



OSBP Learning Series: How to Do Business with Stennis Space Center

Featured Speaker

Kay S. Doane, Small Business Specialist

May 19, 2021



Housekeeping

- If you have any questions during the presentation, please enter them into the Q&A Box.
 - **NOTE:** If possible, include the speaker whom your question is directed if multiple speakers are presenting.
- Other comments, like technical difficulties, please input them in the Chat Box.
- We will have a formal Q&A after the final presenter concludes, using questions from the Q&A Box.
- Please keep your computers on mute when not speaking.
- Please fill out the survey sent at the end of this presentation.

Polling

1. Is this the first webinar hosted by the NASA Office of Small Business Programs that you have attended?

- a. YES
- b. NO

2. How did you learn about this webinar?

- a. OSBP Website
- b. Communication from a NASA Center
- c. Marketing email from OSBP
- d. Marketing email from NASA Office of Procurement
- e. Social Media
- f. Eventbrite email
- g. Other (if you select other, tell us where in the CHAT BOX)

Polling

3. Which of the following classifications applies to your institution/organization/company?
- a. Small Business (SB)
 - b. Large Business (LB)/Other than Small Business (OTS)
 - c. Women-Owned Small Business (WOSB)
 - d. Economically Disadvantaged Women-Owned Small Business (EDWOSB)
 - e. Veteran-Owned Small Business (VOSB)
 - f. Service-Disabled Veteran-Owned Small Business (SDVOSB)
 - g. Historically Underutilized Business Zone (HUBZone)
 - h. 8(a) Business Development Program Participant (8a)
 - i. Historically Black College or University (HBCU)
 - j. Minority-Serving Institution (MSI)
 - k. Nonprofit or Community-based Organization
 - l. Federal Government Agency/Department
 - m. State or Local Government Agency/Department
 - n. Small Disadvantage Business (SDB)
 - o. Other

About the NASA Office of Small Business Programs

The NASA Office of Small Business Programs (OSBP) is located at Headquarters in Washington, D.C. and is under the leadership of Associate Administrator Glenn A. Delgado.

Our vision is to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.

The NASA OSBP webinar series offers in-depth training relevant to small businesses; and provide the opportunity to ask questions directly to key points of contacts at the Agency.

Meet the Guest Speakers



Ms. Mary Byrd is the Associate Director of the NASA John C. Stennis Space Center (SSC) near Bay St. Louis, MS. With the Director, she provides leadership and coordinates NASA's rocket propulsion testing capabilities and SSC's roles in the agency's technology programs. She also manages a skilled workforce of more than 1,200 civil servant and contractor employees and the site's hosting of more than 40 other federal, state, academic, and private technology organizations that employ an additional 4,000 employees. She began her duties in this position in January 2021.

Prior to this position, Ms. Byrd was the Director of the Center Operations Directorate at SSC. She provided key leadership for operations and maintenance of all SSC test support facilities and in establishing and managing Host Tenant and Facility Use Agreements with on-site government, university, and commercial tenants.

Ms. Byrd was born in Lafayette, LA, and raised in Terrytown (Gretna), LA. She graduated from Louisiana State University in 1983 with a Bachelor of Science in Electrical Engineering. Her career began in June of 1983 when she joined Shell Pipeline in New Orleans, LA. In 1991, she entered the world of government contracting and was hired as the Electrical Facilities Engineer for the NASA Slidell Computer Complex in Slidell, LA. In 1994, she accepted a position with the facility operations contractor at NASA SSC as an Electrical Systems Engineer responsible for all operations and maintenance of low voltage electrical systems across the site. In August of 1999, Ms. Byrd joined NASA to continue service at SSC in the Operations and Maintenance Division of the Center Operations Directorate.

Ms. Byrd's career with NASA spans both the institutional and rocket propulsion test program fields. She supported the Shuttle Service Life Extension Program (SLEP), facilitated the Integrated Space Operations Summit (ISOS), and served as the lead for maintenance and operations of facilities in the test complex where she led the test complex Maintenance and Scheduling Coordination Team in 2003 and participated on the Fluid Component Processing Facility Team in 2004. She served as the Contracting Officer's Representative (COR) for the Facility Operating Services Contract (FOSC) from 2010 through 2013; led the Contract Acquisition Team (CAT) for the Protective Services Contract in 2011; was named Deputy Director of the Center Operations Directorate in 2013; served on the Synergy Achieving Consolidated Operations and Maintenance (SACOM) contract Procurement Development Team (PDT) in 2013-2014; and served as Acting Director of the Center Operations Directorate prior to being named Director in 2018. Throughout her service she has received numerous awards, including the Space Flight Awareness Leadership Recognition Award (2005) and the NASA Exceptional Service Medal (2012).

Meet the Featured Speakers



Mrs. Kay S. Doane is the Small Business Specialist (SBS) at NASA's John C. Stennis Space Center (SSC) in Mississippi. Mrs. Doane retired from the Air Force Reserve in 2009 as an E7 Master Sergeant with 20 years of honorable service. She holds a bachelor's degree from Grantham University in Business Administration.

Kay worked as a government employee since 1991 in various positions. She started her career in Finance with the Department of the Navy (DON) transferring briefly to the Defense Information Systems Agency (DISA) until joining NASA Shared Services (NSSC) in 2005.

In 2013, Kay accepted a detail to Procurement within the NSSC to start her career as a Contract Specialist receiving her Federal Acquisition Certification (FAC) Level II in 2015. As of Feb 2017, Kay transferred to Stennis Space Center as their Small Business Specialist in the Office of Small Business Programs (OSBP).

Meet the Guest Speakers



Mr. Belfield Collymore is a Contracting Officer who has been with NASA/Stennis Space Center since 2016 and currently serves as Chief, Center Management Support Division within the Office of Procurement.

Prior to NASA, Mr. Collymore served the Department of Defense as Chief, Simplified Acquisitions Branch, Naval Oceanographic Office (NAVO) Contracts Division at Stennis Space Center and Chief, Services Support Branch, U.S. Transportation Command (USTRANSCOM) Acquisition Directorate located at Scott Air Force Base, Illinois.

Mr. Collymore retired from the U.S. Air Force in 2004 after 20 years on active duty.

Meet the Guest Speakers



Mr. Thomas Stanley is an Aerospace Technologist at NASA's John C. Stennis Space Center (SSC) in Hancock County, Mississippi, with wide ranging expertise in rocket propulsion testing, remote sensing, construction management and technology development.

Thomas has been a subtopic manager for in Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) Programs for over 20 years and serves the SBIR/STTR Center Technology Transition Lead and Small Business Technical Advisor for SSC.

Currently, Mr. Stanley is serving as the Technical Lead for the Test Technology Branch for Stennis Space Center.

Meet the Guest Speakers



Ms. Angela Lee is the Acquisitions Supervisor for S3 (Syncom Space Services) for both the Stennis Space Center and Michoud Assembly Facility.

Ms. Lee worked at Stennis Space Center for 25 years this July. All of this time has been spent in the procurement department.

Prior to working at Stennis, Ms. Lee was a Buyer at DuPont in DeLisle, MS for 4 years.

Meet the Guest Speakers



Mr. Scott Elliott is the Operations Director for Akima, LLC's Facilities Solutions Group and brings over 15 years' experience managing federal services programs in support of the Department of State (DoS), Department of State (DoD), Department of Homeland Security (DHS), and the Intelligence Community security and stability operations missions across the U.S., Middle East, Africa, and various other locations.

Mr. Elliott is a former U.S. Marine with service in Iraq and multiple other operational theatres. Prior to joining Akima, Mr. Elliott served as the Director of Business Development and Capture Management at GardaWorld Federal Services where he oversaw an extensive federal services portfolio focused in performing security and stability operations across multiple countries.

Since the end of 2020, Scott has supported Akima's business unit, singularly focused in providing security services, facility and maintenance services, and logistics services to NASA, Immigration and Customs Enforcement (ICE), Customs and Border Patrol (CBP), U.S. Air Force, U.S. Marine Corps, and various other Government agencies.

Meet the Guest Speakers



Ms. Laurie Jugan is an independent consultant supporting the Mississippi Enterprise for Technology (MSET), a nonprofit located at Stennis Space Center. She assists companies in finding business opportunities consistent with company capabilities. She serves as liaison with local federal agencies, assessing commercially-developed technologies for federal use and federally-developed technologies for commercial use. Working with federal agencies at Stennis including NASA, the Navy, and NOAA, Ms. Jugan serves as a trusted partner, obtaining a comprehensive understanding of federal program needs and seeking out solutions from technology companies. Her background in federal contracting allows her to advise companies on ways to work directly with agencies and large prime contractors.

Ms. Jugan also supports economic development along the coast region, working with local and state representatives to find the most advantageous office or facility location for technology companies interested in Mississippi. She is responsible for several MSET and contracted reports on workforce development, assessments of Mississippi's STEM jobs, and the economic impact of the Blue Economy on the state.

Ms. Jugan worked for 25 years in a small technology business serving in a variety of technical and business roles. She is a retired Oceanographer and holds Master's degrees in Business Administration and Oceanography. Her technical roles included at-sea exercise direction and the creation of environmental products assisting the Naval Fleet in navigating global waters. She currently serves on the Board of the INFINITY Science Center and co-hosts a WRJW radio spot highlighting business activities along the Gulf Coast.

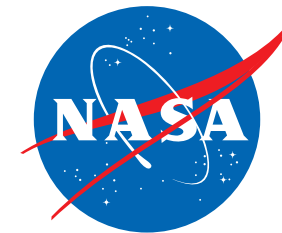
Ms. Mary Byrd

SSC Associate Director

13



National Aeronautics and
Space Administration

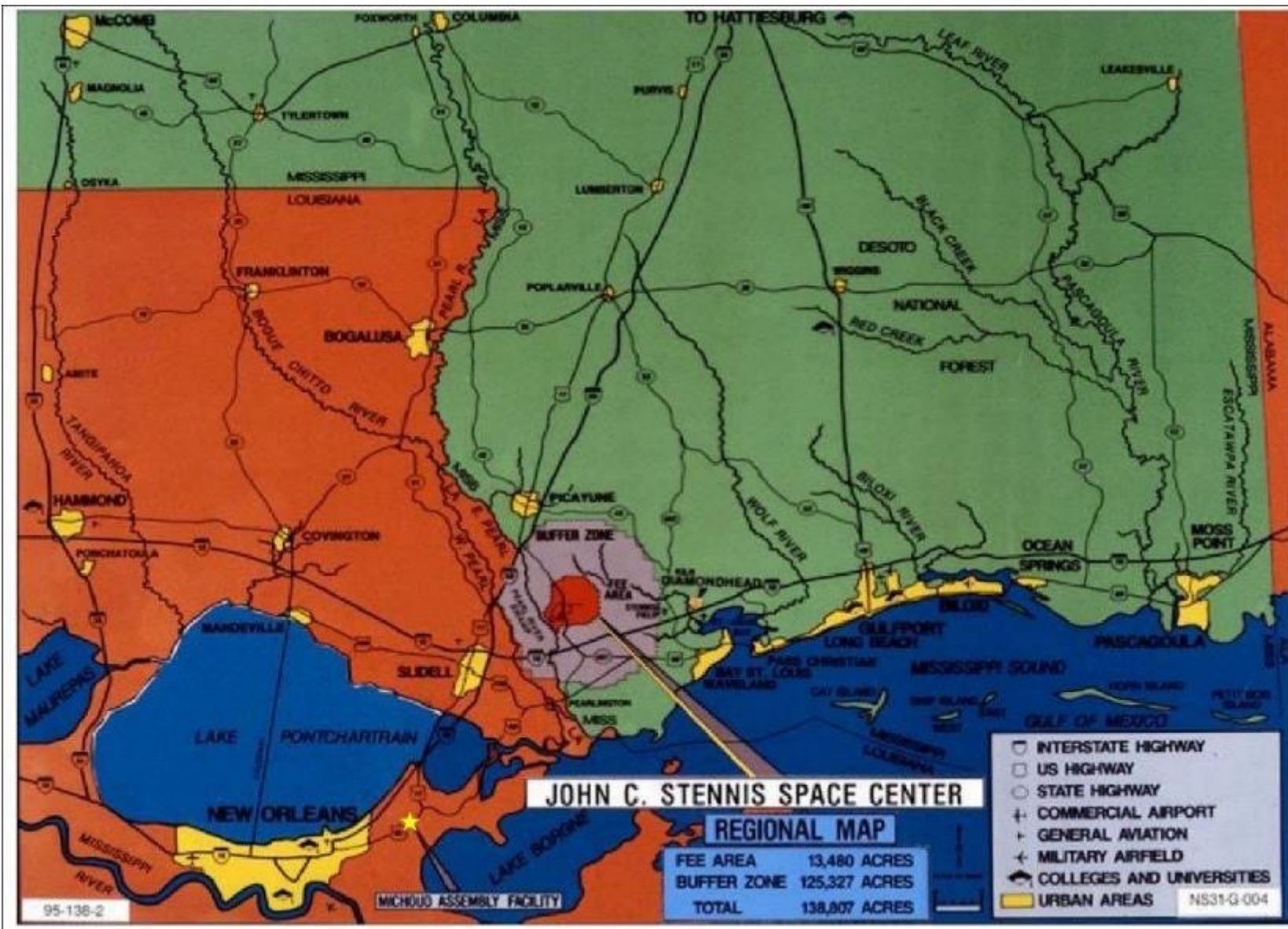


Mary R. Byrd

Overview of Stennis Space Center
May 19, 2021

John C.

STENNIS
SPACE CENTER

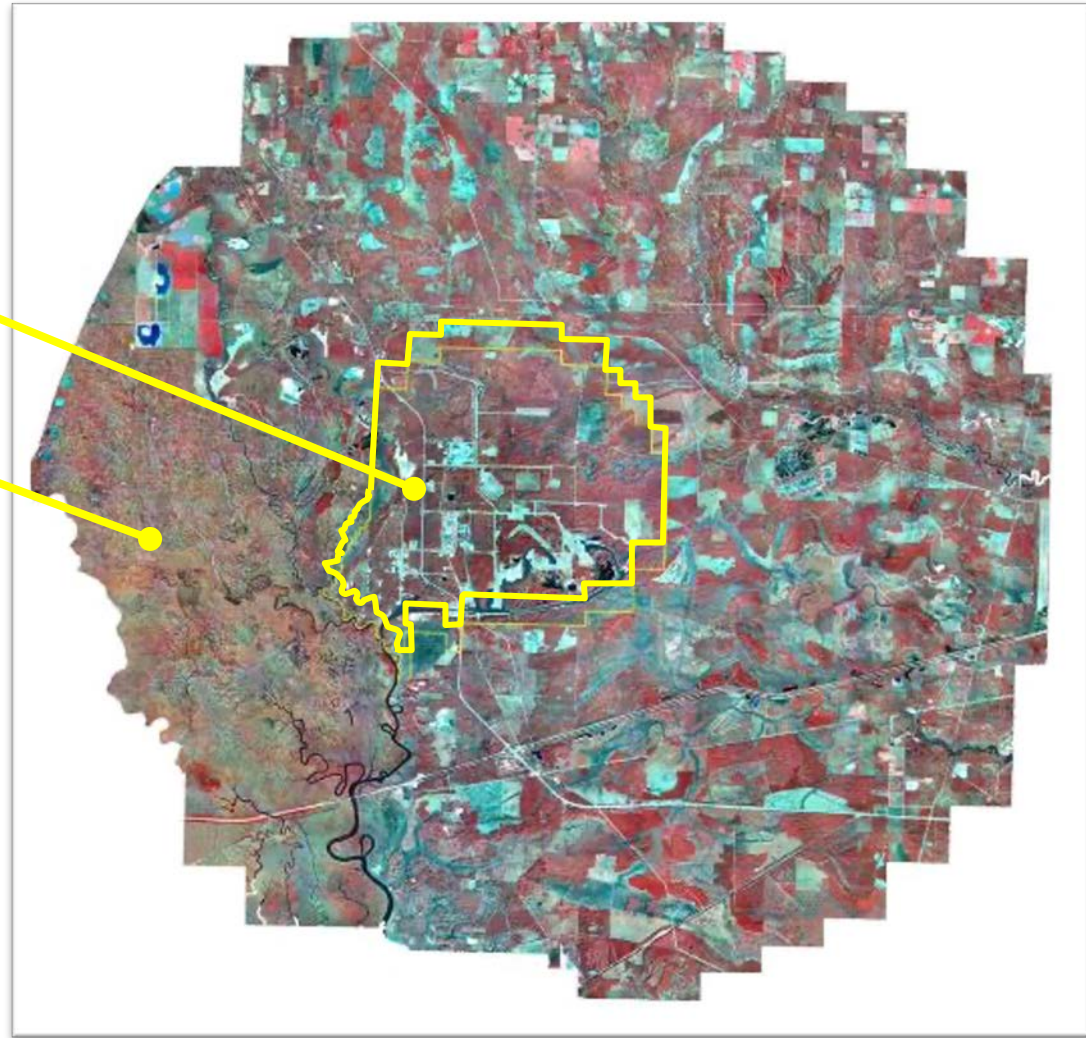


Nationally Unique Buffer Zone

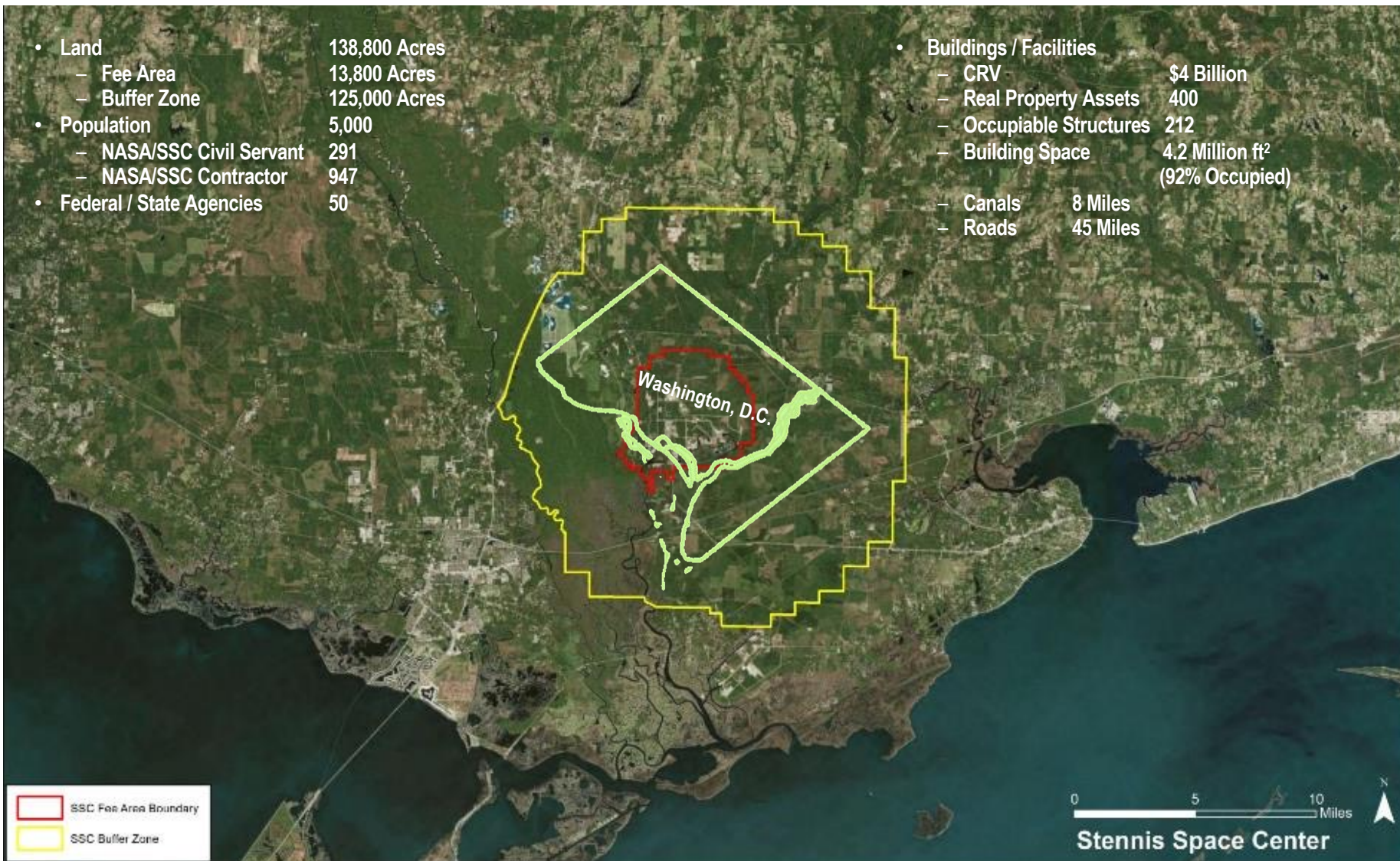
13,800 Acre Fee Area

125,000 Acre Buffer Zone

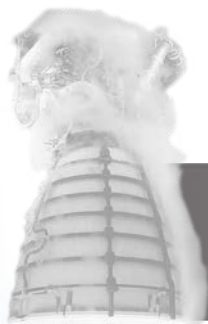
The 7 ½ mile Panama Canal-like lock-and-dam waterway system links the Stennis Space Center test complex to the Pearl River, providing access for delivery of rocket propellants, large rocket components and other materials.

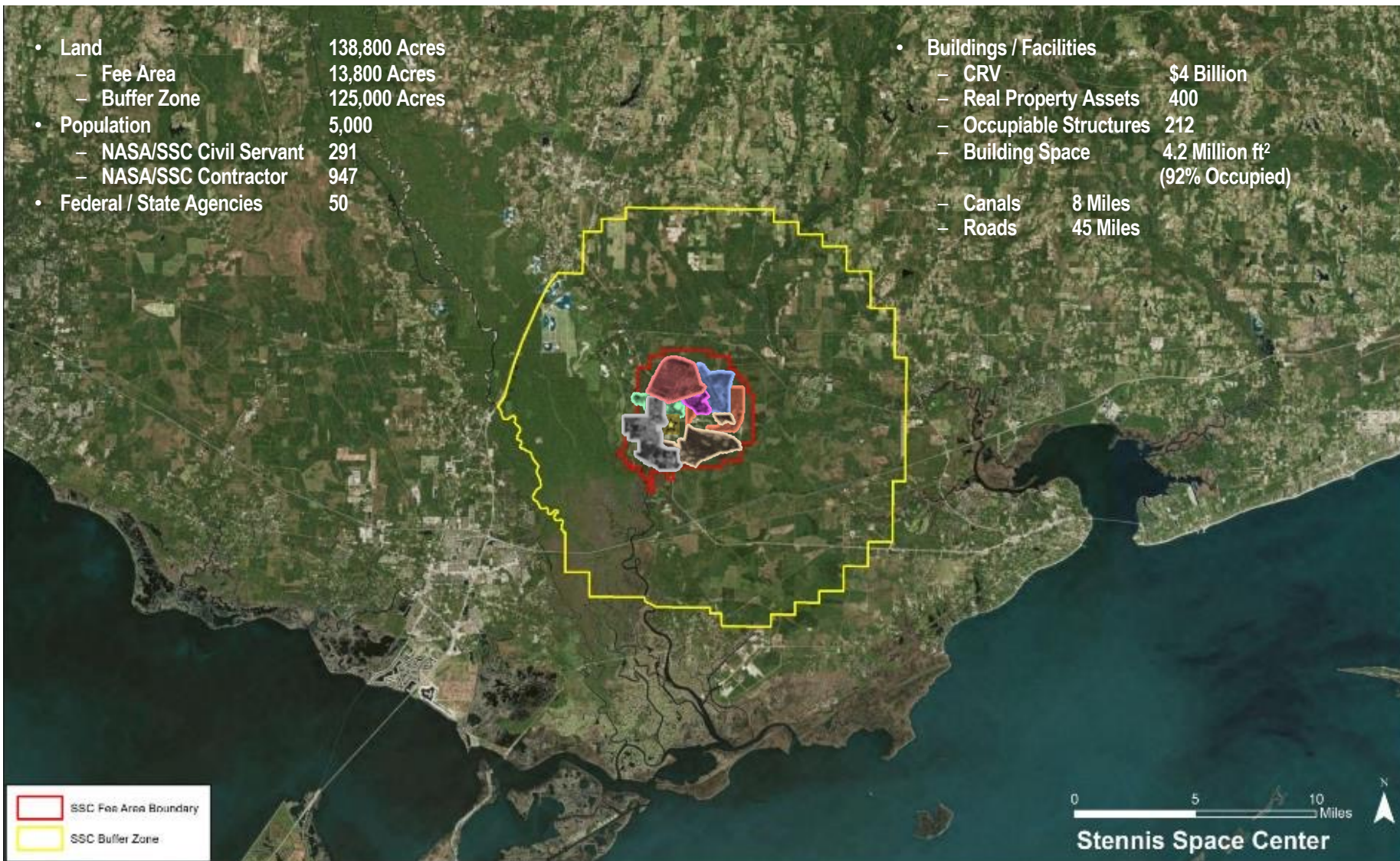


Stennis Buffer Zone



SSC in Relation to Washington, D.C.





SSC in Relation to Other Centers





Apollo

First Saturn V rocket engine test firing

April 23, 1966



Space Shuttle

First Space Shuttle Main Engine test firing

(to achieve ignition)
June 12, 1975



Artemis

First RS-25 flight engine

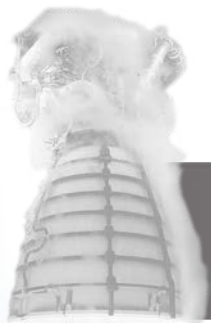
March 10, 2016

First Core Stage Test

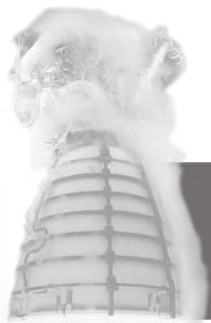
January 16, 2020

Second Core Stage Test

March 18, 2020



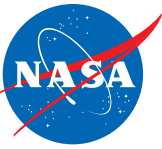
Rocket Propulsion Test Heritage



Engineering & Test Accomplishments – FY20



Video Presentation



AR1 Preburner



RS-68

Relativity

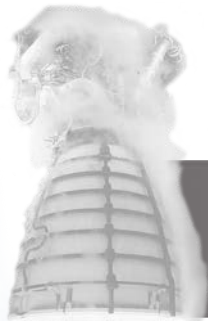
Aeon 1

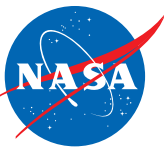


LAUNCHER

Commercial Rocket Propulsion Testing

Engines & Components





Department of Commerce (6)

- National Oceanic & Atmospheric Administration (NOAA)
- National Weather Service (NWS)
- National Data Buoy Center
- NOAA National Marine Fisheries Service
- NOAA National Center for Environmental Information (NCEI)
- NOAA Navigation Response Team-1

Department of Defense (10)

- Army Corps of Engineers
- Commander, Naval Meteorology & Oceanography Command (CNMOC)
- Navy Detachment Stennis
- Navy Facilities Southeast
- Naval Oceanographic Office (NAVO)
- Navy Office of Civilian Human Resources
- Naval Research Laboratory (NRL)
- Navy Small Craft Instruction and Technical Training School (NAVSCIATTS)
- Navy Special Boat Team 22 (SBT-22)
- Naval Special Warfare Center (NSWC)

Department of Energy

- Strategic Petroleum Reserve

Department of Homeland Security (3)

- DHS Data Center 1
- Immigration & Customs Enforcement (ICE)
- United States Citizenship & Immigration Services (USCIS)

Department of Interior

- U.S. Geological Survey (USGS), Hydrologic Instrumentation Facility

Department of Transportation

- Information Systems at NCCIPS



NASA Stennis Space Center (3)

- NASA Rocket Propulsion Test Program
- NASA Shared Services Center (NSSC)
- National Center for Critical Information Processing & Storage (NCCIPS)

Government Publishing Office

- Passport Production Facility

Government Services Agency

- Information Systems at NCCIPS

Commercial Companies (4)

- Aerojet Rocketdyne
- Lockheed Martin
- Relativity Space Incorporated
- Rolls Royce North America

Contractors (15)

- A2 Research
- Bastion
- Booz Allen Hamilton
- General Dynamics Information Technology (GDIT)
- Deltha Corporation
- Leidos
- NAVAR
- Northrop Grumman
- Pacific Architects and Engineers (PAE)
- Pinnacle Solutions
- RiverTech
- SAITECH
- Science Applications International Corporation (SAIC)
- Science Systems and Applications Inc.
- Syncom Space Services (S3)

University of Southern Mississippi

- Dept. of Marine Science

State of Louisiana (2)

- Louisiana Technology Transfer Office
- Louisiana Business & Technology Center - LSU

Center for Higher Learning

- Mississippi State University
- Pearl River Community College
- University of Mississippi
- University of New Orleans
- University of Southern Mississippi

Mississippi State University (2)

- Northern Gulf Institute
- ASSURE FAA UAS Center of Excellence

State of Mississippi (2)

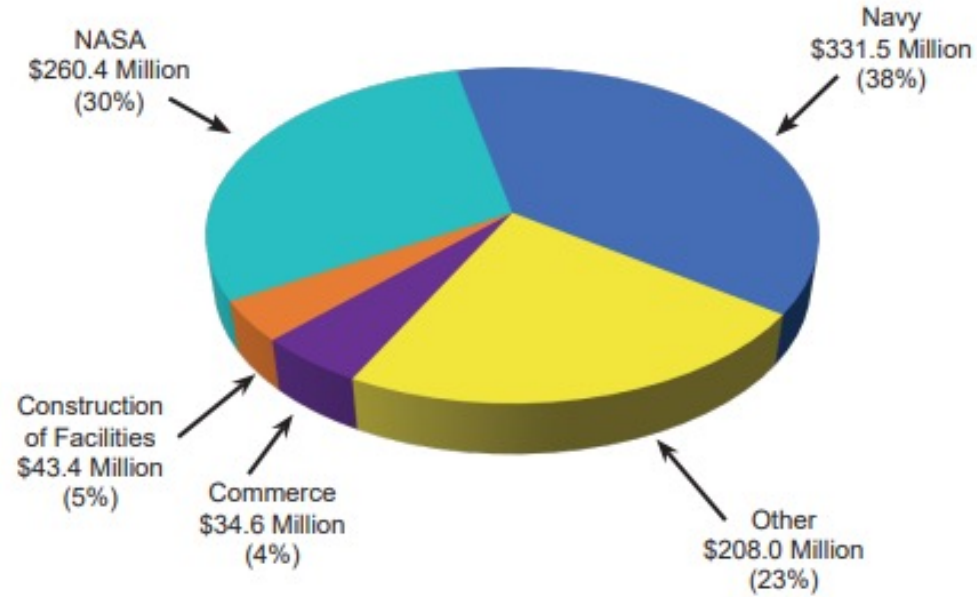
- Mississippi Enterprise for Technology (MSET)
- Marine Industries Science & Technology (MIST) Cluster



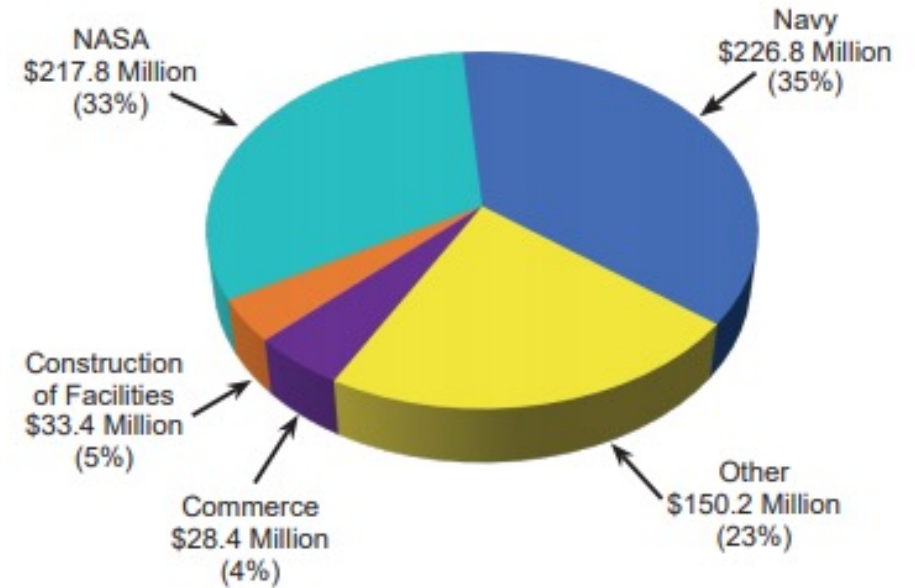
Federal City



Direct Global Economic Impact \$877.9 Million



Direct Economic Impact 50-mile Radius \$656.6 Million



Total workforce – approximately 5,200
Average salary with benefits - \$100,000

2020 Economic Impact

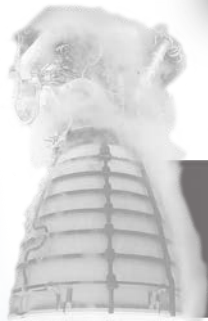
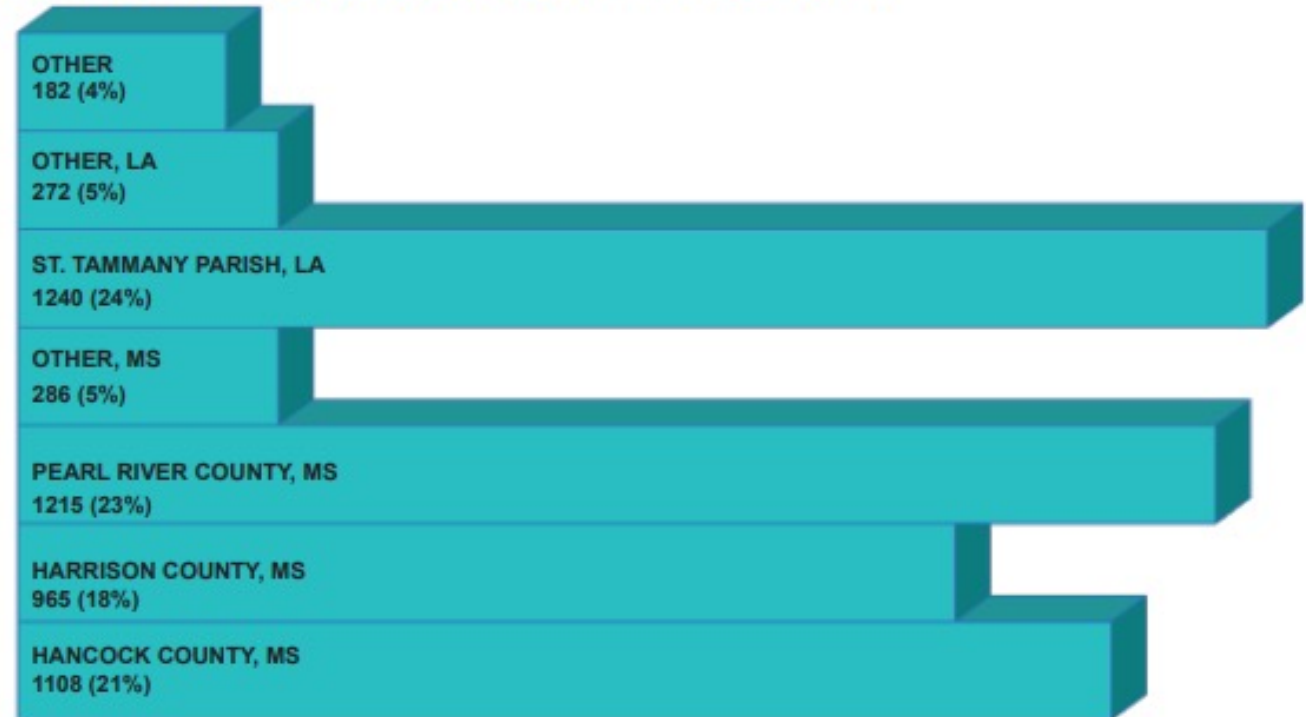
Employee Skills Summary

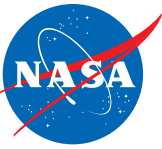
- Scientific/Engineering – 31%
- Business/Professional – 23%
- Technical/Crafts/Production – 25%
- Clerical – 6%
- Other – 15%

Education Levels (All Employees)

- Doctorate – 4%
- Masters – 14%
- Bachelors – 34%
- Associates – 11%
- Some College – 13%
- High School Diploma – 23%
- Other – 1%

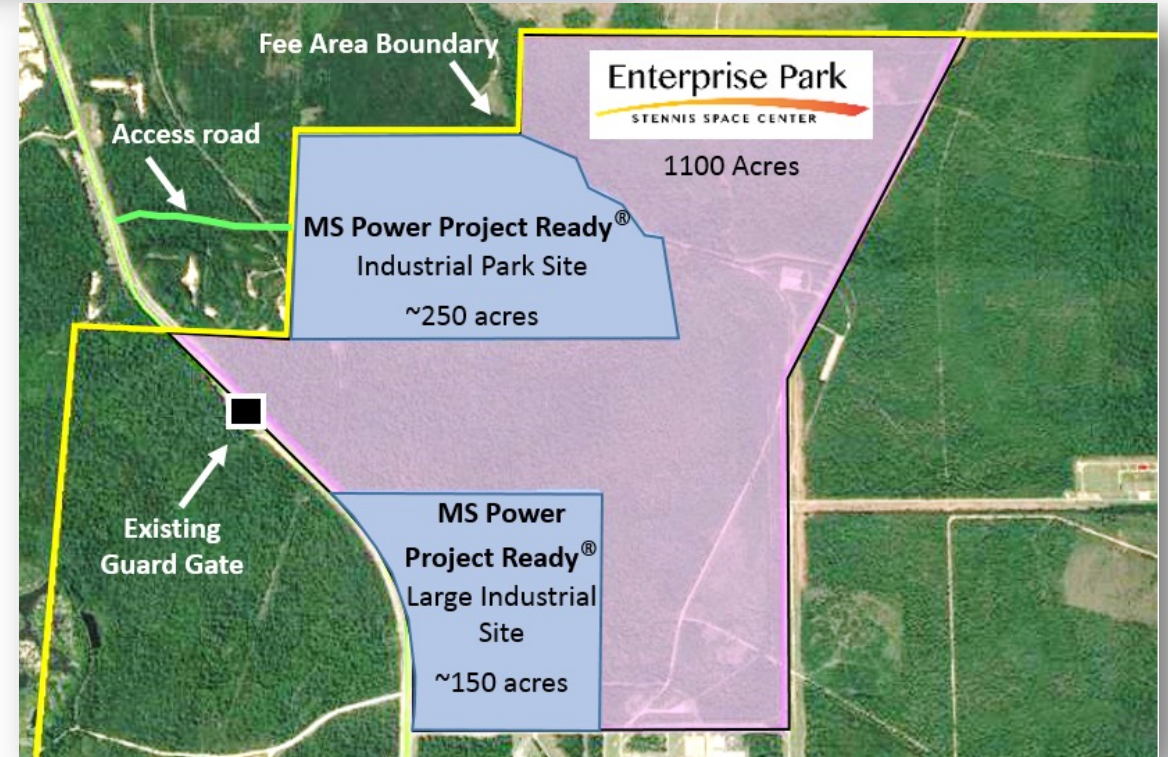
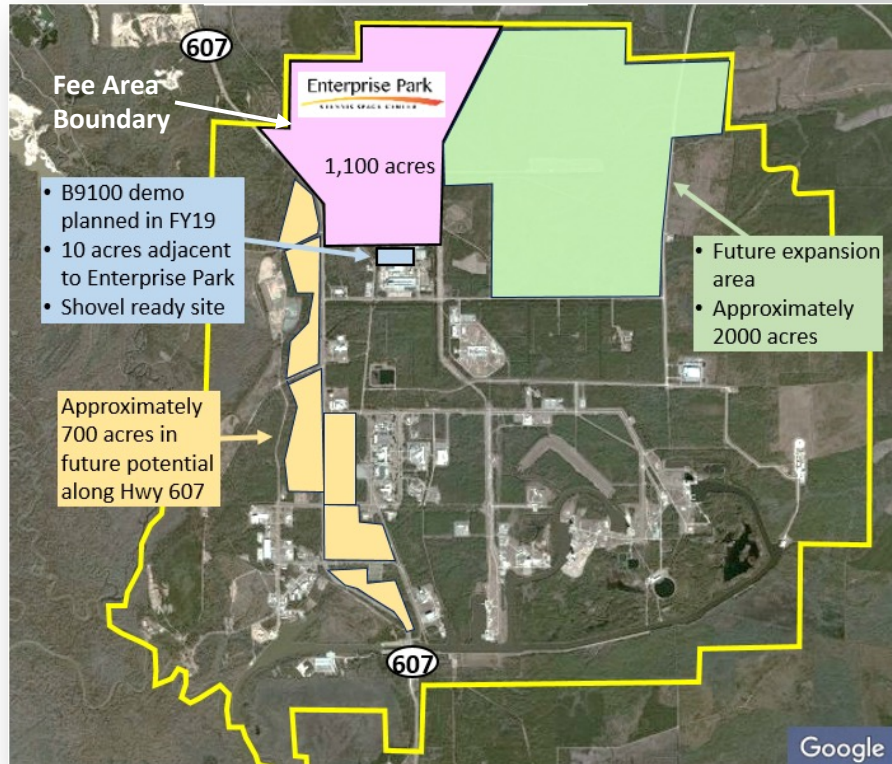
Residential Distribution of Stennis Personnel



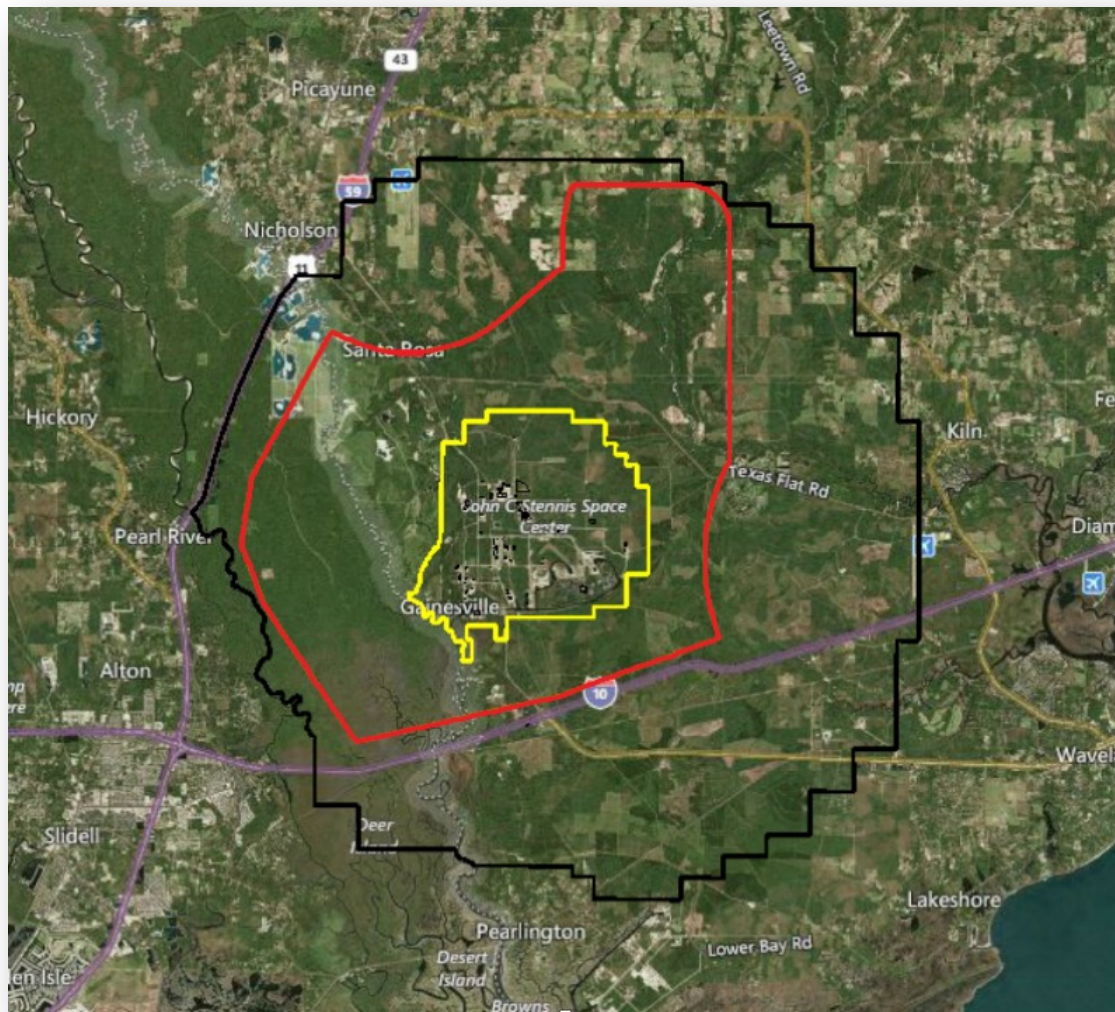


Enterprise Park

STENNIS SPACE CENTER



Enterprise Park



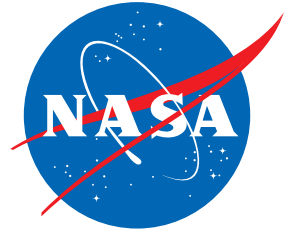
R-4403B (red outline) – the sector of restricted airspace we offer to partners for flight testing of unmanned systems



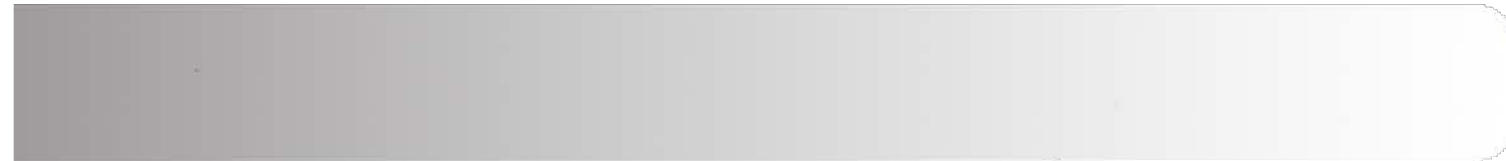
DoD ScanEagle preparing to launch



Restricted Airspace



Questions?



MS. KAY S. DOANE

Stennis Space Center
Small Business Specialist



JOHN C. STENNIS SPACE CENTER (SSC)

Kay S. Doane

Small Business Specialist

May 19, 2021



SSC SMALL BUSINESS OVERVIEW

SSC Small Business Video



Along
the Way,
Small
Business
Has Been
There

DOORWAYS TO THE NASA MARKETPLACE

What Can Small Businesses Do?

- 1) Understand the mission of each NASA Center.
- 2) Review the NASA Acquisition Forecast for opportunities.
- 3) Once an opportunity is identified, contact the Small Business Specialist (SBS) at the center for the FOIA Officer information to request a copy of the SOW.
- 4) Review the SOW to ensure your capabilities match the requirements.
- 5) Determine if you can bid solo or as a team with the incumbent or another company.
- 6) Attend outreach events for network/matchmaking opportunities with other NASA prime contractors.

NASA SMALL BUSINESS SPECIALISTS AROUND THE COUNTRY



Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA

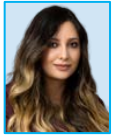
Armstrong Flight Research Center
Atmospheric Research and Testing
Edwards, CA
Christine L. Munroe



Jet Propulsion Laboratory
Deep Space Robotic Rovers
and Networks
Pasadena, CA



Charles E. Bray, Jr.
Mary Helen Ruiz
Matthew B. Christian
Tara A. Every
Anna N. Hovano



Johnson Space Center
Human Space Flight Operations
Houston, TX



Robert E. Watts
Monica F. Craft
Tumarrow Romain



NASA Shared Services Center
Agency Contract Support
Bay St. Louis, MS
Troy E. Miller



Stennis Space Center
Vehicle Engine Testing
Bay St. Louis, MS
Kay S. Doane

Glenn Research Center
Aeronautics and
Spacecraft Technology
Cleveland, OH



Eunice J. Adams-Sipp

Goddard Space Flight Center
Science Missions and Telescopes
Greenbelt, MD



Jennifer D. Perez
Sholainka O. Martyn
Kandace P. Chappell
Djaataa Onanuga



Langley Research Center
Aviation and Space Research
Hampton, VA
Robert O. Betts



Kennedy Space Center
Space Vehicle Launch and Landing
Cape Canaveral, FL



Joyce C. McDowell
Natalie B. Colvin



Marshall Space Flight Center
Space Transportation, Propulsion
Systems, Space Systems, and Science
Huntsville, AL
David E. Brock



OSBP.NASA.GOV

The screenshot shows the NASA OSBP website homepage. At the top is the NASA logo and the text "National Aeronautics and Space Administration". To the right, there is an emergency line number: "+ Emergency Line: 202-358-1616", "+ HQ Operational Status: 202-358-3000", and "+ HQ Emergency Operations Website". A search bar is labeled "FIND IT @ NASA:". Below this is a navigation menu with links: "+ ABOUT NASA", "+ NEWS & EVENTS", "+ MULTIMEDIA", "+ MISSIONS", "+ MY NASA", and "+ WORK FOR NASA". The main header features the OSBP logo (a stylized sun and the letters "OSBP") and the text "OFFICE OF SMALL BUSINESS PROGRAMS" and "...where small business makes a BIG difference." Below the header, there are two main content areas. On the left, under the heading "Associate Administrator's Welcome Message", there is a photo of Glenn A. Delgado and a welcome message: "Greetings and welcome to the NASA Office of Small Business Programs (OSBP) website. NASA is committed to providing all categories of small businesses an opportunity to participate in both NASA prime contracts and subcontracts. To do this we need to ensure that the lines of communication are open and effective. This website is key to that open communication." Below this is his name and title, "Glenn A. Delgado Associate Administrator", and a link to "Read Full Bio". There is also a "GB Glenn's Blog" logo. On the right, there is a large banner for a webinar titled "How to Do Business with NASA's Stennis Space Center" on "MAY 19, 2020, AT 1 P.M. ET (WEBINAR)". The speaker is "MS. KAY S. DOANE, SMALL BUSINESS SPECIALIST". A note says "Please note that the event is free but requires registration." and there is a "Learn More" button. At the bottom of the page, there is a "OSBP News and Current Events" section with a "OSBP News" logo. To the right of the news section is a vertical list of blue arrow-shaped buttons: "Vision and Mission", "How To Do Business with NASA", "Business Development and Technology", "Small Business Programs", and "How to Partner with NASA".

OSBP.NASA.GOV



The screenshot shows the main navigation menu of OSBP.NASA.GOV. It features a vertical sidebar on the left with various links and a main menu of blue buttons on the right. A red arrow points to the 'Contact Us' button in the main menu.

- GB Glenn's Blog
- OSBP News and Current Events
- OSBP News
- Locate a Small Business Specialist
- USA Map
- NASA Acquisition Forecast
- PLAN GEAR
- Initiative on Asian Americans and Pacific Islanders

Navigation Menu:

- Vision and Mission
- How To Do Business with NASA
- Business Development and Technology
- Small Business Programs
- How to Partner with NASA
- Outreach
- Awards and Achievement
- Contact Us** (highlighted with a red arrow)

Contact Information:

HQ Office of Small Business Programs
300 E Street SW, Suite 2K68
Washington, DC 20546-0001

Phone: 202-358-2088
Fax: 202-358-3261
Email: smallbusiness@nasa.gov

Small Business Center Contacts

Social Media: Facebook, Twitter, Blogger



The screenshot shows the 'NASA Center Contacts' page. It features a vertical sidebar on the left with various links and a main list of center contacts on the right. A red arrow points to the 'Contact Us' button in the sidebar.

NASA Center Contacts

[+ Expand All]

- Ames Research Center
- Armstrong Flight Research Center
- Glenn Research Center
- Goddard Space Flight Center
- Headquarters
- Jet Propulsion Laboratory
- Johnson Space Center
- Kennedy Space Center
- Langley Research Center
- Marshall Space Flight Center
- NASA Management Office (JPL)
- NASA Shared Services Center
- Stennis Space Center

Office of Small Business Programs Points of Contact

Small Business and Technical Advisors Photo Directory (PDF, 2.0 MB)

(Updated April 2018)

NASA OSBP MOBILE APP



NASA Office of Small Business Program's official mobile app

The app interface is divided into four main sections:

- Home:** Displays 'Small Business Programs' with a 'Social Media' count of 16. It features a list of news items, including 'Congratulations to the Agency-Level SBIA Award Winners' and 'New OSBP Mobile (iOS) Update Available'.
- Points of Contact:** A map of the United States with blue location pins indicating various NASA centers.
- Contracts:** A list of contracts with filters for 'IT Contracts - All Other' and 'Contracts'. The list includes:

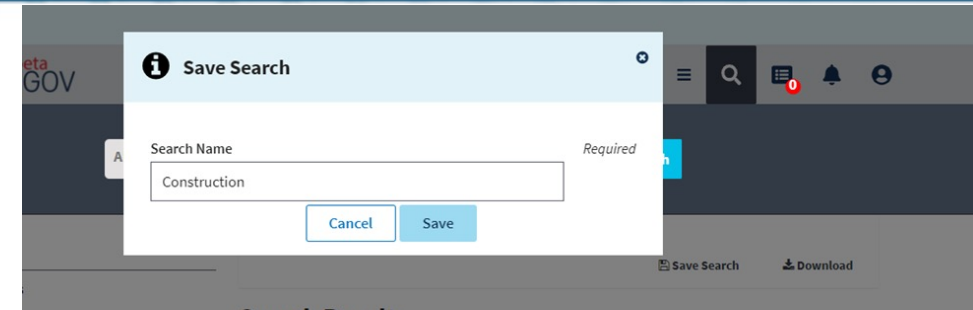
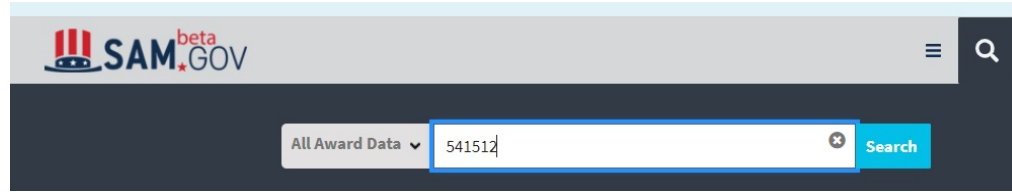
Center	Contract Name
ARC	Ames Consolidated Information Technology Services (ACITS 3)
ARC	NASA Advanced Computing Services
- Prime Metrics:** A dashboard for 'September FY20' showing performance metrics for different centers/programs across three categories: SB, SDB, and WOSB.

Center/Program	SB	SDB	WOSB
NASA	Above Goal 2.1 %	Above Goal 2.4 %	Below Goal -0.8 %
AFRC	Below Goal -1.9 %	Below Goal -3.1 %	Below Goal -0.9 %
ARC	Below Goal -5.4 %	Below Goal -0.6 %	Above Goal 0.7 %

Visit the App Store on your iOS device to download the latest version.

- Accounting, Financial & Business Services Contracts
- Administrative Services Contracts
- Engineering Services GSFC Only
- Environmental Remediation Contracts
- Facilities Contracts
- IT Contracts - GSFC Only
- IT Contracts - All Other
- IT Contracts - JSC Only
- Multiple Award Construction Contracts (MACCs)
- Occupational Health Contracts
- Protective Services Contracts

HOW TO SAVE SEARCHES AND SET UP NOTIFICATIONS FOR CONTRACT OPPORTUNITIES IN BETA.SAM.GOV CONT.



Search Results

Search Results

Showing 1 - 10 of 23 results

Sort By: Relevance

NASA Space Technology Mission Directorate (STMD) Engineering, System Integration, and Analysis Support Services (ESIASS)

NASA HQs Procurement Office is issuing a Request For Information (RFI) in support of the NASA Space Technology Mission Directorate (STMD) Engineeri

Contract Opportunities

Notice ID: 80HQTR20Q0020

Current Response Date: Oct 09, 2020 01:30 pm EDT

Last Updated Date: Sep 29, 2020

Last Published Date: Sep 29, 2020

Type: Original Sources Sought

Department/Ind. Agency: NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

Sub-tier: NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

Office: NASA HEADQUARTERS

Keywords: 541512

Federal Organizations: 080 - NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

Save Search

Download

Search Results

Workspace

Saved Searches

Showing 1 - 2 of 2 results

Sort By: Date Last Saved

Construction

Domain: ---

Page: 1

Sort By: Relevance(Desc)

Date Last Saved: Oct 23, 2020

Keyword(s): construction

Active Only?: Yes

Date Last Run: ---

Organization: NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

NASA IT

Domain: ---

Page: 1

Sort By: Last Updated Date(Desc)

Date Last Saved: Apr 3, 2020

NAICS: 51,54,334 -- Computer and Electronic Product Manufacturing,56,443 -- Electronics and Appliance Stores

Active Only?: Yes

Date Last Run: Jul 10, 2020

Organization: NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

Keyword(s): nasa

STENNIS OUTREACH OPPORTUNITIES

Small Business Roundtable Meeting upon request

Small Business Virtual Showcase (Feb/May/Aug/Nov)

Email: ssc-smallbusiness@mail.nasa.gov

Stennis Business Consortium through Mississippi Enterprise For Technology (MSET)

- SSC Resident Agencies and Prime Contractors Quarterly Meetings
Register at Mississippi Enterprise For Technology (MSET) www.mset.org
MSET Newsletter <https://www.mset.org/recent-newsletters/>



HELPFUL REFERENCES

<u>NASA Office of Small Business Programs</u>	<u>www.osbp.nasa.gov</u>
<u>NASA OSBP Google Form and register for email updates</u>	<u>https://docs.google.com/forms/d/1EjNxYt4_IWEcC5API9ZoWQdivJcmOQVXjwV_sDCrLk/viewform?edit_requested=true</u>
<u>NASA OSBP Mobile iTunes App Store or Google Play -Within the App look for the Active Contract List(ACL)</u>	
<u>NASA Field Center's Webpage</u>	<u>http://www.nasa.gov/about/sites/index.html</u>
<u>NASA Consolidated Acquisition Forecast ****</u>	<u>http://www.hq.nasa.gov/office/procurement/forecast/</u>
<u>U.S. Small Business Administration (SBA) Locations</u>	<u>https://www.sba.gov/about-sba/sba-locations</u>
<u>SBA Dynamic Small Business Search</u>	<u>http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm</u>
<u>Procurement Technical Assistance Centers (PTAC)</u>	<u>http://www.aptac-us.org/</u>
<u>beta.SAM.gov</u>	<u>www.beta.sam.gov</u>
<u>Solutions for Enterprise-Wide Procurement (SEWP)</u>	<u>www.sewp.nasa.gov</u>
<u>GSA -Business Innovation</u>	<u>www.gsa.gov</u>
<u>Stennis Space Center (SSC) Employment Portal</u>	<u>https://www.nasa.gov/centers/stennis/about/jobs/index.html</u>
<u>Stennis Space Center (SSC) Freedom of Information Act</u>	<u>www.nasa.gov/centers/stennis/about/foia/index.html</u>

NASA SSC SMALL BUSINESS OFFICE

Procurement POC:

Kay Doane

Small Business Specialist (228) 688-1720

Fax: (228) 688-6024

ssc-smallbusiness@mail.nasa.gov

Technical POC:

Thomas Stanley

Small Business Technical Advisor (228) 688-7779

Fax: (228) 688-1208

thomas.m.stanley@nasa.gov

FOIA POC:

Sallie Bilbo

SSC FOIA Public Liaison Officer (228) 688-3182

ssc-foia@nasa.gov

Stennis Space Center

<https://www.nasa.gov/centers/stennis/business/index.html>



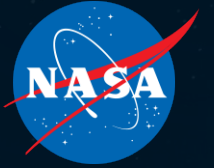
THANK YOU



MISSION SUPPORT DIRECTORATE
Enables Mission Success

Mr. Belfield Collymore

Chief, Center Management Support Division



EXPLORE PROCUREMENT

The cornerstone of NASA's current and future missions

Doing Business with NASA Stennis Space Center (SSC)

Belfield Collymore
Chief, Center Management Support Division
Office of Procurement

- ❖ Submit your capability statement to the NASA Office of Small Business Programs (OSBP) - SSC
 - Ms. Kay Doane
 - 228-688-1720
 - kay.s.doane@nasa.gov ; ssc-smallbusiness@mail.nasa.gov
- ❖ SSC Contracting Officers coordinate all new requirements with the OSBP
 - When conducting market research
 - Before recommending business size or socio-economic category
- ❖ Respond to Request for Information (RFI)
- ❖ Monitor solicitations posted on beta.SAM.gov, SEWP & GSA

Product Service Lines (PSL):

- ✓ A defined categorization of recurring institutional (e.g. construction, financial services, etc.) and Program/Project Specific requirements (i.e. Aircraft Operations, Engineering, Propellants, Safety & Mission Assurance & Tech Transfer).

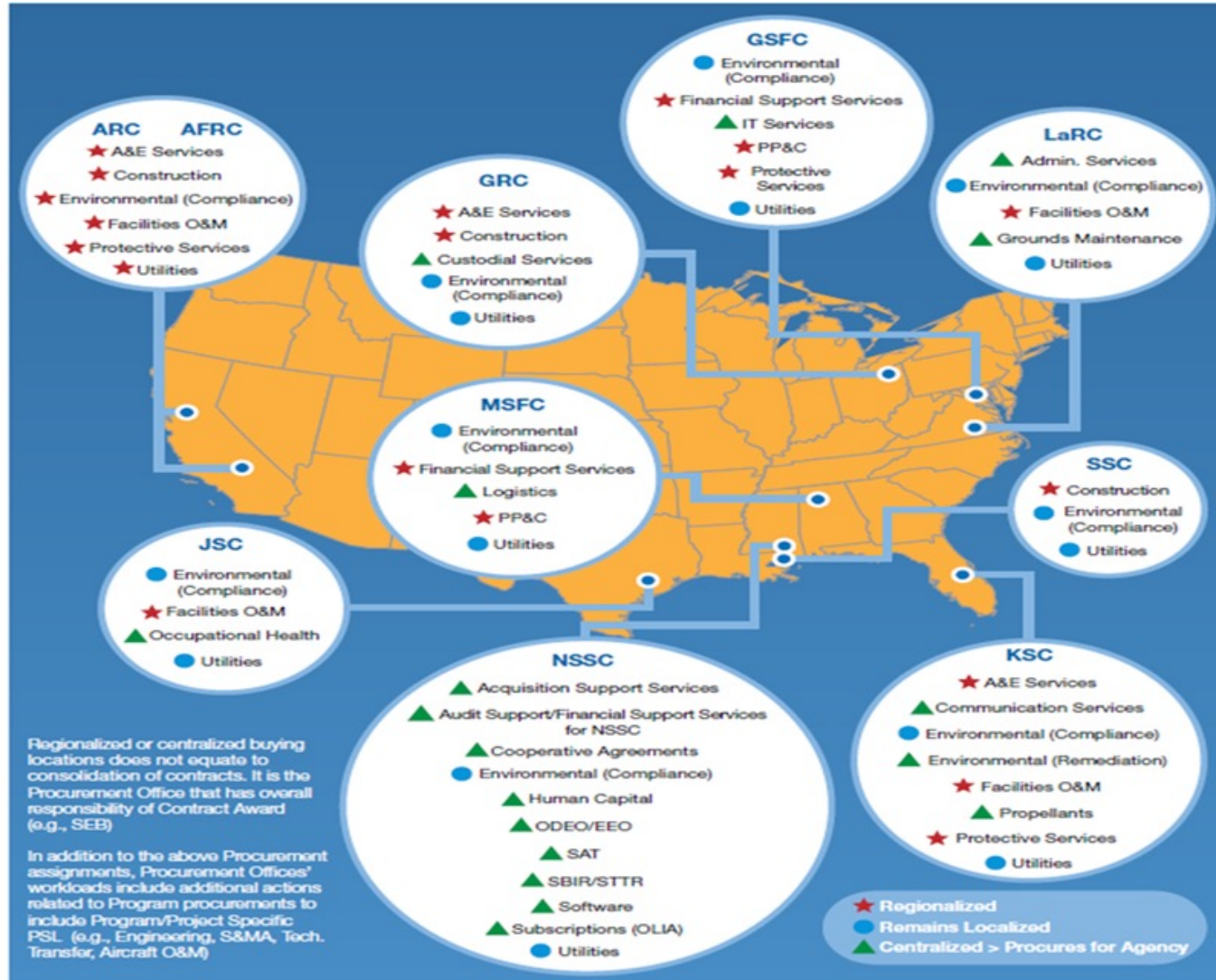
Why this approach:

- ✓ Promotes Category Management
- ✓ Allows for development of procurement, technical and industry expertise (e.g. Supply Chain Management)
- ✓ Leverage best practices and capabilities across the enterprise
- ✓ Meet federal mandates (Spend Under Management, utilization of Best in Class Contracts)

Benefits:

- ✓ Enables enterprise management of the PSL's (e.g. spend, service levels)
- ✓ Improves Spend Under Management
- ✓ Eliminates unnecessary contract redundancies
- ✓ Maximizes Small Business opportunities
- ✓ Improves industry access to opportunities

PSL Buying Locations





23 (CONSTRUCTION)
236210 (INDUSTRIAL BUILDING CONSTRUCTION)
32 (MANUFACTURING (PAPER, PRINTING, PETROLEUM, COAL, CHEMICAL, PLASTICS, RUBBER, NONMETALIC MINERAL))
325120 (INDUSTRIAL GAS MANUFACTURING)
42 (WHOLESALE TRADE)
423490 (OTHER PROFESSIONAL EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS)
54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)
541380 (TESTING LABORATORIES)
541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)
541512 (COMPUTER SYSTEMS DESIGN SERVICES)
541712 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY))
56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES)
561110 (OFFICE ADMINISTRATIVE SERVICES)
561210 (FACILITIES SUPPORT SERVICES)
561612 (SECURITY GUARDS AND PATROL SERVICES)

SSC Prime Vendors (Supply / Service)



Contract Name		Contract #	Contractor Name	NAICS	Potential Value	Type of Competition	Ultimate Contract End Date
Administrative Services Contracts	DUAL ADMINISTRATIVE SUPPORT SERVICES (DASS) FOR SSC & JSC	80SSC020D0002	CBF PARTNERS JV, LLC	561110	\$50M	8(a)Competitive	10/31/2025
Facilities Contracts/Occupational Health Contracts	Synergy Achieving Consolidated Operations and Maintenance (SACOM)	NNS15AA01C	Syncom Space Services (S3), LLC	561210	\$1.3B	Full & Open	6/30/2025
IT Contracts	Information Technology Services (ITS)	NNS16AA25T /GS35F0491L	SaiTech, Inc	541512	\$43.2M	SB Set Aside (GSA)	7/31/2021
Laboratory Services	Laboratory Services (SSC and MAF)	80SSC020C0001	Alutiiq Essential Services, LLC	541380	\$34.5M	8(a)Competitive	11/1/2025
Protective Services Contracts	Protective Services Contracts	NNS16AA50C	River Tech, LLC	561612	\$25.5M	8(a)Competitive	9/30/2021

SSC Prime Vendors (Construction)



Multiple Award Construction Contract Two (MACC-II)					
(24) Indefinite Delivery/Indefinite Quantity (IDIQ)					
John C. Stennis Space Center (SSC), Johnson Space Center (JSC) including White Sands Test Facility (WSTF), Kennedy Space Center					
Contract #	Contractor Name	NAICS	Type of Competition	Ultimate Contract End Date	Small Business POC
80SSC018D0001	ELCI Construction Group Inc.	236210	WOSB, HUBZone, 8(a), & SB	10/23/2025	elias@elciconstruction.com
80SSC018D0002	Baker Klein -Foresight N LLC	236210	WOSB, 8(a), SB	10/23/2025	dklein@BakerKlein.com;
80SSC018D0003	Odyssey International, Inc.	236210	WOSB & SB	10/23/2025	davidh@odysseyglobal.com
80SSC018D0004	Diversified Construction of Oklahoma Inc.	236210	WOSB & SB	10/23/2025	markl@divconst.net
80SSC018D0005	Healtheon	236210	HUBZone & SB	10/23/2025	jas.walia@healtheoninc.com
80SSC018D0006	Weldin Construction, LLC	236210	HUBZone & SB	10/23/2025	kmcdonald@ciriservices.com
80SSC018D0007	Pontchartrain Partners, LLC	236210	HUBZone, SDVOSB, 8(a) & SB	10/23/2025	robert.miller@pontchpartners.com
80SSC018D0008	Civil Works Contracting	236210	HUBZone & SB	10/23/2025	jgraham@civilworkscontracting.com
80SSC018D0009	ESA South, Inc.	236210	SDVOSB & SB	10/23/2025	ajohnson@esasouth.net
80SSC018D0010	Advon	236210	SDVOSB & SB	10/23/2025	bgraham@advonconstruction.com
80SSC018D0011	Birmingham Industrial Construction (BIC)	236210	SDVOSB, 8(a) & SB	10/23/2025	elroy@bhamconstruction.com
80SSC018D0012	Firewatch Contracting of FL, LLC	236210	SDVOSB & SB	10/23/2025	mlowe@fwcontracting.com
80SSC018D0013	Silver Mountain Construction	236210	8(a) & SB	10/23/2025	Jedgar@ciriservices.com
80SSC018D0014	Drace Construction Corp.	236210	8(a) & SB	10/23/2025	jdrace@dracecorp.com
80SSC018D0015	Orocon Construction LLC	236210	8(a) & SB	10/23/2025	Joropesa@oroconllc.com;
80SSC018D0016	CCI Energy and Construction Services, LLC	236210	8(a) & SB	10/23/2025	cshelton@cci-alliance.com
80SSC018D0017	A&H Ambica JV, LLC	236210	SB	10/23/2025	jignesh.patel@ambicags.com
80SSC018D0018	MOWA Barlovento JV-2	236210	SB	10/23/2025	cmanley@barloventollc.com
80SSC018D0019	Southeast Cherokee Construction, Inc.	236210	SB & WOSB	10/23/2025	carter@secherokeeconstruction.com
80SSC018D0020	SES Construction and Fuel Services LLC	236210	SB	10/23/2025	dhodson@specproenv.com
80SSC018D0021	Brasfield & Gorrie, L.L.C.	236210	Full & Open	10/23/2025	dstrohmeier@brasfieldgorrie.com
80SSC018D0022	BL Harbert International, LLC	236210	Full & Open	10/23/2025	aedgeworth@blharbert.com
80SSC018D0023	Caddell Construction Co.	236210	Full & Open	10/23/2025	dennis.shepard@caddell.com
80SSC018D0024	WG Yates & Sons Construction Company	236210	Full & Open	10/23/2025	jwold@wgyates.com

- ❖ Disclaimer: The information provided in this briefing is for general discussions only as each solicitation is unique.

- ❖ Offerors should submit their proposal in accordance with the instructions identified in the solicitation.

- ❖ Carefully read the solicitation and follow the instructions.
 - Create a checklist
 - Pay attention to page limitations
 - Ensure your offer is complete as the Contracting Officer may award without discussions

❖ Technical Proposal

- Focus on the requirements identified in the PWS provided with the solicitation
- Do not rephrase or restate the PWS requirements
 - Identify your company's unique approach for meeting the PWS requirement
 - Assume evaluators have no prior knowledge of your company

❖ Past Performance

- Submit “up to” the number of past performance references requested
 - Ensure references are recent and relevant
- Ensure point of contact (POC) information is accurate
 - It is the offeror's responsibility to follow-up with POCs to ensure surveys are submitted in a timely manner

❖ Price

- Check your math and ensure prices are consistent within worksheets and CLINs

NASA Acquisition Forecast



<http://www.hq.nasa.gov/office/procurement/forecast/>



NASA Acquisition Forecast

It is NASA policy (see NASA FAR Supplement 1807.72) to prepare an annual forecast and a semiannual update of expected contract opportunities, or classes of contract opportunities, for each fiscal year. The forecast consolidates anticipated procurements (in excess of the simplified acquisition threshold) at each NASA Center with the aim of increasing industries' advance knowledge of NASA requirements and to enhance competition.

The procurements described in this forecast are expected to be solicited in this fiscal year and beyond, based on the best information available at the time of publication. All projected procurements are subject to revision or cancellation. Final decisions as to the extent of competition, small or disadvantaged business set-asides, estimated value, etc., will not be made until each procurement is initiated. The data is for planning purposes only; it does not represent a presolicitation synopsis or constitute an invitation for bid or request for proposal, nor is it a commitment by the Government to purchase the described supplies and services. You are urged to review beta.sam.gov under Contract Opportunities for the actual notice of a pending contract action.

Agency-Wide Acquisition Forecast

FY 2021 -- updated April 2021

The following Consolidated Agency-wide Acquisition Forecast is provided to allow users to search multiple NASA Centers for specific types of opportunities to match your organizational interests.

[NASA Agency-Wide Forecast](#)



Buying Office	Acquisition Status	Title of Requirement	Detailed Description (synopsis)	Type of Requirement	Product Service Line	Value	Period of Performance	Competition	Economic Preference	Quarter of Sol. Release	FY of Sol. Release	NAICS Code	Product Service Code
AFRC	Withdrawn	Repair By Replacement Of Vehicle & Aircraft Ground Equipment (AGE) Maintenance Facility (Motor Pool)	Repair By Replacement Of Vehicle & Aircraft Ground Equipment (AGE) Maintenance Facility (Motor Pool)	Construction (Incl. A&E)	Construction	\$5M-\$25M		Yes	TBD	Q2	2021	236220	
AFRC	Withdrawn	Repair Centerwide Building Envelopes	Repair Centerwide Building Envelopes	Construction (Incl. A&E)	Construction	\$5M-\$25M		Yes	TBD	Q2	2021	236220	
AFRC	Withdrawn	Repair B4800 Chilled and Hot Water Piping	Repair B4800 Chilled and Hot Water Piping - Design	Construction (Incl. A&E)	Construction	\$250K-\$1M	1 year	Yes	TBD	Q4	2020	237110	C221
AFRC	Withdrawn	Repair Substation #1	Repair Substation #1	Construction (Incl. A&E)	Construction	\$5M - \$25M	2 years	Yes	TBD	Q4	2021	237130	J059
AFRC	Withdrawn	Repair Aircraft Ramps and Taxiways	Repair Aircraft Ramps and Taxiways - Design	Construction (Incl. A&E)	Construction	\$1M-\$5M	1 year	Yes	TBD	Q4	2021	237310	C1BD

NASA Field Center's Webpage

<http://www.nasa.gov/about/sites/index.html>

NASA Consolidated Acquisition Forecast

<http://www.hq.nasa.gov/office/procurement/forecast/>

beta.SAM.gov

www.beta.sam.gov

Solutions for Enterprise-Wide Procurement (SEWP)

www.sewp.nasa.gov

GSA -Business Innovation

www.gsa.gov



THANK YOU

BUILDING ADDRESS

Building 1100, Room 251H
Stennis Space Center

WEBSITE

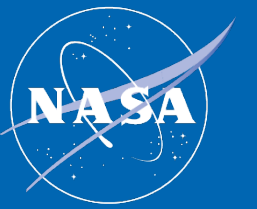
<https://www.nasa.gov/office/procurement>

EMAIL

belfield.c.Collymore@nasa.gov

TELEPHONE

Tel: (228) 342-4692



Mr. Thomas Stanley

Center Technology Transition Lead for Stennis
Space Center



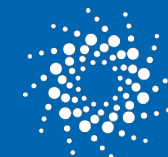
NASA Small Business Technology Transfer (STTR) Program Overview

Space Technology Mission Directorate (STMD)

Tom Stanley

Center Technology Transition Lead for Stennis Space Center

May 19th 2021



SBIR · STTR
America's Seed Fund™
POWERED BY NASA



MISSION

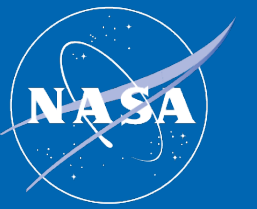
Create opportunities through SBIR/STTR awards to leverage small business knowledge and technology development for maximum impact and contribution



VISION

Empower small businesses to deliver technological innovation that contributes to NASA's missions, provides societal benefit, and grows the U.S. economy

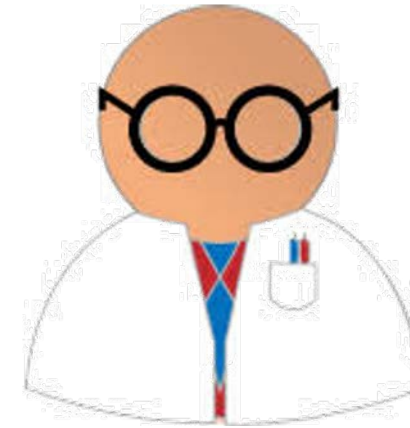
Opportunities: Who Are You?



- **Service Provider**
 - Technical Support
 - Construction
 - Maintenance
 - Consulting

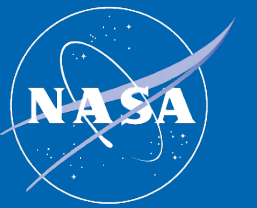


- **Supplier**
 - Information Technology
 - Office Supplies
 - Equipment



- **Researcher**
 - **SBIR/STTR**
 - NSPIRES
 - Dual Use Cooperative Agreement

The SBIR and STTR Programs



Small Business Innovation Research (SBIR)

- A set-aside program for small business to engage in Federal R&D with potential for commercialization
- Currently, 3.2% of Federal agencies Extramural R&D budgets >\$100M per year

Small Business Technology Transfer (STTR)

- A sister set-aside program to facilitate cooperative R&D between small business concerns and U.S. research institutions with potential for commercialization
- Currently, 0.45% of the extramural research budget for all agencies with a budget >\$1B per year

SBIR + STTR Programs



Department of Defense (DoD)



Department of Health and Human Services (HHS)



Department of Energy (DoE)



National Aeronautics and Space Administration (NASA)



National Science Foundation (NSF)

SBIR Program Only



Department of Agriculture (USDA)



Department of Education (DoEd)



Department of Transportation (DoT)



Environmental Protection Agency (EPA)

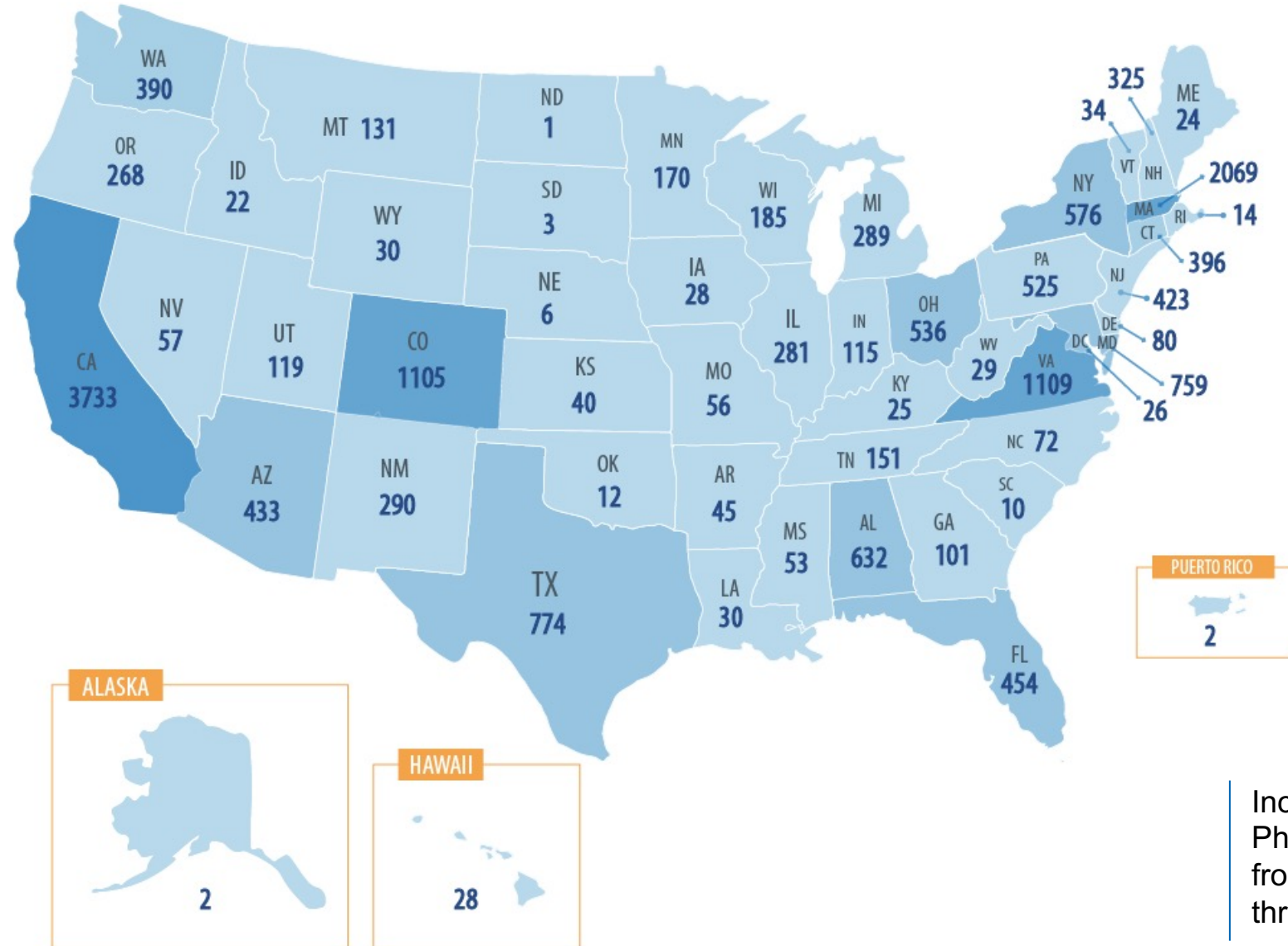
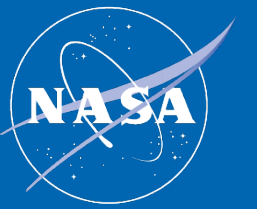


Department of Homeland Security (DHS)



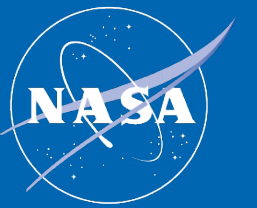
Department of Commerce (DoC)

Total Awards by State

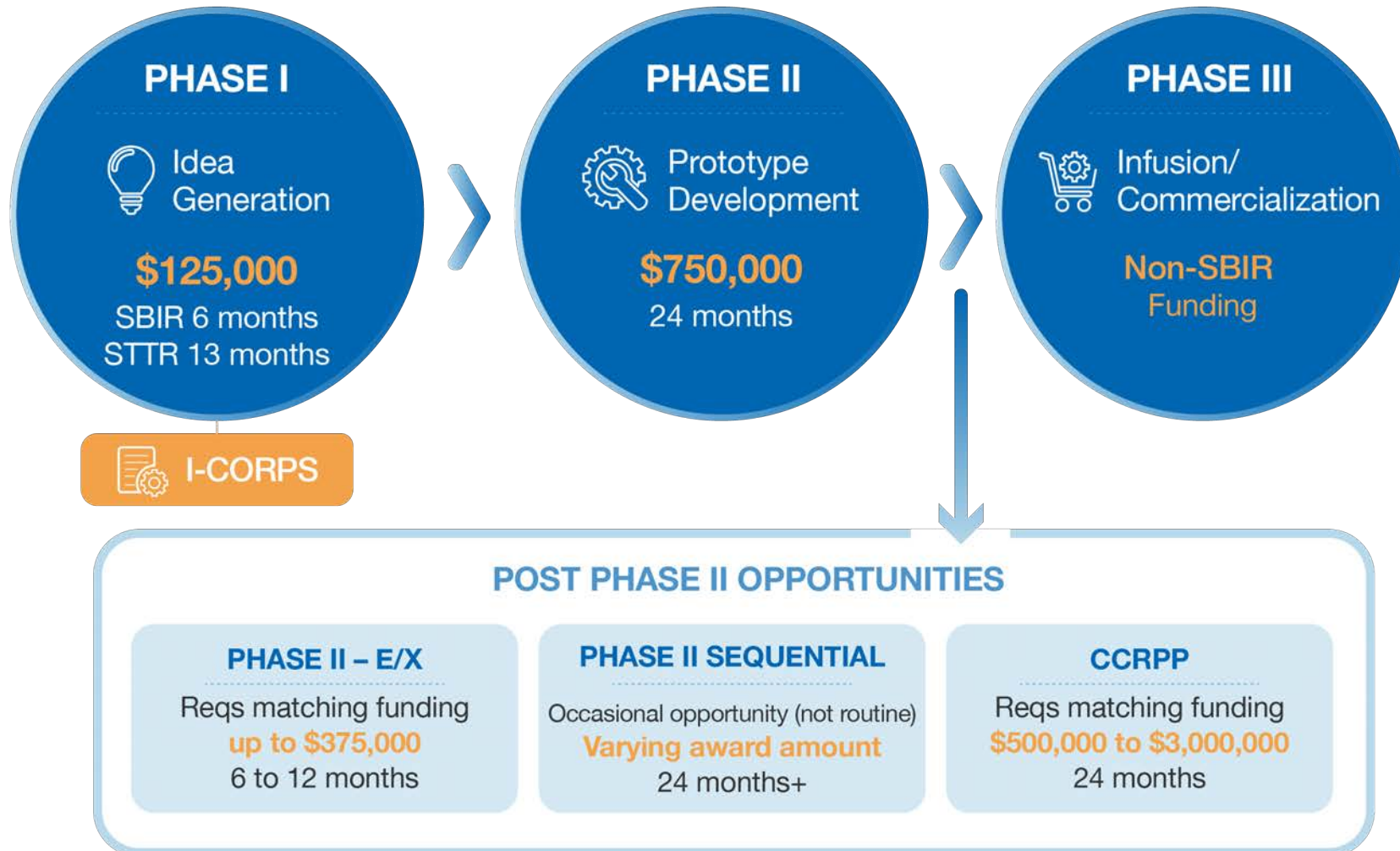


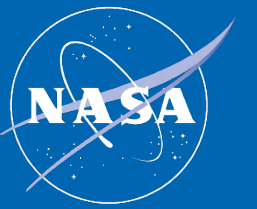
Includes SBIR and STTR Phase I and Phase II awards from first Program award (1983) through December 2020.

NASA SBIR/STTR Opportunities



NASA SBIR/STTR PHASES





HOME ABOUT SBIR/STTR SOLICITATIONS SCHEDULE & AWARDS HANDBOOKS RESOURCES CONTACT US

SPINOFF MAGAZINE

GETTING STARTED

OTHER OPPORTUNITIES

SUCCESS STORIES

SELECTION ANNOUNCEMENT

NASA Spinoff is an annual publication that highlights commercial products and services derived from NASA technology. Since 1976, Spinoff has featured more than 2,000 such technologies. Check out the latest issue of Spinoff to see 15 of our very own SBIR/STTR technologies now commercially available!

READ SPINOFF

Proposers

Awardees

Publications

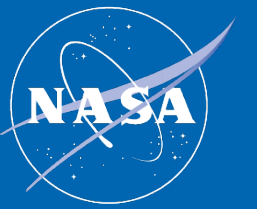
Research NASA's Needs
Annual Solicitations including past years

Looking to Join the Program?

- Program Basics
- Forms Library
- Model Contract
- In-depth Training Resources and FAQs

Contact the Program
SBIR/STTR Helpdesk and Program Points of Contact

Learning About NASA's Needs



Focus Areas

NASA's research subtopics are organized by "Focus Areas" that group interests and related technologies.

- **Identify** the Area(s) closest to your innovation/idea
- **Go** to our website to research
- **Prepare to write** a proposal tailored to NASA's needs

<https://sbir.nasa.gov/solicitations>

2021 Focus Areas (FA)	
FA 1: In-Space Propulsion Technologies	FA 13: Information Technologies for Science Data
FA 2: Power, Energy and Storage	FA 14: On-orbit Servicing, Assembly, and Manufacturing (OSAM)
FA 3: Autonomous Systems for Space Exploration	FA 15: Materials, Materials Research, Structures, and Assembly
FA 4: Robotic Systems for Space Exploration	FA 16: Ground and Launch Processing
FA 5: Communications and Navigation	FA 17: Thermal Management Systems
FA 6: Life Support and Habitation Systems	FA 18: Air Vehicle Technology
FA 7: Human Research and Health Maintenance	FA 19: Integrated Flight Systems
FA 8: In-Situ Resource Utilization	FA 20: Airspace Operations and Safety
FA 9: Sensors, Detectors and Instruments	FA 21: Small Spacecraft Technologies
FA 10: Advanced Telescope Technologies	FA 22: Low Earth Orbit Platform Utilization and Microgravity Research
FA 11: Spacecraft and Platform Subsystems	FA 23: Digital Transformation for Aerospace
FA 12: Entry, Descent and Landing Systems	FA 24: Dust Mitigation

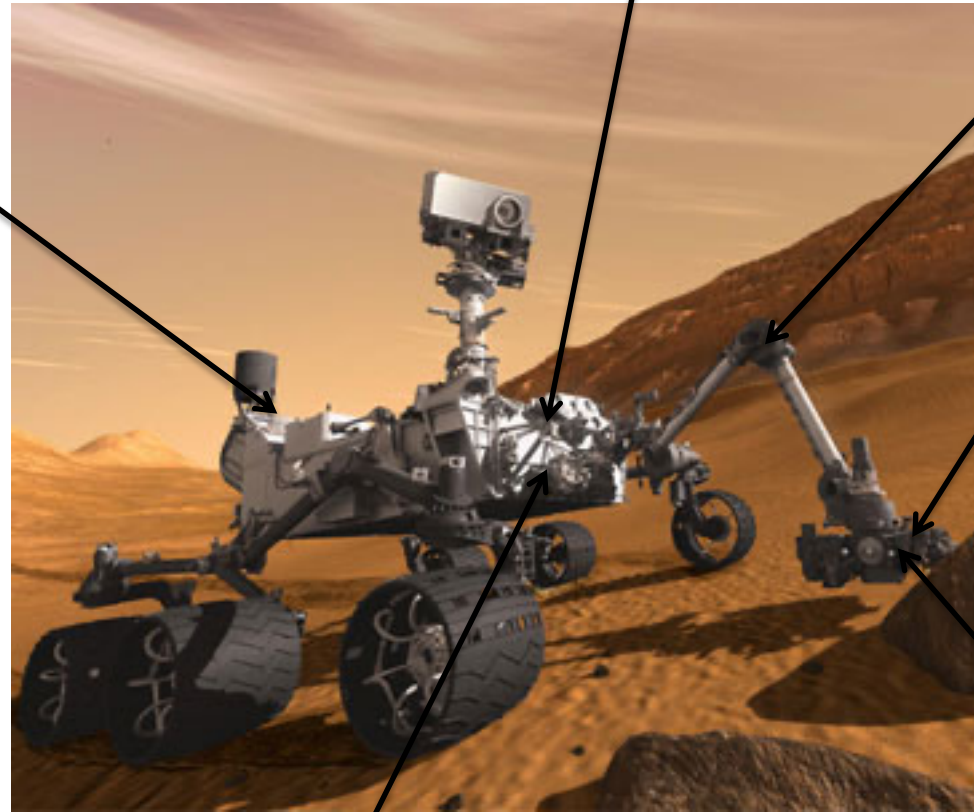
SBIR Technologies on Curiosity Rover

**Yardney
Technical
Products,
Pawcatuck, CT**
Lithium ion
batteries

Creare, Hanover NH
Space-qualified vacuum pump

**Starsys Research,
Boulder, CO**
Gearboxes for robotic arm

**Honeybee
Robotics, NY, NY**
Dust removal tool



Grammatech, Ithica NY -
Software for rover operations

inXitu, Campbell, CA
Chemistry
and Mineralogy
experiment (CheMin)
instrument

Questions?

Visit our Website
www.SBIR.NASA.gov

Sign up for our Newsletter
<https://sbir.nasa.gov/info>

Contact the Helpdesk
301.937.0888



Ms. Angela Lee

S3 Procurement Supervisor



SYNCOM SPACE SERVICES

NASA SACOM

Synergy Achieving Consolidated Operations & Maintenance



Angela Lee, Procurement Supervisor

May 19, 2021

Contract Number: NNS15AA01C

S3: Syncom Space Services, LLC - a Joint Venture between PAE and BWXT

SACOM Acronym: Synergy Achieving Consolidated Operations and Maintenance

SACOM Contract: A consolidation of three (3) former contracts within two (2) NASA facilities – the Stennis Space Center (SSC) in Hancock County, Mississippi, and the Michoud Assembly Facility (MAF) in New Orleans, Louisiana.

The SACOM contract represents a centralized management of the facility operations and maintenance requirements at SSC and MAF as well as the test and manufacturing services at SSC.

Period of Performance:

9 Years and 5 months (not guaranteed, but based on future awards)

THE FOLLOWING ARE EXAMPLES OF THE MOST FREQUENT PURCHASES MADE BY S3 IN SUPPORT OF SACOM CONTRACT REPRESENTING MAINTENANCE, REPAIR & OPERATIONS (MRO) OF FACILITY REQUIREMENTS

MATERIALS OR PRODUCTS

- Automotive
- Parts
- Chemicals
- Computers & Peripherals
- Electronic Components
- HVAC Equipment
- Hardware
- Insulation
- Lumber
- Pipes/Valves/Fitting
- Office Supplies
- Paper Supplies

SERVICES

- Construction/General Contracting
- Electrical / Roofing / Welding
- Plumbing / Fencing / HVAC
- Scaffolding
- Elevator Maintenance
- Crane Services
- Tank Cleaning
- Building Modifications
- Site Development
- Storm Drains/Culverts
- Asbestos Abatement
- Consulting Services-Engineering/Safety
- Architecture & Engineering
- Underwater Services/Inspections
- Potable Water System Repairs
- Maintenance Requirements
- Miscellaneous Services

S3 Most Frequently Used NAICS Subsector Codes

Subsector 221 – Utilities
Subsector 237 – Heavy and Civil Engineering Construction
Subsector 238 – Specialty Trade Contractors
Subsector 314 – Textile Product Mills
Subsector 315 – Apparel Manufacturing
Subsector 316 – Leather and Allied Product Manufacturing
Subsector 325 – Chemical Manufacturing
Subsector 326 – Plastics and Rubber Products Manufacturing
Subsector 327 – Nonmetallic Mineral Product Manufacturing
Subsector 331 – Primary Metal Manufacturing
Subsector 332 – Fabricated Metal Product Manufacturing
Subsector 333 – Machinery Manufacturing ⁶
Subsector 334 – Computer and Electronic Product Manufacturing ⁶
Subsector 335 – Electrical Equipment, Appliance and Component Manufacturing ⁶
Subsector 336 – Transportation Equipment Manufacturing ⁶
Subsector 337 – Furniture and Related Product Manufacturing
Subsector 339 – Miscellaneous Manufacturing
Subsector 423 – Merchant Wholesalers, Durable Goods
Subsector 424 – Merchant Wholesalers, Nondurable Goods

Subsector 442 – Furniture and Home Furnishings Stores
Subsector 443 – Electronics and Appliance Stores
Subsector 444 – Building Material and Garden Equipment and Supplies Dealers
Subsector 451 – Sporting Good, Hobby, Book and Music Stores
Subsector 453 – Miscellaneous Store Retailers
Subsector 454 – Nonstore Retailers
Subsector 484 – Truck Transportation
Subsector 511 – Publishing Industries (except Internet)
Subsector 517 – Telecommunications
Subsector 532 – Rental and Leasing Services
Subsector 541 – Professional, Scientific and Technical Services
Subsector 561 – Administrative and Support Services
Subsector 562 – Waste Management and Remediation Services
Subsector 611 – Educational Services
Subsector 811 – Repair and Maintenance
Subsector 812 – Personal and Laundry Services

S3 Most Frequently Used NAICS Codes

237110	Water and Sewer Line and Related Structures Construction
237310	Highway, Street, and Bridge Construction
237990	Other Heavy and Civil Engineering Construction
238110	Poured Concrete Foundation and Structure Contractors
238150	Glass and Glazing Contractors
238160	Roofing Contractors
238190	Other Foundation, Structure, and Building Exterior Contractors
238210	Electrical Contractors and Other Wiring Installation Contractors
238220	Plumbing, Heating, and Air-Conditioning Contractors
238290	Other Building Equipment Contractors
238310	Drywall and Insulation Contractors
238320	Painting and Wall Covering Contractors
238330	Flooring Contractors
238350	Finish Carpentry Contractors
238390	Other Building Finishing Contractors
238990	All Other Specialty Trade Contractors ¹³
326220	Rubber and Plastics Hoses and Belting Manufacturing
327320	Ready-Mix Concrete Manufacturing
331110	Iron and Steel Mills and Ferroalloy Manufacturing
333413	Industrial and Commercial Fan and Blower and Air Purification Equipment Manufacturing
423610	Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers
423690	Other Electronic Parts and Equipment Merchant Wholesalers

423710	Hardware Merchant Wholesalers
423720	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers
423730	Warm Air Heating and Air-Conditioning Equipment and Supplies Merchant Wholesalers
423740	Refrigeration Equipment and Supplies Merchant Wholesalers
423830	Industrial Machinery and Equipment Merchant Wholesalers
423840	Industrial Supplies Merchant Wholesalers
423990	Other Miscellaneous Durable Goods Merchant Wholesalers
424120	Stationary and Office Supplies Merchant Wholesalers
424720	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)
453210	Office Supplies and Stationery Stores
561710	Exterminating and Pest Control Services
561720	Janitorial Services
611430	Professional and Management Development Training
611699	All Other Miscellaneous Schools and Instruction
811111	General Automotive Repair
811310	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance

Below are a few S3's immediate needs:

Construction to support tornado repairs at MAF

Plumbing Supply Vendors

Promotional Supply Vendors

Industrial Supply Vendors (to supply Grainger, McMaster Carr. etc. items)

Food Service Equipment Repair Vendors

Fuel Supply Vendors

S3 General Manager:

Douglas J Paulson
douglas.j.paulson@nasa.gov
228-688-1439

**S3 Deputy General Manager
at Stennis, Mississippi:**

Greg Lestourgeon
d.g.lestourgeon@nasa.gov
228-688-3635

**S3 Deputy General Manager
at Michoud, Louisiana:**

Ronald K. Dailey
ronald.k.dailey@nasa.gov
504-257-1137

S3 Chief Finance Officer:

Regina "Gina" Newman, CFO
regina.newman@nasa.gov
228-688-2185

S3 Prime Contract Manager:

Tina G. Schultz
tina.g.schultz@nasa.gov
228-688-2095

S3 Address / SSC & MAF:

SSC:
Building 1100, Rm 1017
Stennis Space Center, MS 39529

MAF: Michoud Assembly Facility
13800 Old Gentilly Road
New Orleans, LA 70129



SYNCOM SPACE SERVICES

QUESTIONS???

Mr. Scott Elliott

Akima Operations Director

The AKIMA logo is displayed in a bold, white, sans-serif font at the top center of the slide. The background is a dark blue, semi-transparent image of a complex industrial or aerospace structure, possibly a space station or launch vehicle, with a grid of beams and various components.

AKIMA

Small Business Success with Akima

National Aeronautics and Space Administration (NASA)
Stennis Space Center (SSC)

Presented by Scott Elliott

Akima Company Overview

About Akima

- Akima is a subsidiary of NANA, an Alaska Native Corporation owned by more than 14,000 Iñupiat shareholders
- The Iñupiat thrive in one of the harshest environments on Earth because their lifestyle is guided by three core values:
 - Honesty and integrity govern our activities
 - Commitments made will be fulfilled
 - Everyone will be treated with dignity and respect
- The Akima portfolio of companies is guided by these same core values
- This earnest approach to business has made Akima a leader in a diverse set of industries, and allowed us to best support our customers while creating a long-lived asset for NANA consistent with our Iñupiat values



NANA
NANA REGIONAL CORPORATION



- \$1.8 billion
- Formed in 1971 by Congress (ANCSA law) as part of 13 regional corporations and 221 village corporations
- Land and procurement privileges
- Over 14,000 Iñupiat shareholders in the NANA region of Alaska

AKIMA
FEDERAL SECTOR

- \$1.4 billion
- Over 7,500 employees
- 40 operating companies, including 14 active 8(a)s

OUR PURPOSE

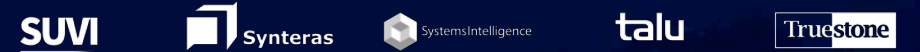
Akima Brings Value to NASA

Our heritage makes us unique.
But it's **what we do**, and **how we do it** that sets us apart.



Akima supports a portfolio of 8(a) companies, small businesses, and operating companies that are both specialized and nimble—two qualities that allow us to respond quickly to NASA's unique requirements. **In 2020, Akima was ranked #39 amongst the top 100 government contractors by Washington Technology.**

AKIMA PORTFOLIO OF COMPANIES



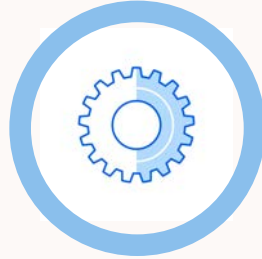
POWERING AMERICA'S MOST CRITICAL MISSIONS

Akima Capabilities

CURRENT SERVICES

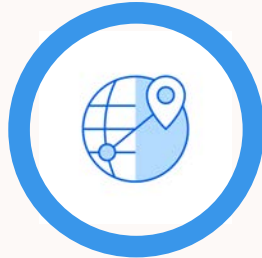
FACILITIES, MAINTENANCE, & REPAIR

Base Operations
Civil Engineering
Facilities Operations & Maintenance
Range Operations
Real Property Management
Utilities & Infrastructure Support



LOGISTICS & SUPPLY CHAIN

Aerospace Support
Contractor Logistics Support
Depot Level Maintenance, Repair & Refit
Global Logistics Support
Maintenance, Transportation & Supply Chain Management



PROTECTIVE SERVICES

Access Control
Armed and Unarmed Guards
Base Security
Detention Management & Secure Transportation
Emergency Response
Vulnerability Assessments



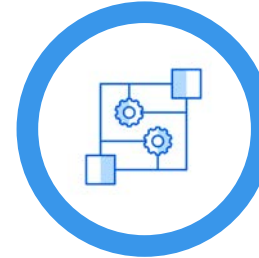
FURNITURE, FIXTURES, & EQUIPMENT

Health Facility Outfitting
Initial Outfitting & Transition Services
Planning & Management Services
Products



INFORMATION TECHNOLOGY

Advanced Analytics / AI & Machine Learning
Cybersecurity
Engineering & Development
Enterprise IT
IT Products
IT Services Management
Technology Solutions



SYSTEMS ENGINEERING

C5ISR
Equipment Maintenance
Research & Development Support
Wired & Satellite Telecomm Services



MISSION SUPPORT

Intelligence Analysis
Office Administration
Records Management
Research & Development
Staff Augmentation
Subject Matter Expertise



CONSTRUCTION

General Construction & Renovation
Civil & Marine Construction
Transportation Systems

Akima's Partnership with NASA

From facility operation and maintenance support, to logistics and security support, to phase in plans and beyond, Akima is a premiere services provider at multiple NASA facilities. We work behind the scenes to ensure your focus remains on the mission.



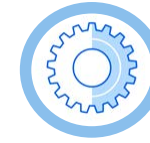
Stennis Space Center (SSC) PROTECTIVE SERVICES

- RiverTech, an Akima subsidiary has provides armed protective services to SSC.
- SSC is a 140,000-acre federal complex with 6,000 personnel onsite daily requiring 24/7 protective services across the facility.
- Security services include manning guard posts and entry control points, roving patrols, locksmith services, investigation services, and emergency response.



Ames Research Center (ARC) LOGISTICS MANAGEMENT

- Akima Logistics Support (ALS), an Akima subsidiary provides full logistics support at ARC. Services include; supply management, equipment and property management, property disposition and disposal, shipping, receiving, mail services, warehousing, distribution, fleet management services, and business office support.
- Management of three warehouses with 75,000 sq. ft. of inside storage, 30,000 sq. ft. of outside storage, and approximately 19,000 lines items valued at \$300M.



Goddard Space Flight Center (GSFC) FACILITIES OPERATIONS & MAINTENANCE (FOMS III)

- Akima Support Operations (ASO), an Akima subsidiary, provides proactive Facility management solutions to GSFC.
- We provide these services across 36 major buildings and 114 minor structures covering over 2,500,000 square feet.
- Services include Operations and Maintenance of GSFCs facilities systems, structures, and collateral equipment, including high and low voltage electrical, underground utilities, transformer yard, and Central Power Plants.

SMALL BUSINESS SUCCESS WITH AKIMA: NASA & SSC

Akima's SSC Leadership



Lori Thomas is President & General Manager, of RiverTech, LLC, a subsidiary company of Akima, LLC, and provides full spectrum mission support solutions to NASA, DoD, and various other U.S. federal agencies operating worldwide. Lori manages contract delivery, customer relations, and oversees all operations and business development. Since 2016, Lori has led the operational and strategic delivery of the SSC Protective Services contract. She holds a bachelor's degree from the University of Colorado and a master's degree from the University of Northern Colorado. She is a Project Management Institute (PMI) certified Project Management Professional (PMP) and certified as a Six Sigma Green Belt from the University of Michigan.



Ben Dolan is RiverTech's Project Manager for the Protective Services Contract at SSC and is committed to the continued security mission to protect NASA personnel, the Center, and all Visitors 24 hours a day, 7 days a week. Ben brings over 3 decades of relevant security management experience, to include; supporting the U.S. Department of State (DOS), Bureau of Diplomatic Security, Worldwide Protection Services Program in Iraq and Afghanistan, the Poppy Eradication mission in Afghanistan, and the sniper training program supporting the United Nations in Somalia. Ben started his career by serving a combined 20 years in the United States Marine Corps, US Air Force and US Army. He served Operation Desert Shield/Storm, Operation Enduring Freedom, and Operation Iraqi Freedom earning Bronze Star Medals in Iraq and Afghanistan.

Akima in the News

Several Akima Support Operations employees were recipients of the 2020 Robert H. Goddard Award

Akima contractors collaborated with NASA to help the Goddard Center win millions in funding

- Award recognizes those who have exceptional achievement in his or her chosen field
- The ASO team members support Goddard Space Flight Center as part of the Mission & Enabling Support Team and Institutional Construction of Facilities Team:
 - Phillip Denton
 - Robert Fogle
 - Nik Sheth
 - Ralph Smith
 - Nicholas Staratchko

SMALL BUSINESS SUCCESS WITH AKIMA: NASA & SSC

What Akima Looks For In A Subcontractor

Small and Large businesses pursuing SSC prime and subcontracting opportunities face heavy competition and require strong past performance, competitive pricing, and differentiators that introduce value to the NASA and SSC mission.

1. Recent past performance in the relevant scope of work.
2. Technical expertise in the relevant scope.
3. Competitive pricing.
4. Value Proposition that aligns with the mission.
5. Does your proposal benefit NASA?



Rapid and Flexible Procurement

Akima holds several government-wide acquisition contract vehicles, basic ordering agreements, and agency specific IDIQs, including:



GSA Oasis Small
Business & 8(a)
Subpools



GSA MAS



8(a) STARS II



SEWP V



CIO-CS



SeaPort-NxG



Army
RS3



ITES-3S



ITES-3H



Army EAGLE



DHS FirstSource II

Pursuing Subcontract Opportunities with Akima

We believe in the power of partnerships and are committed to building new relationships with small business subcontractors to better serve NASA. If your company is interested in subcontracting opportunities at SSC or across additional NASA Centers, complete each step shown below.

STEP 1

Complete the Online Form

- Go to: www.akima.com/team-with-us/
- Fill out a small form that introduces you and your company, your primary NAICS code, company size, and capabilities to Akima

STEP 2

Email Introduction

- Please send an instruction email that includes:
 - Capabilities Brochure
 - NASA-relevant marketing and past performance material
 - DUNS and Cage Code
 - Facility Clearance information
- Email: scott.elliott@akima.com

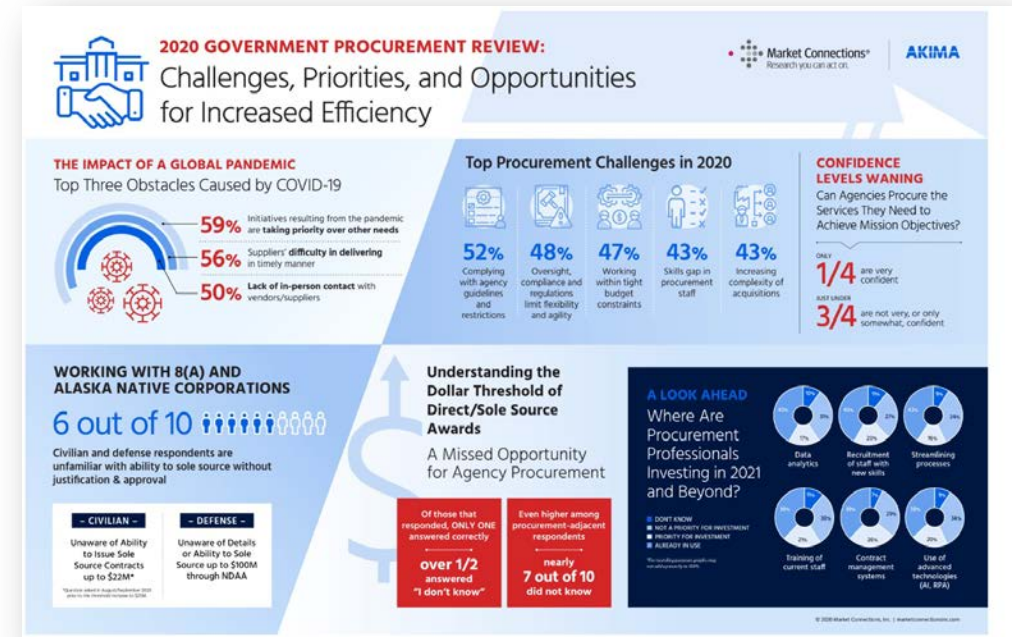
SMALL BUSINESS SUCCESS WITH AKIMA: NASA & SSC

Additional Resources



This visual eGuide provides the how and why behind the unique contracting method of issuing 8(a) direct awards. It offers a brief look into the 8(a) program, Alaska Native Corporations, the overall process for issuing contracts, and lessons learned for government agencies.

<https://www.akima.com/eguide-issuing-8a-direct-awards/>



Research from Market Connections that explores the specific challenges procurement professionals faced in 2020, as well as the top opportunities and priorities for FY2021.

<https://www.marketconnectionsinc.com/akima-2020-government-procurement-review/>



AKIMA

AKIMA.COM | 571.528.1817 | scott.elliott@akima.com

Laurie Jugan

Program Director

Mississippi Enterprise for Technology (MSET)



MISSISSIPPI ENTERPRISE FOR TECHNOLOGY
STENNIS SPACE CENTER



MISSISSIPPI ENTERPRISE FOR TECHNOLOGY



Mississippi Technology Transfer Center, Building 1103



- ✓ Created in 1994 by the State of Mississippi, NASA, and the State's institutions of higher learning
- ✓ 501c(3), private, non-profit corporation
- ✓ MSET offices inside the State-built Mississippi Technology Transfer Center at Stennis
- ✓ Responsible for the operations of the Mississippi Technology Transfer Office through Space Act Agreement among NASA, MDA, and MSET

MISSION

MSET facilitates technology-based economic development by leveraging the resources of Stennis Space Center, the State, and the region to foster business opportunities among public and private entities.



Areas of Concentration

Tech-based Economic Development
Overall purpose of the organization;
specific initiatives focusing on existing
and new businesses at Stennis
and in the Gulf South region.

Leased Space at Stennis
Corporate office space at Stennis and
a number of business development
services for member companies.

Technology Transfer and Utilization
Collaboration with federal agencies,
universities, and industry.
Partnership Intermediary
Agreement (PIA) with Navy; informal
relationship with NOAA.





Leased Space At Stennis

- Tenancy
 - One-person to multiple person offices in MTTC
 - Leased space as requested from NASA in other Buildings
 - Support to new construction at Enterprise Park
 - Open to companies that support the NASA mission or the mission of NASA tenants (Navy, NOAA, other)
 - Available office space – contact JoBeth Kavanaugh (jobeth.kavanaugh@mset.org or 228-688-3144)
- Benefits/Services Package
 - Stennis badges for all working in MTTC/24-7 access to the Federal City
 - Stennis Business Development Support across agencies and large contractors
 - Use of NASA and MSET assets (conference/meeting rooms, copier, internet, etc)
 - Discounts to MSET-hosted functions
 - Profile on MSET website
 - Assistance in identifying strategic partnerships





MSET's Affiliate Program

- Introductions to Stennis-based federal agencies and large prime contractors
 - Coordinate events and presentations for better understanding of local mission/program needs
 - Match federal program needs to products/services in small/medium companies
- Strategic Partners
 - Connect companies that each have related, complimentary technologies
 - Identify American-based sales partners
 - Identify companies to meet small business goals of large, prime contractors
- Technology Transfer
 - Technology “spin out” from federal agencies to commercial companies
 - Technology “spin in” from industry to federal programs
 - Assist large companies in identifying capable small and medium companies to develop new technologies
 - Arrange presentations/demonstrations on technologies of interest to federal programs



Regional Business Support

MSET assists technology companies with business development/expansion in a variety of industries, including aerospace, the Blue Economy (maritime), IT and cybersecurity, aquaculture, advanced materials and more.



MSET supports the federal agencies and large companies at Stennis and around the globe, identifying potential new customers, small business partners, suppliers, and other strategic partners.





Information transfer



MSET bridges gaps in communication among technology principals and those who need to understand that technology – the general public, local and state governments, economic development professionals, potential customers or users, and more. Through our connections, referrals, and demonstrations, we help increase your visibility and credibility.

The Oceans In Action Workshop is a venue for communicating and demonstrating the results of one of the Navy's ANTX (Advanced Naval Technology Exercises). MSET seeks new technologies relevant to Navy and NOAA missions to exhibit at the event – or to be part of the Navy/NOAA demonstrations.

www.mtsociety.org/oceans-in-action

OCEANS
IN ACTION



www.MSET.org

Contacts

Laurie Jugan, Interim CEO/Program Director

Laurie.Jugan@mset.org

228-688-1192

JoBeth Kavanaugh, Office/Facilities Manager

Jobeth.Kavanaugh@mset.org

228-688-3144



Q&A Session

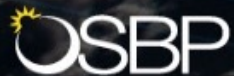
OSBP Updates

TOP 20

NAICS

Total Dollars
FY 2020

SIX-DIGIT NAICS CODE WITH DESCRIPTION	TOTAL DOLLARS	
541710/ 541712/ 541715	Research and Development in the Physical, Engineering, and Life Sciences (Except Nanotechnology and Biotechnology)	\$9,419,152,386
336414	Guided Missile and Space Vehicle Manufacturing	\$2,437,019,689
481212	Nonscheduled Chartered Freight Air Transportation	\$1,465,722,422
541330	Engineering Services	\$893,829,246
561210	Facilities Support Services	\$664,911,336
541512	Computer Systems Design Services	\$617,896,287
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$452,298,275
517919	All Other Telecommunications	\$254,517,928
561110	Office Administrative Services	\$196,825,135
541519	Other Computer Related Services	\$169,269,769
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$167,410,305
541513	Computer Facilities Management Services	\$164,627,422
236210	Industrial Building Construction	\$160,187,538
541611	Administrative Management and General Management Consulting Services	\$155,835,209
333314	Optical Instrument and Lens Manufacturing	\$149,988,071
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	\$146,137,343
561612	Security Guards and Patrol Services	\$114,891,386
336411	Aircraft Manufacturing	\$100,571,643
236220	Commercial and Institutional Building Construction	\$90,069,258
488190	Other Support Activities for Air Transportation	\$77,910,863
TOTAL		\$17,899,071,509



OFFICE OF **SMALL BUSINESS** PROGRAMS
...where small business makes a **BIG** difference

NASA Small Business Specialists

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Robert O. Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfsc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Jennifer D. Perez	301-286-4379	Gsfsc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

Upcoming Webinars

Date	Topic	Speakers
6/16/2021	OSBP Learning Series	Guest Speaker
7/21/2021	How to Do Business with the NASA Marshall Space Flight Center	David E. Brock Marshall Space Flight Center
8/18/2021	OSBP Learning Series	Guest Speaker
9/15/2021	How to Do Business with the NASA Johnson Space Center	Robert E. Watts Johnson Space Center

OSBP Learning Series: CALL FOR NEW TOPICS!!



NASA's Office of Small Business Programs is NOW ACCEPTING new topics ideas for our monthly OSBP Learning Series Webinars!

We would LOVE to hear from you!!

Please submit your topic ideas to smallbusiness@nasa.gov!

Upcoming Congressional Event

Artemis Supplier and Northeastern Pennsylvania Small Business Industry Day Event

May 24, 2021



Upcoming Outreach Event

Northwest Aerospace Defense Conference in Partnership with NASA

June 10, 2021



Connect with OSBP at www.osbp.nasa.gov
or smallbusiness@nasa.gov



OSBP
Website



OSBP
Learning
Series
Webinars



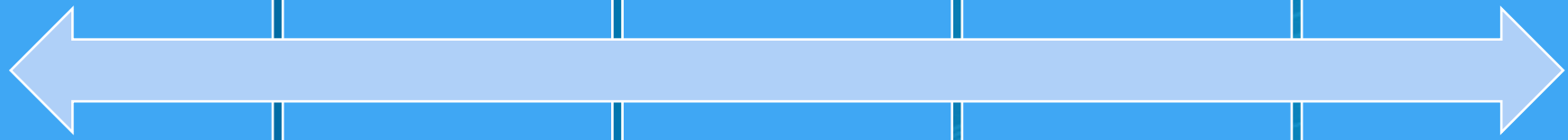
Small
Business
Outreach
Events



OSBP
Mobile
App



Social
Media



To learn more about the Small Business Program at NASA:



<http://www.osbp.nasa.gov>



202-358-2088



smallbusiness@nasa.gov



@NASA_OSBP



NASASmallBusiness



OSBP Mobile, available on iOS and Android devices

Contact



Truphelia M. Parker

Program Specialist

NASA Office of Small Business
Programs

(202) 358-1820

smallbusiness@nasa.gov

Thank You for Joining!



 OSBP

OFFICE OF **SMALL BUSINESS** PROGRAMS

...where small business makes a **BIG** difference.