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Small Business News Briefs

"Small Businesses Are the Strength of the Nation's Economy"

A Word from the Small Business Program Manager



Hello Small Business Owners,

Spring is here and the warmer weather has the Small Business Program Team (SBPT) already experiencing *spring fever*. That's right, *spring fever!* In this quarterly issue of the Small Business News Briefs publication, we provide an overview of some of the small business events occurring

locally and nationwide where you can release some of your spring and summer time energy.

In addition, we'll introduce you to the advocates of the SBPT. You will also get the opportunity to read about four Laboratory outstanding small business vendors who had the opportunity to compete for the Small Business Administration's (SBA's) 2006 Regional Small Business Subcontractor of the Year Award.

Then, you'll have the opportunity to learn how one buyer succeeded in converting a large business sole-source to a full and open competition requirement, where a small business proved they could compete with large businesses.

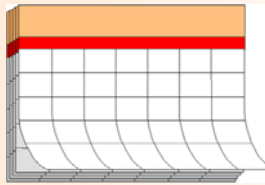
Lastly, we will show you where you can obtain a copy of the recently released Fiscal Year 2005 (FY05) Small Business Program Summary.

I hope you enjoy this publication. If you have any questions or suggestions for future publications, please e-mail them to business@lanl.gov or call (505) 667-4419.

Sincerely,

Dennis Roybal
Small Business
Program Manager

Overview of Spring & Summer Small Business Events



As the weather starts to warm up, so does the small business activity locally and around the nation. The SBPT would like to provide you a listing of some of the small business events to occur this spring and summer. The listing is as follows:

Event: SBA 2006 Small Business Week Awards Celebration

Date: April 12-13, 2006

Location: Washington, D.C.

Event: SBA 2006 New Mexico Small Business Week Awards Luncheon

Date: April 28, 2006

Location: Albuquerque, NM

Event: 4th Annual High Tech "Contractors Showcase" (Air Force Research Laboratory)

Date: May 23, 2006

Location: Albuquerque, NM

Event: 3rd Annual Technology Showcase & Business Matchmaking Event (Sandia National Laboratories)

Date: June 6, 2006

Location: Albuquerque, NM

Event: DOE 7th Annual Small Business Conference

Date: June 27-30, 2006

Location: Seattle, WA

Event: Making the Connection Trade Fair (LANL & NNMSA)

Date: July 12-13, 2006

Location: Pojoaque, NM

Event: 3rd Annual "Building Partnerships for the 21st Century"

Date: July 19-20, 2006

Location: Albuquerque, NM

"The events listed are a great way for small businesses to network with both the government and private sector, while learning about upcoming procurement opportunities," said Dennis Roybal, LANL Small Business Program Manager. "I strongly encourage our local small businesses to attend these events."

To find out more information about the listed events, please visit <http://business.lanl.gov/eventscalendar.shtml>.



Pictured Above: Small Business Advocates during the DOE 6th Annual Small Business Conference last June.

Meet the Small Business Program Advocates

You may have heard by now that the outreach and advocacy functions once performed by the Community Relations Office (CRO) are now performed by the Small Business Program under the Supply Chain Management Division (SUP-DO).

Now, we would like to introduce you to the Small Business Program Advocates who will be managing those small business matters you may have with the

Laboratory.

The following individuals are listed by their primary roles.



James Kloeppe is the advocate for those firms who provide

environmental, staffing, and technical support services. James can be reached at (505) 665-9997 or jkloeppe@lanl.gov.



Laura Lovato is the advocate for those firms who provide commercial off-the-shelf products
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Advocates

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and machine shop services. Laura can be reached at (505) 665-4286 or lauralovato@lanl.gov.



Carolyn Trujillo is the advocate for those firms who also provide

commercial off-the-shelf products and machine shops services.

Carolyn can be reached at (505) 667-2526 or cktrujillo@lanl.gov.



Vangie Trujillo, is the small business advocate for tribal relations. Vangie can be reached at (505) 665-2963 or vangie@lanl.gov.



Moe Zamora is the advocate for those firms who provide architect/engineering, construction, and information technology services. Moe can be reached at (505) 665-6578 or moe@lanl.gov.

You can also reach any of the small business advocates at (505) 667-4419 or business@lanl.gov.



Four Laboratory Subcontractors Compete in Regional Competition

Four Laboratory subcontractors were nominated to compete in the Small Business Administration's (SBA) 2006 Regional Small Business Subcontractor of the Year Award. This is an annual recognition program where small businesses are honored for the outstanding goods and services they provide the government and industry, either as prime contractors or subcontractors. The four subcontractors nominated include:

- Los Alamos Technical Associates (LATA) (Los Alamos, NM – Veteran-Owned and Service-Disabled Veteran-Owned Small Business)
- Networx, Inc., (Albuquerque, NM – 8(a) & Small Disadvantaged Business)

- Tech Source (Albuquerque, NM – Small Business)
- Sicorp (Albuquerque, NM – 8(a), Small Disadvantaged, & HUBZone Small Business)

The four companies are currently doing business with the Laboratory and were nominated by procurement contract specialists who monitor the performance of those subcontractors.

“There are over a thousand small businesses that do business here at the Laboratory,” said Dennis Roybal, Small Business Program Team Manager. “So, when a procurement contract specialist nominates one of our small business subcontractors to compete for this SBA

competition, it's a huge honor for the small business because they know they were selected out of more than a thousand other small business vendors.”

In order for a Laboratory subcontractor to be nominated for this annual competition, the company must excel in the following areas:

- Customer interface
- Technical capabilities
- Cost performance
- Delivery performance
- Quality performance

The firms listed above competed with other small businesses from Region 6 (New Mexico, Louisiana, Arkansas, Texas, and Oklahoma) for Regional Small Business Subcontractor of the Year. The winner of the competition was actually Bastion Technologies, Inc., an 8(a) and small ***See Competition on Page 4***

Competition

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disadvantaged firm from Houston, TX, who specializes in research & development.

“The regional competition is very competitive,” said Roybal. “That is why it is still an honor that the four companies selected had an opportunity to compete for this prestigious award.”

The regional winner will now go on to compete with the other nine regional winners for the national Small Business Subcontractor of the Year Award to be presented in Washington D.C., during the National Small Business Week Awards Celebration in mid April.

The Laboratory congratulates all the nominees on a job well-done!

Laboratory Releases FY05 Small Business Program Summary

It's that time of year again to report on the accomplishments of the Laboratory's Small Business Program during FY05. The 4-page publication that provides information on the number of dollars in procurements made to small businesses locally and across the nation, as well as small business initiatives conducted through the year, is now available on the SBPT website <http://business.lanl.gov>. Just click on the What's New icon to download the pdf-file.

Laboratory Buyer Proves that Small Businesses Can Compete

Ask any small business owner whether doing business with the government is difficult, and they will tell you it's definitely challenging but not impossible. That's just what *Accelerated Remediation Company (ARC)*, a small northern New Mexico (NNM) disadvantaged firm, proved a few weeks ago after obtaining a four-year, multi-million dollar contract with the Laboratory.

“This was a waste management and environmental remediation contract once held by a large business,” said Lorraine Lucero, Procurement Group Leader for Environmental Remediation Service contracts.

“Rita Smotherman, senior contract administrator, made the determination to compete the requirement between the incumbent large business and a NNM small business. ARC was provided the opportunity to compete and ultimately received the contract based on qualifications, capacity and price.”

“This contract had been sole-sourced to a large business for several years,” said Smotherman. “However, I knew that there are qualified small businesses out there with waste management/environmental remediation capabilities, so I challenged the sole-source request and succeeded in converting it to an open competition requirement.”

It was the open competition



Pictured Above: Rita Smotherman, Senior Contract Administrator

that allowed ARC to showcase their expertise and demonstrate their ability to cut costs.

“The cost savings of awarding this subcontract to ARC is approximately \$12M over 4 years. That's great news for the Laboratory's waste management/environmental remediation budget,” said Lucero. “I would like to acknowledge Rita's business stewardship and recognize her support of the Laboratory's small business initiative.”

The SBPT would also like to recognize Rita. “Rita's efforts to convert a large business sole-source to a full and open competition where small businesses can participate are outstanding,” said Dennis Roybal. “To meet our annual small business goals, it really takes the hard work and dedication of our buyers to award subcontracts to small and other socioeconomic businesses. We really appreciate Rita's efforts, as well as all other Procurement staff who go the extra mile to help the institution meet its small business goals.”