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### Small Business Program Team

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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,

It’s time to find out what small business initiatives are happening here at the Laboratory.

In the last issue of Small Business News Briefs (June 2005/Volume 3, Issue 1) we gave you the opportunity to review the Laboratory’s policy of procuring products and services from small businesses and the local community. We also gave you the opportunity to learn about our Buyer Recognition



Dennis Roybal

Program and read about the benefits of participating in a mentor/protégé program.

In this quarterly Small Business News Briefs publication, the Small Business Program will guide you to its newly launched “Forecasted Opportunities” website, while explaining the benefits of its acquisition forecasting process.

Meanwhile, you will get the opportunity to meet an exceptional small business advocate who goes the extra mile to ensure that small and other socioeconomic businesses have an opportunity to participate in Laboratory procurements.

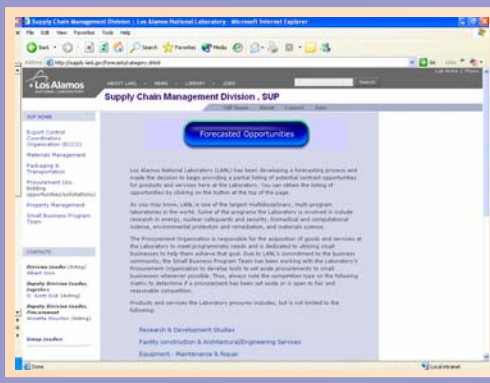
Last, a New Mexico small business owner will provide you the keys to success in maneuvering a smooth business.

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

## Laboratory Launches Its “Forecasted Opportunities” Website



In an effort to provide the business community information on forecasted procurement opportunities, the Laboratory has launched a new website <<http://supply.lanl.gov/forecasts>>. The website provides a partial listing of opportunities that have been identified by the Laboratory's Small Business Program.

“Because the process is evolving, only a partial listing of forecasted procurement opportunities can be provided at this time,”

said Dennis Roybal, Small Business Program Manager. “However, our intention is to expand the listing and provide valuable information that will benefit our requesters, buyers, and most importantly prospective suppliers.”

The forecasted business opportunities are open to small and large businesses unless otherwise noted; however, the Small Business Program Team strives to set aside as many of the Laboratory's opportunities to small businesses whenever possible.

“We believe that small businesses build a strong, vibrant economy which in turn builds a strong, vibrant Laboratory,” said Roybal.

The Small Business Program Team is dedicated to building capability and capacity by utilizing small businesses that can be competitive with large businesses. “We feel that by forecasting our business opportunities, we can help small businesses develop their resources and capabilities to compete successfully for procurements here at the Laboratory,” said Roybal.

To learn more about the Laboratory's “Forecasted Opportunities” call (505) 667-4419, or e-mail [forecast@lanl.gov](mailto:forecast@lanl.gov).



## Laboratory Buyer to Be Recognized for Exceptional Small Business Efforts

Contract specialist by title, but small business advocate by virtue, Patrick Padilla knows that procuring with small businesses makes good business sense.

“I think it is important to buy products and services from small businesses because they're the backbone of our local and national economy” said Padilla.

On October 14, 2005, Padilla will be recognized for his dedication in procuring with small and other socioeconomic firms. The award of “Minority Buyer of the Year” will be given during the 2005 Regional Minority

Enterprise Development (MED) Week Awards Celebration to be held in Albuquerque, New Mexico.

“I think it is both an honor and a privilege to be selected for this award,” said Padilla. “I've been a long-time advocate for all types of small businesses.”

Padilla was nominated by Procurement Group Leader Warren Finch for his efforts in identifying procurements, in the information technology arena, that can be set aside for small business. “Patrick and his whole team are constantly reviewing



Patrick Padilla, Procurement Team Leader nominated as “Minority Buyer of the Year” for regional MED Week.

their procurements to identify opportunities where small businesses can provide the Laboratory the product or service required,” said Finch. “Patrick's efforts are not only recognized by myself, but also by the Laboratory's Small Business *See Buyer on Page 3*



## Buyer

*Continued from Page 2*

Program.”

“Patrick and his team are constantly working with our office to identify small businesses that can fulfill their procurement requirements,” said Dennis Roybal, Small Business Program Manager. “What captures my attention the most, when it comes to Patrick’s team, is how they not

only identify low dollar contracts, but large dollar contracts where small businesses can participate. Patrick really does go the extra mile to help the Laboratory meet its annual small business goals.”

Padilla has been a buyer for 17 years. Eight of those years have been here at the Laboratory.

“We have many outstanding small businesses in this area who can meet our procurement needs,”

said Padilla. “Without these businesses, the Laboratory would not be able to accomplish its mission.”

MED Week is an annual commemoration that recognizes minority businesses for their personal achievements and contributions to the U.S. economy. To learn more about the regional MED week event, visit <http://business.lanl.gov>.

## Integrity, Persistence, and Taking Care of Employees Are the Keys to a Prosperous Business



Just take it from Mathew Martinez, President and CEO of Networx, Inc., an information technology products company that is growing by leaps and bounds. That’s according to *Hispanic Business Magazine*, which listed Networx, Inc., as No.33 on its list of the top 100 fastest growing Hispanic businesses in the United States (July/August 2005 issue).

Networx, Inc., was also listed as one of the top 100 fastest growing companies in the May/June 2005 issue of *Hispanic Trends Magazine* and one of the top 500 fastest growing companies in the June 2005 issue of *Hispanic Business Magazine*.

Wow! This is a big accomplishment for a small New Mexico company, whose owner kick-started the business back in the mid-1990s with only \$500 in his pocket.

“I partnered with a friend to open Networx, Inc., back in 1995,” said Martinez. “The business began as a networking company. Our first customer was Los Alamos National Laboratory, which opened up the doors to government contracting. Our business portfolio is now comprised of 70% government contracting and 30% commercial contracting.”

Networx, Inc., currently holds three types of contracts with the Laboratory, including a Just-In-Time contract (HP printers, scanners, and accessories), a Blanket Order Agreement, and an information technology maintenance contract.

“While we do have 70% of our contracts with the government, I do believe it is important to diversify your customer base,” said Martinez. “Diversification is key to keeping a business prosperous and moving ahead into the future.”

According to Martinez, most small businesses fail within their first two years. Networx, Inc.’s, biggest success is that it has been in business now for 10 years and its future looks promising.

“I have always come from the belief that if you focus on the capabilities of your company and how your employees can complement those capabilities, you have a strong strategy for running a robust company,” said Martinez. “The best advice I have for entrepreneurs beginning their business is to constantly look for ways to enhance your capabilities and business processes, while treating your employees good, because the most important asset of your company is your employees.”

Martinez will soon be receiving another award for “Minority Technology Firm of the Year.” The award is a Minority Business Development Agency honor that will be given during the New Mexico MED Week Awards Celebration in Albuquerque, NM.