

Marketing your goods or services to the Laboratory

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As one of the leading scientific research centers and multidisciplinary institutions in the world, Los Alamos National Laboratory not only provides a wide range of employment opportunities for top talent in the science, technology, engineering and math fields and other professions, but it also looks to qualified commercial businesses to help address the Laboratory's many day-to-day requirements and needs.

Whenever possible, the Laboratory tries to purchase products and services from local and regional companies to help support northern New Mexico's economy. The Laboratory's Small Business Program Office, which is part of the Acquisition Services Management Division, plays a key role in this procurement effort.

"Of the \$531 million in goods and services that the Laboratory purchased during Fiscal Year 2014, \$276 million were bought from New Mexico businesses and \$197 million from companies in northern New Mexico," said Chris Fresquez, Los Alamos' Small

Business Program Manager. “The Laboratory’s Regional Purchasing Program provides substantive preferences to northern New Mexico businesses through a variety of ongoing initiatives.”

Last year, the total procurement amount of \$531 million translated into nearly \$225 million in services; \$142 million in goods, materials and supplies; \$96 million in information technology; \$25 million in engineering; \$24 million in construction; and \$20 million in environmental remediation.

Within the services that Los Alamos routinely subcontracts, some of the primary categories include architectural, engineering and construction work; administrative and technical functions and capabilities; the maintenance and repair of equipment; mechanical or electronic fabrication; environmental restoration; and research-and-development studies.

To make sure that small businesses, including those owned by traditionally disadvantaged groups, can compete fairly for Los Alamos contracts, the Small Business Program Office regularly offers training on how to do business with the Laboratory; participates in small business conferences, trade fairs and minority and small business trade associations; works closely with government agencies and nonprofit economic development organizations; and each year helps set and monitor Los Alamos’ procurement goals.

According to Fresquez, qualified companies interested in procurement opportunities with the Laboratory should register their business with the [System for Award Management](#), the primary supplier database for the federal government. Once done, the company then should email their completed [Supplier Information Form](#) (pdf) to Los Alamos’ Small Business Program Office at business@lanl.gov and attach their company capability statement.

Successful subcontractors

Española-based Performance Maintenance, Inc. (PMI) is a good example of a local business that has successfully marketed its products to Los Alamos. Eric Quintana and his wife, Celina, started PMI in 1994 as a small mom-and-pop janitorial cleaning service with two employees but soon expanded to also selling environmentally friendly cleaning products to wholesale and retail customers and government agencies.

Two decades later, PMI not only provides janitorial equipment and supplies to Los Alamos but markets a wide range of products and services to a large nationwide clientele. The company currently has 80 employees in New Mexico and Texas and plans to add 50 new positions after last fall moving into a 10,000-square-foot retail warehouse and distribution center in Española.

“To become a subcontractor for Los Alamos National Laboratory, and build the business in general, I attended as many classes, trainings and meet-and-greet events as possible,” PMI’s Eric Quintana said, “especially those offered by Los Alamos’ Small Business Program Office, the Regional Development Corporation in Española and the New Mexico Small Business Development Center.”

Other successful Laboratory subcontractors include Vigil Enterprises, Inc., a small woman-owned business with offices in Santa Fe and Albuquerque that provides architectural and design engineering services to Los Alamos, and TSAY Construction and Services, LLC of Ohkay Owingeh Pueblo. After being nominated by the

Laboratory's Small Business Program Office, Vigil Enterprises was selected as the Small Business Administration's Subcontractor of the Year in 2014 for the New Mexico, Arkansas, Louisiana, Oklahoma and Texas region and TSAY's president and general manager Donn Wiese was chosen as the Small Business Administration's Entrepreneur of the Year.

"We are proud of all of our subcontractors," Chris Fresquez said. "The Laboratory's Small Business Program Office understands the role that regional companies play in northern New Mexico's economy, and we want to make sure that a diverse range of suppliers gets a fair chance at competing for contract opportunities."

Los Alamos National Laboratory

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