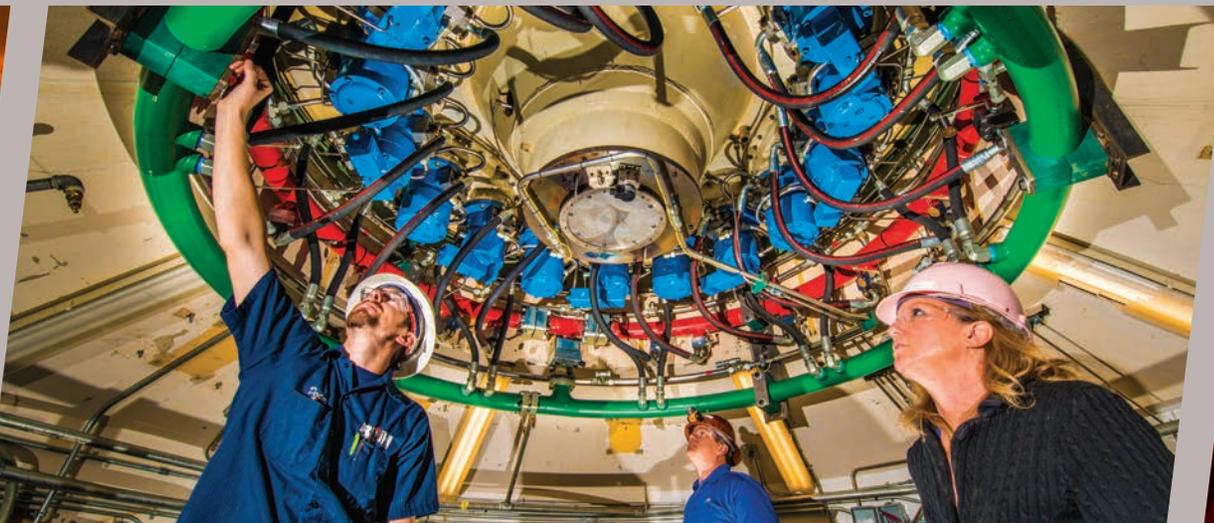


SANDIA NATIONAL LABORATORIES  
**ECONOMIC  
IMPACT** 2014



*“Sandia National Laboratories is committed to partnering with qualified, diverse small business suppliers who assist us in achieving our national security mission. Our relationship with the small business community contributes to furthering the economic prosperity of New Mexico and our country.”*

*Paul Hommert*

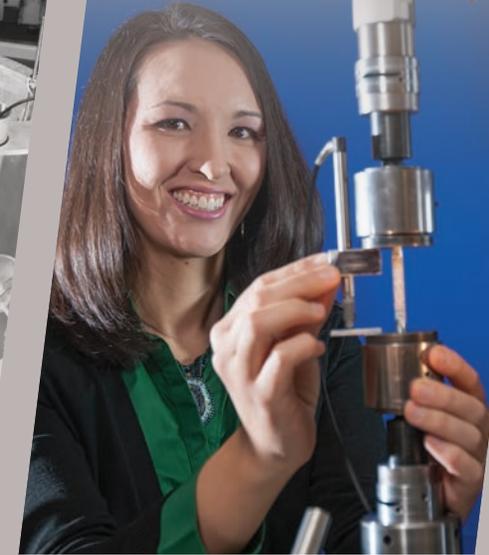


## NUCLEAR WEAPONS



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.

We provide technical solutions for global security by engineering and integrating advanced science and technology to help defend and protect the United States.



## DEFENSE SYSTEMS & ASSESSMENTS

# National

**Paul Hommert**

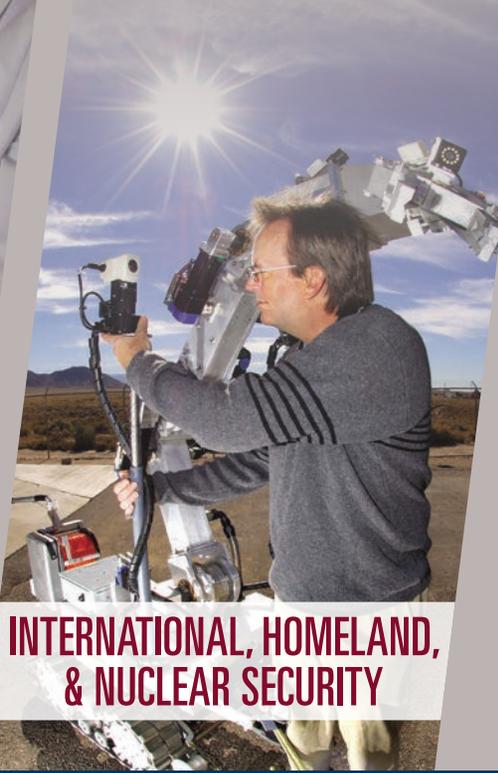
*President and Laboratories Director*

## ENERGY & CLIMATE



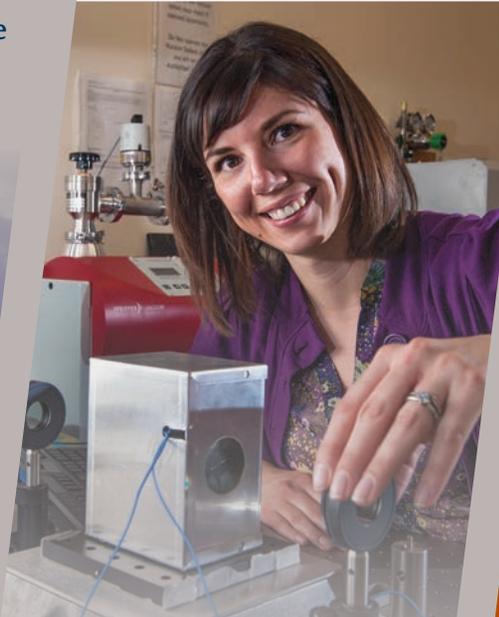
Sandia enhances the nation's security and prosperity through sustainable, transformative approaches to our most challenging energy, climate, and infrastructure problems.

We provide the most effective and efficient technologies and enterprise-level solutions to the nation's highest-priority risks associated with weapons of mass destruction and catastrophic incidents.



## INTERNATIONAL, HOMELAND, & NUCLEAR SECURITY

## RESEARCH FOUNDATIONS



Committed to science with the mission in mind, Sandia creates innovative, science-based, systems engineering solutions to our nation's most challenging national security problems.



# Security Programs

*exceptional service in the national interest*



Sandia  
National  
Laboratories

# Sandia National Laboratories ECONOMIC IMPACT 2014

The data in this brochure comes from Sandia's corporate financial system for payments made in the fiscal year beginning October 1, 2013, and ending September 30, 2014. The following charts and explanations expand on the financial impact of Sandia's spending. *(Note: all numbers are rounded off)*



**Nancy Davis**  
Director, Supply Chain

"Sandia's suppliers are integral to our mission success. We are pleased to share the numbers on the following pages as confirmation of Sandia's commitment to small business and the local economies of New Mexico and California."

## Total Laboratory Expenditures

**\$2,686,329,000**

**Procurement  
Card Purchases**  
\$71,863,000

**Corporate Taxes**  
\$66,023,000

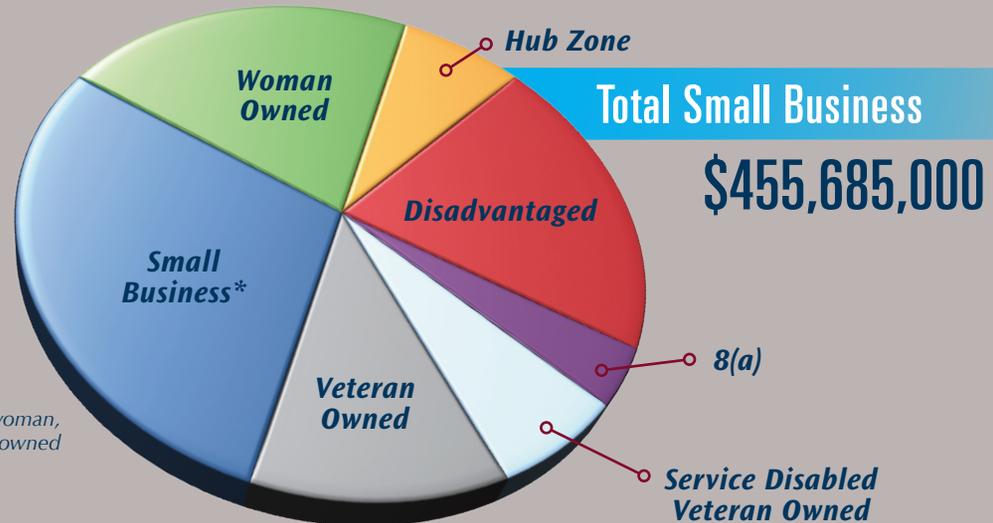


## Contract-Related Payments

represent dollars paid to purchase goods and services.

## Corporate Taxes

Sandia paid \$61,532,000 to the State of New Mexico in gross receipts and corporate taxes and \$3,393,000 to the State of California in corporate taxes.



\*non-minority, non-woman, nonveteran owned

## Contract-Related Payments

	Total	New Mexico	California
Small Business	\$455,685,000	\$240,575,000	\$71,410,000
Other than Small Business	\$506,123,000	\$121,833,000	\$56,838,000
<b>Total</b>	<b>\$961,808,000</b>	<b>\$362,408,000</b>	<b>\$128,248,000</b>
Small Business*	\$130,270,000	\$37,177,000	\$32,414,000
Woman Owned Small Business (WOSB)	\$97,221,000	\$75,694,000	\$12,377,000
HUB Zone Small Business	\$33,736,000	\$22,560,000	\$230,000
Small Disadvantaged Business (SDB)	\$93,011,000	\$63,173,000	\$12,949,000
8(a)	\$18,152,000	\$11,636,000	\$896,000
Veteran Owned Small Business (VOSB)	\$52,580,000	\$20,063,000	\$6,817,000
Service Disabled Veteran Owned Small Business (SDVOSB)	\$30,715,000	\$10,272,000	\$5,727,000

## New Mexico

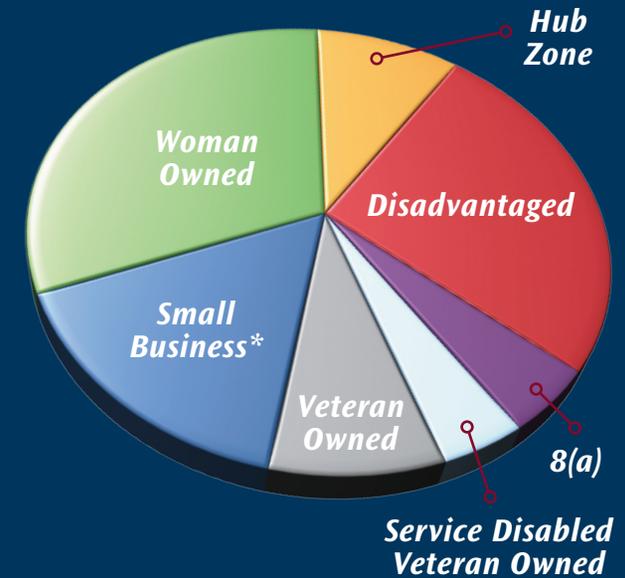
<b>New Mexico Total Contract Payments</b>	<b>\$362,408,000</b>
As a Percent of Total Contract Payments	38%
New Mexico Total Small Business Payments .....	\$240,575,000
As a Percent of Total Small Business Contract Payments.....	53%
As a Percent of Total New Mexico Contract Payments.....	66%
New Mexico P-Card.....	\$11,024,000
As a Percent of Total P-Card .....	15%

## California

<b>California Total Contract Payments.....</b>	<b>\$128,248,000</b>
As a Percent of Total Contract Payments.....	13%
California Total Small Business Payments.....	\$71,410,000
As a Percent of Total Small Business Contract Payments.....	16%
As a Percent of Total California Contract Payments .....	56%
California P-Card .....	\$16,605,000
As a Percent of Total P-Card .....	23%

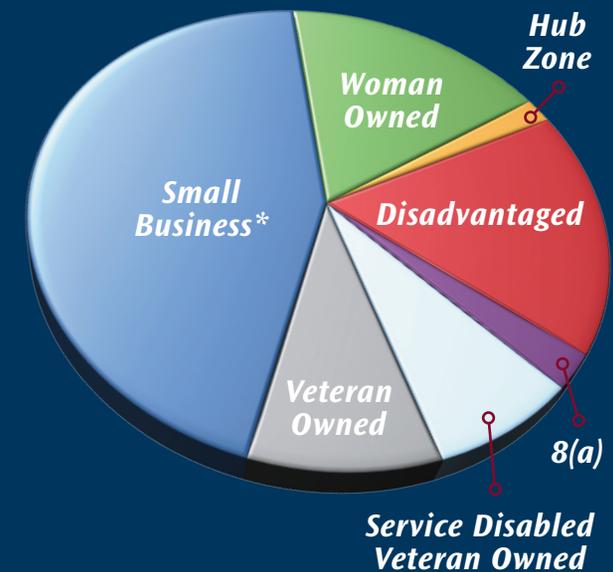
## NM Small Business

**\$240,575,000**



## CA Small Business

**\$71,410,000**



# SANDIA'S EMPLOYMENT

In FY2014, 236 of Sandia's 1,376 new hires graduated from a New Mexico university and 87 from a California university. More than 559 students participate in year-round internships, 519 of them at the New Mexico site.

**10,846**  
*Sandia Employees*

**5,000+**  
*Advanced Degrees*

**5,000**  
*Scientists, Engineers  
& Technologists*

**1,376**  
*New Hires*

## Community Involvement

Sandia donated more than \$6 million through United Way of Central New Mexico to nonprofits in NM, CA, and the nation. While Lockheed Martin, on behalf of the Labs, invested more than \$1.4 million in NM charitable organizations.

Sandia employees logged more than 105,000 volunteer hours and completed a 13<sup>th</sup> Habitat for Humanity house.

The Labs supported STEM education through programs reaching tens of thousands of elementary through high-school students including Science Nights, Family Math Nights, Regional Science Bowls, Crosslinks Science, the NM Hydrogen Fuels Challenge, STAR Fellowships, the Manos, Dream Catchers, and Hands/Minds On Technology.

Sandia helped advance science and math teacher professional development with scholarships for National Board Certification, conferences, and workshops.

## Technology and Economic Development

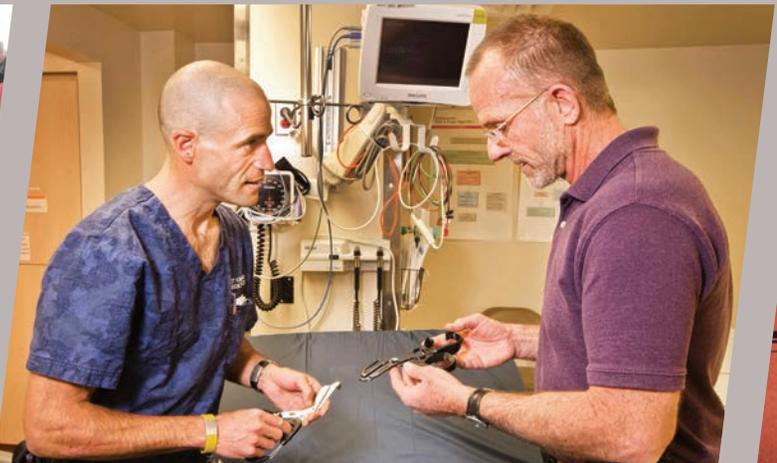
The New Mexico Small Business Assistance (NMSBA) Program lets for-profit companies team with Sandia researchers to solve technical challenges. In 2014, Sandia provided \$2.31 million in assistance to 197 NM small businesses in 27 counties.

Entrepreneurial Separation to Transfer Technology (ESTT) allows scientists to leave the Labs to launch technology

companies or expand existing ones, and guarantees reinstatement if they choose to return to Sandia after two or three years.

The Sandia Technology Showcase is a series of events geared to investors and entrepreneurs in New Mexico and California highlighting partnership opportunities to encourage intellectual property licensing and commercialization.

The Sandia Science & Technology Park is a 340-acre business community adjacent to Sandia and the Air Force Research Laboratory where startups and mature companies can collaborate with the Labs on a wide variety of technologies, products, and services.



# Intellectual Property and Technology Commercialization

As of October 1, 2014, Sandia showcases

106

newly issued patents for Sandia technologies

315

patent applications filed (150% increase from 2013)

699

active commercial licenses

186

executed government licenses

In 2014, Sandia boosted its efforts to commercialize results of research and development and intellectual property by partnering with U.S. companies, facilitating local and national economic development.

To explore the Sandia IP portfolio, visit:

[ip.sandia.gov](http://ip.sandia.gov)



## Doing Business with Sandia National Laboratories

Sandia connects with suppliers in a variety of ways. Our Small Business Advocates seek out and identify qualified companies and matches them with buyers and end users at local and national conferences and community forums, and with government and online sourcing tools.

### Here are some key resources:

**Business Opportunities Website**, where Sandia buyers list contracts for products and services. Suppliers can subscribe to the site and receive current contract listings. Go to [https://supplierportal.sandia.gov/OA\\_HTML/snl/AbstractQuery.jsp](https://supplierportal.sandia.gov/OA_HTML/snl/AbstractQuery.jsp).

**Business Point of Contact**, a one-stop shop where small and diverse business owners can learn how to work with the Labs. The BPOC provides detailed information on contracting requirements and opportunities. Call 1-800-765-1678 or email [supplier@sandia.gov](mailto:supplier@sandia.gov).

**System for Award Management**, or SAM, [www.sam.gov](http://www.sam.gov).

**U.S. Small Business Administration**, [www.sba.gov](http://www.sba.gov).

**North American Industry Classification System**, [www.naics.gov](http://www.naics.gov). Sandia Small Business Advocates can guide suppliers in the use of NAICS codes required for government contracts.

**Dynamic Small Business Search**, [http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm).

**Women's Business Enterprise National Council**, [www.wbenclink.org](http://www.wbenclink.org).

**Veteran-Owned Business**, [www.vip.vetbiz.gov](http://www.vip.vetbiz.gov).



# Become a Supplier

Sandia looks for business partners who demonstrate sustained high performance in cost, quality, safety, and on-time delivery. We value customer-focused companies that are financially healthy, innovative, and responsive. Our suppliers share Sandia's commitment to success in our national security mission.

## If you fit the bill, here are some tips on becoming a Sandia supplier:

**Do your research:** Is Sandia your market? Know who we are, what we buy, and how we buy.

**Sell your capabilities:** Identify how you are unique in such areas as technical expertise, safety, business acumen, financial strength, quality systems, and prior experience.

**Supply best value:** Ensure customer satisfaction, provide quality products and services, and continue to improve.

**Make contact:** Forge relationships, build trust, be persistent, and be patient.

# SANDIA'S FY14 CONTRACTING GOALS



**Don Devoti**

*Manager, Small Business Utilization*

*"My small business team and our entire procurement organization are driven to exceed our small business and supplier diversity contracting goals. We will continue to engage, value, and partner with suppliers to make a difference in our local, state, and national economies."*

## Business Point of Contact

[www.sandia.gov](http://www.sandia.gov)

Email: [supplier@sandia.gov](mailto:supplier@sandia.gov)

Phone: 1-800-765-1678



**Sandia  
National  
Laboratories**

*Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL85000.*

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