

**Reference Name: Sandia National Laboratory (SNL)**

Customer Contact Name:	John Beitia	<b>Subcontract Performance Measurement Achievement:</b> <b>Overall Performance: 97%</b>
Address:	Sandia Contract Representative Sandia National Laboratory 7011 East Avenue, MS 9116, Livermore, CA 94551	
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Offeror Operations Office Address:	Government Scientific Source, Inc. 12351 Sunrise Valley Dr. Reston, VA 20191	
Contract Start Date:	August 2006	
Contract No. or Identifier:	Contract Type:	<b>Offeror Volume of Activity in Filling Client Requests:</b>
608566	Ordering Agreement	<b>Success Rate: 98%</b>
Contract Dollar Value :	Period of Performance:	
\$5 Million	2006-2010 (with renewal option)	
Contract Method (Sole source or competitive with other vendors):		
Standard Purchase Order		

**Brief description of contract requirements (as related to the proposed Statement of Work):**

The contract was awarded in 2006 to supply chemicals and lab supplies and is governed by the terms and conditions of the Lockheed Martin agreement. GSS's primary partnership is with Thermo Fisher. Sandia Contract users can order in several ways. Users can buy through a joint GSS/Fisher hosted website, through a GSS hosted site, or by just calling or emailing GSS with a list of part numbers, quantities, and an expected date for delivery.

There are a few stipulations for this contract. All chemical orders must be approved by either Mark Brynildson or Susie Orth in ES&H and the GSS customer service person handling the order initiates the approval request rather than Sandia. Since all Sandia, CA sales are handled on one procurement card, the users in California must provide the appropriate project, task and department name for every order regardless of how it is placed.

By having this process in place, ES&H is better able to track extremely hazardous orders, remove duplicates of unwanted chemicals if possible, and provide the highest level of chemical and inventory tracking available. Orders for chemicals cannot move forward without the approval from ES&H first.

Another major item provided by GSS to Sandia, CA is monthly reports. Every month, GSS provides a line-by-line breakdown of all sales from the 10<sup>th</sup> of the previous month to the 10<sup>th</sup> of the current month. The report, in Excel or comma delimited format, contains the date of the order, the user who placed the order, all part numbers on the order, quantities, the user's email address, the project, task and department number, the unit price, extended line totals, and transaction totals.

The total estimated sales to Sandia in Livermore for 2008 was \$500,000.

**GSS Self Assessment** – All chemical orders are distinguished by an ES & H approval offering products from over 200+ suppliers. Monthly reporting allows auto-reconciling to take place easily and efficiently. GSS is also making deliveries to the lab on a routine basis.