



To: LANL All
From: Thom Mason, DIR, A100
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Memorandum

Subject: Our Laboratory's Ongoing Commitment to Small Businesses

This Small business partnerships and related subcontracts are crucial to helping our Laboratory meet its mission of solving national security challenges through scientific excellence. We are committed to actively identifying opportunities for small businesses, neighboring communities, and pueblos. Small businesses are the backbone of the U.S. economy.

The Laboratory had an overall procurement spend of approximately \$1.4 billion in FY21, with approximately 64.1% of that going to small business. Our goal in FY22 is to award 64.5% of subcontracts to small businesses.

Our commitment is also formalized in the Small Business Subcontracting Plan of Triad's Prime Contract. The Laboratory actively seeks to subcontract with capable small businesses in each of these socioeconomic categories: small disadvantaged businesses, woman-owned small businesses, historically underutilized business zones, veteran-owned small businesses, and service-disabled veteran-owned small businesses.

I take our obligation to meet these goals seriously and am committed to this program. I challenge you to actively incorporate and consider small businesses in your procurement planning and execution. When we make selecting small businesses a priority, doing so becomes an institutional norm and collective cultural enhancement.

To promote small business opportunities—and to connect Laboratory organizations with viable procurement solutions—our procurement organization, Acquisition Services Management Division (ASM), has a variety of excellent resources available: All small businesses are listed as preferred suppliers in the Ariba marketplace, making it easier to identify small business options.

ASM holds regular supplier forums and support sessions to ensure suppliers receive information on how to do business with the Laboratory and to learn about upcoming procurement opportunities in the Ariba Discovery system.

The Regional Purchasing Program for Northern New Mexico gives a 10% pricing preference to NNM small businesses and an additional 5% preference for the Triad Pueblo Business Alliance.

Your continued commitment to nurturing the Laboratory's robust Small Business Program contributes to our collective and individual success, to economic growth, and ultimately to effectively delivering on our national security mission.

For assistance developing your organization's small business prioritization strategy, contact

ASM's Small Business Program Office at business@lanl.gov.