



James S. Peery, Ph. D.
Laboratories Director

October 9, 2024

Colleagues,

Sandia's commitment to working with small businesses is unwavering. These enterprises play a key role in driving innovation, supporting our mission and strengthening local and regional economies. They are agile, adaptable and bring fresh ideas and capabilities that are crucial to national security and the success of the Labs.

We actively seek partnerships with small businesses of all types, including disadvantaged, woman-owned, HUBZone, veteran-owned and service-disabled veteran-owned. Their contributions fill gaps larger companies might overlook, creating jobs and fueling economic growth in our communities.

In FY23, Sandia awarded nearly \$1.2 billion in subcontracts to small businesses, an \$87 million increase from the previous year. This success earned us recognition from the DOE Office of Small and Disadvantaged Business Utilization. Our FY24 goal is to allocate 61% of our subcontracts to small businesses.

Several initiatives support this goal, and I encourage you to explore and engage with them:

- Our Supplier Diversity team hosts annual forums in Albuquerque and Livermore, helping small companies navigate the process of working with Sandia.
- This May, over 300 individuals attended Sandia's in-person Opportunities Fair, a platform to showcase potential work and connect with small businesses.
- We continue to use the New Mexico Small Business 5% Pricing Preference and the 10% HUBZone preference to help local companies compete more effectively.
- Our partnerships with organizations such as the Albuquerque Hispano Chamber of Commerce and the Minority Business Development Agency are critical to identifying and supporting diverse small businesses.
- Through our Small Business Steering Committee, we ensure each division is actively pursuing small business utilization.
- Our mentor-protégé program, supported by over 127 Sandia mentors from all 11 divisions, helps small businesses strengthen their capabilities and compete for federal and industry opportunities.

Sandia National Laboratories

P.O. Box 5800, MS 0101
Albuquerque, New Mexico 87185

Phone: 505-845-9876
Email: jspeery@sandia.gov

Operated for the United States Department
of Energy by National Technology and
Engineering Solutions of Sandia, LLC.



Please ensure small businesses are considered in all stages of acquisition planning. This is not only a federal requirement but essential to our mission and the economic health of our community. For assistance, reach out to the Supplier Diversity team at supplier@sandia.gov.

Thank you for your continued support of small businesses and their vital role in our work.

Sincerely,

A handwritten signature in black ink, appearing to read 'J. Peery', with a long horizontal line extending to the right.

James S. Peery, Ph.D.
Laboratories Director

