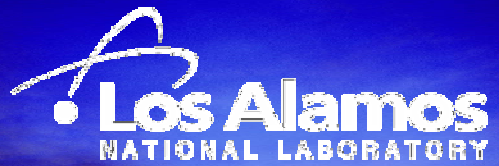
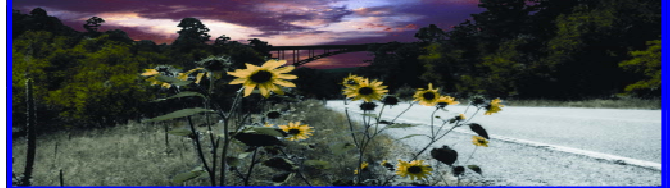


Small Business News Briefs



November/December Issue Vol. 2, Issue 3



Laboratory Moves to Commodity-Based Buying

In an effort to provide customers and suppliers with a more effective and efficient mechanism for conducting business at the Laboratory, the Procurement Organization is improving the way the institution purchases goods and services.

On December 6, 2004, the Procurement Organization changed to a commodity-based structure. Acting Supply Chain Management (SUP) Division Leader Albert Jiron strongly believes the move will get back to the basics of creating specialists among procurement customer service representatives.



reorganization to commodity-based buying was based on recommendations and initiatives from the Laboratory's Procurement Improvement Project. The new organization consists of six groups, each of them organized on the basis of the types of purchases or acquisitions required by customers:

- (SUP-6) - Small Purchases focuses on special agreements or small dollar procurements of less than \$100,000.
- (SUP-7) - Streamlined Purchasing focuses on Just-In-Time purchases and purchases related to Local Vendor Agreements and Purchase Card transactions.
- (SUP-8) - Facilities/Construction and Architectural and Engineering Services focuses on procurement activities related to construction, architectural and engineering services, demolition and decommissioning, facility leases, facility operations, non-task-order related services for Environmental Stewardship (ENV) Division, and agreements specific to KSL, PTLA, and the Los Alamos Fire Department.
- (SUP-9) - IT, Equipment, Fabrication and Services primarily focuses on procurement activity of greater than \$100,000 related to information technology, the Enterprise Project (EP), and

equipment and services.

- (SUP-10) - Technical Support, Staffing, and R&D focuses on procurement activity related to university contracts, staff augmentation subcontracts, consultant agreements, task-order subcontracts, research and development subcontracts, intra-university agreements, and foreign services contracts.
- (SUP-OPS) - Procurement Operations Support provides a wide array of services including a newly created procurement assistance center.

Jiron has selected leadership for each of the six groups. To learn more about the newly selected group leaders, click [Daily News bulletin, 11/16/04.](#)

Meanwhile, Jiron has also selected a deputy division leader responsible for oversight and management of the six procurement groups. That individual is Ed Lundeen, who joins the Laboratory from Iomega Corp., where he was director of contracts management. He has held purchasing, contracting, supply chain management and global sourcing positions with Phelps Dodge Mining Company, San Diego Gas & Electric, Medtronic Inc., and the Salt River Project.

To learn more about the Procurement reorganization, go to <http://sup.lanl.gov/Procurement/reorg.shtml>.



Albert Jiron

"Currently, the procurement personnel buy any type of product or service for our customers," said Jiron. "The new structure will change and improve this process by enabling the buyer to purchase a specific product or service, which increases his/her familiarity with the customers' needs and the suppliers' capabilities."

Jiron emphasizes that commodity-based buying will allow the buyer to understand the market better and really engage small businesses when it comes to procurement opportunities.

Jiron adds the Procurement



Ed Lundeen

Where are the Former SUP Managers Now?



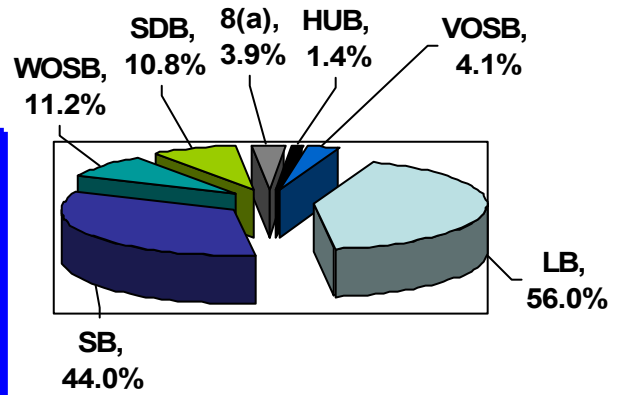
John Bretzke

John Bretzke, former SUP-DO Leader, is now acting project director for the Culture Operations Model Plan and Surety System (COMPASS). COMPASS assesses and repairs areas of risk at the Laboratory and is fundamental to the resumption of Laboratory activities. Albert Jiron, former Associate for Administration (ADA) Chief of Staff, replaced Bretzke as Acting SUP-DO Leader. Vernon Brown, former Acting Procurement Manager is now working for the National Nuclear Security Administration in Albuquerque.



Vernon Brown

FY04 Ends on High Note for Laboratory



After working to the tune of the DOE/NNSA small business goal call and the beat of the small business community to meet those goals, the Laboratory is singing loud and clear that it has performed on a favorable note when it comes to its socioeconomic achievements.

In the June/July (Vol. 2, Issue 2) issue of the Laboratory's Small Business News Briefs, you were informed that the Laboratory was meeting all of its socioeconomic goals during the second quarter of FY04, except for Small Disadvantaged and HUBZone. Now that the fiscal year has come to a wrap, the Laboratory is happy to announce that it has surpassed all of its small business goals. Its achievements are captured in the chart below.

Meanwhile, the Laboratory

has submitted its proposed goals to DOE/NNSA for FY05. Once the goals have been finalized, they will be communicated to the business community. In the meantime, the Laboratory is still proactive with its efforts to increase small businesses procurement opportunities. The Laboratory strongly supports its three Procurement committees, which are the Business Advisory Council, the Senior Management Procurement Council, and the Consortium of Major Subcontractors.

"What we want is to improve our small business program by engaging our customers and suppliers," said Teresa Trujillo, former Small Business Office Leader.

** Socioeconomic percents are measured against the commercial base in accordance with DOE established procedures. The commercial base does not include agreements with DOE Management & Operating Contractors, Universities, the Federal Government, Mandatory Sources of Supply, Utilities, Foreign Entities, Educational Institutions, Nonprofits, and Purchase Cards.*

	Goal	FY04 LANL Procurements and Percent Achievements	
Total Procurement	----	\$968.5.6M	
Commercial Procurements *	----	\$843.2M	100%
Large Business (LB)	----	\$472.1M	56%
Small Business (SB)	42%	\$371.1M	44%
Woman-Owned Small Business (WOSB)	10.5%	\$ 94.4M	11.2%
Small Disadvantaged (SDB)	10.5%	\$ 90.8M	10.8%
8(a)	----	\$ 33.3M	3.9%
HUBZone (HUB)	1%	\$ 11.7M	1.4%
Veteran-Owned Small Business (VOSB)	3%	\$ 34.9M	4.1%

Things To Expect in the Next Few Months

After leading the Small Business Office for more than two years, Teresa C. Trujillo will be taking on a new initiative. As a direct report to the Laboratory's Communications and External Relations Division, Teresa will be assigned to Quality New Mexico through the Executive Loan Program.

"I am excited to take on this new assignment and look forward to working with an organization that helps small businesses and other New Mexico organizations improve their processes and become more competitive," said Trujillo.

Trujillo is scheduled to begin her new assignment in mid December. Dennis Roybal, special staff assistant for the Laboratory's Associate Director for Administration (ADA), will be replacing Trujillo.

Things to Expect *Continued from Page 2*

A 24-plus-year veteran to the Laboratory, Roybal has prior procurement, property, and material management experience. He served as the former Business Operations Deputy Division Leader for three years. Roybal joined the Laboratory in 1978 in the former Materials Management (MAT) Division, where he has served in numerous leadership positions. His most recent position involved working with ADA Richard Marquez on several high profile projects, including the three Procurement Committees.

Roybal says he looks forward to leading the SBO team. "Small business has always been important to me and having the

opportunity to run this office is exciting," said Roybal.

The SBO will continue to track and monitor Laboratory performance in all key areas that relate to small business contracting. In addition, the office will work very closely with the Laboratory's Small Business Advocacy (LSBA) Office to strengthen the outreach function (trade fairs, source lists, vendor inquiries, etc.) and Laboratory inreach efforts

"We understand vendors want more information regarding doing business with the Laboratory, and our goal is to make sure they are provided that information through better communication vehicles (i.e., the Small Business News Briefs, Laboratory Connection, marketing CD-Rom, etc.) and better forecast material," said Roybal. "Our biggest challenge is identifying procurement opportunities, but we

believe the Procurement reorganization to commodity-based buying and the Laboratory's three procurement committees will help us overcome that hurdle."

Roybal adds that the SBO is currently working on the FY04 small business program annual report. It will contain information on the Laboratory's socioeconomic achievements, progress of the Laboratory's Northern New Mexico Economic Development Plan Program and Subcontracting Plan Program, as well as planned Initiatives for FY05. Publication of the report is expected early next year.



Dennis Roybal

Above: Dennis Roybal will replace Teresa Trujillo (below), who will be working with Quality New Mexico through the Laboratory's Executive Loan Program.



Laboratory Buyer and Two Major Subcontractors Recognized for Outstanding Small Business Efforts



Mark Backus, left, of Information Technology and Services (SUP-9) is greeted by Hector Barreto, Director of the U.S. Small Business Administration, and Spencer Abraham, right, Department of Energy secretary, at a Minority Enterprise Development week awards ceremony in Albuquerque. Backus was recognized with the Minority Business Buyer Award. Photo by Bill Doty, Sandia National Laboratories

In mid October, a Laboratory buyer and two major subcontractors were recognized for their efforts in awarding contracts to small businesses.

On October 29, 2004, Lab Senior Contract Administrator Mark Backus received an award for "Minority Business Buyer". The award was given during a regional Minority Enterprise Development (MED) Week celebration held in

Albuquerque.

"It's an honor and a pleasure to receive this award," said Backus, who was praised by the awards committee for his efforts in supporting New Mexico minority businesses, during his tenure buying for the Lab.

Laboratory major subcontractor KSL was also honored during the event. The selection committee commended Ed Burckle, KSL's general manager, and Jim Thalmann, KSL's director of supply chain management for KSL's outstanding outreach efforts to local small and minority-owned businesses.

"This award was gratifying because it is inline with KSL's strategy of maximizing its use of

small and minority-owned businesses," said Burckle.

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

In a separate ceremony, the Association of Commerce and Industry of New Mexico recognized PTLA, the Lab's contracted security provider, as a 2004 VIVA award nominee.

The award is presented to the New Mexico businesses that demonstrate outstanding vision, innovation, vitality, and action. The nomination cited PTLA's extensive community outreach, especially its gifts since 1997 of \$150,000 to area students through scholarships and programs and \$120,000 to local charities and civic organizations. For more information, click [Daily Newsbulletin, 11/12/04.](http://www.lanl.gov/dailynewsbulletin)

Los Alamos Small Business Office (SBO)

PHONE: (505) 667-4419
FAX: (505) 667-9819
EMAIL: sup-4@lanl.gov
WEB: <http://sbo.lanl.gov>

Other Contacts:

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

COMMUNITY RELATIONS OFFICE
PHONE: (505) 665-4400
or (888) 841-8256
FAX: (505) 665-4411

TECHNOLOGY TRANSFER

PHONE: (505) 665-9091
WEB: <http://www.lanl.gov/partnerships>