

Doing Business with Lawrence Livermore National Laboratory

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Agenda

- About LLNL
- Tips for Working with LLNL
- Opportunities and Events





Lawrence Livermore National Laboratory



~\$3.3B Budget

8400 Employees

**\$1.2B Contract
Spend**

278 Open Positions



FY23 Socioeconomic Spend Goals

- SB 45%
- SDB 12%
- WOSB 7%
- VOSB 4%
- SDVOSB 3%
- HUBZone 3%

What We Buy

Think of Lawrence Livermore National Laboratory as a small city...

We procure goods and services in support of our:

- Property
- Programs
- People



Tips for Working With LLNL

- Market Survey: Looking for Sources
 - Get on the Prospective Supplier List
 - Sources Sought/RFI in SAM and Industry Days
 - Small Business Program Office
- Solicitation: Inviting Sources to Participate
 - Understand the Requirements. Unsure? Ask!
 - Read All Documents Carefully
 - Provide Requested Items
- Post Award: Performance
 - Understand the Terms of the Subcontract
 - Provide Submittals on Time or Early
 - Perform well, on time, and on budget



FY23 Small Business Spend Profile

Category	NAICS Code	% of Small Business Spend
Construction 25% of total small business spend	236220 <i>Commercial and Institutional Building Construction</i>	21%
	237110 <i>Water and Sewer Line and Related Structures Construction</i>	2.0%
	237990 <i>Other Heavy and Civil Engineering Construction</i>	1.5%
Electronics 15% of total small business spend	334111 <i>Electronic Computer Manufacturing</i>	9%
	334118 <i>Computer Terminal and Other Computer Peripheral Equipment Manufacturing</i>	2.5%
	334112 <i>Computer Storage Device Manufacturing</i>	2%
Laboratory Equipment 5% of total small business spend	334516 <i>Analytical Laboratory Instrument Manufacturing</i>	3%
	334515 <i>Instrument Manufacturing for Measuring and Testing Electricity and Electrical Signals</i>	1.5%

Learn about Upcoming Opportunities

- In-Person Events

- Virtual office hours with Jon Benjamin, LLNL Small Business Program Manager

- Monthly, 2nd Tuesday

- DOE & PNNL Small Business Opportunities Day @ PNNL

- November 8th

- LLNL Small Business Opportunities Day

- Spring 2024

- DOE Small Business EXPO

- Summer 2024, June 4th & 5th

- Email Support - smallbusiness@llnl.gov

- Contact for more info on events & how to do business with LLNL





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