Regional Coalition of LANL Communities

Chris Fresquez – SB Program Manager
Los Alamos National Laboratory
Acquisition Services Management (ASM) Division

June 9, 2017
LA-UR-15-23250
UNCLASSIFIED
Los Alamos, NM from 30,000 ft
~ 36 square miles,
- 2,000 individual facilities with 8M sq. feet
  - 47 technical areas, 11 nuclear facilities
  - 40% are more than 40 years old
- 268 miles of roads (100 paved)
- Approx. 10,000 employees
Established in 1943, LANL is a premier research and development institution. Since 2006, has been managed and operated by Los Alamos National Security, L.L.C. (LANS) for the DOE/NNSA under a Federal Prime Contract. Prime Contractor is also known as an M&O contractor. Current prime contract expected to be re-bid in 2018.
LANL Mission

Solve national security challenges through scientific excellence

Mission Areas

- Nuclear Deterrence and Stockpile Stewardship
- Protecting Against the Nuclear Threat
- Emerging Threats and Opportunities
- Energy Security Solutions
DOE/LANS Prime Contract

- Within the Prime Contract is the Small Business Subcontracting Plan, which is a requirement from the Federal Government

- Annual Budget – Approximately $2 billion
Negotiate Annual Small Business goals in 6 socio-economic categories.

- SB, SDB, WOSB, VOSB, SDVOSB, HUBZone

LANL’s Procurement Spend for FY16 was approximately $776M of which 64.8% went to small businesses.
Unique Characteristics

- Regional Pricing Preference Program
  - NNM (7 counties and 8 pueblos)

- Subcontractor Regional Community Development Plan

- Mentor Protégé Program
Challenges

- Physical Location
- Age of facility
- Terrain
- Safety
- Security
- Quality

- Training
- Qualified Resource pool (Lower tier subcontractors, labor pool, etc.)
- Local Infrastructure
Challenges

- High Performance Computing
- Security Force
- NQA-1 Construction Requirements
- PCard
- Integrated Contracts
- Unique Software
LANL’s Small Business Program Initiatives

Current process to ensure SB opportunities is accomplished through the LANL Small Business Program via:

- Review of all procurements >$150k for appropriate NAICS code, and justification if not set aside for SB
- Posting of competitive procurements >$150K to SB website
- Review of SOW and identification of additional suppliers for SB set-asides
- Interactions with highly funded Technical organizations
- SB performance tracking and reporting for procurement teams
- DPR training
- Mentor Protégé Agreement
- Negotiations with large business manufacturers
- Director and Associate Director Endorsements
## FY ‘16 Goals Achievements

<table>
<thead>
<tr>
<th>Category</th>
<th>FY2016 Goals ( +/- 2015 %)</th>
<th>FY 2016 Goal Achievements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business (SB)</td>
<td>52% (+2)</td>
<td>64.8%</td>
</tr>
<tr>
<td>Small Disadvantaged Business (SDB)</td>
<td>20% (+5)</td>
<td>25.2%</td>
</tr>
<tr>
<td>Women-Owned Small Business (WOSB)</td>
<td>14% (+2)</td>
<td>15.8%</td>
</tr>
<tr>
<td>HUBZone Small Business (HUBZone)</td>
<td>3.0% (NC)</td>
<td>4.6%</td>
</tr>
<tr>
<td>Veteran-Owned Small Business (VOSB)</td>
<td>5.0% (+2)</td>
<td>5.9%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business (SDVOSB)</td>
<td>2.0% (NC)</td>
<td>1.9%</td>
</tr>
</tbody>
</table>
Top Ten NAICS Codes - By Dollars Spent

- 334111 Electronic Computer Manufacturing
- 561612 Security Guards and Patrol Services
- 561210 Facilities Support Services
- 541712 Research and Development in the Physical, Engineering, and Life Sciences
- 541690 Other Scientific and Technical Consulting Services
- 334118 Computer Terminal and Other Computer Peripheral Equipment Manufacturing
- 332313 Plate Work Manufacturing
- 511210 Software Publishers
- 334516 Analytical Laboratory Instrument Manufacturing
- 562910 Remediation Services
Top Ten NAICS Codes - By Transaction Volume

- 339999 All Other Miscellaneous Manufacturing
- 339940 Office Supplies (except Paper) Manufacturing
- 339113 Surgical Appliance and Supplies Manufacturing
- 334118 Computer Terminal and Other Computer Peripheral Equipment Manufacturing
- 334220 Radio and Television Broadcasting and Wireless Communications Equipment
- 322230 Stationery Product Manufacturing
- 334419 Other Electronic Component Manufacturing
- 334112 Computer Storage Device Manufacturing
- 334111 Electronic Computer Manufacturing
- 332722 Bolt, Nut, Screw, Rivet, and Washer Manufacturing
Regional Economic Development

The Regional Coalition seeks to grow and maintain a talented workforce pipeline to ensure LANL operations support regional economic stability and growth. Being that LANL is the largest employer in Northern New Mexico, we work to stimulate our local economies through the following strategies:

- Protecting and promoting opportunities for local subcontracting
- Promoting strong workforce education for skilled labor
- Leveraging and supporting efforts of LANL Community Partnerships Office
- Community-endorsed Department of Energy (DOE) contract development and promotion of mission diversification
Los Alamos National Laboratory
Small Business Program Office Contact Information

Call Us: (505) 667-4419

Write Us: business@lanl.gov

Visit Us: http://business.lanl.gov