



## SANDIA HOSTS FY19 OPEN HOUSE HOURS FOR DIVERSE SUPPLIERS

Sandia National Laboratories is dedicated to investing in our community and in helping grow our diverse supplier base. Sandia actively seeks capable, qualified small businesses, including small disadvantaged businesses, woman-owned small businesses, HUBZone small businesses, veteran-owned small businesses, and service-disabled veteran-owned small businesses.

### What is a Sandia Supplier Open House?

The open house is your opportunity as a supplier to learn how to do business with Sandia and to network with advocates, buyers, technical personnel, and other professionals (e.g., Los Alamos National Laboratory, Lawrence Livermore National Lab, Pantex Plant, Carlsbad WIPP, Lawrence Berkley National Lab and Small Business Administration). **All small suppliers are welcome.**

At each session, suppliers can expect a brief educational presentation about working with government-type contracts, upcoming procurements followed by a opportunity for questions and dialogue.

Sandia has built a strong relationship with NM PTAC, which participates in each open house. Suppliers can meet PTAC representatives, who excel at helping businesses prepare to contract with government-type agencies. The representatives can also help suppliers register and create profiles at SAM.gov, develop proposals, create Dynamic Small Business Search profiles, develop capability statements, and identify opportunities. PTAC provides **free** services to businesses.

### Where do you start?

- Visit [www.sandia.gov](http://www.sandia.gov), and click “Working With Sandia.” This site informs you about what/how Sandia buys to help you determine if Sandia is the correct market for your business.
- If Sandia is the correct market, attend an open-house session, and be prepared to present your company’s capabilities (e.g., “uniqueness,” innovation, technical expertise, safety record, business acumen, financial strength, quality systems, prior experience).
- Speak with Sandia’s supplier-diversity advocates, who will discuss current business opportunities. They can also help you network, forge relationships, and build trust with Sandia buyers and technical customers.

**NOTE:** technical open houses incorporate Sandia technical personnel.

“Sandia National Laboratories has a mission to seek, grow, and partner with the small-business community. Together, we can meet the complex, important work that our great country asks of us. In keeping with our vision to be the nation’s premier science and engineering laboratory for national security and technology, we pursue the best and brightest and ensure that together we will respond when tasked. Our economy is stronger when small businesses are thriving. Sandia needs to lead the way in ensuring that we are doing our part for the small-business community.”

-Paul Sedillo,

Small Business Program Manager



*Exceptional  
service  
in the  
national  
interest*



# SNL HOSTS FY19 OPENHOUSE HOURS FOR DIVERSE SUPPLIERS

## All Small Business Suppliers Welcome

8:30 AM – 12:00 PM

Month	Date	Focus	Location
October	10/09/18	Hispanic Heritage Month	IPOC
November	11/13/18	American Indian Tribal Enterprise/Alaskan Native Corporations	C3
December	12/11/18	Technical Open House: Architect, Engineering, & Construction	C3
January	01/08/19	Technical Open House: IT – Products & Services	C3
February	02/12/19	Black History Month	IPOC
March	03/12/19	Women's History Month	C3
May	05/14/19	Working with Sandia National Laboratories, Los Alamos National Lab, Amarillo Pantex Plant & Carlsbad Waste Isolation Pilot Plant	C3
July	07/16/19	Technical Open House: Sandia California Procurements, Lawrence Livermore National Laboratory, Lawrence Berkley National Laboratory	7986 Tesla Road Livermore, CA 94550

1 week before an  
*Exceptional*  
open house:

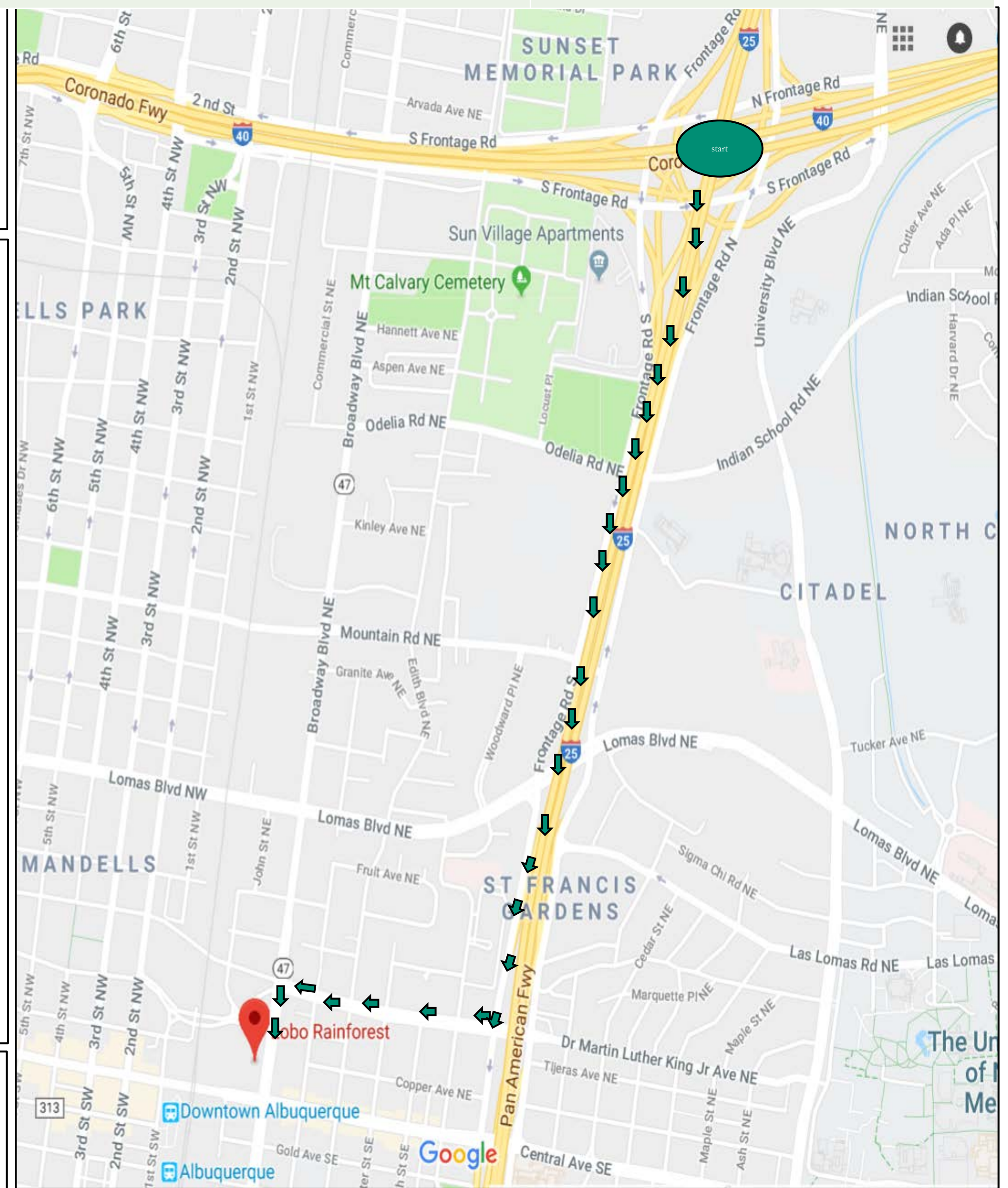
- Email inquires & RSVPs to [supplier@sandia.gov](mailto:supplier@sandia.gov)
- or
- Call 1-800-765-1678.

### MAP TO C3

Located in the Lobo Rainforest Building

#### From the Big-I

- Drive south on I-25 for 1.1 miles.
- From the right lane, exit 224B toward Dr. Martin Luther King Jr. Ave. (MLK Ave.)/Central Ave./Historic U.S. 66.
- Stay in right 2 lanes. In 0.1 miles, turn right onto MLK Ave. NE.
- Drive 0.4 miles on MLK Ave.; turn left onto Broadway Blvd NE.
- Drive 0.1 mile.
- The destination is on the right.



101 Broadway Blvd NE  
Albuquerque, NM 87102

MAP TO  
7986 Tesla Road  
Livermore, CA  
from  
Downtown Livermore, CA

- Head south on SJ St toward Second St (135 ft)
- Turn left at the 1st cross street onto Second St (367 ft)
- Turn right onto S Livermore Ave (1.8 mi)
- Continue onto Tesla Rd (2.4 mi)
- Destination will be on the left

7983 Tesla Rd  
Livermore, CA  
94550

