

Los Alamos National Laboratory

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Small Business News

Greetings from the Small Business Manager

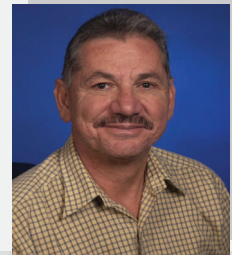
Greetings Colleagues,

A lot of good things have happened since our last news brief. Fiscal year 2008 has passed in a blink of an eye and Fiscal Year 2009 is upon us. The Laboratory has made a continued effort to keep increasing both small business awareness and the procurement dollars awarded to small businesses. This effort to increase awareness has been achieved through several events which will be highlighted later in this brief.

Small business awareness was advocated via a Small Business Awareness and Appreciation day where employees were treated to an early morning surprise for their continued efforts in doing business with small businesses. Our goal is to

award subcontracts to small businesses with an emphasis on local northern New Mexico small businesses. In this news brief you will find an update on two new signings into the mentor-protégé program. Also featured in this brief are two exciting success stories of small businesses getting important contracts with LANL. We also will provide a recent article published in our LANL Daily News-Bulletin and kudos to the procurement staff.

We are looking forward to the exciting and new ways small businesses can become a part of the Laboratory's efforts to fulfill its mission and goals. Please contact us with any questions, issues, suggestions, comments or compliments as we value your input. We can be contacted at business@lanl.gov or call: (505) 667-4419.



Congratulations to Kevin Chalmers, ASM Division Leader

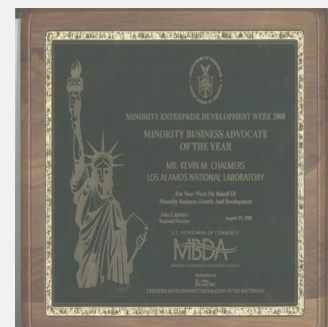


Kevin Chalmers has had a major influence in advocating on behalf of minority businesses and the utilization of minority businesses in his various purchasing and subcontracting positions. At Los Alamos National Laboratory, he was instrumental in developing the Los Alamos National

Security, LLC, small business subcontracting plan that provides for ambitious and challenging goals in all small business categories. He is a strong participant in outreach events that stress the importance of increasing the awards to small and minority businesses. Prior to Chalmers coming to Los Alamos, the Laboratory had never pursued a mentor-protégé arrangement; however, in the past two years, Los Alamos now has three active agreements with small, disadvantaged and 8(a) firms. These successes are due to Chalmer's tenacious passion

for developing both the capability and capacity of minority businesses so that they become sustainable businesses in today's very competitive environment. His commitment led to SDB awards of \$121,889,995, of which \$77,975,841 were to 8(a) small businesses, since June 1, 2006.

Mr. Chalmers received the Minority Business Advocate of the Year Award and was nominated by Anna Muller of NEDA, Inc.





ASM Hosts Second Annual Small Business Awareness and Appreciation Day



Acquisition Operations staff, Acquisition Managers and the Small Business Program Office staff were up early on July 23, 2008, to raise awareness among Laboratory procurement specialists of the importance of buying goods and services from small businesses whenever possible. Biscochitos (NM state cookie), coffee and promotional items were provided to those in attendance. The biscochitos were provided by ASM employees as part of a biscochito bake off contest.

Jolene Vigil of Subcontracts was the grand prize winner in the biscochito bake-off. Vigil won a trophy and a gift certificate. Barbara Martinez, ASM-PUR, said, "Thank you for the 'One small bite at a time' surprise this morning. That was very nice of you and appreciated."



Nick Perry and Kevin Chalmers discuss business over a cup of coffee.



Frank Salaman recognizes Jolene Vigil for her award winning biscochitos.



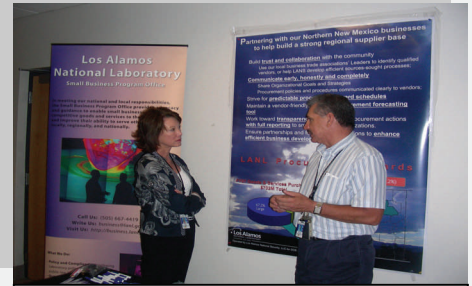
Nathan Romero, Carolyn Trujillo and Andrea Martinez-Lucero at the Small Business booth.



Nancy Williams and Barbara Martinez enjoy promotional items.



Beverly Martinez and Andrea Gentry are checking out the event.



Doris Heim and Dennis Roybal are discussing small business achievements.



Anthony Garcia and Chris Fresquez discuss logistics.



ASM employees gather around the goodies.



Audrey Guerra-Garcia and Pam Fresquez share a friendly smile.

Lab Continues Support, Development of Northern New Mexico Business Featured in LANL Daily NewsBulletin By: Tatjana Rosev, July 3, 2008



*Left to right, Moe Zamora, Carolyn Trujillo, Andrea Martinez-Lucero, and Dennis Roybal, of the Lab's Small Business Program, standing with Pete Maggiore and John Law of North Wind Inc. at a mentor-protégé signing ceremony June 26, 2008. Seated left to right are Kevin Chalmers, Acquisition Services Management Division leader, Sylvia Medina, president of North Wind Inc., and Theresa Alvillar-Speake of the Department of Energy.
Credit: Mannie Garcia*

Los Alamos National Security, LLC recently entered into mentor-protégé agreements with two northern New Mexico businesses, North Wind Inc. and Performance Maintenance Inc. (PMI) under the auspices of a Department of Energy mentor-protégé program. The program provides developmental assistance to enhance the business and technical capabilities of small disadvantaged businesses to perform as contractors, subcontractors, and suppliers.

The agreements were signed at the ninth annual DOE Small Business Conference June 26, 2008, in San Antonio, Texas. Present for the signing was Kevin Chalmers, Los Alamos's Acquisition Services Management (ASM) Division Leader, the owners of North Wind and PMI, and Theresa Alvillar-Speake, director of DOE's Office of Small Disadvantaged Business Utilization in Washington, D.C.

The Lab will assist North Wind in project planning, project management, and developing turnkey services in the areas of environmental management and facility operations. It also will assist North Wind in becoming a successful subcontractor to other government agencies and contractors and private industry.

Under the mentor-protégé program with PMI, LANS will assist the janitorial company with the development of best practices in materials and property management, and acquisition and assurance operations management. LANS also will mentor PMI in enhancing its eCommerce capabilities, computer systems networking, development of a supplier hosted web catalog, eSourcing and eAuction opportunities.

"The mentor-protégé program provides great value and opportunity to both the mentor and the protégé," said Chalmers. "The program promotes long-term business relationships between small business entities and DOE prime contractors. We look forward to working with our new protégé companies and helping contribute to their business plans to support the DOE complex."

North Wind President Sylvia Medina said, "We are thrilled to be selected as LANL's protégé and are grateful to have the opportunity to increase our access to challenging opportunities and responsibilities with the support of our mentor."

PMI President Eric Quintana said the mentor-protégé agreement will help professionalize its relationships with governmental entities and the business world. "PMI is appreciative of this opportunity to be mentored by an eminent organization such as LANL," said Quintana.

LANS has three mentor-protégé agreements in place under the DOE Program, according to Dennis Roybal, the Laboratory's Small Business Program Manager. Last Year, the Lab entered into a mentor-protégé agreement with TSAY Construction and Services, LLC, a small business wholly owned and operated by Ohkay Owingeh (formerly San Juan Pueblo) located north of Espanola.



L-R: Danny Sachs, Bobby Sachs, Nick Perry

Kudos

Team Technologies recently signed a contract with LANS, LLC to supply electronic equipment and components to the Laboratory. It's a three-year base contract with up to four one-year options. The entire contract is worth about \$14.1 million. Robert Sachs, CEO of Team Technologies, said the company was working on a Sandia contract that "went dormant longer than anyone expected." "So the LANL deal really helps", he said, calling it "icing on the cake." The company, once called Team Specialty Products, was established in 1985. Sachs and his brother, Danny, bought the company in 2002. The firm develops, fabricates and tests mechanical and commercial products for a variety of commercial and government clients.

While the company is certified as a small disadvantaged business under the Small Business Administration's 8(a) program, the bidding on the LANL contract was open to all companies, large and small, said Nick Perry, purchasing manager at LANL. But Team Technologies' proposal was the best of all of them, based on price and a number of other factors. Perry said the company's presentation was very well-done and detailed. The contract for LANL is to help the lab reconfigure its purchasing for electronic components into an e-commerce format, said James Carrigan, contracts administrator. In the past, lab officials compiled a computer catalog of components. Now Team will do that under this contract and integrate it with LANL's existing Oracle system. "This is a more streamlined and cost-effective way to do business," Perry said.

Welcome James Carrigan to the Small Business Office

James (Jim) Carrigan joined the Small Business Office on December 15, 2008. Jim will be managing all Small Business Subcontracting Plans of LANL's major subcontractors, performing relevant small business data analysis, and working day-to-day with procurement staff in developing a better and stronger small business program. Jim's experience in purchasing and subcontracting along with his experience in communications and community relations will add great value to our program. **Congratulations, Jim!!**



Good Job to :
Scot Johnson, Allison Respess,
Paul Schwarz, Sam Rogers,
Steve Henry, Allison Dorries,
Paul Ortega, Mark Gardner,
Tom Baca, Irma Sutphin and
others!!

A Little Collaboration Goes a Long Way

Subcontracting to small businesses is one of the Laboratory's goals. One excellent example of the dedication and hard work it takes to award a subcontract to a small business was the recent meteorology network inspection subcontract. The subcontract's scope includes inspection of meteorological tower structures, fall protection systems, and hoist systems attached to each of the towers. As a result of a crane accident two years ago, LANL enforced much more stringent safety requirements for all cranes and hoists; thereby flowing down procurement requirements.

Galvanized Endeavors was selected due to its low price and technically acceptable proposal. Although Galvanized provided impressive insight into its safety procedures, they required assistance pulling together the required documents to complete an acceptable safety and security plan. Allison Respess, LANL STR, did a great job of guiding everyone down the correct path, making sure no important steps were missed along the way. Paul Schwarz, the procurement specialist, was very committed to the project and did a fabulous job. Sam Rogers wrote a number of Integrated Work Documents (IWDs) and got them approved. Steve Henry, Allison Dorries, Scot Johnson (LANL technical requester), Paul Ortega (Facility and Field services), Mark Gardner (Quality Assurance), Tom Baca (Security), Irma Sutphin (Accounts Payable) and several others all contributed to the success of this small business subcontract.



**A special thanks goes out to ALL
procurement staff for a job well done!!
Please enjoy reading just a few
recognitions....**

- Congratulations to the following ASM subcontract specialists on their recent multi-year contract solicitation and pending subcontract awards to small businesses totaling nearly \$1 billion: **Mike Boule, Vanessa Velarde, Darren Knox, Jim Carrigan, Lydia Gigax, Feliz Vigil, Dan Bigelow, Kathy Smith, Pia Romero and John Hernandez.**
- **Leo (Elenore) Martinez-Salazar** was recognized for on-going subcontract support on the CEF project. The technical requesting organization was very appreciative of her creative suggestions in solving problems at a critical time.
- **Andrea Gentry**, ASM-SUB Group 2 was nominated for and received a spot award from Duane Martinez and his Group Leader Charles Davis of MST-16. They were very thankful for the outstanding efforts and customer support provided to MST-16 in getting FY08 MST program needs placed in September.
- ASM-AO FY08 LAAP Award Recipients: **Dru Roybal/Judy Haase** – Organization and Coordination of ASM-AO/SBPO “Biscochito” Event; **Matthew Vigil** – Outstanding Support of ICAM Process; **Lisa Sandoval** – Outstanding Support as ASM’s Designated Training Generalist.
- **Melanie McDuffie** received a “SPOT” award from MST-16 for her efforts to award their “high priority” subcontract to Princeton University for Optimal Dynamic Detection of Explosives.
- **Jim McGill** received a “SPOT” award for the extra effort he demonstrated to get the ARC / Portage Novation completed on time.
- **Barbara Martinez** was recognized with an “on the spot” gift card to Starbucks for her diligence in working a procurement over the weekend to award a purchase before the 8(a), SDB certification expired. Barbara’s dedication to our small business goals is very much appreciated.
- A Letter of Appreciation was received from Tom Bargeloh, (QA-DO), recognizing **Terry Chacon**, ASM-PUR, for providing excellent customer service.
- **Ben Aguirre**, ASM-PUR, received a written acknowledgement from John Galbraith P-21: Biological and Quantum Physics, for his prompt and effective service in placing a rush purchase order in support of his requirements.
- **Roxanne Calvert and Mark Padilla**, ASM-PUR, received a note of thanks from Catherine Borrego, PMPP-PPC: Production Planning & Control, for issuing a critical modification to an existing purchase order in support of Pit Manufacturing requirements at TA-55.
- **Natalia Herrera**, ASM-SUB, was presented with a spot award by Decision Analysis for superior customer service in helping them through a procurement.
- **Roxanne Calvert, Emily Lopez, Dennis Mack, Edith Trujillo, and Nancy Williams, ASM-PUR**, received spot awards from ISR Division in appreciation for numerous year end order placements that they handled for them.



Laboratory Awards Subcontracts to Small Business

Featured in the

LANL Daily NewsBulletin, By: Tatjana Rosev, October 15, 2008

Photo Credit: LeRoy N. Sanchez

A company owned and operated by Ohkay Owingeh Pueblo will soon be providing custodial support services to the Laboratory under a new contract. “The subcontract to TSAY Construction and Services, LLC, an enterprise of Ohkay Owingeh, has a value of \$65 million over five years,” said Acquisition Services Management (ASM) Division Leader Kevin Chalmers. “This is the first time that a Native American firm has received an award this size from the Laboratory.” The TSAY contract is one of four recently awarded contracts to small or disadvantaged businesses.

“I congratulate TSAY for winning this major contract,” said U.S. Senator Jeff Bingaman. “This is a great investment in a New Mexico business, and I’m glad that Los Alamos National Laboratory was able to select a local company for this important work.”

“I am so very pleased with the success of our company at Los Alamos National Laboratory,” said Ohkay Owingeh Governor Earl Salazar about the TSAY contract. “We have strived for many years to build the capacity to be successful there. This achievement is the culmination and reward of that effort.

“This is a ‘first ever’ in many respects, but for me, the most significant aspect is that this is the first contract of this size to a northern New Mexico Native American company in the 65-year history of the Laboratory. On behalf of the people of Ohkay Owingeh and all northern New Mexico, we are grateful for the opportunity and look forward to helping the Laboratory achieve its goals,” added Salazar.. The subcontract also will provide an opportunity for TSAY Construction and Services, LLC to mentor San Ildefonso Pueblo, Chalmers said. Salazar added that he is excited about the proposed mentor-protégé agreement between Ohkay Owingeh and San Ildefonso Pueblo. “Our two communities have a longstanding history of cooperation and we are grateful to be able to assist them as they begin to build their own capacity in the federal contracting industry,” he said.

“The four recently awarded contracts totaling more than \$120 million are the first of several the Laboratory plans to award to small businesses,” Chalmers said. “We are pleased that small businesses can compete for large, complex contracts at the Laboratory. Our small business office continues to actively seek qualified small businesses that can provide goods and services and contribute to the Laboratory’s programmatic mission.”

The Laboratory awarded the Los Alamos Integrated Communications System subcontract to CNSI, a small business with an office in the Los Alamos Research Park. The competitively-bid contract, valued at \$32 million, is for three years with an option to extend for another two years and was awarded as a result of a solicitation set aside for small businesses.

CNSI will provide Labwide telecommunications site support services and administer lower-tier subcontract agreements with Verizon Federal Network Systems and several regional small businesses. Transition of operations to CNSI from the existing subcontractor, Qwest Government Services Division, has begun.

Another competitively bid subcontract valued at \$14.1 million went to TEAM Technologies Inc., a company certified by the Small Business Administration as an 8(a) small disadvantaged business. The company employs about 60 employees. The contract is for four years with an option to renew for three additional years based on performance.

TEAM Technologies Inc. will provide discrete electronic parts and components. The company is setting up an office in Los Alamos in Central Park Square inside the UPEX office to warehouse deliveries and provide local customer service.

The Lab also awarded a \$9.4 million subcontract to Fiore Industries for hardware and software information technology services over a potential five-year period. The company has set up an office in Los Alamos.