National HUBZone Conference

Sandia National Laboratories – Program Overview

Marie A. Myszkier, MBA, CSDP
Lead Supplier Diversity Advocate

Leo Valencia
Supplier Diversity Advocate – HUBZone

Supply Chain Risk Management & Supplier Diversity Department
October 12, 2017
Sandia’s History

- July 1945: Los Alamos creates Z Division
- Nonnuclear component engineering
- November 1, 1949: Sandia National Laboratories established

Exceptional service in the national interest

In my opinion you have here an opportunity to render an exceptional service in the national interest.
Governance of Sandia National Laboratories

NTESS, LLC.
- AT&T: 1949–1993
- National Technology and Engineering Solutions of Sandia, LLC, a wholly owned subsidiary of Honeywell International Inc.: 2017–present

Government Owned Contractor Operated (GOCO)
Federally Funded Research and Development Center (FFRDC)
Sandia Sites

Albuquerque, New Mexico

Livermore, California

Kauai, Hawaii

Pantex Plant,
Amarillo, Texas

Waste Isolation Pilot Plant,
Carlsbad, New Mexico

Tonopah, Nevada
Our Business

Purpose Statement
Sandia develops advanced technologies to ensure global peace

National Security Programs
We strive to become the laboratory that the U.S. turns to first for technology solutions the most challenging problems that threaten peace and freedom for our nation and the globe.

Our Core Values
- Serve the nation
- Team to deliver with excellence
- Respect each other
- Act with integrity
- Live safe and healthy lives
National Security Programs

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

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

Energy & Climate
Sandia’s Secure and Sustainable Energy Future Mission Area seeks to support the creation of a secure energy future for the U.S. by using its capabilities to enable an uninterrupted and enduring supply of energy from domestic sources, and to assure the reliability and resiliency of the associated energy infrastructure.

Global Security
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.

Research
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.
Commitment

As of May 1, 2017, Sandia National Laboratories is operated and managed by National Technology and Engineering Solutions of Sandia (NTESS), LLC., a wholly owned subsidiary of Honeywell International, Inc.

Sandia develops advanced technologies to ensure global peace. Every member of our workforce plays an important part in fulfilling our purpose. And so do our small business partners. With contributions of over $500 million annually, our small business partners contribute to Sandia’s mission success.

Our new leadership team is committed to ensuring small business participation in Sandia’s missions. We believe small businesses play a vital role in supporting project goals, positively impacting the local and regional communities, and providing a foundation for growth and expansion.

Highlights of the new contract:
• Overall Small Business Goal starts at 50% and grows to 60% by FY2022.
• 5% New Mexico Small Business pricing preference (in development)
• Mentor-Protégé and supplier development opportunities

What We Buy – Top 10 NAICS Codes
North American Industry Classification System (NAICS) $ Amount
541712 - Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology) $140M
541519 - Other Computer Related Services $79M
236220 - Commercial and Institutional Building Construction $75M
423430 - Computer and Computer Peripheral Equipment and Software Merchant Wholesalers $63M
541330 - Engineering Services $52M
541219 - Other Accounting Services $48M
333242 - Semiconductor Machinery Manufacturing $38M
334516 - Analytical Laboratory Instrument Manufacturing $35M
511210 - Software Publishers $31M
238220 - Plumbing, Heating, and Air-Conditioning Contractors $26M

Small Business Activity (as of September, 2017)

<table>
<thead>
<tr>
<th></th>
<th>Sandia Corp (Oct 2016-Apr 2017)</th>
<th>NTCESS (May –Sep 2017)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business (SB)</td>
<td>Goal: 48%</td>
<td>% Achieved: 52.25%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>10%</td>
<td>16.28%</td>
</tr>
<tr>
<td>Woman Owned SB</td>
<td>9%</td>
<td>10.78%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>3%</td>
<td>2.65%</td>
</tr>
<tr>
<td>Veteran Owned SB</td>
<td>5%</td>
<td>11.51%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned SB</td>
<td>3%</td>
<td>4.68%</td>
</tr>
</tbody>
</table>
How to Find Sandia Business Opportunities

- At the Business Opportunities Website (BOW)
  - Website: https://supplierportal.sandia.gov/OA_HTML/snl/AbstractQuery.jsp
  - Not required to post to FedBiz Ops

- Opportunities list potential subcontracting opportunities for products and services

- Opportunities are listed in accordance with the North American Industry Classification Codes (NAICS)

- Enables firms to identify subcontracting opportunities to supply their products & services to SNL

- To receive e-mail notifications of new postings you must:
  - Set-up an iSupplier account
  - After setting up an iSupplier account go back into your iSupplier account and “subscribe to receive” BOW postings
    - Potential Subcontractors may subscribe to 2-digit sector, 3-digit, 4-digit, 5-digit or complete NAICS code
    - Potential Subcontractors will only receive opportunity posting emails for opportunities that fall under their registered NAICS codes
**Posting Type:**

**RFQ**
- Seeking quotes
- P.O. is anticipated to be awarded from responses

**Sources Sought**
- Seeking responsible suppliers eligible to receive an RFQ
- Competition Type – Small Business First

**RFI**
- Seeking information about supplier capabilities
- An inquiry only
- Not a firm requirement or budget for the products or services

**Posting Durations:**

- **3 Business Days**
  - RFQ’s Less Than $150k
  - Small Business Set-asides
  - Small Business First (Competitive)
  - Buy American Market Survey Validation

- **8 + 7 Calendar Days**
  - Greater Than $150k
  - First 8 Calendar Days for Small Business Only
  - Commercial Items and Small Business Set-Asides
  - + 7 Calendar Days used if competition was not achieved by small businesses in the first 8 days
  - Competitive

- **15 Calendar Days**
  - Greater than $150k for Competitive
  - Buyer justification for not using 8 + 7
  - Buy American Market Survey Greater Than $500k

**Competition Type:**

- **Set-Aside – Small Business / Small Business Set-Aside Codes**
  - Intends to award P.O. to a SB that meets the set-aside standard

- **Small Business First**
  - Used for RFQ posting type
  - If two (2) or more viable responses received from SB; SNL determines feasibility of making the opportunity a SB set-aside
  - P.O. is anticipated to be awarded from responses

- **Competitive**
  - Used to evaluate the interest, availability and capability of responsible suppliers from responses to the BOW posting.
  - Based on evaluation, SNL may change the award to a SB set-aside
  - Used to identify domestic availability for “Buy American” requirements

- **N/A for RFI**
  - Competition types does not apply for RFI as inquiry only
Business Opportunities Website (BOW)

www.sandia.gov / Working With Sandia / Prospective Suppliers / Opportunities

Sandia Business Opportunities Website (BOW)

Information about Subscribing and Responding to BOW Postings

You must register as a Sandia supplier to respond to an opportunity or to subscribe to BOW postings. Use the "Register" link to register, which can take a few days. Once registered, use the "Login" link to log in. Register Login

BOW Details Page

Input:

Id 225
Posting Type Sources Sought
Posting Published 11-Jul-2017
Estimated Period of Performance 01-Feb-2018
Estimated Award 01-Sep-2017

General Information

This section displays general information about this opportunity.

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>General Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>Sources Sought</td>
<td>If a Request for Quotation (RFQ) results from this posting and the supplier meets the specified requirements, the supplier may be provided an RFQ at a later date.</td>
</tr>
<tr>
<td>20</td>
<td>Labor Category Crosswalk to Service Contract Act (SCA) or Davis Bacon Act (DBA) Wage Determination</td>
<td>A wage determination may be applicable to any resulting contract. Accordingly, if an RFQ is issued, all interested offerors shall identify in their proposal response any class of SCA or DBA applicable service employees proposed to perform work under any resulting contract and either directly or indirectly match all proposed labor classes to those specifically listed in the applicable wage determination. Failure to provide the required information may render a proposal non-responsive.</td>
</tr>
<tr>
<td>30</td>
<td>Buy American Certification</td>
<td>The Buy American Act may be applicable. If a Request for Quotation (RFQ) is issued, all offerors shall be required to supply a Buy American Certification. Failure to provide the required information may render a proposal non-responsive.</td>
</tr>
</tbody>
</table>

Mandatory Requirements

This section displays mandatory requirements associated with this opportunity. If you create a response, you must address each.

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Mandatory Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 Abstract/Statement of Work</td>
<td>Summary</td>
<td>Sandia National Laboratories is soliciting interest from potential vendors to participate in a Request for Quote to fabricate a custom-designed semi-trailer built to Sandia's specifications. This initial fabrication of a prototype trailer is part of a multi-year transporter development project. The trailer will resemble a typical commercial dry van in external size and shape. The interior structural design of the trailer will be a highly customized, heavily welded structural steel enclosure. The end product will be a tandem axle trailer with all required components to comply with DOT regulations. This initial fabrication will be the first of 3 development prototypes that may lead to a 50-unit production run over 10-15 years (with a different procurement organization). A significant portion of the fabrication will consist of 304L stainless steel structural frame members (rectangular tubes), formed plate, flat plate and sheet-metal parts that will be a single welded assembly. The main structure consists of large tubing members welded into a skeletal frame box structure that is skinned on the inner and outer surfaces with sheet steel that is welded to the frame. The welded assembly will also incorporate typical commercial trailer features to allow it to be towed by a standard fifth wheel-equipped tractor/kingpin assembly, landing gear, underside protection, and commercial axles for the running gear assembly. The completed rolling chassis will also incorporate a functional air-brake system and lighting and markings which are compliant with DOT regulations. The completed assembly will be approximately 46' long, 8.5' wide and 12' tall. It will weigh approximately 34,000 lbs.</td>
</tr>
</tbody>
</table>
How to Respond to Business Opportunities

- Respond to RFQ’s, Sources Sought and RFI’s through the Business Opportunities Website (BOW) portal

- Answer ALL Questions

- Follow Buyer Instructions

- Make sure your company is registered in SAM
  - BOW NAICS is listed in your profile
  - Socioeconomic information is complete
  - Reps and Certs document is attached in your profile

Review Representations & Certifications

Download FAR Report
Business Opportunities Website (BOW) Current Postings

www.sandia.gov / Working With Sandia / Prospective Suppliers / Opportunities
Supplier Diversity Advocates
How We Are Structured

Socioeconomic Categories
Patricia Brown
- WOSB
- EDWOSB

Eric Lochausen
- VOSB
- SDVOSB

Marie Myszkier
- SDB / 8a
- Indian Tribes
- Alaskan Native Corp.

Leo Valencia
- HUBZone

External Affiliations
Patricia Brown
- Women’s Business Enterprise Nat’l Council
- Women’s Business Council Southwest
- Nat’l Assoc. of Women Business Owners

Eric Lochausen
- The U.S. Department of Veterans Affairs
- The Elite SDVO Business Network
- The NM Department of Veteran Services
- The NM Veterans Procurement Asst. Center
- The NM Veterans Business Association

Marie Myszkier
- NM 8(a) & Minority Business Association
- National 8(a) Association
- Minority Business Development Agency

Leo Valencia
- HUBZone Contractor’s National Council

Procurement Organizations
Patricia Brown
- Infrastructure Operations
- Science & Technology & Research Foundation, CIO & IT

Eric Lochausen
- Weapons Engineering / Product Realization & Infrastructure
- National Security Programs & Pulsed Power Sciences
- Streamlined Acquisitions

Marie Myszkier
- Energy, Non-Proliferation, High-Consequence, & International
- SNL California Procurement

Leo Valencia
- Agile Procurement
- Corporate & Strategic Purchasing
Supplier Diversity Advocates
What We Provide

- **Sourcing:**
  - Seek Out and Identify Capable, Qualified Potential Subcontractors
  - Acquisition Planning Strategies
  - Provide Sources for Set-asides, Competitive Contracts, BOW Postings

- **Connections:** Connect qualified capable potential subcontractors with SNL Buyer and End Users
  - Discuss potential subcontractor capabilities, products and services, Sandia mission requirements, statements of work, program schedules and forecasted business opportunities

- **Supplier Community Forums, Engagement with Supplier Community and Outreach Activities:**
  - Participation in numerous Chambers of Commerce, Business Development Organizations and Business Trade Associations
  - Local, Regional & National Conferences
  - SNL Open House

- **In-Reach Activities:**
  - Procurement and Line Organizations

- **Recognition & Rewards for Utilization of Small Businesses**

- **Business Point of Contact**

- **Review, Approve & Monitor Subcontracting Plans**

- **Awareness of Corporate Socioeconomic Goals**

- **Supplier Diversity Guidance on Contract, Policy & Procedural Compliance**
Supplier Diversity Open Houses

- Dedicated to investing in our community and in helping grow our diverse subcontractor base.

- Focus Socioeconomic Categories:
  - SB, SDB/8(a), ANC and IT, WOSB/EDWOSB, HUBZones, VOSB and SDVOSB

- Sandia partners with the following:
  - SBA
  - PTAP / PTAC
  - Business Development Organizations
Sourcing
Where Do We Find Subcontractors

- Business Opportunities Website (BOW)
- Connections
- Industry / Program Specific ‘Day’
- Local and National Conferences
- Dynamic Small Business Search (DSBS)
  - http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
- System for Award Management (SAM)
  - WWW.SAM.GOV
- Women’s Business Enterprise National Council (WBENC)
  - HTTP://WWW.WBENCLINK.ORG
- Veteran Owned Business
  - WWW.VIP.VETBIZ.GOV
Sourcing
What Sandia Looks for in our Subcontractors

- The ability to demonstrate sustained high performance in cost, quality, safety, and on-time delivery
- Innovation and responsiveness
- Customer focused
- Financially healthy and lean
- Product and service leadership within their industry
- Shared commitment to mission success able to assist Sandia in achieving our national security mission.
Sourcing
Sandia’s Expectations of our Subcontractors

- Do Your Research
  - Is Sandia your market?
  - Know who we are
  - Know what we buy
  - Know how we buy

- Sell Your Capabilities
  - Identify your “uniqueness,” technical expertise, safety record, business acumen, financial strength, quality systems, and prior experience(s)

- Supply Best Value
  - Ensure customer satisfaction, provide quality products/services, and continuous improvement

- Make Contact
  - Network, forge relationships, build trust, be persistent, and be patient
Supplier Diversity Department

Del Salazar, Manager  dlsalaz@sandia.gov  505-284-8963
Small Business Program Manager

SUPPLIER DIVERSITY ADVOCATES

Patricia Brown  pgbrown@sandia.gov  505-284-0191
Woman Owned Small Business Advocate
  • Infrastructure Operations, Medical, Benefits and Training Procurement
  • Science & Technology & Research Foundation, CIO & IT Services Procurement

Eric Lochausen  ewlocha@sandia.gov  505-844-8990
Veteran & Service Disabled Veteran Owned Small Business Advocate
  • National Security Programs and Pulsed Power Sciences Procurement
  • Weapons Engineering / Product Realization & Infrastructure Procurement
  • Streamlined Acquisitions

Marie Myszkier  mamyszk@sandia.gov  505-284-9671
Small Disadvantaged Business/8(a) and Alaska Native Corporations & Indian Tribes Advocate
  • Energy, Non-Proliferation, High-Consequence, and International Procurement
  • SNL California Procurement

Leonardo Valencia  lvalenc@sandia.gov  505-284-3018
HUBZone Small Business Advocate
  • Agile Procurement
  • Corporate & Strategic Purchasing; CPA / JIT / Interagency Agreements Procurement

SUPPLIER DATA SUPPORT
Procurement Help Desk and Supplier Portal  supreg@sandia.gov
Questions & Answers
APPENDIX – Supplier Diversity Open House

SANDIA HOSTS OPEN HOUSE HOURS FOR DIVERSE SUPPLIERS

Sandia National Laboratories (Sandia) is dedicated to investing in our community and in helping grow our diverse supplier base. Sandia actively seeks capable, qualified small businesses, including Small Businesses, Small Disadvantaged Businesses, Women Owned Small Businesses, Veteran Owned Small Businesses and Service Disabled Veteran Owned Small Businesses.

What is a Sandia Supplier Open House?
• A Sandia Supplier Open House is an opportunity to learn how to do business with Sandia and for networking with Advocates, buyers, other Sandia Professionals, and others (such as the Small Business Administration, Procurement Technical Assistance Programs/Centers, Los Alamos National Laboratory, etc.).
• Sandia has built a strong relationship with the New Mexico Procurement Technical Assistance Program (NM PTAP), which participates in each Open House. Suppliers can look forward to meeting NM PTAP representatives, whom are well-versed in helping businesses prepare to contract with government-type agencies as well as assisting with SAM.gov registration and profiles, proposal development, Dynamic Small Business Search (DSBS) profiles, capability statement development, and identification of opportunities. NM PTAP provides free services to NM businesses.
• Since the Open Houses began in October 2016, over 175 businesses have participated.
• Sandia is pleased to announce the schedule for April 2017 – March 2018 (see next page).
• While each month will have a small business focus, all small suppliers are welcome.
• Suppliers can expect a brief educational presentation about working with government-type contracts and other topics at the beginning of each session, followed by a one-on-one dialogue.

Where do you start?
• Start by visiting www.sandia.gov, click on “Working With Sandia.” This site will help suppliers understand who Sandia is and what and how we buy, in order to determine if Sandia is really the correct market for your business.
• If the supplier determines that Sandia is their correct market, its representatives should attend an Open House session and be prepared to present its capabilities (“uniqueness,” innovation, technical expertise, safety record, business acumen, financial strength, quality systems, and prior experience). It is recommended the supplier bring a capability statement.
• Sandia’s Supplier Diversity Advocates will discuss current opportunities and can help suppliers network, forge relationships and build trust with Sandia buyers and technical customers.

When?
• 2nd Tuesday of each month, April 2017 – March 2018
  • Session A: 9:00 am – 11:00 am
  • Session B: 11:00 am – 1:00 pm
• RSVP is not required, but is encouraged for matchmaking.
• Detailed schedule and Map – see next page.

Notice: Individuals attending must be a U.S. Citizen to enter Sandia’s Supplier Lobby. Please send inquiries/RSVPs to supplier@sandia.gov or call 800-765-1878.

SANDIA HOSTS OPEN HOUSE HOURS FOR DIVERSE SUPPLIERS

Supplier Open House will be as follows:
All Small Business Suppliers’ Welcome

<table>
<thead>
<tr>
<th>Month</th>
<th>Date</th>
<th>Focus</th>
</tr>
</thead>
<tbody>
<tr>
<td>April</td>
<td>4/11/17</td>
<td>Small Business Administration (SBA)</td>
</tr>
<tr>
<td>May</td>
<td>5/9/17</td>
<td>Veteran-Owned Small Businesses</td>
</tr>
<tr>
<td>June</td>
<td>6/13/17</td>
<td>Hispanic Heritage</td>
</tr>
<tr>
<td>July</td>
<td>7/11/17</td>
<td>Hispanic Heritage Month</td>
</tr>
<tr>
<td>August</td>
<td>8/8/17</td>
<td>Hispanic Heritage</td>
</tr>
<tr>
<td>September</td>
<td>9/12/17</td>
<td>Hispanic Heritage</td>
</tr>
<tr>
<td>October</td>
<td>10/10/17</td>
<td>Hispanic Heritage Month</td>
</tr>
<tr>
<td>November</td>
<td>11/24/17</td>
<td>Hispanic Heritage</td>
</tr>
<tr>
<td>December</td>
<td>12/12/17</td>
<td>Hispanic Heritage</td>
</tr>
<tr>
<td>January</td>
<td>1/9/18</td>
<td>Hispanic Heritage</td>
</tr>
</tbody>
</table>

MAP TO IPOC SUPPLIER LOBBY
1611 Innovation Parkway SE
Albuquerque, NM 87113

SNL Supplier Lobby

When exiting IPOC & security, get crap, then follow the white arrow and go right past the Sandia National Laboratory’s Security Office until you reach the left turn lane. Then take left turn lane to go to the left turn lane and then to the right turn lane. When you see the building, you will see the Supplier Lobby inside the main entrance.
Directions for Creating an iSupplier Registration Account
Sandia National Laboratories
To get to the supplier registration page, follow the following path:

  - WORKING WITH SANDIA
  - Prospective Suppliers
    - Supplier Registration (very small at bottom of page)
      - Then click on the Registration Page link under Step 2.
      - Sandia national Laboratories iSupplier Registration

Or

Disclaimer

If all required information is not complete, the registration will not be approved.

Registration does not guarantee an award.

Registration will be required to subscribe to the Business Opportunity Website (BOW).
Step 1 – Company Name and Contact Information

- Complete Company Name
  - Including DBA Name (if applicable) Tax Identification Number (TIN) name and Supplier Name must match IRS records for tax reporting purposes
- Tax Country
- Do not enter anything into the “Non-US Tax Registration Number” field
- Federal TIN required with no dashes (Federal Taxpayer ID)
- DUNS number required
- Complete contact info required (phone number with no dashes)
- Then select “Next”
Step 2 – Create Address Book

Create addresses:
Each address will require a different DUNS number

Click here to create address
Primary Physical Address is required (Plus any other addresses as applicable)
- Create the Address Name using the two-digit state name, city name, then a number (each location should have a different name)
- City
- State
- Zip Code + 4 digits
- County
- Area code
- Phone number (no dashes)

- Then Select “Apply”
Step 2 continued – Create Contact Directory

Create additional contacts (if needed)
Step 2 continued – Create Additional Contacts

Required fields:
• First name
• Last name
• Phone Area Code
• Phone number (no dashes)
• Email address
• Job Title encouraged

• Then Select “Apply”
Step 2 continued – Business Classifications

Select all applicable Businesses classifications
Step 2 continued – Business Classifications

Select all applicable Businesses classifications

Then Select “Next”
Step 3 – Add Attachments

Optional:
Attach W-9 or W-8 Tax forms and EFT forms. These are not required at this stage, but you may choose to do this now. See link in subsequent pages.

Click here to add attachments (optional)
At this point, your registration has been submitted and is awaiting approval for your iSupplier Account. If approved, you will receive a workflow email informing you of approval. If rejected, you will receive an email for further instructions. Rejections are often to correct errors or missing information.
Requirements if Awarded a Contract

W-8 OR W-9

AND

EFT Form


• EFT form -
Resources Available

Small Business Administration
https://www.sba.gov/

Small Business Administration Albuquerque
https://www.sba.gov/offices/district/nm/albuquerque

Procurement Technical Assistance Centers (PTAC)
http://www.aptac-us.org/

Procurement Technical Assistance Program New Mexico
http://www.nmptap.org/

Sandia National Laboratories Supplier Registration Help
supreg@sandia.gov
Directions for Subscribing to Sandia National Laboratories’ Business Opportunity Website

First, you will need to log into your Sandia National Laboratories’ iSupplier account.

This is what you should see once you are logged into iSupplier.

Click on Sandia Business Opportunities
Click on Email Contacts (Subscriptions)
If your email does not exist, click “create” and create an email contact (If it does skip the next slide)
Complete all three fields. Then click “Save”.

You may enter more than one email address and subscribe each to different NAICS codes.
Click on the email “ID” for the email which you want to subscribe.
<table>
<thead>
<tr>
<th>Home</th>
<th>Orders</th>
<th>Shipments</th>
<th>Negotiations</th>
<th>Exceptions</th>
<th>Product</th>
<th>Planning</th>
<th>Finance</th>
<th>Admin</th>
<th>Sandia Pages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sandia Home Page</td>
<td>Sandia Remittance Advice</td>
<td>My Sandia Sites</td>
<td>Sandia CCM</td>
<td>Sandia Certified Payroll</td>
<td>Sandia GFP</td>
<td>Sandia AEA Cert</td>
<td>Sandia Foo</td>
<td>Sandia Bar</td>
<td></td>
</tr>
</tbody>
</table>

Sandia Business Opportunities Website (BOW)

**Email Contact**

- **Back**
- **Save**
- **Subscribe/Unsubscribe**

- **Subscription Status**: Subscribed
- **Expires**: 28-May-2018
- **Email**: enc@enc.com
- **Contact Name**: ENC L
- **Phone**: 505-555-5555

**NAICS Codes for Current Subscription**

- NAICS
  - 11: Agriculture, Forestry, Fishing and Hunting (And subordinate codes)

[Click “Subscribe/Unsubscribe”](#)
Click on all the box next to all NAICS codes for which you wish to receive postings. You may pick on either the 2-digit codes, the 3-digit code, the 4-digit code, the 5-digit code or 6-digit code. You expand the NAICS by clicking on the “+” next to the NAICS.

You may click on the “All NAICS codes” to receive notices for all opportunities.

The greater the number of digits in your NAICS subscriptions, the more focused and fewer the postings you will receive will be.

The fewer digits in your NAICS subscriptions, broader and larger quantity of postings you will receive will be.

Then, click “subscribe”
Only email contacts with a status of “Subscribed” will receive notifications.
You are successfully subscribed to Sandia National Laboratories’ Business Opportunity Website and will begin receiving emails for opportunities.