

Other Procurement Resources

The Small Business Administration (SBA) is a great resource to help you with government contracting. Your local SBA office can be found in the phone book or the SBA website <<http://www.sba.gov>>.

Note: If you are qualified for other certifications such as service disabled, 8(a), HUBZone, etc., LANL strongly encourages you to contact the SBA to learn about these programs and how they may benefit your company.

LANL Forecasting

The Laboratory is currently improving its forecasting process and plans to continue to publicize upcoming procurement opportunities. Future procurement opportunities can be accessed by visiting the following forecasting sites <<http://www.lanl.gov/orgs/sup/procurement/> or <http://supply.lanl.gov/forecasts/>>.

What The Laboratory Buys

Products and services the Laboratory procures includes, but is not limited to the following:

- Research & Development Studies
- Facility Construction & Architectural/Engineering Services
- Equipment - Maintenance & Repair
- Support Services & Staff Augmentation
- Mechanical/Electronic Fabrication
- Commercial Products & Services
- Environmental Restoration

Small Business Program Office

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How To Do Business with Los Alamos National Laboratory



LOS ALAMOS
National Security, LLC

Los Alamos National Laboratory is operated by the Los Alamos National Security, LLC for the National Nuclear Security Administration of the US Department of Energy under Contract DE-AC52-06NA25396.



How To Start

Register with CCR

Any business interested in providing products or services to Los Alamos National Laboratory (LANL) must register with the Central Contractor Registration (CCR) database. Register at <<http://www.ccr.gov>> or call 1-888-227-2423. This is the primary supplier database for the Federal Government.

What You Will Need to Register

A Data Universal Numbering System (DUNS) number is needed to register on CCR. The DUNS number is a unique 9 digit business identification number provided by the commercial company Dun & Bradstreet (D&B). Visit D&B at <<http://www.dnb.com/us>> or call 1-866-705-5711.

A North American Industry Classification System (NAICS) code determines the business size based on its industry code. To find your company's NAICS code, visit the NAICS website <<https://eweb1.sba.gov/naics>>.

Research LANL

Find out what LANL's mission is by accessing the Laboratory's website <<http://www.lanl.gov>>.

The Laboratory's Procurement Organization acquires goods and services to fulfill the Laboratory's mission. The Procurement website can be accessed at <<http://int.lanl.gov/orgs/sup/procurement>>.

Your Company Capabilities

Your company's capability statement should include products or services available, contracts performed, contacts on previous contracts and any performance data available. The Laboratory procures nearly \$1 billion in products and services annually. Keeping your marketing materials and capability statement current is critical when attempting to do business with the Laboratory, including recently completed contracts and past performance records.

Diversify Customer Base

We encourage you to research the Small Business Programs of other national laboratories and search for procurement opportunities. You can also visit the Department of Energy's forecasting website <<http://hqinc.doe.gov/forecast>>.

A Business Resource Guide is available and can be accessed at <http://community.lanl.gov/business_resource_guide/index.shtml>. The guide has over 130 embedded links that allow small businesses instantaneous access to websites from dozens of sources on whatever aspect of contracting is relevant to their need.

Contact our Small Business Program Outreach Advocates

The Laboratory's Small Business Program Team assists the different buying groups within Procurement by identifying qualified suppliers that have the capability and capacity to meet the Laboratory's diverse programmatic procurement needs. These qualified suppliers are identified by various

Contact our Small Business Program Outreach Advocates (continued)

means including tradeshows, CCR, supplier visits, capability statements, internet searches, etc. If you believe that your company has a unique product or service that can be used by the Laboratory, contact one of the following advocates to learn how to pursue and identify opportunities or ways to provide your unique products or services to the Laboratory.

You can expect the Small Business Program Advocates to advocate internally with appropriate procurement staff and deliver your capability statement to them.

Small Business Advocates:

Carolyn Trujillo for commercial off-the-shelf products and machine shop services. Carolyn can be reached at (505) 667-2526 or cktrujillo@lanl.gov.

Andrea Martinez-Lucero for commercial off-the-shelf products and machine shop services. Andrea can be reached at (505) 665-5793 or anmz@lanl.gov.

Dennis Roybal for Tribal Relations. Dennis can be reached at (505) 667-4419.

Moe Zamora for architect/engineering, construction, environmental, staffing, technical support and information technology services. Moe can be reached at (505) 665-6578 or moe@lanl.gov.

