SANDIA NATIONAL LABORATORIES

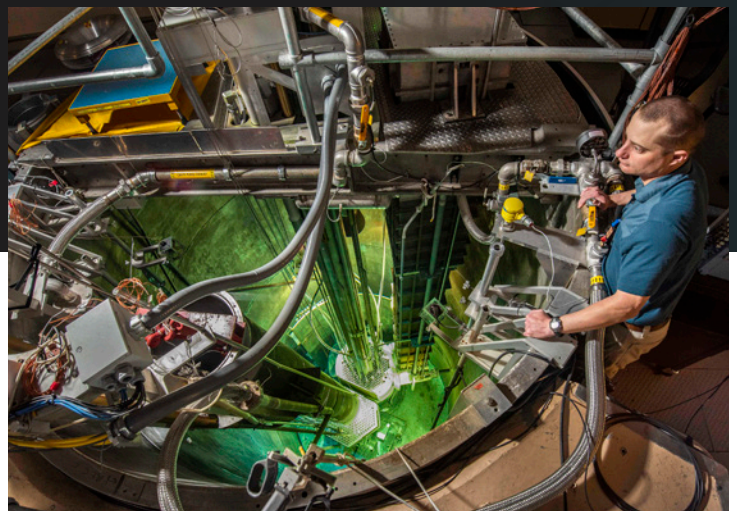
ECONOMIC IMPACT

Sandia National Laboratories

SANDIA
Program Portfolios

James S. Peery, Ph.D.
Laboratories Director

"Diverse small-business suppliers are integral to the mission success of Sandia National Laboratories. They promote innovation and help Sandia deliver cutting-edge technology to the marketplace. We are committed to partnering with small businesses to achieve our national security missions while strengthening the local and national economies."



NUCLEAR DETERRENCE

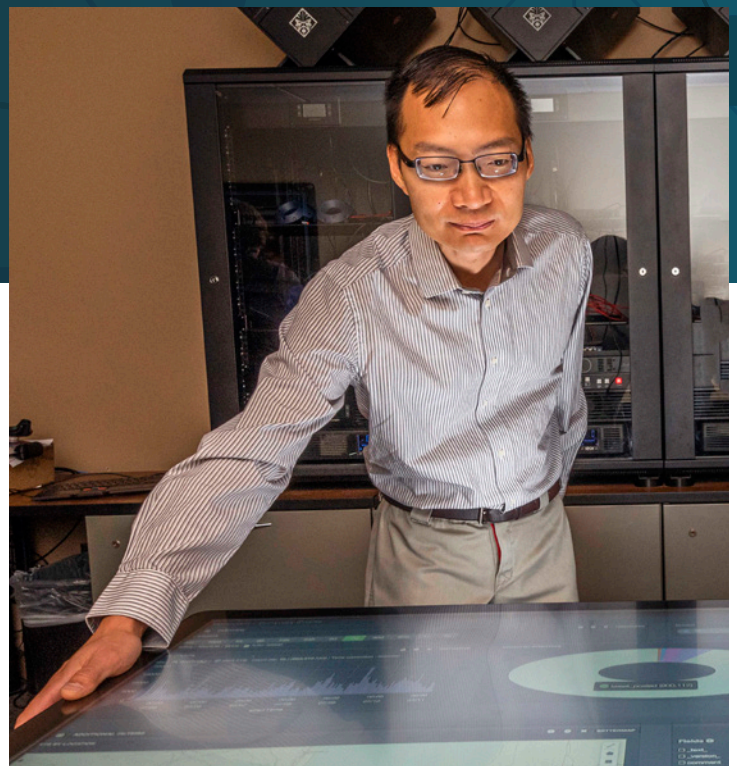
Sandia's primary mission is ensuring the U.S. nuclear arsenal is safe, secure, and reliable, and can fully support our nation's deterrence policy.

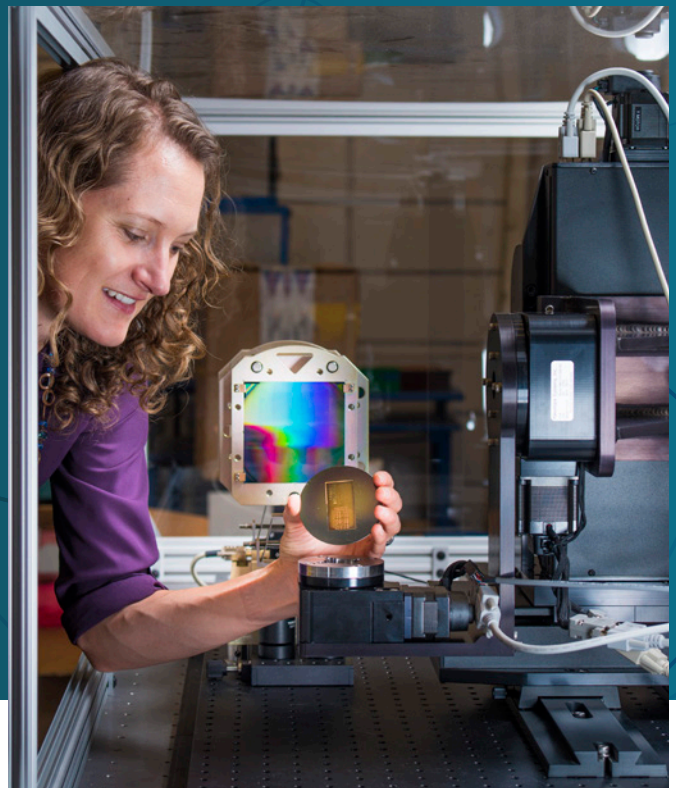
GLOBAL SECURITY

We protect the U.S. from threats at home and abroad by developing the technical expertise to monitor and assess emerging dangers, guard materials and critical assets, and respond to crises.

NATIONAL SECURITY PROGRAMS

Sandia provides systems, science, and technology to meet national security objectives in such areas as cybersecurity, science and technology products, and integrated military systems.





ADVANCED SCIENCE & TECHNOLOGY

Sandia provides the science needed to enable the U.S. nuclear stockpile, and does fundamental scientific, biomedical, and environmental research to enhance national security, economic competitiveness, and improved quality of life.

ENERGY & HOMELAND SECURITY

We support the resilience and security of the nation's energy system, protect digital and physical critical infrastructure, and reduce U.S. vulnerability to chemical, biological, radiological, and nuclear terrorism.

Sandia National Laboratories

2020 Economic Impact

David J. Dietz
Director, Integrated Supply Chain Management

"Sandia National Labs depends on our diverse, small-business supplier base that brings technical experience, ingenuity and responsiveness. We are committed to increasing small-business goals, the 5% New Mexico small-business pricing preference and the newly launched Mentor-Protégé' Program. We look forward to continuing to build relationships with small and diverse suppliers to achieve our national security mission and further economic prosperity."

Total Laboratory Expenditures $3,764,324,000

Labor and Non-Subcontract Related Payments
$2,259,275,000

Other than Small Business $539,310,000
Small Business $792,933,000

Subcontract-Related Payments
$1,332,243,000

Corporate Taxes
$100,291,000

Procurement Card Purchases
$72,516,000

Subcontract-Related Payments

This represents dollars paid to purchase goods and services.

Gross Receipts Taxes

Sandia paid $97,989,000 to the State of New Mexico in gross receipts tax.

SUBCONTRACT-RELATED PAYMENTS

OVERALL		NEW MEXICO
$1,332,243,000	Total Subcontract Payments	$473,075,000
$792,933,000	Total Small Business	$349,735,000
$397,186,000	Small Business*	$158,852,000
$194,887,000	Disadvantaged	$96,314,000
$155,880,000	Woman-Owned	$87,872,000
$127,389,000	Veteran-Owned	$51,793,000
$92,084,000	Service-Disabled Veteran-Owned	$26,471,000
$59,484,000	HUBZone	$33,301,000

NEW MEXICO

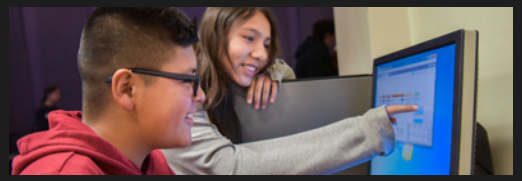
New Mexico Total Procurement Impact	**$482,579,000**
Subcontract Payments	$473,075,000
Small Business	$349,735,000
Other than Small Business	$123,340,000
As Percent of Total Subcontract Payments	36%
Procurement Card Payments	$9,504,000

CALIFORNIA

California Total Procurement Impact	**$210,070,000**
Subcontract Payments	$193,474,000
Small Business	$127,592,000
Other than Small Business	$65,882,000
As Percent of Total Subcontract Payments	15%
Procurement Card Payments	$16,596,000

**Small Businesses not categorized as Small Disadvantaged Business, Women-Owned Small Business, HUBZone Small Business, Veteran-Owned Small Business or Service-Disabled Veteran-Owned Small Business.*

Sandia National Laboratories



Community Involvement

GIVE:

$1.4M from National Technology & Engineering Solutions of Sandia to nonprofits in the areas of education, family stability, and leadership

$4.5M from employees to nonprofits through United Way of Central New Mexico

$320K from employees to support emergency needs due to COVID-19

SERVE:

100+ employees volunteered at Roadrunner Food Bank

INSPIRE:

Family Science Nights

Family Math Nights

CSI Dognapping Program

NM Electric Car Challenge

DOE Regional Science Bowls

Science, Technology, Engineering and Math Workshops and Awards

Technology and Economic Development

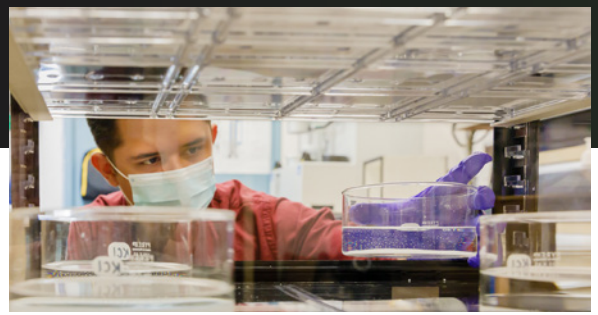
Sandia National Laboratories manages economic development programs that leverage the people, technologies, and facilities of the Labs to deploy technology in support of Sandia's mission and create jobs.

New Mexico Small Business Assistance

Sandia provided ***$2.4M*** of technical assistance

Center for Collaboration and Commercialization

16 entrepreneur events / ***763*** participants



To learn more about the Center for Collaboration and Commercialization (C3), visit ***www.C3abq.com***.

Intellectual Property and Technology Commercialization

136 newly issued patents for Sandia technologies

223 filed patent applications

566 active commercial licenses

279 executed government agreements and amendments

For more information, visit ***ip.sandia.gov.***

Sandia's Employment

In FY20, Sandia National Labs grew to more than 14,400 employees, creating about 460 new jobs. Sandia hired 1,198 regular, temporary, postdoctoral researchers, and faculty employees during the fiscal year to fill new positions, as well as backfill about 740 positions due to attrition. In addition, Sandia hired more than 1,200 student interns during the fiscal year.

14,454
Sandia Employees
NM - 12,697

7,877
Advanced Degrees
NM - 6,830

7,547
R&D Scientists, Engineers & Technologists
NM - 6,617

1,198
Hires
NM - 979

COMMITMENT TO SMALL BUSINESS

2 *Sandia-hosted Small-Business Forums attended by 129 suppliers. One hosted in Carlsbad, NM — a Sandia first*

3 *small-business companies selected to participate as protégés in Sandia's new Mentor-Protégé Program*

4 *consecutive years of exceeding small-business goals and proceeding toward sustaining 60% small-business utilization*

12 *local, state, national, and virtual small-business events attended*

41 *acquisitions offered the 5% New Mexico pricing preference*

70 *percent of all Sandia suppliers are small businesses*

118 *one-on-one interactions with current and potential suppliers at the C3 Lobo Rainforest building in downtown Albuquerque*

548 *new small businesses supporting Sandia's mission*

TOP 5 SUBCONTRACTING INDUSTRIES

Invoiced Amount TOTAL	• Computer Related Services • Commercial and Institutional Building Construction • Research and Development in the Physical, Engineering, and Life Sciences • Engineering Services • Machine Shops
Invoiced Amount New Mexico	• Computer Related Services • Commercial and Institutional Building Construction • Electronic Computer Manufacturing • Machine Shops • Engineering Services
Invoiced Amount California	• Commercial and Institutional Building Construction • Computer Related Services • Semiconductor and Related Device Manufacturing • Semiconductor Machinery Manufacturing • Computer Storage Device Manufacturing

BECOME A SANDIA SUPPLIER

Sell your capabilities:

- How can you help Sandia meet its requirements? Identify how your capabilities align with our mission and how you are unique in areas such as innovation, technical expertise, safety, security, business acumen, financial strength, quality systems, and prior experience.

Supply best value:

- Demonstrate your sustained high performance in quality, safety, and on-time delivery for products and services at a competitive cost. Demonstrate how you ensure customer focus/satisfaction and how you continually develop your business.

Secure the supply chain:

- Prevent suspect/counterfeit and fraudulent items from entering Sandia's supply chain.

Paul Sedillo
Manager, Small Business Program, Supply Chain Risk Management and Supplier Diversity

"Sandia's small-business spend has continued to remain high despite the challenges that so many businesses are facing. It is hard work and resiliency that make small businesses special. As Sandia's Small Business Program Manager, I am dedicated to doing everything that I can to ensure that small and diverse businesses have every opportunity to work with Sandia National Labs. Our supplier diversity team is passionate about what we do and know that the relationships that exist between Sandia and its small businesses are vital to the labs and our nation."

PROCESS:

- ***Get a DUNS #***
- ***Identify your primary NAICS codes***
- ***Registration in SAM.gov is strongly encouraged***
- ***Register in Sandia's iSupplier and subscribe to Sandia's Business Opportunities Website***
- ***Come meet with Sandia at:***
  - ***Monthly C3 office Hours - UNM Lobo Rainforest Building or virtually***
  - ***FY2021 Sandia Small-Business Forums***
  - ***Local, state, national, and virtual small-business conferences***

Business Point of Contact:

www.sandia.gov
Email: supplier@sandia.gov
Phone: 1-800-765-1678

Sandia National Laboratories

National Nuclear Security Administration

U.S. DEPARTMENT OF ENERGY

Scan this code to find resources online to help your small business get ready to do business with Sandia National Laboratories

Published by: Supply Chain Risk Management and Supplier Diversity Department

Sandia National Laboratories is a multimission laboratory managed and operated by National Technology & Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International Inc., for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-NA0003525. ***SAND2020-14116 E***