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**A Word from the Small Business Program Manager**



Hello Small Business Owners,  
Fall is here and so is a new fiscal year for the Laboratory. In this publication, you will get an opportunity to read about Laboratory Director *Michael Anastasio's* commitment in procuring with small businesses and we will introduce you to the new management team of Acquisition Services.

Additionally, you will read how one small New Mexico Information Technology firm is getting recognized in a big way. The Laboratory also took some time to recognize a few of its own subcontractors, find out who they are. Also, find out why two Laboratory employees are also in the spotlight.

And finally, we wrap up this publication with the success story of how one woman-owned small business has paved its way to a prime contract with the Laboratory.

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

Sincerely,

Dennis Roybal  
*Small Business Program Manager*



## Subcontracting Opportunities with Small Business



Director Michael Anastasio

As many of you know, the Laboratory is under new management. Los Alamos National Security, LLC (LANS) began operating the Laboratory on June 1, 2006. Under the new management is a commitment to increase procurements with small businesses, particularly in the local communities. In a memo to Laboratory managers, Director Michael Anastasio emphasized LANS' dedicated efforts to procure whenever possible from regional and small businesses. Below is an excerpt of that message.

August 28, 2006

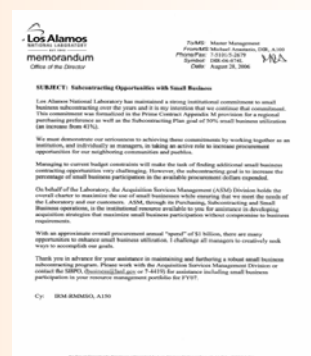
“Los Alamos National Laboratory has maintained a strong institutional commitment to small business subcontracting over the years and it is my intention that we continue that commitment. This commitment was formalized in the Prime Contract Appendix M provision for a regional purchasing preference as well as the Subcontracting Plan goal of 50% small business utilization (an increase from 41%).

We must demonstrate our seriousness to achieving these commitments by working together as an institution, and individually as managers, in taking an active role to increase procurement opportunities for our neighboring communities and pueblos.

Managing to current budget constraints will make the task of finding additional small business contracting opportunities very challenging. However, the subcontracting goal is to increase the percentage of small business participation in the available procurement dollars expended.

On behalf of the Laboratory, the Acquisition Services Management (ASM) Division holds the overall charter to maximize the use of small businesses while ensuring that we meet the needs of the Laboratory and our customers. ASM, through its Purchasing, Subcontracting and Small Business Operations, is the institutional resource available to you for assistance in developing acquisition strategies that maximize small business participation without compromise to business requirements.

With an approximate overall procurement annual “spend” of \$1 billion, there are many opportunities to enhance small business utilization. I challenge all managers to creatively seek ways to accomplish our goals.” - Michael Anastasio



## Meet the New Management of Acquisition Services

You have read the Laboratory Director's memo regarding small businesses, now meet the new management responsible for ensuring the Laboratory meets its commitment to procuring with socioeconomic concerns.



*Kevin Chalmers*

Kevin Chalmers is the Division Leader for the Acquisition Services Management Division (ASM). He joins LANS after 25 years of service with Bechtel in a procurement capacity.

Kevin knows the importance of procuring for a R&D facility, particularly when it comes to teaming with small businesses to fulfill an institutional mission.

"Small businesses drive innovation, which is very important for our national security," said Chalmers. "Small businesses are also the strength of our national economy. LANS understands this and the strengths that diversity brings to the Laboratory's operations."

Joyce Matthews also recognizes the importance of small businesses. She is ASM's Subcontracts Manager. She joins LANS after more than 30 years in procurement.



*Joyce Matthews*

"I have worked throughout the country and different parts of the world, so I know the value small and local businesses can provide a

company," said Matthews. "We are working with the Small Business Program (SBP) to see how we can provide better forecasted data to the community, so we can ensure small businesses get the opportunity to compete for procurements."

Nick Perry is also a huge supporter of procuring with small businesses locally and across the nation. He has more than 20 years experience in the subcontracts, purchasing, and business management arena. He joins LANS as ASM's Purchasing Manager.



*Nick Perry*

"My philosophy is that procuring from small business makes good business sense," said Perry. "I've learned over the years that competition is just good business, particularly when it comes to providing opportunities for small and local businesses. I am working with the Small Business Program to ensure we enhance the Laboratory's Regional Preference Program (Appendix M)."

The new management team does emphasize that firms wanting to do business with the Laboratory must demonstrate the following:

- Safety;
- Quality;
- Delivery On-Time and Within Budget; and
- Expect to compete.

"The first priority is safety," said Chalmers. "We believe that all accidents are preventable and we expect our suppliers to share

our zero accident philosophy. In addition, we will be maximizing competitive selection of our suppliers and subcontractors, so it is important to sharpen those pencils when submitting bids or proposals to us."

### New Mexico Small Business Wins Big



Take dedication and persistence and mix it in with excellent leadership and what do you get? A winning team and national recognition.

On September 1, 2006, Andrew Baca and his company *Abba Technologies* were recognized in Washington, D.C., by the U.S. Department of Commerce.

Andrew Baca received the award of "2006 Minority Male Entrepreneur of the Year", while his company received the award of *Business Wins Big on Page 4*

## Business Wins Big

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Andrew Baca

“2006 Minority Supplier Firm of the Year”.

“This honor means a lot to me,” said Baca. “My family history is part of why I made

Abba Technologies an employee-owned company. The entrepreneurial spirit is in my blood, starting with my grandfather, who converted thirty acres in Belen into a successful gas station, which my father’s generation then turned into an auto dealership.”

Baca joined Abba Technologies in 1997. During that time, the company had only seven employees and all its business came from Los Alamos National Laboratory (LANL) and Sandia National Laboratories. Under Baca’s leadership, the company has grown to 46 employees and the company has diversified its client list to include federal and private sector organizations.

Abba Technologies is a small New Mexico firm that specializes in enterprise-class information technology strategies. To learn more about Abba Technologies, visit the company’s website <[http://www.abbatech.com/markets\\_federal.html](http://www.abbatech.com/markets_federal.html)>.

Meanwhile, LANL would like to congratulate Andrew and the employees of Abba Technologies for a job well-done.



## Laboratory Recognizes Subcontractors

On September 13, 2006, the Laboratory recognized four subcontractors that received SBA Awards of Excellence.



the **Regional Small Business Subcontractor of the Year** award, given by the Small Business Administration (SBA). The SBP

partnered with the SBA in honoring the businesses. Each of the companies was nominated for excellence in customer interface, technical capabilities, cost, delivery, and quality performance.

- **Los Alamos Technical Associates, Los Alamos**
- **Networx, Inc, Albuquerque**
- **Tech Source, Albuquerque**
- **Sicorp, Albuquerque**

Each business was nominated by a Laboratory procurement contract specialist to compete for

the SBA in honoring the businesses. Each of the companies was nominated for excellence in customer interface, technical capabilities, cost, delivery, and quality performance.

“More than a thousand small businesses do business with the Laboratory,” said Dennis Roybal, Small Business Program Manager. “So, when a procurement contract specialist nominates one of our small business subcontractors to compete in the SBA competition, it is a huge honor.”

## Laboratory Employees Receive National Recognition for Small Business Efforts

Two Laboratory employees have been recognized for their outstanding efforts in working with small businesses.

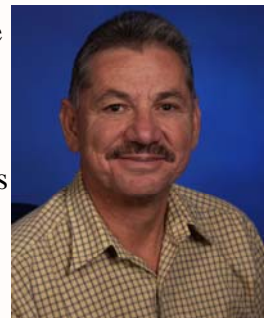
The first employee, Dennis Roybal (Small Business Program Manager) received an award for his work as “Minority Business Advocate”. The award was given during a regional Minority Enterprise (MED) Week celebration in Dallas, Texas.

The award is a U.S. Department of Commerce’s Minority Business Development Agency (MBDA) tribute. Roybal was nominated for the award by Anna Muller, President of NEDA Business Consultants, Inc.

This isn’t the first time Roybal was recognized for his efforts in working with small businesses.

In June 2006, Dennis received the Small Business Program Manager of the Year award from the Department of Energy (DOE).

“Having received both awards is indeed a great honor for both me and the Lab, since it demonstrates the Lab’s commitment to contracting with small **Employees Recognized on Page 5**



## Recognition

*Continued from Page 4*

businesses,” said Roybal. “These two awards are based on a total team effort, involving the tireless efforts of my staff, our



*Scott Havemann*

dedicated procurement staff and our requesters who believe that working with small business makes good business sense.”

Also recognized for his outstanding efforts in procuring with small businesses is Scott Havemann, Procurement Specialist. He received the “Small Business Advocate of the Year” award for Management and operating contractors from DOE.

“I am truly honored to receive this recognition,” said Havemann. “Providing opportunities for small businesses to excel is an enjoyable aspect of my job.”



## Woman-Owned Small Business Paves Way to a Prime Contract

A local construction business is getting the opportunity to pave smoother roads for drivers in Los Alamos. The owners of Marcon Excavation just received a competitive contract with the Laboratory to provide earthwork and paving services on the security perimeter road.

“We are working on the Ski Hill Bypass Road,” said Kris Luster, Project Manager of Marcon Excavation. “While it maybe just a portion of the perimeter road, it is still exciting to have the opportunity to work close to home and employ local residents that our company truly values and wouldn’t be able to succeed without their hard work and dedication.”

The small woman-owned business is based out of White Rock, NM, and has provided various construction services to the Laboratory since 1995.

The company’s ability to provide quality services at a reasonable price has Laboratory project leaders and procurement personnel knocking on their door.

“After more than a decade of providing services to the Lab, the company continues to satisfy its



*Left: Jesse Castañon, LANL Procurement Specialist, Kris Luster, Project Manager for Marcon Excavation, and Mary Luster, Owner of Marcon Excavation.*

customers,” said Jesse Castañon, Procurement Specialist. “What is particularly noteworthy is Marcon is one of the few local woman-owned businesses to provide this type of quality work. So, it makes me happy that we can provide business opportunities to a northern New Mexico firm.”

The customer utilizing Marcon Excavation concurs with Castañon when it comes to the company’s expertise and professionalism.

“We are pleased with a current construction project Marcon Excavation is performing for us,” said Chris Quartieri, FIRP Project Leader. “And I am sure we will be pleased with the work they will perform on the Ski Hill Bypass Road.”

