, and steps/spill control equipment used to clean it up. Please indicate if corrective actions have been completed and describe actions taken to prevent spill recurrence:

#### Date Corrective Actions Completed:

#### Did the spill enter or impact any of the following? (Check as many as apply)
- [ ] RQRA Treatment Storage Disposal Facility  
- [ ] RQRA Satellite Accumulation Area  
- [ ] RQRA <90 Day Storage Area  
- [ ] NPDES MSGIP Facility  
- [ ] Floor Drain, if so please indicate affected facility  
- [ ] Watersource/drainage area, if so please indicate  
- [ ] Solid Waste Management Unit/Area of Concern, if so please indicate  
- [ ] None

#### Did the spill occur inside or outside a building?  
- [ ] Inside  
- [ ] Outside

#### Did the spill occur on:
- [ ] Concrete  
- [ ] Carpeted Floor  
- [ ] Tile  
- [ ] Wooden Floor/Deck  
- [ ] Asphalt  
- [ ] Graveled/Rocky Area  
- [ ] Soil/Vegetated Area  
- [ ] Other:

#### Samples Collected:
- [ ] Soil  
- [ ] Air  
- [ ] Water  
- [ ] Other:  

#### Certification:
I certify that I am knowledgeable about the information on this form. The information, to my knowledge, is true, accurate, and complete.

#### Name of Certifying Official:  
Organization:  
Date:

#### Completed by EPC-CP Personnel:

#### Date Received:  
Severity Index:  
Causal Analysis:  
- [ ] Non-Reportable  
- [ ] Reportable
Contacts

Unplanned Releases - EPC-CP-Water Quality
Antonio Trujillo-665-1859 or Steve Pearson-667-3005
Spills Pager - 664-7722
Emergency Operations - 667-2400
QUESTIONS?
Penetration Operations (P101-22)

Dakota Travis
OSH-ISH Penetrations Program Lead

LA-UR-21-22251
Penetration Operations (P101-22)

P101-22 was originally issued on 04/23/08

Reasons for changes:
- 11 incidents across the Laboratory initiated a Blue Dragon Causal Analysis
- Unclear expectations around the different types of penetrations
- Lack of understanding regarding definition of blind penetration
- No training for policy

Policy Revision History
- SHQSS-INT
- MSS-WC
- MSS-DO
- LOG-DIV
- INNO-ASSUR
- UI-OSI
- UI-DO

This project has been ongoing for since August 2020
Penetration Operations (P101-22)

What are the changes?

Create a flow chart for Penetration Operations and incorporate into the Procedure.
Penetration Operations (P101-22)

What are the changes?

• Improve definitions of blind versus visual penetrations in the Penetration Operations Procedure.

• Blind Penetration— are penetrations into a material that potentially contains utilities or other hazards, and the other side of the surface is not accessible.
  
  ➢ Class 1 Penetration—Any blind penetration made into walls, ceilings, floors, roofs, or other surfaces or materials to a depth of 1½ in. or less.
  
  ➢ Class 1 penetrations require using and completing a Class 1 Penetration Permit and must satisfy the boundary condition that there are no identified electrical hazards.
  
  ➢ Class 2 Penetration— All Class 2 penetrations are blind penetrations and do not meet the definition of a class 1 penetrations.

• Visual Penetration-- Any penetration into a homogenous material where the other side is accessible, it can be visually verified that no hazards are present on the other side, and it is known there are no hazards within the material. Visual Penetrations do not require a permit.
What are the changes?

• Create a table showing when to use specific hazard identification and hazard controls for Class 1 and Class 2 penetrations.

• Added in “Anomaly” to hazard list:

  ➢ Anomaly— there is an object within the scan area that displayed differently from the other objects within said scan area. These objects may be conduits, pipes, rebar, or some other object that cannot be identified.

• There is no official training for penetration operations at LANL. We are in the process of creating the course.
Penetration Operations (P101-22)

What is the resource impact? Who is affected?

• Training- 30-minute online course
  ➢ Craft/Utilities
  ➢ STRs
  ➢ GPR Team
  ➢ Programmatic and facility personnel performing penetrations
  ➢ Management
  ➢ ESH Employees
  ➢ Anyone performing, supervising, or planning Penetration work

• Fewer Permits Required
  ➢ Due to clarification of definitions

• Fewer variance request needed
  ➢ Language clarification in the policy will lead to more efficient execution of work
Penetration Operations (P101-22)

When will changes start? What is the implementation timeline and plan?

• Provisional policy status effective 12/16/2020
  ➢ 6 months to allow for implementation- 06/16/2021

• Implementation Plan
  • Implementation of communication plan
    ➢ Meetings with various groups around the Laboratory
    ➢ Announcements through multiple sources
  
  • Training Curriculum created and implemented
    ➢ 30 minute online course
    ➢ Short “YouTube” style informational videos
QUESTIONS?
Introduction to Strategic Planning and Logistics Process plus Procurement Opportunities

Susan Stein
Capital Projects Manager
SPLO: Out Year Planning - Schedules

P6 Schedule developed with all known out year projects:
- Simple fragnet to support high level resource loading
  - Pre Planning (CD-1)
  - Design
  - Construction
- Durations based on Project and Program input
- Updates in progress to reflect new Program inputs

Identify and Track:
- Execution strategy: Subcontract (S/C) or Self perform
- Use of Managed Category for Construction (MCC)
- Discipline - General Const. (GC)
Introduction to Strategic Planning and Logistics Process

Brian Arellano
Capital Projects Manager

LA-UR-21
SPLO: Out Year Planning Resources

DEMO: Estimates - Design
SPLO: DEMO - Out Year Planning Estimates - Construction

DEMO: Estimates - Construction
Capital Projects
Procurement Opportunities

Erwin Vargas
Project Management

LA-UR-21
TA-15 DARHT Vessel Repair Facility

SOW Description:
- Construction of ~8,200 square foot facility within Area 2 dedicated to the cleanout and repair of vessels (up to 8' in diameter.)
- Building will be designed/constructed to accommodate government provided bridge cranes.
- 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 (Design out for Bid)
- MCC: Build may be issued under MCC for GC

High Level Schedule & Costs
- Estimated Value (Construction): > $5M
- Period of Performance: (months): 12+ months
- Construction RFP/RFQ Target Issuance: 3rd Qtr FY2022
- Forecasted Award Date: 4th Qtr 2022
- Contact Information for build: TBD
Capital Projects
Procurement Opportunities
Fire Station #5

Roger Tuttle
Project Management

LA-UR-21-22609
TA-16 Fire Station 5 - Replacement Project

**Why:**
- Existing Fire Station 5 building is over 60 years old (constructed in 1952)

**Project Site:**
- The selected project site is approximately 2.25 acres. Main vehicular access to TA16 and the Fire Station 5 site is via West Jemez Road
TA-16 Fire Station 5 - Replacement Project

Scope Of Work: Programmatic Elements:

- The New Fire Station is approximately 15,000 SF of program space.
- Four drive-thru bays for storage of Fire, EMS, and emergency apparatuses. Each bay will accommodate up to 2 apparatuses. Apparatus Bays shall be easily accessible from all areas of the fire station via un-obstructed, short and direct paths.
- Designed to accommodate mixed-gender crews totaling 10 firefighters.
A Concept Design floor plan provides a guide for spatial relationships and room size only.
TA-16 Fire Station 5 - Replacement Project

Execution strategy:

- Design / Build
- Design/Construction team must have demonstrated Fire Station design experience.
- Design options are left open for designer to promote efficient and low cost solution to the project.
- Design options include:
  - one or two-story designs
  - “stick built” and modular construction types.
- Fire Station 5 design for will be used for future Fire Stations 1 & 2.
TA 16 Fire Station 5 - Replacement Project

- May be bid under MCC (General MATOC and Modular MATOC)

**High Level Schedule:**

- **RFI Phase - 2nd Quarter 2021**
  - Evaluation of DB team qualifications and methods of construction
- **RFP Phase - 3rd Quarter 2021**
- **Notice of Award – 4th Quarter 2021**
- **Project Kick Off – 4th Quarter 2021**
- **Design duration – 3-4months**
- **Building Construction Start October – 2021**
- **Construction Duration – 12 months**
QUESTIONS?
ASM-Capital Projects Planning

Brad Westergren
Acquisition Services Management Capital Projects

LA-UR-20446
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
March-April

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

– Asphalt paving

– 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

• March-April
  – Modular office / laboratory facilities (Design, fabrication, supply, install)
  – Electrical/Systems (Construction, maintenance, and alterations)
  – General Construction (Design-Build, Design-Bid-Build, Build construction, maintenance, and alteration of various facilities)
    – Asphalt paving

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

Brad Westergren
westergren@lanl.gov
Procurement Transformation Update

Rachel Schroeder
LANL Transformation Manager
Acquisitions Services Management Division

LA-UR-21-20450
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.
A CALL TO ACTION

To be ready to transact with LANL in Ariba, 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

<table>
<thead>
<tr>
<th>LANL</th>
<th>Supplier</th>
<th>LANL</th>
<th>Supplier</th>
<th>LANL &amp; Supplier</th>
<th>Supplier</th>
<th>LANL &amp; Supplier</th>
<th>Supplier</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Notification</strong></td>
<td>Supplier Summit</td>
<td><strong>Invitation to Register</strong></td>
<td>Supplier Registration</td>
<td><strong>Account Activation</strong></td>
<td>Configure Account</td>
<td><strong>Training &amp; Testing</strong></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>

Existing suppliers

Network account.

New suppliers

Resources are available to assist with supplier registration
Visit LANL's website to learn more about our Procurement Transformation initiative: 
[lanl.gov/business](https://lanl.gov/business)

Visit LANL's Ariba Supplier Information Portal to find Ariba training, resources and guides: 
[support.ariba.com/item/view/186986](https://support.ariba.com/item/view/186986)

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

Yvonne Gonzales
Small Business Program Advocate

LA-UR-20-30288
Update

• About Los Alamos National Laboratory
• What LANL Buys
• Small Business Commitment
• FY2021 Small Business Goals and Status
• Forecast Procurement Opportunities
• Upcoming Outreach Events
About Los Alamos National Laboratory (LANL)

- LANL was established in 1943 and is located in Los Alamos, New Mexico
- LANL is one of the largest science and technology institutes in the world and it conducts multidisciplinary research in fields such as national security, space exploration, renewable energy, medicine, nanotechnology and supercomputing
- LANL is the largest employer in Northern New Mexico, with approximately 12,367 employees
- LANL is operated by Triad National Security, LLC, for the National Nuclear Security Administration of the U.S. Department of Energy
What LANL Buys

- As a premier national research and development laboratory, LANL seeks to do business with qualified companies that offer value and high quality products and services.

- Products and services that LANL can procure include, but are not limited to include:
  - Research and Development Studies
  - Facility Construction and Architectural/Engineering Services
  - Equipment – Maintenance and Repair
  - Support Services and Staff Augmentation
  - Mechanical and Electronic Fabrication
  - Commercial Products and Services
  - Environmental Restoration
## FY2021 Small Business Goals & Statistics

<table>
<thead>
<tr>
<th>Small Business Categories</th>
<th>FY 2021 Goals</th>
<th>FY 2021 Accomplishments (Sept 23, 2020 - Feb 28 2021)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>63.70%</td>
<td>73.8%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>27.50%</td>
<td>15.8%</td>
</tr>
<tr>
<td>Woman Owned Small Business</td>
<td>19.50%</td>
<td>17.4%</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>9.1%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned Small Business</td>
<td>4.70%</td>
<td>2.7%</td>
</tr>
</tbody>
</table>
Forecast Procurement Opportunities

https://www.lanl.gov/business/procurement-opportunities.php

Current business opportunities at Los Alamos

SCAM ALERT: Los Alamos National Laboratory has recently been advised from other DOE national laboratories of fraudulent attempts to procure goods from legitimate laboratory suppliers. Find more information on the Scam Alert letter (pdf).

- **Short–Term Business Opportunities** are normally competitive business opportunities greater than $250K that will be posted for seven calendar days.
- **Long–Term Business Opportunities** are normally competitive business opportunities greater than $250K that have a projected date greater than the seven calendar days.

Guidance on process

Short–Term Business Opportunities

Click the ID# below to view the associated Business Opportunity Document.

**Short Term Opportunities**

<table>
<thead>
<tr>
<th>ID #</th>
<th>Title of Opportunity</th>
<th>Est. Dollar Value</th>
<th>Competition Type</th>
</tr>
</thead>
</table>

Long–Term Business Opportunities

Long Term opportunities listed below are provided as an informational resource only. Due to the nature of these business opportunities, they are subject to change or cancellation due to scope, mission, or funding requirements. For updated information on these opportunities please look for updates that will be posted on this website as they become available.

Click the ID# below to view the associated Business Opportunity Document.

**Long Term Opportunities**

<table>
<thead>
<tr>
<th>ID #</th>
<th>Title of Opportunity</th>
<th>Est. Dollar Value</th>
<th>Competition Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>319</td>
<td>RFI Metals IDIQ</td>
<td>TBD</td>
<td>TBD</td>
</tr>
<tr>
<td>320</td>
<td>NQA–1 Subcontractors</td>
<td>TBD</td>
<td>TBD</td>
</tr>
<tr>
<td>328</td>
<td>Protective Force Services</td>
<td>TBD</td>
<td>TBD</td>
</tr>
<tr>
<td>329</td>
<td>Cellular Service Provider</td>
<td>TBD</td>
<td>TBD</td>
</tr>
<tr>
<td>332</td>
<td>Analytical Laboratory Services</td>
<td>TBD</td>
<td>TBD</td>
</tr>
</tbody>
</table>

Links to forecasted opportunities: DOE, other agencies and facilities

- DOE acquisition forecast
Forecast Procurement Opportunities

LANL BUSINESS OPPORTUNITY ID#328

Posting Date: 3/17/2021
Posting Close Date: 04/16/2021

Estimated RFP/RFQ Release Date: 3rd Qtr. FY 2021
Estimated Award Date: 3rd Qtr. FY 2022

Competition Type: TBD

Estimated Period of Performance: 5 year base with option periods

North American Industry Classification System (NAICS) code for the request: 561612 Security Guards and Patrol Services

Buyer Contact Name/Email: Janneke Rasmussen/ anneke@lanl.gov

Small Business Program Email: business@lanl.gov

Title of Opportunity: Protective Force Services
Forecast Procurement Opportunities

LANL BUSINESS OPPORTUNITY ID #332

Posting Date: 2/8/2021
Posting Close Date: Ongoing

Estimated RFP/RFQ Release Date: 2nd Qtr – FY2025
Estimated Award Date: 4th Qtr – FY2025

Competition Type: TBD

Estimated Period of Performance: Multi Year Award

North American Industry Classification System (NAICS) code for the request: 541380 Testing Laboratories

Buyer Contact Name/Email:

Small Business Program Email: business@lanl.gov

Title of Opportunity: Analytical Laboratory Services
Forecast Procurement Opportunities

LANL BUSINESS OPPORTUNITY ID#320

Posting Date: OPEN  Posting Close Date: ONGOING

North American Industry Classification System (NAICS) code for the request: TBD

Contact Name/Email: Louis Kummer/ lpkummer@lanl.gov

Small Business Program Email: business@lanl.gov

Title of Opportunity: RFI for NQA-1 Subcontractors

**Description of product or service required**

LANL seeks subcontractors capable of being approved on our Institutional Evaluated Suppliers List (ISEL) for NQA-1 programs. NQA-1 experience may be gained by participating under another subcontractor who has an NQA-1 program. Qualifications for work should include construction, engineering, quality assurance, quality control, startup and test, commissioning, fire protection, software developers or suppliers, and other disciplines associated with an engineering, procurement, and construction (EPC) company.
Upcoming Outreach Events

LANL Virtual Subcontractor Forums

- April 22, 2021 – Earth Day
  1:00 p.m. – 3:00 p.m.

- May 20, 2021
  Time: TBD

Other upcoming events:

- March 24 KCNSC HUBZone event
- March 31 ETEBA event
QUESTIONS?

Small Business Program Contact Information
Email Address: business@lanl.gov
Website: https://www.lanl.gov/business/index.php
Warren Finch – ASM Deputy Division Director
Yvonne Gonzales – Small Business Advocate
Ashley Dominguez – Small Business Advocate
Trish Alley – Small Business Advocate
Richard Martinez – Small Business Advocate
Post Event Survey

Trish Alley
Supplier Management
Survey data points

- Company Name
- Point of Contact First and Last Name
- Point of Contact Title
- Point of Contact E-mail address
- Point of Contact phone number
- Have you attended an Ariba Supplier Summit hosted by LANL?
Closing

Ashley Dominguez
Supplier Management