

Los Alamos National Laboratory

14th Annual Infrastructure Finance Conference

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Small Business Program Office

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Operated by Los Alamos National Security, LLC for DOE/NNSA



Los Alamos National Laboratory is a National Security Science Laboratory for the 21st Century

Operated by *Los Alamos National Security, LLC (LANS)* for the U.S. Department of Energy's NNSA.

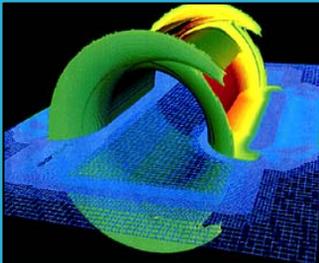
Mission: With safety and security always in mind, we will develop and apply science and technology, now and into the future, to

- ensure the safety and reliability of the U.S. nuclear deterrent;
- reduce the threats of weapons of mass destruction, nuclear proliferation, and terrorism; and
- solve national problems in defense, energy, environment, and infrastructure.



LANL's national security science mission has three major elements

Stockpile Stewardship



Large-Scale Simulation
Stockpile Stewardship



Pit
Manufacturing



B61-7/11 Strategic
Bomb



W76, W78, W88
for Trident &
Minuteman III

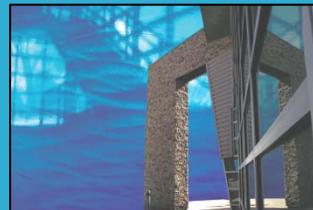


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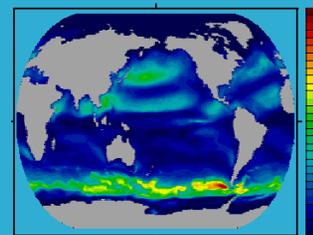
Science, Energy & Environment



Fuel Cell



CINT

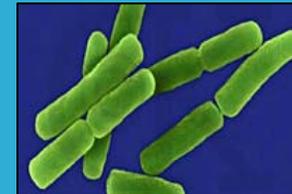


Climate Modeling

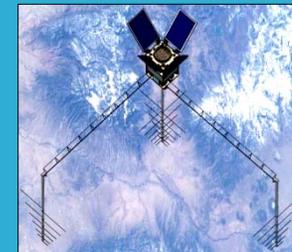
Threat Reduction



Non Proliferation



Characterization
of Biological Agents



Space Detection

How Los Alamos Does Business

- **Procurement/Contract Specialists identify NAICS code based on Statement of Work.**
- **Sources sought through Small Business Office or CCR via NAICS code.**
- **May define search based on SB certifications to meet Los Alamos SB goals.**
- **Review capabilities of identified sources.**
- **Request for Interest or Request for Information are sometimes issued.**
- **Request for Qualifications, based on Statement of Work.**
 - Minimum Safety requirements based on record of past performance
 - Minimum Security requirements (Q-Clearances, FOIC, etc.)
 - Quality Assurance requirements (e.g. Nuclear Quality Assurance certifications)
 - Past Experience/Performance
- **Request for Proposals to Qualified Sources.**

Guidance to Small Businesses

- ***Demonstrate a uniqueness – what is your firm really good at?***
- ***Know your market*** (i.e. Lab is not the only market, GSA, Sandia, State, etc.)
- ***Understand customers' needs*** (research company or products they purchase, e.g. Fed Biz Ops, forecasts)
- ***Know your competition***
- ***Demonstrate capability to grow***
 - Financial (cash flow)
 - Computer systems (e.g. high quantity demands, technical work, etc.)
 - Quality assurance program

Guidance to Small Businesses

- ***Partner whenever possible*** (to build capacity and leverage other's strengths)
- ***Network with others*** (attend professional organizations' expos)
- ***Register in CCR*** <http://www.ccr.gov>
- ***Identify NAICS Code(s)***
<http://www.naics.com/search.htm>
- ***Make sure SBA certifications are approved by SBA*** (i. e. 8(a), HUBZone)
- ***Demonstrate your willingness to support the Lab's mission***
- ***Be Contract Ready!***

What Do We Expect From Our Suppliers?

- **Safety -- Share our Zero Accident Philosophy**
- **Safeguards & Security**
- **Quality**
- **Deliver On-Time and Within Budget**
- **Expect to Compete**



Los Alamos National Laboratory Small Business Program Contact Information

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