



Dozens of Suppliers Turnout for Laboratory Construction Forum



Pictured: Construction contractors during the October 8, 2003, Laboratory-sponsored construction forum. Photo by Vanessa Delacruz, Community

The forum was designed to give construction companies the opportunity to learn about upcoming construction projects, as well as information on Laboratory standards and requirements in safety, security, and procurements.

With a passion for building and a drive to obtain government contracts, more than 100 construction contractors filled a conference room to attend a Laboratory-sponsored construction forum. The event was held on October 8, 2003, at the Los Alamos Research Park.

“I thought the forum was very helpful when it came to discussing the Laboratory safety standards required to do business with the Laboratory,” said Andrew Ceballes, employee of Associated Asphalt. “It was also a great opportunity to network not only with officials from the Laboratory, but also with other representatives from

other large and small business.”

Attendees of the forum also commented on how the Laboratory should hold health and safety plan workshops, as well as post information on upcoming projects on the Laboratory’s website.

“The attendees had lots of good feedback for the Laboratory,” said Lorraine Lucero, Acting Team Leader (Procurement, Team-5). “However, some suggestions, such as posting upcoming solicitations on the website, can be difficult because we want local businesses to maximize their opportunities with us. If we post on the web, then we have nation-wide competition.”

“This forum was set up to give construction

contractors pertinent information on how and why the Laboratory pursues such stringent business practices with its suppliers,” said John Bretzke, Acting Director for Supply Chain Management Division. “However, because there are stringent policies doesn’t mean it is impossible to do business with the Laboratory. In fact, after this construction forum I believe many construction contractors walked away with a sense of understanding and eagerness about doing business with the Laboratory.”

If you missed October’s construction forum, not to worry because all the presentations, including upcoming projects, can be found on the Small Business Office (SBO) website at <http://sbo.lanl.gov>

SBO Leader Gets Recognized for Small Business Efforts



In mid-October, Teresa C. Trujillo, SBO Leader, was presented an award for her work as “Minority Business Advocate.” The award was given during a regional Minority Enterprise Development (MED) Week luncheon in Albuquerque.

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

“Trujillo has established a

supplier-development program that is designed to build the capacity of the small and minority business community, and I wanted to make sure she was recognized for her outstanding efforts,” said Muller.

Ambassador Linton Brooks, administrator of the National Nuclear Security Administration, and Theresa Avillar-Speake, Director of the Office of Small and Disadvantaged Business Utilization, assisted with the award presentation.

More than 400 small-business owners, government officials, and nonprofit agency representatives attended the gala luncheon held at the Sheraton Old Town Inn.



Inset photo, Teresa Trujillo, left, Small Business Office Leader, talks with Georgina Buschman, president of Buschman Construction, Inc., of Los Alamos, at the forum. Photos by LeRoy N. Sanchez, Public Affairs.



MED Week is an annual commemoration that recognizes minority businesses for their personal achievements and contributions to the U.S. economy.

SBO to Release 2003 Annual Report

In just a few weeks, you can expect a report on the number of dollars the Laboratory procured with small and other minority-owned businesses during the 2003 fiscal year. Look out for the report on the SBO homepage at (<http://sbo.lanl.gov>).

Small New Mexico Information Technology Company Programs Its Way to Credible Results



A small company in Albuquerque, Vitel, Inc., has produced a successful outcome for its Los Alamos National Laboratory (LANL) clientele.

For the past few years, Vitel has been working with LANL's Laboratory-Directed Research and Development (LDRD) program to develop a database system. The system helps manage the LDRD funding process as well as the multitude of documents and research results generated by the program.

LDRD is an important instrument that the Laboratory Director uses to prepare and strengthen the science and technology base required to fulfill the Laboratory's mission. The program is such an important asset to the Laboratory's future that Congress has designated six percent of the Laboratory's overall budget to the program.

"From directed research, to exploratory research, to post-doctoral research and development, LDRD projects are vital to this Laboratory. However, we have an obligation to the taxpayer as stewards of their investments, and

that's why we have to track the program's budget carefully," said Lisa Harris, program administrator for LDRD.

Harris adds, "Vitel has made our tracking more effective by developing a database system with which we can view the progress of the projects, as well as the status of the funding for those projects, in an easy and effective manner."

Vitel is now completing a 3-year contract with LDRD. Yolanda Padilla, chief knowledge system architect for Vitel, believes the company's relationship with the Laboratory has been positive.

"Everything has been going great with the staff of LDRD," said Padilla. "We have successfully created a database that enables the program's staff to manage the research projects that support the Laboratory's vitality. Now that the primary technical aspect of the project is in place,

we are adding enhancements to facilitate the system's transition to provide the LDRD staff increased capability and autonomy in operating the database.

Not only does the new database system help administrators track LDRD projects and funding, it also helps them generate reports easily and in a timely manner. "Vitel has done a wonderful job in understanding our processes and procedures," said Harris.

Vitel is an information technology company that designs, develops, and implements custom knowledge management solutions in organizations. In addition to Los Alamos, Vitel also works with Sandia National Laboratories. The company employs approximately 10 individuals. To learn more about Vitel, go to <http://www.vitel.com/> online.

Left to right: Yolanda Padilla, Debbie Walz, and Lisa Mullan go over charts for the LDRD database.



**Los Alamos National Laboratory
Small Business Office
P.O. Box 1663, Mail Stop P203
Los Alamos, NM 87545**

LANL SMALL BUSINESS OFFICE
(505) 667-4419 or (800) 472-9861
FAX (505) 667-9819
EMAIL sbo@lanl.gov
<http://sbo.lanl.gov>

OMBUDS PROGRAM
(505) 665-2837
FAX (505) 667-3119
EMAIL ombuds@lanl.gov

COMMUNITY RELATIONS OFFICE
Los Alamos Office (505) 665-4400
or (888) 841-8256
FAX (505) 665-4411
Española Office (505) 753-3682
FAX (505) 753-4679

LALP-03-110

Upcoming Workshops

Informing the Worldview Via the Web

Date: November 12, 2003
Location: Northern New Mexico Community College
921 Paseo de Oñate
Española, NM
Time: 1:00p.m.—2:30p.m.
Fee: None
Contact: (505) 747-2236

Selling in Cyberspace

Date: November 12, 2003
Location: Northern New Mexico Community College
921 Paseo de Oñate
Española, NM
Time: 3:00p.m.—4:30p.m.
Fee: None
Contact: (505) 747-2236

Maximizing the Internet

Date: November 13, 2003
Location: Santa Fe Business Incubator
3900 Paseo del Sol at
Airport Road
Santa Fe, NM
Time: 8:00a.m.—
12:00p.m.
Fee: None
Contact: (505) 424-1140

From Shoebox to Ledgers: Record Keeping Essentials

Date: November 13, 2003
Location: University of New Mexico
Los Alamos
190 Central Park Square
Los Alamos, NM
Time: 1:30p.m.—4:00p.m.
Fee: \$25
Contact: (505) 661-4803

OSHA 521: Industrial Hygiene

Date: November 17-21, 2003
Location: Safety Counselling Inc.,
Training Facility
3207 Mathew Ave. NE
Albuquerque, NM
Time: Please call for various times
Fee: \$695
(Fee will be discounted if large group attends)
Contact: (505) 881-1112
or 1-800-640-0724

Leading and Managing in Small Organizations

Date: November 18, 2003
Location: Santa Fe Business Incubator
3900 Paseo del Sol at
Airport Road
Santa Fe, NM
Time: 5:30p.m.—7:30p.m.
Fee: None
Contact: (505) 424-1140