Welcome to LANL’s
Virtual Subcontractor Forum
May 20, 2021
We will begin shortly
• Forum Logistics – Julianna Barbee
• Welcome and Opening Remarks – Warren Finch
• Safety Share – Matthew Sanchez – 10 minutes
• Procurement Transformation Update – Ariba System Rollout Improvement – Brad Westergren
• LANL & ASM Process Improvement – Brad Westergren – 5 minutes
• Abandoned Material Awareness – Michael Moss – 15 minutes
• Cultural Resources Management at LANL – Ali Livesay, Ph.D., R.P.A – 15 minutes
• What to Expect During a LANL Quality Audit – Jeff Bonkosky and Claire Bardos – 15 minutes
• Procurement Opportunities Demo – Susan Stein – 15 minutes
• Environmental Testing Complex Procurement Opportunity – Jerome Aigner – 10 minutes
• Small Business Update – Yvonne Gonzales – 10 minutes
• Closing remarks – Warren Finch
Welcome and opening remarks

Warren Finch
Deputy Division Director & Small Business Program Manager
Acquisitions Services Management
Safety Share

Matthew Sanchez
ALDCP Integrator

LA-UR-21
Focusing On Hand Injury Prevention:

Safely Speaking

Hand Injuries—Focus on Prevention

We use our hands constantly. A disabling hand injury can have a dramatic effect on your quality of life. A hand injury can impact not only your ability to perform your job, but daily routines as well. A hand injury can occur in a second, but the social, financial and emotional effects can last a lifetime.

The most common cause of hand injuries in the workplace today is human error. That’s right, not lack of personal protective hand coverage, not faulty machines, not environmental issues. Your own personal mistakes.

According to government and industry statistics, hand injuries represent nearly a third of all reported workplace incidents. Approximately 75% of industrial injuries that cause partial disability involve the hands; over 16 million individuals seek emergency care each year for hand injuries.

The human body is an engineering marvel. Our hands consist of 27 bones, ligaments, 30 muscles, tendons, nerves, blood vessels, skin and nails. Working in unison, they provide strength and dexterity which enables us to perform routine tasks and accomplish precision movements.

Quick Facts:
- The most common type of hand injury is a crushing or compression injury.
- Most hand injuries involve a lack of adequate personal protective equipment.
- Laceration injuries to the finger is the leading occupational injury treated in U.S. emergency departments.
- A hand injury occurs every 32 seconds within the United States.

Because of their tremendous versatility, hands are exposed and susceptible to many types of injuries. These include:
- strains and sprains from excessive force;
- excessive repetitive motion;
- contact with surface conditions;
- skin irritation from contact and exposure to hazardous or irritating substances;
- burns from contact or exposure to electricity, chemicals and hot substances;
- punctures from tools and other sharp objects;
- lacerations, cuts ranging from minor to major if tendons or nerves are severed;
- fractures, broken bones from being crushed.

Need your hands tomorrow?

Wear safety gloves today!!
Hand Safety Do’s and Don’ts
Make sure your workers learn and remember these hand safety do’s and don’ts.

Do:
- Pay attention to where both hands are placed at all times while working, especially when working with machinery.
- Wear appropriate gloves to protect against particular hazards.
- Use the right tool for the job, and know how to use tools safely, especially power tools.
- Stretch your hands and fingers from time to time to give tense and tired muscles and tendons a chance to relax.
- Protect your hands when working with chemicals, hot substances, sharp objects, and other common workplace hazards.

Don’t:
- Don’t use hands to feed material into machines.
- Don’t wear gloves, jewelry, or long sleeves around rotating machinery.
- Don’t use your hands to sweep up wood chips, metal shavings, glass, or other sharp objects.
- Don’t use strong solvents or gasoline to clean your hands.
- Don’t operate machinery or power tools under the influence of alcohol or drugs, even some prescription drugs.

Recent Hand Injury Events:
- **5/13/21** A Carpenter relocating scaffolding sustained a left thumb fracture.
- **4/15/21** A Ironworker sustained a left finger dislocation while using tag-line for AC unit placement.
- **4/15/21** A Pipefitter sustained a laceration requiring sutures when left hand came into contact with a Bandsaw.
- **4/15/21** A Ironworker sustained a right hand fracture due to connex container door closing due to high winds.

Safety is a personal responsibility. Understand and respect the potential hazards; assess the risk for the task you perform.

Reference: LANL
April 2021 Craft Injuries

- **Laceration**, 5
- **Sprain**, 2
- **Strain**, 7
- **Struck Against**, 2
- **Unknown**, 1
- **Contusion**, 1
- **Fall**, 1
- **Fracture**, 1
- **Hearing**, 1
- **Sprain**, 2
- **Struck Against**, 2
- **Unknown**, 1
- **Abrasions**, 7
Procurement Transformation Update –
Ariba System Rollout

Brad Westergren
ASM Capital Projects Manager

LA-UR-21-24791
Ariba System Rollout

LANL will fully launch Ariba, its new procurement on June 1

• After “Go-Live” future procurements will be processed in Ariba; LANL will phase out the use of the current Oracle procurement system
• Most existing contracts will be transferred to Ariba
• LANL will notify suppliers on the change of subcontract numbers from the current Oracle numbers to the future Ariba contract numbers

CALL TO ACTION: If you have not registered on the Ariba Network, please do so to continue doing business with LANL after June 1.
Ariba Overview

Ariba Module

Supplier Lifecycle & Performance

Module Description:
This module integrates the supplier creation, registration, maintenance and qualification processes.

Overview of changes:
- Suppliers complete registration questionnaire
- Suppliers maintain company information directly

Sourcing

Module Description:
This module provides a strategic sourcing environment for LANL to collaborate with suppliers and managing RFIs/RFPs, evaluations and negotiations.

Overview of changes:
- Suppliers respond to RFIs and RFPs through Ariba
- *Must have Ariba account and be registered in Ariba*

Contracts

Module Description:
This module provides the workspace for electronic contract documents, including e-signatures through DocuSign.

Overview of changes:
- Suppliers sign contracts electronically with DocuSign
- New contracts executed and maintained within Ariba

Buying

Module Description:
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.

Overview of changes:
- Purchase orders and order confirmations will be sent and received through Ariba

Invoicing

Module Description:
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.

Overview of changes:
- Invoices will be sent to LANL in Ariba
Resources Available

• For the most current information on the Ariba launch and for Ariba training and resources, visit LANL’s website: lanl.gov/business

• A **Supplier Guide** will be posted soon to the Supplier Resources page – this will be an important training resource for suppliers

• For questions or technical support, contact the LANL Supplier Management team at aribasuppliers@lanl.gov
Questions?
LANL & Acquisition Services Management (ASM) Process Improvement

Brad Westergren
ASM Capital Projects Manager

LA-UR-21-20446
Supplier & Subcontractor Survey


• How would you grade the quality of the LANL solicitation?
• How would you grade the experience of competing for business opportunities at LANL?
• How would you grade LANL’s evaluation of your bid, proposal, or offer?
• How would you grade the experience of working with LANL individuals responsible for oversight and surveillance?
• What is the easiest or most enjoyable aspect of being a direct subcontractor to LANL?
• What is the most challenging aspect of being a direct subcontractor to LANL?
• What are the top three areas where LANL needs to improve regarding support to, and oversight of the subcontract?
• Please provide any other recommendations for how LANL could improve the LANL support to, and oversight of the subcontract.
• Please provide any other recommendations for how LANL could count on your company competing for future opportunities at LANL.
Questions

Brad Westergren
westergren@lanl.gov
Abandoned Materials Awareness

Michael Moss
Environmental Stewardship: Pollution Prevention Program

May 20, 2021

LA-UR-21-24679
Abandoned Materials Awareness

Abandoned Materials:

- Excess materials, items, and equipment from a project
- Accumulate over time in lay down yards, transportainers, in and around facilities
- Lost track of over time by the owner
Abandoned Materials Awareness

Abandoned material concern at LANL:

- Sigma Mesa, locations within WFO, Technical Areas 35 and 3, and LANSCE
- An increase in construction projects in FY21 and beyond
- Responsibility of Site Clean-Up Program (Let’s make Andrea’s job easier)
Abandoned Materials Awareness

Uncontrolled access to an area at LANL led to many projects abandoning equipment and materials.

Abandoned items were salvaged and barriers and signs placed to make unauthorized staging and abandonment more difficult.
Abandoned Materials Awareness

Recommendations for avoidance:

- Work Order/Subcontract should include a plan to manage excess materials, equipment, and items.
- Engage with materials management personnel in the planning phase.
- Ensure lay down yards/transportainers include controls such as signage and fencing.
Abandoned Materials Awareness

Materials management personnel:

- Site Cleanup & Workplace Stewardship (the Site Cleanup Program) Contact: Andrea Pistone, cleanupprogram@lanl.gov
- Waste Management Coordinators: wmc-help@lanl.gov
- Materials Recycling Facility: wastenot@lanl.gov
- Furniture Reuse: reuse@lanl.gov
- Salvage for Reuse: excess@lanl.gov
- LANL Property: lanlproperty@lanl.gov, 665-3230
Abandoned Materials Awareness

Take Home Message:

No project can be closed out until wastes, materials, items, and equipment are managed per materials management personnel guidance.
Questions?

Michael Moss
Environmental Stewardship
moss@lanl.gov
Cultural Resources Management at Los Alamos National Laboratory

Ali Livesay, Ph.D., R.P.A
Environmental Protection & Compliance

May 20, 2021

LA-UR-21-24605
Program and Mission

• We support the mission of the Laboratory!
• Our goal is to minimize impact to cultural resources, including historic buildings and structures, archaeological sites, and traditional cultural properties, and to ensure that all activities and operations comply with federal regulatory requirements for cultural resources management.
• Help with project planning and execution
Laws and Drivers

• Major Federal Cultural Resource Laws:
  – Antiquities Act of 1907
  – National Historic Preservation Act of 1966 (NHPA)
  – National Environmental Policy Act of 1969 (NEPA)
  – American Indian Religious Freedom Act of 1978 (AIRFA)
  – Archaeological Resources Protection Act of 1979 (ARPA)
  – Native American Graves Protection and Repatriation Act of 1990 (NAGPRA)

• NHPA Cultural Resources Compliance Regulators:
  – President’s Advisory Council on Historic Preservation (ACHP)
  – New Mexico State Historic Preservation Office (SHPO)
  – Tribal Historic Preservation Officer (THPO)
National Historic Preservation Act (NHPA)

- **Section 110**: Identify, inventory, and evaluate properties >50 years old for inclusion in the National Register of Historic Places based on integrity and significance.

- **Section 106**: Assess and mitigate any adverse impacts to eligible properties in consultation with regulators/stakeholders.
Operating Process at LANL

Programmatic Agreement (PA)
- Triad/LANL & DOE/NNSA & SHPO & ACHP
- Formal legal document with signatories

Cultural Resource Management Plan (CRMP)
- Just Triad/LANL DOE/NNSA & SHPO
- Streamlined operating procedure based on good faith
- Allows us to conduct internal assessments of sites and evaluate potential impacts instead of doing 30-day consultation for every project
How We Do It

- Integrated Review Tool (IRT)
- Survey & Inventory
- Site recording/updates
- Excavation/Testing
- Walk-downs/Monitoring
- Avoidance (flagging, fencing)
- Consultation (SHPO & Tribal)
- Develop long-term management strategies
LANL Cultural Resources

- Approximately 2,000 archaeological sites & 500 historic buildings
- Over 5,500 years of human history
- 94% surveyed
# Time Periods

<table>
<thead>
<tr>
<th>Culture</th>
<th>Period</th>
<th>Dates</th>
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<tbody>
<tr>
<td><strong>Paleoindian</strong></td>
<td></td>
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<tr>
<td>Clovis</td>
<td>9500 to 9000 BC</td>
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<tr>
<td>Folsom</td>
<td>9000 to 8000 BC</td>
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<tr>
<td>Late Paleoindian</td>
<td>8000 to 5500 BC</td>
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<td><strong>Archaic</strong></td>
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<tr>
<td>Jay</td>
<td>5500 to 4800 BC</td>
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<tr>
<td>Bajada</td>
<td>4800 to 3200 BC</td>
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<tr>
<td>San Jose</td>
<td>3200 to 1800 BC</td>
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<tr>
<td>Armijo</td>
<td>1800 to 800 BC</td>
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<tr>
<td>En Medio</td>
<td>800 BC to AD 400</td>
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<tr>
<td>Trujillo</td>
<td>AD 400 to 600</td>
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<td><strong>Ancestral Pueblo</strong></td>
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<tr>
<td>Early Developmental</td>
<td>AD 600 to 900</td>
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<tr>
<td>Late Developmental</td>
<td>AD 900 to 1150</td>
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<tr>
<td>Coalition</td>
<td>AD 1150 to 1325</td>
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<tr>
<td>Classic</td>
<td>AD 1325 to 1600</td>
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<tr>
<td><strong>Native American, Hispanic, and Euro-American</strong></td>
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<tr>
<td>Early Historic Pajarito Plateau</td>
<td>AD 1600 to 1890</td>
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<tr>
<td>Homestead</td>
<td>AD 1890 to 1942</td>
<td></td>
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<tr>
<td>Manhattan Project</td>
<td>AD 1942 to 1946</td>
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<tr>
<td><strong>Federal Scientific Laboratory</strong></td>
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<tr>
<td>Cold War</td>
<td>AD 1946 to 1990</td>
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<tr>
<td>(Early Cold War)</td>
<td>(AD 1946 to 1956)</td>
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</tbody>
</table>
Site Types

Complex Pueblo

Cavate

Fieldhouse

Artifact Scatter
Site Types

Petroglyph (rock art)

Trail

Single Roomblock Pueblo

Grid Garden
Artifacts

Pre-Columbian

Historic
Historic Buildings

- 431 historic buildings dating to Manhattan Project and Cold War Periods- 241 National Register eligible
- If exceptional significance can be <50 years old
- Similar process to archaeology for inventory, documentation, maintenance, and mitigating adverse effects
- Historic and architectural context reports
- Adaptive reuse
Manhattan Project National Historical Park
Impacts to Cultural Resources

- 2012 TA-36 WFO event adversely affecting 5 sites
- Required additional consultation & mitigation
- If we lose the trust of the regulator we may have to consult on a project-by-project basis, which will impact cost and schedule.
Be Aware

• Sites Flagged for Avoidance
• Inadvertent Discoveries:
  ➢ During all ground-disturbing project activities, you must immediately stop work if you encounter bones (possible burials), clusters or alignments of rock situated above bedrock (possible masonry walls), charcoal stains (possible hearths or burned wooden structures), or clusters of artifacts such as pottery, pieces of chipped stone, and historic debris such as metal or glass items. Immediately contact a LANL Cultural Resources SME.
Questions and Contact Info

- Ali Livesay (aklives@lanl.gov) 505-695-3897
- Kari Garcia (manzk@lanl.gov) 505-699-2730
- Cyler Conrad (cylrec@lanl.gov) 505-667-0295
What to expect in a LANL quality audit

Jeff Bonkosky
IQPA-IQ Group Leader

Claire Bardos
IQPA-IQ Assessment Support and Oversight Team Leader

LA-UR-21-24754
Why and When Does LANL Audit Suppliers?

• The Lab’s contract with the government requires extra due diligence when a procured item or service involves heightened risk.

• Procurements that are not related to nuclear weapons are risk-ranked using the management level (ML) system.
  - Quality risk levels [QRLs] are coming soon—stay tuned.

• ML-1 and ML-2 have the highest risk and are used in the nuclear program. These items and services must perform to their design function under off-normal conditions.
Institutional Evaluated Suppliers List (IESL)

- LANL maintains a list (i.e., IESL) of suppliers who have been evaluated and approved to provide ML-1 or ML-2 items and services.

- IESL has three main sections:
  - Institutional (audited by IQPA-IQ ASO team)
  - Nuclear weapons related (audited by Production Agency team)
  - Calibration and metrology (audited by IQPA-MPCL)

- This discussion focuses on institutional ML-1 and ML-2 audits performed by IQPA-IQ ASO for new suppliers.
Requirements Overview

• LANL audits a supplier to determine whether the supplier’s quality management system meets the intent of the requirements of:
  – American Society of Mechanical Engineers’ NQA-1-2008/1a-2009 standard (NQA-1)
  – 10 CFR 830 Subpart A
  – DOE Order 414.1D

• These requirements overlap significantly (but not completely)

• A quality program may be based on a different standard than NQA-1, as long as the quality program includes all of the required elements

• The supplier audit team must be independent (e.g., cannot advise on how to set up a quality program that it later audits)
NQA-1 Demystified

• NQA-1 is like ISO 9001 on steroids: It gives greater detail on requirements and includes additional topics

• NQA-1 has four parts
  – Parts I and II state requirements
  – Parts III and IV contain nonmandatory guidance on the first two parts

• NQA-1 Part I has 18 basic requirements, including:
  – Organizational structure
  – Training and qualifications
  – Procurement
  – Most aspects of a product’s lifecycle, from design to installation

• NQA-1 Part II requirements relate to specific operations such as shipping/handling, software control, etc.
What Is the LANL Supplier Quality Audit Process?

1. The LANL supplier audit team receives a request to evaluate a supplier

2. The audit team contacts the supplier and requests its quality program documentation
   a. Quality program manuals, implementing procedures, third-party audits, and certifications/accreditations to national standards

3. An auditor conducts an initial review of the quality program documentation and recommends further action.
   a. Use of third-party audit
   b. Virtual or onsite audit

4. If an onsite audit is recommended, the lead auditor contacts the supplier to arrange access to the facility and schedule interviews, if needed.
   a. The onsite audit typically lasts 1—3 days
   b. Auditors may interview personnel, review additional documentation, and observe processes
   c. Supplier’s management is briefed when significant quality issues are noted
   d. The lead auditor asks the supplier to review the draft audit report for factual accuracy

5. The audit report is finalized and distributed
Supplier Corrective Action Reports

• If corrective/improvement actions are required, the lead auditor issues a supplier corrective action report (SCAR) describing issues to be addressed by the supplier

• SCARs involve a formal process and are tracked to completion

• SCAR software allows the supplier to respond directly
  − Supplier response and action is required
  − If no response, supplier cannot be included on the IESL

• When the SCARs are significant, the supplier may not be added to the IESL until they are addressed
After the Initial Audit

• Once the supplier satisfies requirements, the lead auditor asks that the supplier be added to the IESL
  – The supplier is notified by email
  – LANL procurements can now be issued to suppliers that are registered in the Ariba software

• LANL conducts annual desktop reviews of supplier performance and changes to quality programs

• LANL conducts triennial supplier audits (unless an adequate third party audit is available)
Questions
Additional Information

See the following slides
Audit Phases and Documentation

• The audit consists of two basic phases, evaluation of the quality program documents and evaluation of the documented program implementation.
  − A written document known as a quality manual describes the controls for each element of the nuclear quality program and describes the who, what, when, where, and how of program implementation.
  − Implementing procedures describe the actions needed to implement the requirement and the associated documented objective evidence that results from successful implementation.
  − Resulting documentation may include inspection reports, training records, internal and external audit reports, controls of calibrated equipment, etc.

• Documentation an extremely important element of the audit. In the supplier’s quality documents, the supplier will:
  − Say how they will meet requirements.
  − Document that they did what they said they would do.
Third-party Audits

LANL reviews recent third-party audit reports of the supplier to see whether LANL needs to conduct its own onsite audit. This can reduce the burden on suppliers and save taxpayers money.

If a third-party audit is suitable (e.g., appropriate standard and scope), LANL may use it instead of or in addition to shorter supplemental audits or surveillances.

LANL requests copies of third-party audits from the supplier at early stages of the audit process. Industry groups are additional sources of audit reports. LANL participates in:

• **Energy Facility Contractor Group (EFCOG)**
  - EFCOG maintains the DOE-complex Master Supplier List (MSL).
  - Audit reports are uploaded to the MSL.
  - MSL audits are accessible to EFCOG members.

• **Nuclear Industry Assessment Corporation (NIAC)**
  - NIAC audits are available for use by NIAC members only.
  - LANL typically must supplement a NIAC audit because LANL is under additional requirements.
Procurement Opportunities Demo

Susan Stein
Capital Projects Manager

May 20, 2021

LA-UR-21
Procurement Opportunity:
Environmental Testing Complex

Jerome Aigner
Project Integration Division Office

May 20, 2021

LA-UR-21-24826
Purpose:
- Relocate existing program activities to a central complex.
- Move testing away from TA-11, TA-16, and Manhattan Project National Park area.
- Centralizing testing facilities will provide increased efficiency by concentrating operations, reducing/eliminating transfer times and associated expenses, and provide safe execution of testing on HE components.
Scope Of Work: First of Three Test Laboratories

- FITL, Shock & Vibe, Thermal – to be constructed in that order
- FITL: 6000 sf = 4-30’h test bays (2500 sf total) + control room area (3500 sf total)
- Site development & utilities for first site

FITL will support weapons test engineering:
- 4 bays, each with a separate capability
- Overhead cranes
- Will provide information on static & dynamic properties of test assemblies
Conceptual Design
floor plan shows four test bays, central corridor, and control room area.

Control room area depicts control stations, work room, meeting room, break room, restrooms, mech + elec + data rooms.
Execution Strategy:

- Design – Bid – Build
- Design a functioning facility and site as base-bid.
- Additive Alternates for building and site will be utilized in order to “Build to Budget”
- FITL design will be used again on Shock & Vibe project with adjustments made to suit user’s needs. Thermal will likely have a higher level of modification but will still recognize the economy of previous designs.
- Hoping to establish a strong team that will posture themselves to win the award for Shock & Vibe and carry momentum into that project once funded.
- Working to fence in a separate access point to make site access easier.
May be bid under MCC (General MATOC): Estimated Construction Cost $7-9M

**High Level Schedule:**
- Complete design of remaining disciplines to Conceptual Design Level
  - (MEP, FP, etc).
- Complete LBO design package by December 2021
- Bid and Award by Early-Spring 2022
- Commission Facility (Substantial Completion) by May 2023
- Final Acceptance / Final Payment by July 2023
Questions?

Jerome Aigner
Project Integration Division Office
jaigner@lanl.gov
Small Business Program Update

Yvonne Gonzales
Small Business Program Lead
Acquisitions Services Management

May 20, 2021

LA-UR-21-23018
LANL was established in 1943

Located in Los Alamos, New Mexico

LANL is one of the largest science and technology institutes in the world and conducts multidisciplinary research in fields such as national security, space exploration, renewable energy, medicine, nanotechnology and supercomputing

On November 1, 2018 Triad National Security, LLC, took over the LANL M&O contract.

LANL is the largest employer in Northern New Mexico, with approximately 12,367 employees
To solve national security challenges through simultaneous excellence

Mission Areas

- Nuclear Deterrence and Stockpile Stewardship
- Protecting Against the Nuclear Threat
- Emerging Threats and Opportunities
- Energy Security Solutions
What LANL Buys

- 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
FY2020 Top Ten NAICS By Spend

- 541715 Research and Development in the Physical, Engineering, and Life Sciences
- 334112 Computer Storage Device Manufacturing
- 561612 Security Guards and Patrol Services
- 561210 Facilities Support Services
- 562910 Remediation Services
- 334516 Analytical Laboratory Instrument Manufacturing
- 511210 Software Publishers
- 334111 Electronic Computer Manufacturing
- 541712 Research and Development in the Physical, Engineering, and Life Sciences
- 238110 Poured Concrete Foundation and Structure Contractors
LANL Small Business Goal Outlook

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<th>Fiscal Year</th>
<th>Small Business Goal</th>
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<tr>
<td>FY2019</td>
<td>59.7%</td>
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<tr>
<td>FY2020</td>
<td>61.7%</td>
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<tr>
<td>FY2021</td>
<td>63.7%</td>
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<tr>
<td>FY2022</td>
<td>65.7%</td>
</tr>
<tr>
<td>FY2023</td>
<td>67.7%</td>
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Small Business Subcontracting Goals
(2% increase each year)
## FY2021 Goals and Achievements

### FY2021 Small Business Subcontracting Goals and Achievements

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<tr>
<td>Small Business (SB)</td>
<td>63.7%</td>
<td>74.5%</td>
<td>72.1%</td>
<td>73.8%</td>
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<tr>
<td>Small Disadvantaged Business (SDB)</td>
<td>27.5%</td>
<td>18.9%</td>
<td>16.9%</td>
<td>15.8%</td>
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<tr>
<td>Women-Owned Small Business (WOSB)</td>
<td>19.5%</td>
<td>14.8%</td>
<td>15.0%</td>
<td>17.4%</td>
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<tr>
<td>HUBZone Small Business (HUBZone)</td>
<td>4.95%</td>
<td>6.0%</td>
<td>6.1%</td>
<td>5.5%</td>
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<tr>
<td>Veteran-Owned Small Business (VOSB)</td>
<td>8.5%</td>
<td>12.1%</td>
<td>9.5%</td>
<td>9.1%</td>
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<tr>
<td>Service-Disabled Veteran-Owned Small Business (SDVOSB)</td>
<td>4.7%</td>
<td>4.5%</td>
<td>2.6%</td>
<td>2.7%</td>
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Doing Business with LANL

• Get a DUNS Number
• Register in SAM
• Know your NAICS codes
• Register in the LANL Supplier database
• Do your market research
• Verify existing information is accurate (SAM, DSBS, etc.)
• Create Marketing Material (Capabilities, Past performance, etc.)
• Create Web site
• Apply for Certifications (HUBZone)
• Small Business Resources: Small Business Administration, Small Business Development Centers, Procurement Technical Assistance Centers, Chamber of Commerce, Regional Development Center, Small Business Assistance Program etc.
Questions?

Warren Finch
Deputy Division Director and Small Business Program Manager
Acquisition Services Management

Yvonne Gonzales
Small Business Program Lead
Acquisition Services Management
Email: business@lanl.gov
Website: http://business.lanl.gov
Closing Remarks

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