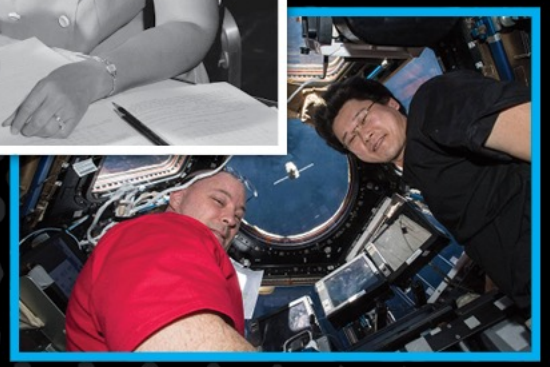
National Aeronautics and Space Administration



NASA OSBP
Opportunities for Underrepresented Communities

Wendnesday, February 16, 2022
1:00 p.m. ET

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

www.nasa.gov

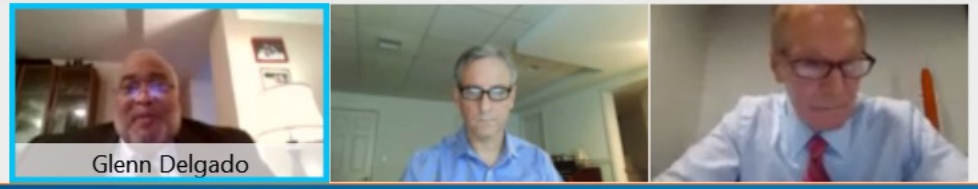
Housekeeping

- 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.
- The presentation WILL be recorded. Attendees will receive an email once those materials are made available online.
- Please fill out the survey sent at the end of this presentation.

Cisco Webex Events | Event Info | Hide Menu Bar

Connected

File Edit Share View Audio & Video Participant Event Help



Do Your Homework!

- **Start** with a Small Business Specialist (SBS) at each NASA Center
  - Build relationships with the Center SBS and the Industry Small Business Liaison Office (SBLO)
- Learn about NASA 's various missions
  - Each NASA Center has different Missions
  - Varied mix of products and services
- Respond to Sources Sought Synopses / Request for Information
- Use Small Business resources:
  - Agency Acquisition Forecast
  - Procurement Technical Assistance Center (PTAC)
  - Small Business Administration (SBA)
  - Trade associations
  - Outreach Events

EXAMPLE

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

17

Participants (322)

Search

Panelist: 22

Attendee: 300 (7 displayed)

Chat

Hi Truphelia -- will you please add Vikram from SpaceX to the panelist group? He's logged in as "V Kothari (SPACEX)"

To: All Attendees

Enter chat message here

Q&A

Polling

Unmute | Start video | Share | ... | Participants | Chat | ...

Polling

1. 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

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

a. YES
b. NO

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 Colleges or Universities (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

Polling

4. Have you done business with NASA? (More than one answer can be applicable)

a. Prime Contractor
b. Subcontractor
c. NASA Mentor-Protégé Program
d. Space Act Agreement
e. Grant or Cooperative Agreement Recipient
f. I have not done business with or received funding from NASA

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.

Mr. Glenn A. Delgado, Associate Administrator, Office of Small Business Programs, NASA

Opening Remarks

Meet the Featured Speakers

Mr. David Brock currently serves as the Small Business Specialist (SBS) at the NASA Marshall Space Flight Center (MSFC) in Huntsville, Alabama. As lead SBS, he provides strategic guidance and direction in the planning, coordination, and implementation of the NASA Small Business Programs at MSFC. Brock entered the Federal sector in 1984, when he joined the NASA family as a Procurement Analyst assigned to the Office of Procurement. He has been actively involved in the NASA Small Business programs for 32 of his 34 years of service.

Brock was selected as the NASA Small Business Specialist of the year in 1992, 2002, 2007, and in 2010; New England Outreach Support Person of the Year in 2002; MSFC Procurement Support Person of the Year award in 2003; Director's Commendation award in 2005 and 2006; United Negro College Fund 2007 Advocate of the Year; Huntsville Association of Small Businesses in Advanced Technologies 2007 Small Business Excellence award; Alabama A&M 2009 Advocate of the Year award by the Collaborative University, Business Industry Consortium; Oakwood University 2010 Community Support Person of the year; and 2013 Huntsville National Space Club Community Support Person of the Year.

Brock is a native of Boaz, Alabama, has been married to his wife Shirley for 43 years, has one son, and three grandchildren. He received a Certificate of Business from the Gadsden Business College in 1973, Associate Degree in Science from Snead State Community College in Boaz in 1980, and Bachelor of Science degree in Business Administration from the University of Alabama in Birmingham in 1983. He is an avid reader, and enjoys traveling, music, and sports. He is a member of the Julia Street United Methodist Church in Boaz where he currently serves as the Chair of the Administrative Church Council, is a lay speaker, and teaches a Sunday school class.

Meet the Featured Speakers

Mr. Roderick "Rod" Chappell is leading one of the four MUREP Pillars designed to increase competitiveness at Minority Serving Institutions (MSIs). The Pillar provides leadership, best practices, research, support and training for underrepresented and underserviced communities. The Pillar also supports capacity building at MSIs engaged in S.T.E.M. program development preparing the next generation of innovators. The key product is a repository of MSI data featuring capture management and information sharing.

Chappell is a 20+ year entrepreneur in the marketing, promotions and communications arena. In 2001, he revolutionized the promotions marketplace by forming Grassroots Promotions (GP), a full-service marketing strategy firm specializing in targeted events and promotions. The first of its kind specializing in the African-American and Hispanic consumer marketplace, GP is designed to be the link between managers of corporations and grassroots-level marketing programs in the urban community.

In 2002, GP partnered with Black Entertainment Television (BET) to launch the multiple award-winning BET Black College Tour creating awareness for Historically Black Colleges and Universities (HBCU's) to international audiences for 13 years. The Tour touched over 100,000 HBCU students annually. Under Chappell's leadership, GP handled all aspects of the events including business development, securing and managing corporate partners, managing budgets, securing talent, hiring staff, securing venues and relationship development. Chappell was the recipient of P&G's 1st Multi-Cultural Pioneer Award in 2007. Chappell was also named "CEO of the Year" in 2017 for Georgia companies.

Chappell is a Master of Business Graduate of the Duke University Fuqua School of Business and a Bachelor of Arts graduate of Morehouse College, Department of Business. Chappell travels the nation as guest speaker for various business workshops and conferences, speaking about a principle he founded entitled "In Your Place Marketing." He currently serves as a consultant and advisor for many current and future CEO's. He is also penning a book entitled "HBCU CEO: Passion To Profit."

Meet the Featured Speakers

Mr. Damian Taylor is employed at NASA Headquarters in Washington, D.C. in the Space Technology Mission Directorate (STMD). He currently serves as the Deputy Program Executive for Integration in the NASA SBIR/STTR program. Damian Taylor has held various programmatic positions with increasing responsibility in NASA for the last 10 years.

Prior to NASA, Damian Taylor worked for various companies—including Lockheed Martin, Booz Allen, Kodak, ITT Space Systems, and ARES, Inc.—for over 15 years within the Space, Intelligence, and Department of Defense industries as an Engineering Consultant, Systems Engineer, Program Manager, and Business Unit Manager.

Damian Taylor holds Bachelor of Science and Master of Science degrees from Western International University and Florida Institute of Technology and is a graduate of the Air Force's Squadron Officer School as well as the Air Command and Staff College in the areas of electronics technology, international business, management, acquisition/contracts, leadership, and national security/policy. As Lieutenant Colonel, Damian Taylor has also worked for the last 26 years as an Air Force reserve officer in various leadership positions and now serves as an Inspector General.

Meet the Featured Speakers

Mr. Carlos Torrez is the NASA Program Manager for the Small Business Innovation Research and Small Business Technology Transfer (SBIR/STTR) program. He is responsible for agency-level policy and strategic oversight of this program. His leadership crosses the boundaries of 10 centers, four mission directorates, multiple agencies, and thousands of small businesses, and is a key factor in the success of the program.

Additionally, Torrez has 25 years' experience with NASA procurement and has successfully developed partnerships with other national space agencies as well as partnerships with minority firms. Torrez has received over 30 awards for outstanding service to NASA. Most notable is the Exceptional Achievement Medal in which he was recognized by the business community for expanding contract opportunities to small, minority and women owned businesses. He holds a Bachelor of Science degree in Political Science and Business and a master's degree in Business Management from Notre Dame University.

Meet the Featured Speakers

Mr. Andre Sheppard has over 30 years as a senior acquisition professional with experience working in both the government and private sector. He's currently the agency's IT, Communication and Acquisition Support Procurement Portfolio Manager as well as Senior Procurement Analyst for NASA Shared Services Center (NSSC), Space Technology Mission Directorate (STMD) and the Office of the Chief Information Officer (OCIO). In addition to NASA, Mr. Sheppard has supported other federal agencies such as NAVAIR, Federal Highway Administration (FHWA), United States Coast Guard and Department of Homeland Security. Throughout his career, he's held various roles in procurement, such as a Deputy Director, Senior Procurement Analyst, Procurement Portfolio Manager, Information Technology Policy Lead, Contracting Officer, Team Leader and Contract Specialist.

Mr. Sheppard is experienced in the entire acquisition lifecycle process, as well with managing various contract types such as Fixed Price, Cost types, IDIQ, T&M. He's also has experience managing various types of service contracts, including but not limited to, acquisition support, information technology, facility, construction, research and development and financial support. Mr. Sheppard has a strong working knowledge of FAR Parts 5, 6, 7, 8, 12, 13, 15, 16, 19, 35, 36 and 39.

Mr. Sheppard received a Bachelor of Science in Business Management from Shaw University and a Master of Arts in Administrative Management from Bowie State University (BSU). Mr. Sheppard is also a graduate of the Leadership for a Democratic Society sponsored by the Federal Executive Institute (FEI) and the Digital Information Technology Acquisition Professional (DITAP). He holds the Level III Acquisition Contracting Career Field and a is member of the National Contract Management Association (NCMA).

National Aeronautics and Space Administration

NASA MENTOR PROTÉGÉ PROGRAM

David E. Brock, NASA Mentor Protégé Program Manager, MSFC Small Business Specialist

Feb. 16, 2022

OSBP

PURPOSE OF THE NASA MENTOR-PROTÉGÉ PROGRAM (MPP)

- To provide incentives for NASA contractors to assist eligible small businesses, as defined in NASA Federal Acquisitions Regulation (FAR) Supplement (NFS) 1819.72, in enhancing their capabilities to perform as prime contractors, subcontractors, and suppliers under Government and commercial contracts.

A GLANCE AT THE NASA MPP

- Program is now managed out of the MSFC Small Business Office.
- The minimum period of performance for an MPA is one year…maximum three years.
- There is now no limit on number of MPAs a protégé can participate in as long as the developmental assistance differs from past NASA MPAs and are only participating in one MPA at a time.
- The NASA PM is now conducting informal Semi-Annual MPA reviews via Microsoft Teams to discuss progress toward accomplishment of milestones as set forth in agreement.

NASA MPP FORMS, TEMPLATES, AND GUIDEBOOK

- Agreement Checklist
- Mentor Annual Report Template
- Mentor Application Template
- Mentor-Protégé Agreement (MPA) Template
- MPA Guidebook
- Protégé Application Template
- Protégé Post-Agreement Report Template
- Protégé Annual Report Template

**MPP Guidebook and Templates can be found within following hyperlink under "Templates & Forms":*
https://osbp.nasa.gov/mpp/index.html

MENTOR PARTICIPATION REQUIREMENTS

- Mentor must be eligible for receipt of government contracts.
- Mentor must be approved to participate in the program by the NASA MPP Manager…approvals good for six years.
- Mentor must be a large business or research institution.
- Mentor must have a NASA contract with an approved subcontracting plan as a part of the contract.
- No limit on number of agreements a mentor can have.

NASA APPROVED MENTORS - STATUS

Mentor Name	Expiration Date	Mentor POC	Phone No.	E-mail Address
a.i. Solutions, Inc.	7/12/2024	B. Steve Owens	321-867-0670	steve.owens@ai-solutions.com
AECOM	1/28/2024	Shawn Ralston	703-559-1338	shawn.ralston@aecom.com
Bastion Technologies, Inc. ***(New Mentor)***	2/28/2027	Kim E. Whitson	256-585-5150	kwhitson@bastiontechnologies.com
Bechtel National, Inc. ***(New Mentor)***	5/20/2026	Lisa Tribuce-Leoung Tat	703-429-6261	ljtribuc@bechtel.com
CH2M Hill, Inc. ***(New Mentor)***	2/7/2028	Lauren Terry	720-286-5318	lauren.terry@jacobs.com
CSRA, LLC	12/26/2022	Bruce Moore	256-947-5033	bruce.moore@gdit.com
Deloitte & Touche, LLP ***(New Mentor)***	10/25/2026	Victoria Vo	703-585-3946	vicvo@deloitte.com
Enterprise Services, LLC	10/9/2023	Jeff Henderson	703-736-4015	jeff.henderson@perspecta.com
Hamilton Sundstrand Space System International, Inc.	12/14/2022	Mark Beardslee	860-654-6897	mark.beardslee@utas.utc.com
Honeywell International, Inc. (Aerospace-Glendale)	12/5/2023	Cruz Andino Vargas	787-658-2289	cruz.andino@honeywell.com
Jacobs Technology, Inc	9/8/2026	JoAnn Belt	256-961-1769	joann.v.belt@nasa.gov
Jones Edmunds & Associates, Inc. ***(New Mentor)***	11/04/2026	Douglas Toth, PhD., PE	352-258-8816	dtoth@jonesedmunds.com
Leidos Innovations Corporation	11/13/2023	Chireda Gaither	571-526-6026	chireda.b.gaither@leidos.com
LJT & Associates, Inc.	9/17/2023	Matthew Kilroe	443-283-2500	---
Lockheed Martin	12/22/2026	Orysia Buchan	315-456-3018	orysia.d.buchan@lmco.com
Northrop Grumman	2/19/2027	Jenifer Scoffield	435-863-2017	jenifer.scoffield@ngc.com
PAE Applied Technologies, LLC	4/3/2023	Stephen Brettel	281-224-5874	stephen.p.brettel@nasa.gov
Peraton, Inc. ***(New Mentor)***	4/25/2027	Willie Franklin	303-815-6214	wfrank01@peraton.com
Raytheon Company	11/19/2026	Crystal King	571-250-3725	crystal_l_king@raytheon.com

**Highlighted Companies are either new or recently renewed.*

NASA APPROVED MENTORS – STATUS (CONT.)

Mentor Name	Expiration Date	Mentor POC	Phone No.	E-mail Address
Science Applications International Corporation (SAIC)	12/17/2026	Bruce Emerson Rita Brooks	256-544-8547 571-203-6832	bruce.g.emerson@nasa.gov marguerite.brooks@saic.com
Sierra Lobo, Inc.	4/3/2023	Chuck Stidham	567-401-1051	cstidham@sierralobo.com
Southwest Research Institute	5/31/2022	Eva Carpenter	210-522-2237	eva.carpenter@swri.org
Teledyne Brown Engineering, Inc.	6/25/2026	Debbie Batson	256-726-1393	debbie.batson@teledyne.com
The Boeing Company	4/7/2026	Christina Washington Tina Wang		christina.m.washington@boeing.com tina.t.wang@boeing.com
Wyle Laboratories, Inc. d/b/a KBRWyle	10/19/2022	Gracie Orr Jaime Downs Applebe	832-205-6982 281-853-5027	gracie.orr@us.kbr.com jamie.downs@us.kbr.com

**Highlighted Companies are either new or recently renewed.*

PROTÉGÉ ELIGIBILITY REQUIREMENTS

- Must be eligible for the award of Federal Government contracts.
- Must be able to certify as a small business against the NAICS code size standard that represents the contemplated services to be provided by the Protégé to the Mentor.
- In those situations where proteges have participated in past MPAs, the developmental assistance received from mentors cannot be duplicated.
- Must be classified in one of the business classification types in order to participate in the NASA MPP.

PROTÉGÉ ELIGIBILITY REQUIREMENTS – BUSINESS CLASSIFICATION TYPES

- Small Disadvantaged Businesses
- Women-Owned Small Businesses,
- Historically Underutilized Business Zone Certified Small Businesses
- Veteran-Owned Small businesses
- Service-Disabled Veteran-Owned Small Businesses
- Historically Black Colleges and Universities and Minority Serving Institutions
- Companies participating in the Ability One Program
- Small Business Innovation Research Phase II Program
- Small Business Technology Transfer Phase II Program

ACTIVE MPAS

NASA Center	Mentor	Protégé	Protégé's SB Classification(s)	Contract No.	MPA Duration	End Date
*JSC	Jacobs Technology, Inc.	CRM Solutions, Inc. DBA McLaurin Aerospace	HUBZone, WOSB	NNJ13HA01C	36 Months	02/02/2025
*KSC	Jones Edmunds & Associates, Inc.	Drummond Carpenter, PLLC	SDVOSB	80KSC020D0018	24 Months	03/28/2023
*LaRC	Jacobs Technology, Inc.	Analytical Services & Materials (AS&M)	EDWOSB	NNL13AA14C	36 Months	01/24/2024
*MSFC	Jacobs	JBS Solutions, Inc.	HUBZone certified, SDB, WOSB	80MSFC18C0011	24 Months	04/22/2022
*MSFC	The Boeing Co.	Southern University	HBCU	NNM07AB03C	24 Months	06/22/2022
*NSSC	Leidos	Sure Secure Solutions, LLC	EDWOSB	80NSSC19D0001	24 Months	06/30/2022

**MPAs approved since March 1, 2020*

INCOMING AGREEMENTS

NASA Center	Mentor	Protégé	Contract No.	Protégé Classification	POP Months	Status
GSFC	KBR, Inc.	SPACENAV, LLC	NNG17HP02C	HUBZone-certified	12 Months	Pending follow-on award
GSFC	Northrop Grumman Corporation	University of Maryland Eastern Shore (UMES)	80GSFC19C0060	HBCU	36 Months	At GSFC/In Review
GSFC	Peraton	KIRA Aerospace, LLC	80GSFC19C0060	SDB, Native Indian	24 Months	At GSFC/On hold for Contract Novation
GSFC	Peraton	Metis Technology Solutions, Inc.	80GSFC19C0063	WOSB	30 Months	At GSFC/On hold for Contract Novation
MSFC	Jacobs	K S Ware & Associates, LLC	80MSFC19D0021	WOSB	TBD	Mentor submitting to MSFC soon
MSFC	Northrop Grumman Space Sector	Florida A&M University	NNM07AA75C	HBCU	TBD	Mentor submitting to MSFC soon

NASA HBCU/ MSI INITIATIVE

- Administrator Bolden reemphasized the mandated 1% HBCU/MSI goal in an agency-wide memorandum dated January 3, 2016
- The one percent goal includes both prime and subcontract dollars
- NASA only agency having an HBCU/MI goal

PAST & PRESENT NASA MENTOR-PROTÉGÉ AGREEMENTS WITH HBCU/MSI

NASA Center	Mentor	Protégé	Protégé Classification	Contract No.	MPA Duration	POP
JSC	PAE Applied Technology	Prairie View A&M University	HBCU	NNJ08JA02C	12	2/7/2018 - 2/6/2019
MSFC	ATK Launch	Florida A&M	HBCU	NNM07AA75C	9	11/7/2013 - 8/6/2014
MSFC	Jacobs	Tuskegee University	HBCU	NNM05AB50C	36	1/2010 - 12/2013
MSFC	Pratt & Whitney Rocketdyne	Alabama A&M	HBCU	NNM06AB13C	24	7/10/2012 - 7/9/2014
MSFC	SAIC	Oakwood University	HBCU	NNM04AA02C	36	1/1/2009 - 12/31/2012
MSFC	Teledyne Brown Engineering	University of Nevada- Las Vegas	MI	NNM13AA29C	12	8/3/2015 - 8/2/2016
MSFC	Teledyne Brown Engineering	Alabama State University	HBCU	NNM13AA29C	12	8/3/2015 - 8/2/2016
MSFC	The Boeing Company	Southern University	HBCU	NNM07AB03C	24	6/23/2020 – 6/22/2022
NSSC	Enterprise Solutions, LLC	Jackson State University	HBCU	NNX11AA01C	9	4/13/2018 - 1/12/2019

FY20 TOP 20 NASA PRIME CONTRACTORS

Large Prime Contractor	Website	Total Dollars
California Institute of Technology (JPL)	https://acquisitions.jpl.nasa.gov	$2,814,488,510
The Boeing Company	http://www.boeingsuppliers.com/esd/getstart.html	$1,484,105,650
Lockheed Martin Corp.	https://www.lockheedmartin.com/en-us/suppliers.html	$1,397,590,743
Northrop Grumman	https://www.northropgrumman.com/suppliers	$1,359.827,527
Jacobs Technology, Inc.	https://www.Jacobs.com/client-advocate#Suppliers	$1,060,566,999
Space Exploration Technologies Corp.	https://www.spacex.com	$847,990,951
KBR, Inc. (Includes Wyle & SGT)	https://kbr.com/en/contact-us	$650,213,921
Aerojet Rocketdyne, Inc.	https://www.rocket.com/suppliernet	$502,544,463
SAIC	https://www.saic.com/suppliers	$495,196,146

FY20 TOP 20 NASA PRIME CONTRACTORS, (CONT.)

Large Prime Contractor	Website	Total Dollars
Leidos (includes Dynetics)	https://www.Leidos.com/suppliers	$401,101,998
Sierra Nevada Corporation	https://www.sncorp.com/suppliers	$344,728,532
United Launch Services, LLC	http://www.ulalaunch.com	$275,796,019
Science Systems and Applications, Inc. (SSAI)	https://www.ssaihq.com	$272,773,396
Johns Hopkins University	https://hopkinsmedicine.org/business/index.html	$257,391,750
ASRC Federal, Inc.	https://asrcfederal.com/contract-vehicles#	$256,159,525
Blue Origin Federation, LLC	https://www.blueorigin.com/fly-with-us/become-a-supplier	$230,164,399
Syncom Space Services, LLC	http://www.syncomspaceservices.com/vendors.aspx	$197,354,994

MSFC FY21 TOP 20 LARGE BUSINESS PRIME CONTRACTS

No.	Contract Title	Prime	Contract No.	Classification	$ Obligated
1	Space Launch System (SLS) Stages	Boeing	80MSFC20C0052 & NNM07AB03C	LB	$1,061.0M
2	SLS RS-25 Engine	Aerojet Rocketdyne	NNM16AA02C	LB	$435.1M
3	Human Landing System (HLS) study	SpaceX	80MSFC20C0034	LB	$344.8M
4	SLS Booster	Northrop Grumman	80MSFC20D0008 & NNM07AA75C	LB	$254.4M
5	HLS Study	Blue Origin	80MSFC20C0020	LB	$251.6M
6	Engineering Services & Skills Capabilities Augmentation	Jacobs	80MSFC17C0011	LB	$206.4M
7	SLS Interim Cryogenic Propulsion	Boeing	NNM12AA82C	LB	$144.9M
8	HLS Study	Dynetics	80MSFC20C0035	LB	$91.8M
9	Chandra Science Center	Smithsonian	NAS8-03060	NP	$60.6M
10	Mission Operations & Integration	Teledyne Brown	NNM13AA29C	LB	$50.8M

MSFC FY 2021 TOP PRIME CONTRACTS (CONT.)

No.	Contract Title	Prime	Contract No.	Classification	$ Obligated
11	Lunar Lander Concept	Dynetics	80MSFC21CA016	LB	$38.9M
12	Lunar Lander Concept	Lockheed Martin	80MSFC21CA017	LB	$35.2M
13	Lunar Lander Concept	Northrop Grumman	80MSFC21CA018	LB	$33.7M
14	Cryogenic Propellant	SpaceX	80MSFC21CA002	LB	$27.7M
15	SLS Launch Vehicle Stage	Teledyne Brown Engineerin	NNM13AA35C	LB	$26.6M
16	Cryogenic Demonstration Mission	Lockheed Martin	80MSFC21CA001	LB	$24.5M
17	Lunar Concept Study	Blue Origin	80MSFC21CA015	LB	$22.8M
18	Additive Mfg.	Made in Space	NNM17AA02C	SB	$22.8M
19	Mars Ascent Propulsion	Northrop Grumman	80MSFC21C0010	LB	$21.9M
20	Imaging X-ray Polarimetry	Ball Aerospace	NNM15AA18C	LB	$16.3M

MSFC MAJOR RESEARCH AND DEVELOPMENT CONTRACTS

PRIME	TITLE	CONTRACT #
Aerojet Rocketdyne	Space Launch System (SLS) RL-10 Engine	NNM16AA12C
Aerojet Rocketdyne	SLS RS-25 Engine	NNM16AA02c
Ball Aerospace	Imaging X-ray Polarimetry	NNM15AA18C
Ball Aerospace	Solar Cruiser	80MSFCC0004
Boeing	SLS Interim Cryogenic Propulsion	NNM12AA82C
Boeing	SLS Stages Production & Evolution	80MSFC20C0052
Lockheed Martin	Focal Plane Mission	NNM07AA01C
Made in Space	Additive Manufacturing	NNM17AA02C
Northrop Grumman	SLS Booster Production & Operations	80MSFC20D0008

MSFC MAJOR RESEARCH AND DEVELOPMENT CONTRACTS (CON.T)

PRIME	TITLE	CONTRACT #
Southwest Research	JUICE Ultraviolet Spectrograph	NNM13AA38C
Southwest Research	JUNO Mission	NNM06AA75C
Southwest Research	LUCI Discovery 2014	NNM16AA08C
Southwest Research	New Horizon Pluto Mission	NASW02008
SpaceX	Human Landing System	80MSFC20C0034
Teledyne Brown Engineering	SLS Launch Vehicle Stage	NNM13AA35C
Teledyne Brown Engineering	Mission Operations & Integration	NNM13AA29C
U. of Arizona	OSIRIS-REX Asteroid	NNM10AA11C
United Launch Alliance	SLS Interim Cryogenic Propulsion	NNM12AA82C

GETTING STARTED

- Mentor solely responsible for selecting a protégé.
- Once the Mentor and potential Protégé have determined they are a good match, both should collaboratively meet to conduct a needs assessment for the Protégé.
- Mentors should then meet with the Center's Small Business Specialist (SBS), Contracting Officer (CO), and Contracting Officer Representative (COR) to discuss.
- Next step – prepare the agreement and send MPA to the SBS at the Center where the mentoring will occur.
- Following the submission of the necessary documentation to the Center's CO, COR, and SBS, the information is vetted, endorsed, and then sent to the NASA MPP Manager at MSFC for final review/approval.

THINGS TO CONSIDER WHEN PREPARING AN MPA

- Make sure MPA package contains all required documentation before submitting.
- Make sure developmental assistance split of 70/30 is correct both in hours and dollars:
- Developmental assistance for businesses should reflect 70 percent technical/30 percent business
- Developmental assistance for HBCUs/MSIs should reflect 70 percent business/30 percent technical.
- Make sure other direct cost (ODC) do not exceed 10 percent of the proposed direct labor cost.
- Make sure MPA has a perceived benefit and value to NASA.
- Make sure mentor is the primary entity responsible for the mentoring…no more than 20 to 25 percent should be provided (10 to 15 percent on an average) by other entities such as PTACs, SBDCs, etc.
- Make sure milestones outlined by the Mentor are valid and obtainable.
- Make sure CO has modified the contract with the clause from NFS 1852.219-79 along with incorporation of the developmental assistance portion of the MPA, the technical volume, and Gantt chart ahead of the official MPA start date (anticipating changes to the NFS).

HOW TO CONTACT US

- Creation of a new dedicated NASA MPP Inbox for processing all NASA MPP related documentation:

  MSFC-NASAMentorProtegeProgram@mail.nasa.gov

- Establishment of a new dedicated Phone number for receiving inquiries specific to the NASA MPP only: 256-544-7768

National Aeronautics and
Space Administration

INSPIRE - ENGAGE - EDUCATE - EMPLOY

The Next Generation of Explorers

MINORITY UNIVERSITY RESEARCH AND EDUCATION PROJECT

ROD CHAPPELL, LEAD
MUREP PARTNERSHIPS & SUSTAINABILITY

NASA STEM ENGAGEMENT

VISION

We immerse students in NASA's work, enhance STEM literacy, and inspire the next generation to explore.

MISSION

We engage students in NASA's mission

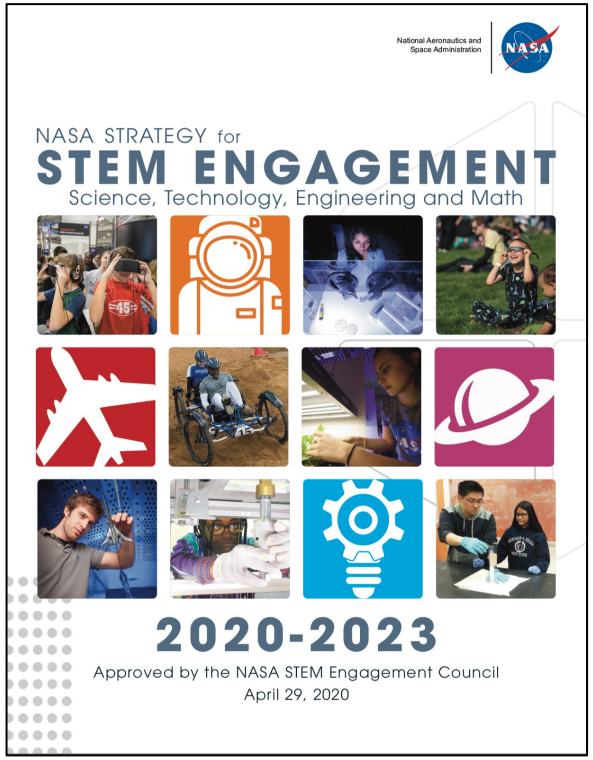
Strategic Goals

Create **unique opportunities** for a diverse set of students to contribute to NASA's work in exploration and discovery.

Build a **diverse future STEM workforce** by engaging students in authentic learning **experiences** with NASA's people, content and facilities.

Attract diverse groups of students to STEM through learning opportunities that **spark interest** and **provide connections** to NASA's mission and work.

NASA STRATEGY FOR STEM ENGAGEMENT 2020-23



Emphasis on ***diversity, equity and inclusion*** with focus on broadening participation

1

STRATEGIC GOAL 1: Create **unique opportunities** for a diverse set of students to contribute to NASA's work in exploration and discovery.

OBJECTIVES:

1.1 Provide student work experiences that enable students to contribute to NASA's missions and programs, embedded with NASA's STEM practitioners.

1.2 Create structured and widely-accessible experiential learning opportunities for students to engage with NASA's experts and help solve problems that are critical to NASA's mission.

2

STRATEGIC GOAL 2: Build a **diverse future STEM workforce** by engaging students in authentic learning **experiences** with NASA's people, content and facilities.

OBJECTIVES:

2.1 Develop and deploy a continuum of STEM experiences through authentic learning and research opportunities with NASA's people and work to cultivate student interest, including students from unrepresented and underserved communities, in pursuing STEM careers and foster interest in aerospace fields.

2.2 Design the portfolio of NASA STEM engagement opportunities to contribute toward meeting Agency workforce requirements and serving the nation's aerospace and relevant STEM needs.

3

STRATEGIC GOAL 3: Attract diverse groups of students to STEM through learning opportunities that **spark interest** and **provide connections** to NASA's mission and work.

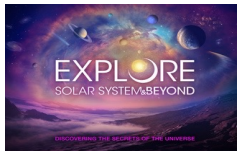
OBJECTIVES:

3.1 Attract a broad and diverse set of students to STEM through targeted opportunities and readily available NASA STEM engagement resources and content.

3.2 Foster student exposure to STEM careers through direct and virtual experiences with NASA's people and work.

NASA STEM ENGAGEMENT

NASA'S MISSION THEMATIC AREAS



NASA STEM ENGAGEMENT PROJECTS

SPACE GRANT

A **national network of colleges and universities with over 1,000 affiliate institutions and organizations located in all 50 states, the District of Columbia, and Puerto Rico.**

Purpose: Expands opportunities for students to participate in NASA's aeronautics and space projects.

EPSCOR

The Established Program to Stimulate Competitive Research (EPSCoR) funds partnerships with government, higher education, and industry in 28 eligible jurisdictions (25 states and three territories).

Purpose: Effects sustainable improvements in a state or region's research infrastructure, capacity, and competitiveness.

MUREP

The Minority University Research and Education Project (MUREP) supports minority-serving institutions (MSIs) to enhance research, academic, and technology capabilities.

Purpose: Increases retention of underserved and underrepresented groups in STEM.

NEXTGEN STEM

Next Generation STEM (NextGen STEM) creates K-12 and informal education STEM engagement initiatives aligned to NASA mission priorities.

Purpose: Attracts and retains student interest in STEM careers, building a vibrant next-generation workforce.

ENABLING CROSS-CUTTING FUNCTIONS

EDUCATIONAL TOOLS AND PLATFORMS

- Focus: Access and scalability
- Suite of tools and platforms enabling student engagement and data collection
  - **NASA STEM Gateway (Phase 1 operational in early FY2021)**
  - **stem.nasa.gov**
  - **intern.nasa.gov**
  - **NASA STEM@Home**

PERFORMANCE ASSESSMENT AND EVALUATION

- Focus: Outcomes and metrics
- Learning agenda
- Targeted studies

STRATEGIC PARTNERSHIPS

- Focus: Scalability
- Comprehensive approach to foster and stimulate strategic partnerships
- New strategy began in FY 2020

INTERNSHIPS AND FELLOWSHIPS

- Focus: Diversity and Inclusion
- Enterprise model in collaboration with mission directorates and centers

STEM ENGAGEMENT BENEFICIARIES

K-Elementary School

Middle School

High School

Undergraduate

Graduate

MINORITY UNIVERSITY RESEARCH AND EDUCATION PROJECT (MUREP)
PURPOSE AND STATUTORY AUTHORITY

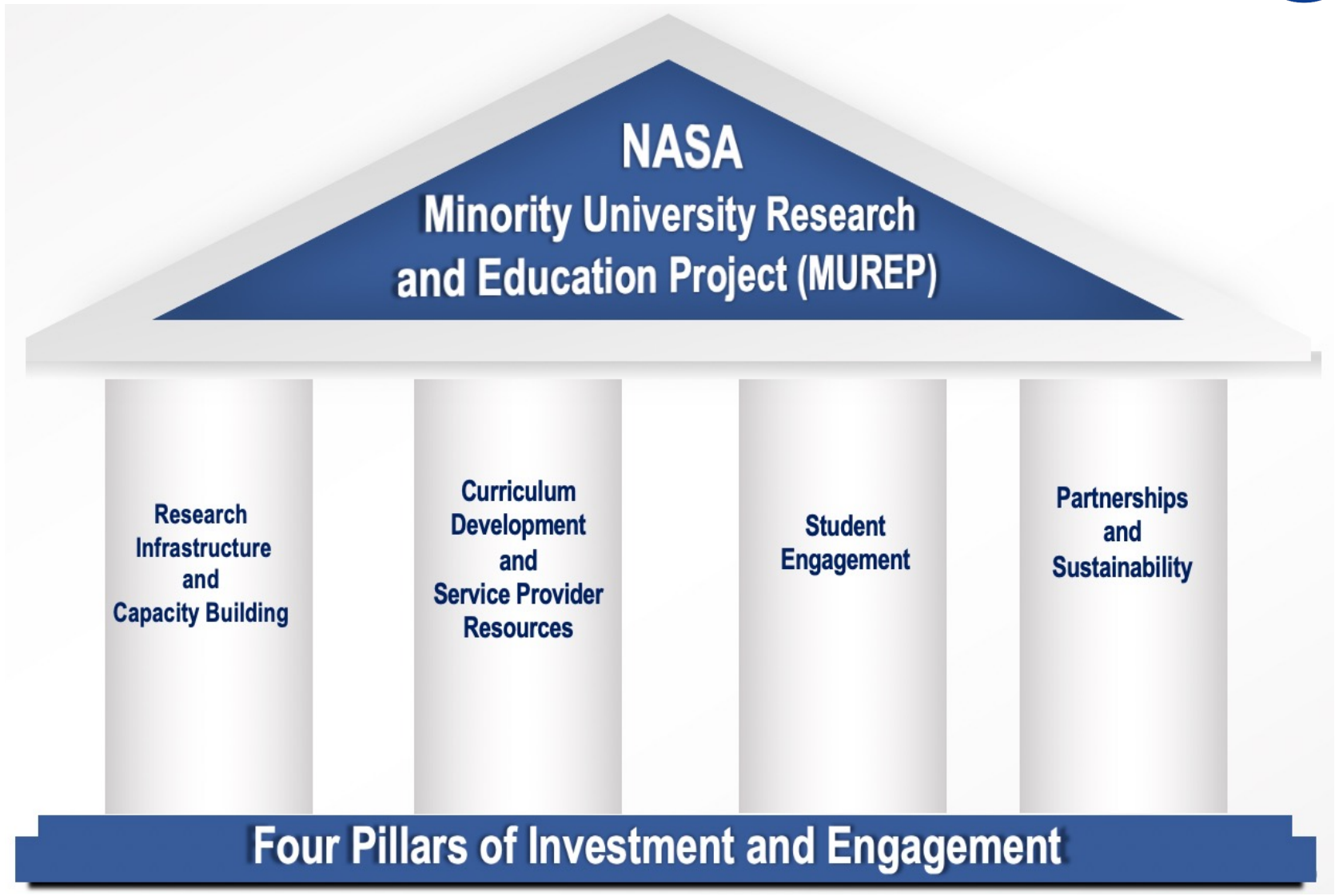
AGENCY RESPONSE TO FEDERAL EXECUTIVE ORDERS
FOR MINORITY SERVING INSTITUTIONS (MSIs)

MUREP is established to increase NASA's responsiveness to federal mandates related to MSIs and underrepresented and underserved communities, including women, girls, persons with disabilities and veterans.

- ❑ **EO 14041** — Advancing Educational Equity, Excellence, and Economic Opportunity Through Historically Black Colleges and Universities (HBCU)
- ❑ **EO 13621**: White House Initiative on Educational Excellence for African Americans (PBI)
- ❑ **EO 13592**: Improving American Indian and Alaska Native Educational Opportunities and Strengthening Tribal Colleges and Universities (TCU/NASNTI)
- ❑ **EO 14045**: White House Initiative on Advancing Educational Equity, Excellence, and Economic Opportunity for Hispanics (HSI)
- ❑ **EO 13515**: Increasing Participation of Asian Americans and Pacific Islanders in Federal Programs (AANAPISI / ANNH)

MUREP VISION

To enhance the **research**, **academic** and **technological capabilities** at MSIs by providing authentic **student learning experiences** related to **NASA missions** that contribute to a **Diverse Future STEM Workforce.**



How we Engage Minority Serving Institutions

MUREP INVESTMENTS

RESEARCH INFRASTRUCTURE & CAPACITY BUILDING	CURRICULUM DEVELOPMENT & SERVICE PROVIDER RESOURCES	STUDENT ENGAGEMENT	PARTNERSHIPS & SUSTAINABILITY
			
Mission Driven Research Efforts	Leveraging Virtual Tools & Technology Curriculum Development Indigenous Connections & Engagement Digital Badging	Pre-College STEM Learning Experiences Higher Education STEM Learning Experiences Challenges & Competitions Awareness Events	Internal & External Collaboration

TARGETED OUTCOMES

- MISSION-CENTERED ALIGNMENT & APPROACH
- ENHANCED STEM CAPABILITIES AT MSIs
- BROADENING MSI PARTICIPATION
- STUDENT SUCCESS

INSPIRE - ENGAGE - EDUCATE - EMPLOY
The Next Generation of Explorers

MUREP Portfolio

FY2021 – 2022 STRATEGIC PRIORITIES

- Increase engagement within MUREP and OSTEM
- Formalize key NASA internal Relationships
- Utilize Partnerships to Expand MSI Reach
- Foster External Partnerships
- Leverage Technology to Drive Participation

Increase engagement within MUREP and OSTEM

Formalize key NASA internal Relationships

FY 21 Activity

Cross Pillar Strategy Support

- Created formal partnership with Upward Bound program via OSTEM

STTR Relationships

- Launched cohort one of M-STTR
- 11 Awardees

MPACT Activity Selection

- MSFC program partnership
- 4 MSI awardees

NASA Road Tour (Virtual)

- Executed two Road Tours
- Over 300 attendees

FY 21 Activity

Utilize Partnerships to Expand MSI Reach

Foster External Partnerships

White House Initiatives

- HBCU + HSI + ANNAHI working groups
- Responding to New Executive Orders

CIAA Conference

- Virtual event completed in 2021
- 2022 Edition in Baltimore next week!!!

MUREP INCLUDES + NSF

- Selection for NSF Implementation Agreements
  - Six awardees

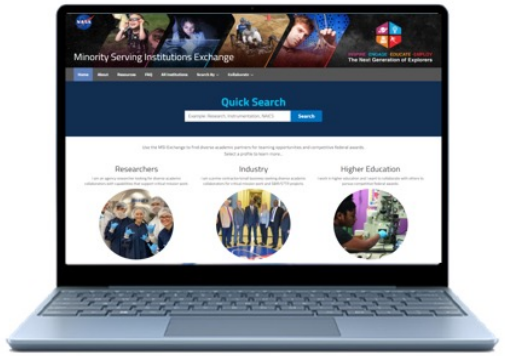
MITTIC Partnership

- Created annual partnership with White House

LEVERAGE TECHNOLOGY TO DRIVE PARTICIPATION

The MSI Exchange is a resource that drives collaboration to build capacity and competitiveness of MSIs. The MSI Exchange was designed to meet the needs of NASA missions and has application across public and private sectors.

- ✓ Provides MSI awareness and connectivity.
- ✓ Powers the search for diverse academic collaborators by amplifying the applied research and areas of expertise of MSIs.
- ✓ Informs partnerships for teaming opportunities and competitive federal awards such as grants, contracts and cooperative agreements.
- ✓ Increases MSI faculty and student involvement in NASA research.
- ✓ Increases the diversity and capabilities of NASA's future STEM workforce.



Features

STEM Profiles

Capability Statements

Official NASA MSI List

Bi-weekly MSI Mailings

Advanced Sort and Filter Options

Training + Professional Development

https://MSIExchange.nasa.gov/

FY2022 TACTICS

Increase engagement within MUREP and OSTEM

- Attack the Midwest Gap Map
  - In Partnership with Space Grant
  - Leverage Road Tour program

Formalize key NASA internal Relationships

- Expand MD partnerships using joint resources
  - Support and leverage existing MD activities
  - SMD MSI Challenge with ESTO / AIST

Utilize Partnerships to Expand MSI Reach

- Leverage current NASA relationships with entities

Foster External Partnerships

- Leverage government and private partnerships

Partnerships and Sustainability

FY 22-23 Opportunities

NASA Road Tour (Hybrid)

- April 19-20 in Chicago, IL
- November 2022

STTR Relationships

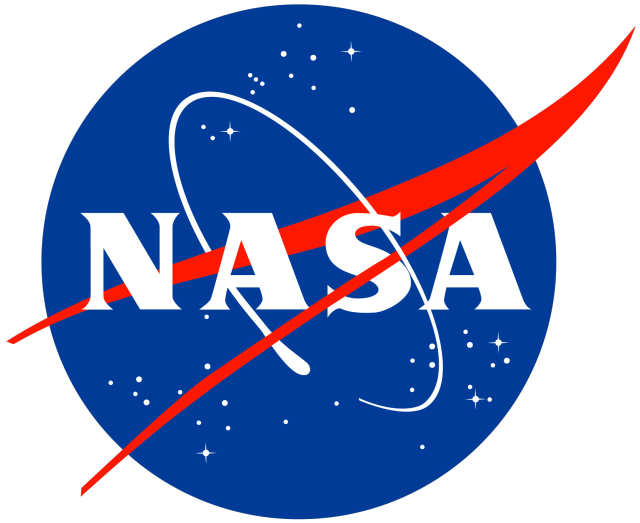
- Cohort Two of the M-STTR Program
- Team with an MSI
- Early April 2022

Student Work-Based Learning

- Small Business Partnerships
- Possibly MITTIC expansion

Building Capacity in Contracting

- MSFC Mentor-Protégé Program



FOR ADDITIONAL INFORMATION AND UPDATES, VISIT THE MUREP WEBSITE:

WWW.NASA.GOV/STEM/MUREP

FOR QUESTIONS OR FEEDBACK, CONTACT US:

HQ-MUREP@MAIL.NASA.GOV

National Aeronautics and Space Administration

Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) Program Overview

Damian Taylor, Deputy Program Executive for Integration
Carlos Torrez, Program Manager
February 16, 2022

NASA SBIR/STTR Program

sbir.nasa.gov

AGENDA

- What is the SBIR/STTR Program?
- What do we provide?
- Why do we provide this?
- Who can join?
- What is the difference between SBIR and STTR?
- What do participants say?
- What exactly do I get?
- How does it work?
- Where do I start?
- What other resources do I have?


WE ARE
PIONEERS,
AND SO
ARE YOU.

What do we provide small businesses?

- **Early-stage funding** for research & development (R&D)
- **Up to $1.15 million** during your first three years, plus up to nearly $3 million or more through Post Phase II opportunities
- We **take zero equity**, and you keep your intellectual property
- The **experience** of working with NASA experts on your technology
- The **opportunity** to join us on one of our many ambitious missions
- A **network** of diverse entrepreneurs and innovators
- A door into potential work with **NASA programs and other government agencies**
- A way to hone your **business skills** to complement your technical skills
- A way to **de-risk your technology** as you work to mature it
- A **reputation** that comes with working with an agency known for expanding the physical and mental boundaries of humanity

What do we provide research institutions?

For RIs:

- A path to turn **cutting-edge research** from the lab to **life-changing technology** in the market
- The **credibility** that comes from working alongside **NASA's researchers and experts**
- A **federal funding** mechanism to advance research in your area of interest

For Professors:

- Research data for potential **publication in the future**
- A way to **expose students to exciting projects** that could lead to employment
- An approach to **foster entrepreneurship and innovation** in students
- A **differentiator when marketing** your institution to potential students

For Students:

- The opportunity to work on **pioneering research projects**
- **Experience** that could lead to employment

From Low-Earth Orbit to Benefits on Earth

How small businesses use the International Space Station to improve life on our planet

From health care to climate change and emergency response, here are a few SBIR/STTR-derived technologies tested on the space station:

A lidar (light detecting and ranging) system for monitoring the effects of climate change by studying cloud and aerosol properties in Earth's atmosphere

Fibertek, Inc. (VA) | fibertek.com
Michigan Aerospace Corp. (MI) | michiganaerospace.com

A system to manufacture multilayered artificial retinas to treat retinal degenerative diseases; the conditions of space improve the quality of the manufacturing process

LambdaVision (CT) | lambdavision.com
Woman-led small business

A fine water mist fire extinguisher that is a non-toxic substitute for CO2 fire extinguishers, making it a safer alternative for spacecraft, aviation, and general commercial use

ADA Technologies, Inc. (CO) | adatech.com

An ultraviolet sensor for improved detection of ocean-based oil spills and fires in remote areas; the technology's integrity can be validated in the harsh conditions of space

Ozark Integrated Circuits, Inc. (AR) | ozarkic.com

A 3D bioprinter that uses the microgravity conditions of space to print human tissue, which could be used for skin grafts and transplants

Techshot, Inc. (IN) | techshot.space

The NASA SBIR/STTR program provides more than just early-stage funding – we open doors to a community that awaits you.

Learn more at **sbir.nasa.gov**

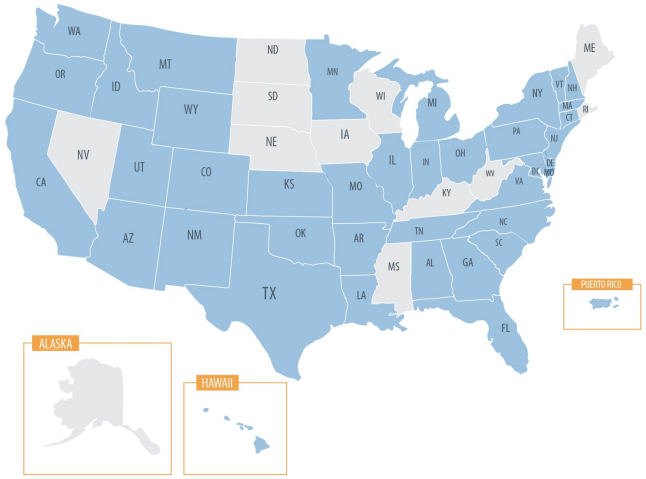
2021 Phase I Awards

National Aeronautics and Space Administration

NASA SBIR/STTR PROGRAM
2021 Phase I Awards by the Numbers

NASA Provides $45 Million Boost
to U.S. Small Businesses

289 small businesses and **47** research institutions across **38** states, D.C., and Puerto Rico selected to receive funding that supports technology development for NASA missions



19% of the research institutions partnering with small businesses for STTR are classified as Minority Serving Institutions (MSIs)

91
companies selected for their first SBIR/STTR award

198
companies with previous awards selected

27% of the companies are from underrepresented groups, including minority- and women-owned businesses

365 proposals
selected for Phase I funding

308 SBIR &
57 STTR
proposals selected

Diversifying our participants

Connect

Initiative: M-STTR | Partner: MUREP

- M-STTR solicitation launched with MUREP in 2021
- First-ever STTR research planning grant opportunity
- Goal: Foster MSI/SBC partnerships to prepare for STTR proposals
- 2021 recipients: 6 HBCUs, 5 Hispanic Serving Institutions (HSI)

Build

Initiative: STTR Phase 0 Pilot | Partner: MSRDC

- Cooperative agreement signed with MSRDC in 2021
- 5-year initiative to engage MSIs, align competencies, link them with SBCs, and provide partnership coaching
- Near-Term Goal: Create a capabilities database and collaborative platform for pairing MSIs with SBCs
- Long-Term Goal: Increase MSI STTR program competitiveness

Educate

Initiative: MITTIC Space Tank Pitch Competition

- MUREP/NASA L'SPACE Academy collaboration providing "concept to commercialization" training, followed by a higher-education spinoff challenge for MSIs utilizing NASA IP
- Near-Term Goal: Develop new ideas for commercialization
- Long-Term Goal: Train the next generation of small business owners from underrepresented groups

Grow

Initiative: Intern Diversity Supplement Working Group

- Created a two-year internship opportunity for MSI students
- Interns work with NASA and a small business
- Near-Term Goal: Introduce students to entrepreneurship and NASA SBIR/STTR-developed technologies
- Long-Term Goal: Inspire the next generation of small business owners from underrepresented groups

Who can join?

- The program's **focus is on R&D**, funding ideas that have the potential to solve some of NASA's most pressing challenges
- You **must be a Small Business Concern (SBC)** with 500 employees or less and legally established in the U.S. (visit our website for the full criteria)
- **For STTR**, the partnering research institution must be in the U.S. and be a nonprofit college or university, domestic nonprofit research organization, or a federally funded R&D Center (FFRDC)
- **If NASA is not the right fit**, there are 10 other government agencies that have SBIR/STTR programs that you may want to explore: https://www.sbir.gov/agencies-landing

What is the difference between SBIR and STTR?

- The STTR program exists to unlock the power and innovative thinking of the country's **research institutions**
- The primary difference is that for STTR, the small business **must formally partner** with a research institution (RI)
- Topics in **SBIR** support NASA's **mission directorates**, whereas the **STTR** topics are derived from the specific needs of NASA's **ten centers**
- The **period of performance** for a Phase I is longer for STTR due to the nature of the academic calendar for universities
- SBIR: Principal Investigator (PI) must be more than 50% employed by the small business
- STTR: Principal Investigator (PI) can be employed by either the small business or the research institution

What else do participants say?

"SBIR and STTR awards are really how we got the company going and became **the lifeblood of the company**."

"We now have **maturity** in the eyes of our industry partners…NASA gave us an initial push and **now the industry is taking over**."

"As a small R&D firm, you have to go after these **higher risk, cutting edge technologies that are only funded under SBIR**."

"Without the SBIR/STTR program this **would have been a much more difficult road for us** to travel."

"Our company has been able to **provide jobs in a rural area** in a non-space state, and we really tie that back to the SBIR program."

"The technology that was funded under this NASA SBIR **evolved into the product we sell today**."

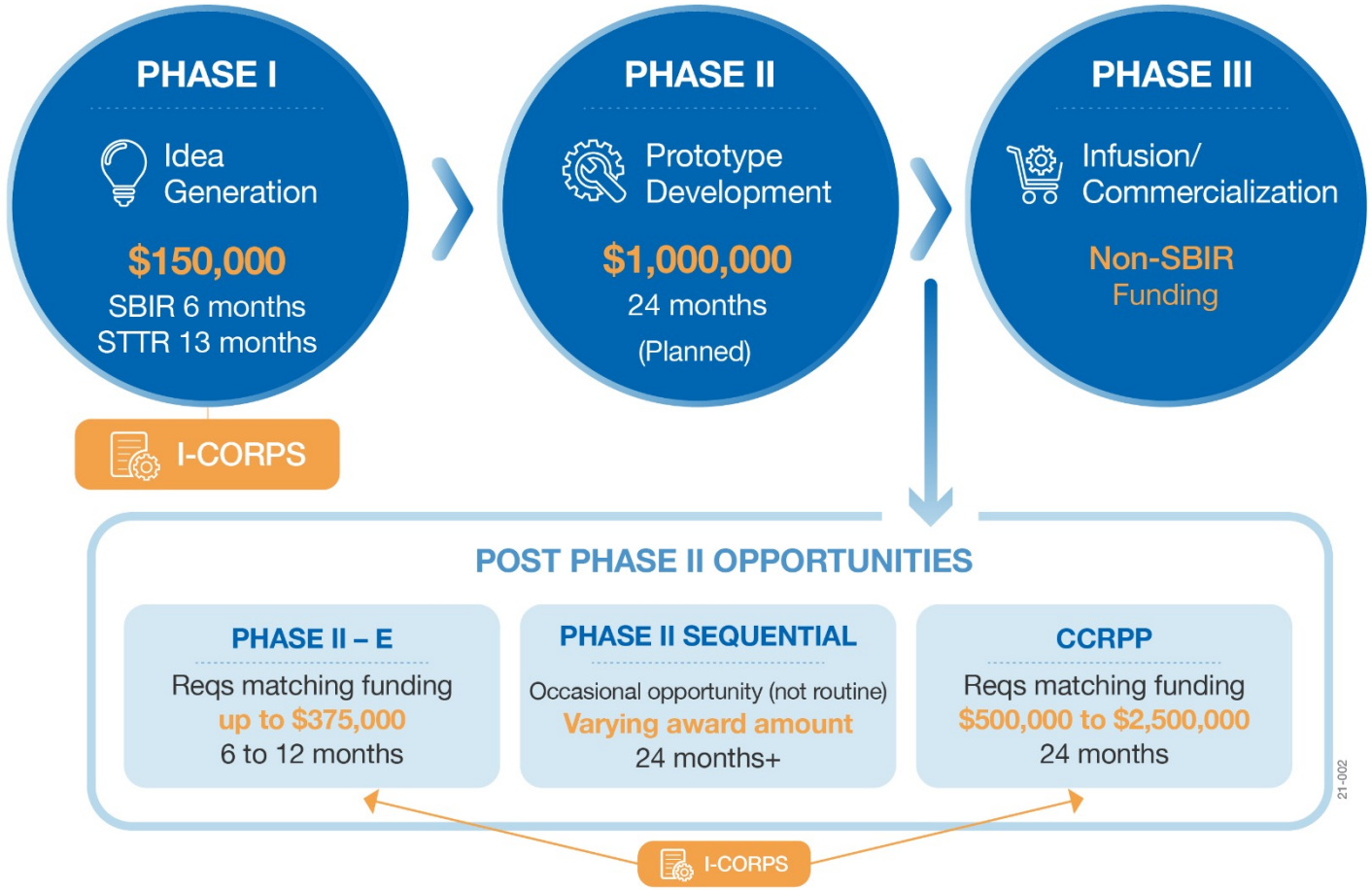
"We went from an R&D **prototype line to a pilot-scale production line in just six months** that allowed us to more readily manufacture the material and deliver the product to NASA."

"I was impressed with the **opportunity for the small businesses to compete** with the large aerospace companies. It really **gives small business an entry**."

"The NASA SBIR program has **enabled a very complicated technology to be developed** that, if it were left to private enterprise, never would have been built."

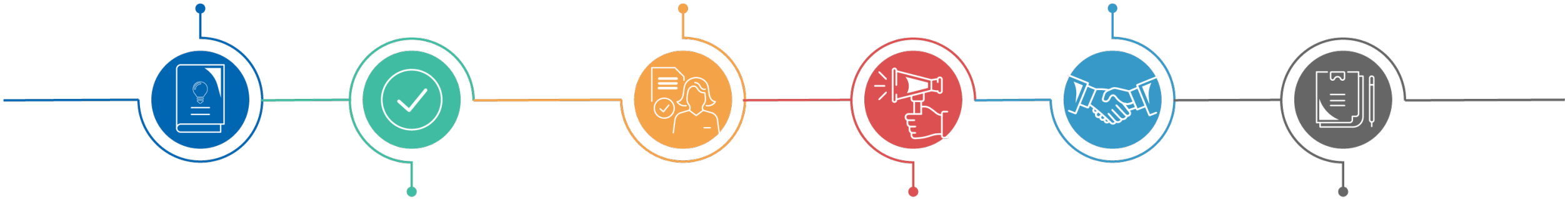
What exactly do I get?

Up to $1.15 million for Phase I and II and nearly $3 million or more for Post Phase II opportunities!



Note: The 2022 Phase II funding amount is planned to increase to $1 million from $750,000. This is dependent on the final budget appropriated by Congress.

How does it work?



Solicitation Release

January 2022

Proposal Submissions

January 2022 – March 2022

Proposal Reviews and Selection

February 2022 – May 2022

Phase I Selection Announcement

May 2022

Note: A Federal agency may enter into a Phase III agreement at any time with a Phase I or Phase II awardee.

Contract Negotiations/Awards

May 2022 – July 2022

Phase II Proposal Submission

Due by Phase I Contract End Date

Note: Dates are subject to change. For the latest dates, please visit our website's "Schedule & Awards" page.

2022 NASA SBIR/STTR Solicitations

January 6 – March 9, 2022

Changes from previous years:

- Phase I funding will increase from $125,000 to $150,000
- SBIR and STTR will be split into separate solicitations
- Phase II requirements will no longer be part of the Phase I solicitations
  - Phase II submissions details will be available to Phase I awardees toward the end of their period of performance

Where do I start?

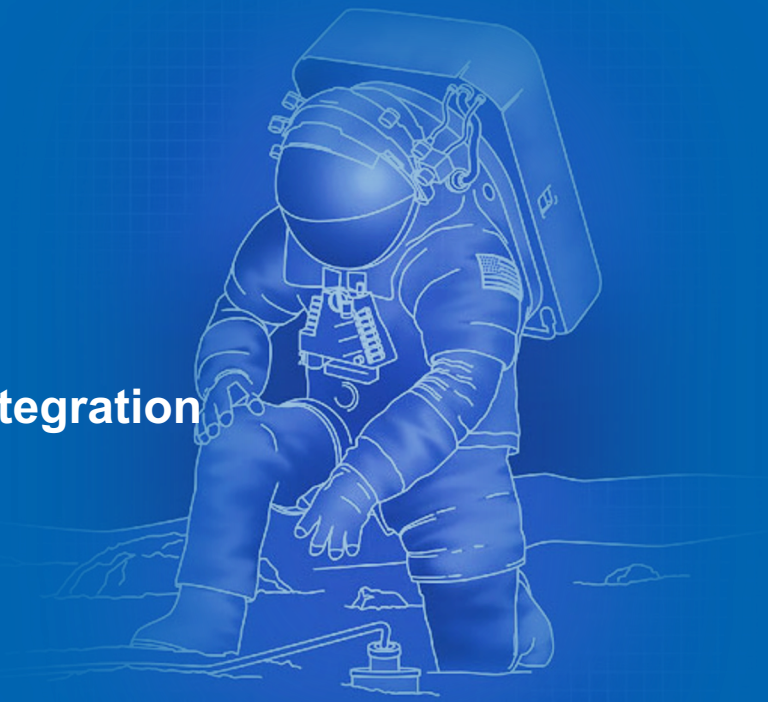
- Start by perusing our website and **read the most recent solicitations**: sbir.nasa.gov/solicitations to understand NASA's technology focus areas. Get a feel for the types of challenges NASA is looking to solve and if you think you have a solution, then NASA could be a fit for you!
- Determine your **topic(s)** of interest. If STTR, find a research institution partner.
- Sign up for our newsletter and other **communications**: sbir.nasa.gov/info
- Contact a Center Technology Transition Lead (**CTTL**): sbir.nasa.gov/contacts
- Find additional sources of **assistance**: sbir.nasa.gov/content/additional-sources-assistance

What other resources do I have?

- **Resource Library**: sbir.nasa.gov/resource-library
- **Events**: sbir.nasa.gov/events
- **One-on-Ones and Networking Opportunities**: Keep an eye out for communications regarding opportunities to meet directly with a NASA representative and network with the community
- **NASA Office of Small Business Programs**: nasa.gov/osbp
- **NASA Mentor Protégé Program**: nasa.gov/osbp/mentor-protege-program
- **Success Stories**: sbir.nasa.gov/success-stories
- **Blog**: sbir.nasa.gov/blog
- **Contact Us**: sbir.nasa.gov/contacts

Questions?

Visit our website:
www.sbir.nasa.gov



Damian Taylor, Deputy Program Executive for Integration
damian.taylor@nasa.gov

Carlos Torrez, Program Manager
carlos.torrez@nasa.gov

National Aeronautics and Space Administration

EXPLORE PROCUREMENT

The cornerstone of NASA's current and future missions

OSBP Learning Series: Broad Agency Announcements/NASA Research Announcements Overview & Update

Mr. Andre Sheppard, Senior Procurement Analyst,
IT, Communication and Acquisition Procurement
Portfolio Manager

February 16, 2022

Broad Agency Announcements (BAA)

There are three forms of BAAs that are authorized for use:

(A) Announcements of Opportunity (see NFS 1872).

(B) NASA Research Announcements (see 1835.016-71).

(C) Other forms of announcements approved by the Senior Procurement Executive.

- (A) (ii) Other program announcements, notices, and letters not authorized by paragraph (a)(i) of this section shall not be used to solicit proposals that may result in contracts.
- (B) (iii) Draft or final versions of any form of BAA that directly or substantially supports a program subject to NASA Procedures and Guidelines (NPR) 7120.5 shall not be released unless— (A) All applicable NPR 7120.5 required documentation (see 1804.7301(b)(2)) is current and has been approved (e.g., Formulation Authorization Document, Program Commitment Agreement, Program Plan, or Project Plan); or (B) Authority to proceed without the required documentation has been granted by the Chair of the Governing Program Management Council or designee.

NASA RESEARCH ANNOUNCEMENT (NRA)

An NRA is used to announce research interests in support of NASA's programs, and, after peer or scientific review using factors in the NRA, select proposals for funding. Unlike an RFP containing a statement of work or specification to which offerors are to respond, an NRA provides for the submission of competitive project ideas, conceived by the offerors, in one or more program areas of interest. An NRA shall not be used when the requirement is sufficiently defined to specify an end product or service.

NASA Solicitation and Proposal Integrated Review and Evaluation System (NSPIRES)

Supporting research in science and technology is an important part of NASA's overall mission. NASA solicits this research through the release of various research announcements in a wide range of science and technology disciplines. NASA uses a peer review process to evaluate and select research proposals submitted in response to these research announcements. Researchers can help NASA achieve national research objectives by submitting research proposals and conducting awarded research.

https://nspires.nasaprs.com/external/index.do

Preparation: How do I get in the game?

- Prime Role
- Subcontractor (i.e., Mentor-Protégé Program)
- Register in System for Award Management
  - https://sam.gov
    - DUNS Code
    - CAGE Code
    - NAICS Code
- Assess financial systems (accountability)
- Internal controls (i.e., documented P&Ps)

Bridge To Success

- Be registered & up-to-date with D&B – SAM, NASA Vendor Database
- Explore SBA.GOV
- Know the Mission Directorates, Centers and Small Business Specialist
- Be prepared with your Capabilities statement
  - Have a clear direction with Technical and/or Administrative examples
  - Bring something to the table (innovative and creative)
- Create a team to develop Proposals (SME, Pricer, Contracts, legal)
- Partner with other institutions and industry

Takeaways

- It is a business decision to enter into the Federal Government Acquisition Process!
  - Ensure you have the right “expertise” on the team
- Know the business, check these sites daily:
  - https://sam.gov
  - https://nspires.nasaprs.com
  - https://www.grants.gov
- Be responsive if contacted by a federal agency!
- Ensure you have the appropriate systems to perform the work

Takeaways

- Get out there!
  - Don’t wait for the RFP to be release. Start tracking requirement early via Agency’s Acquisition Forecast
  - Go to Pre-Proposal Conferences/Vendor/Pitch Days (not only meet industry but meet the Agency players).
  - Don’t wait for industry or Government agency to come to you
- Invest in Training and Continuing Education
  - Train the business team; get certified!
  - Maintain certifications through continuing education courses.
  - Take advantage of Webinars

EXPLORE PROCUREMENT

The cornerstone of NASA's current and future missions

THANK YOU

BUILDING ADDRESS

300 E Street, SW, Washington, DC, 20546

WEBSITE

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

EMAIL

Andre.sheppard@nasa.gov

TELEPHONE

Andre Sheppard: (202) 358-3788

Q&A Session

OSBP Updates

TOP 20 NAICS TOTAL DOLLARS FY 2021

NAICS CODE	AND DESCRIPTION	TOTAL DOLLARS
541710 541712 541715	Research and Development in the Physical, Engineering, and Life Sciences ——— (Except Biotechnology) ——— (Except Nanotechnology and Biotechnology)	$9,365,243,206
336414	Guided Missile and Space Vehicle Manufacturing	$2,939,696,112
481212	Nonscheduled Chartered Freight Air Transportation	$1,265,277,831
541330	Engineering Services	$982,127,108
561210	Facilities Support Services	$634,474,180
541512	Computer Systems Design Services	$634,150,512
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	$431,706,503
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	$250,445,606
517919	All Other Telecommunications	$247,486,600
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	$185,836,953
236210	Industrial Building Construction	$174,742,047
541611	Administrative Management and General Management Consulting Services	$174,350,333
541519	Other Computer Related Services	$167,692,297
561110	Office Administrative Services	$151,454,541
541513	Computer Facilities Management Services	$147,891,233
541612	Human Resources Consulting Services (2007), Human Resources and Executive Search Consulting Services (2002)	$127,757,164
333314	Optical Instrument and Lens Manufacturing	$124,971,776
561612	Security Guards and Patrol Services	$110,441,455
488190	Other Support Activities for Air Transportation	$85,645,060
336411	Aircraft Manufacturing	$84,963,620
	TOTAL	**$18,286,354,137**

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

TOP 20 NASA PRIME CONTRACTORS FY 2021

VENDOR NAME AND WEBSITE		TOTAL DOLLARS
California Institute of Technology (JPL)	*https://acquisitions.jpl.nasa.gov*	$2,366,825,530
The Boeing Company	*http://www.boeingsuppliers.com/esd/getstart.html*	$1,666,164,987
Space Exploration Technologies Corp.	*https://www.spacex.com/*	$1,625,514,025
Northrop Grumman (Includes Orbital Sciences and ATK)	*https://www.northropgrumman.com/suppliers/pages/default.aspx*	$1,438,545,564
Lockheed Martin Corporation	*https://www.lockheedmartin.com/en-us/suppliers.html*	$1,372,076,278
Jacobs Technology, Inc.	*https://www.jacobs.com/suppliers/registration*	$1,018,915,347
KBR, Inc. (Includes Wyle and SGT)	*https://kbrsupplier.com/*	$641,595,784
Science Applications International Corporation	*http://www.saic.com/suppliers*	$508,140,907
Aerojet Rocketdyne of DE, Inc.	*https://www.rocket.com/suppliernet*	$462,109,238
Blue Origin Federation, LLC	*https://www.blueorigin.com/fly-with-us/become-a-supplier*	$278,284,724
Science Systems and Applications, Inc.	*https://www.ssaihq.com/contact.html*	$263,093,314
Johns Hopkins University (5111)	*https://hopkinsmedicine.org/business/index.html*	$252,785,160
Leidos	*https://www.leidos.com/suppliers*	$226,278,015
Ball Aerospace & Technologies Corp.	*https://www.ball.com/aerospace/about-ball-aerospace/supplier-resources*	$204,735,159
Peraton, Inc.	*https://www.peraton.com/supplier-diversity/*	$201,814,678
Dynetics, Inc.	*https://www.dynetics.com/suppliers/*	$186,686,052
Syncom Space Services, LLC	*http://syncomspaceservices.com/Vendors.aspx*	$182,459,852
Universities Space Research Association	*https://www.usra.edu/about-usra/doing-business-usra*	$180,103,360
Raytheon Company	*https://www.rtx.com/suppliers*	$146,218,894
Southwest Research Institute	*https://www.swri.org/content/subcontracts-team-member*	$144,880,241
	TOTAL	$13,367,227,109

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

NASA Small Business Specialists

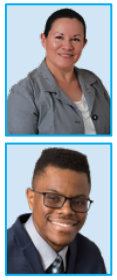
Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	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	Msfc-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	Gsfc-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

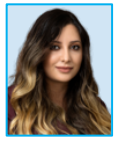
NASA Small Business Specialists Around the Country

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

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

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

NASA Active Contract Listings

ACTIVE CONTRACT LISTINGS (ACLs)

→ NASA Employees Click Here → Vendors Click Here

Active Contract Lists (ACLs) record NASA recurring acquisitions. ACLs are grouped based on NAICS codes and are categorized as follows:

- Accounting Financial Business Services
- Administrative Services
- Environmental Services and Remediation
- Facilities Maintenance
- IT
- Multiple Award Construction
- Occupational Health
- Protective Services

NASA ACQUISITION FORECAST

https://www.hq.nasa.gov/office/procurement/forecast/

The NASA Acquisition Forecast is a consolidated Agency-wide forecast provided to allow users to search multiple NASA Centers for procurement opportunities.

Expiration Date (or "last date to order" for indefinite-delivery contracts)
This allows for long-term tracking of recurring requirements, as well as for the long-term planning time normally required in pursuing the contracts.

Sample Active Contract Listing

Center	NAICS	Contract Name	Contractor Name Contract #	Type of Competition	Potential Value	Ultimate Contract End Date
AFRC	561210	Facilities Operations and Maintenance Services	Helix Management Services, LLC **NND13AD53C**	8(a) Competitive	$44.9 M	5/31/2021 Last Date to Order
ARC	561210	Safety and Mission Assurance	Bastion Technologies, Inc. **80ARC020D0012**	Full & Open	$66.6 M	10/31/2024 Last Date to Order
GRC	561720	Janitorial Services	Creative Management Technology **80GRC020C0007**	SB Set-Aside	$15.4 M	7/31/2025
KSC	561210	Base Operations and Spaceport Services (BOSS)	PAE-SGT Partners, Inc. **80KSC018C0017**	Full & Open	$609 M	3/21/2023
KSC	561730	Grounds and Landscaping Maintenance and Pest Contract II	S.C. Jones Services, Inc. **80KSC019C0020**	HUBZone Set-Aside	$10.9 M	9/30/2023

Center Acronym
Indicates the center(s) or location(s) of the work to be performed, or where the requirement exists. The location of the contracting center may or may not be the same as the location of the work/requirement.

To view:
https://www.nasa.gov/osbp/active-contract-listings

NASA Vendor Database

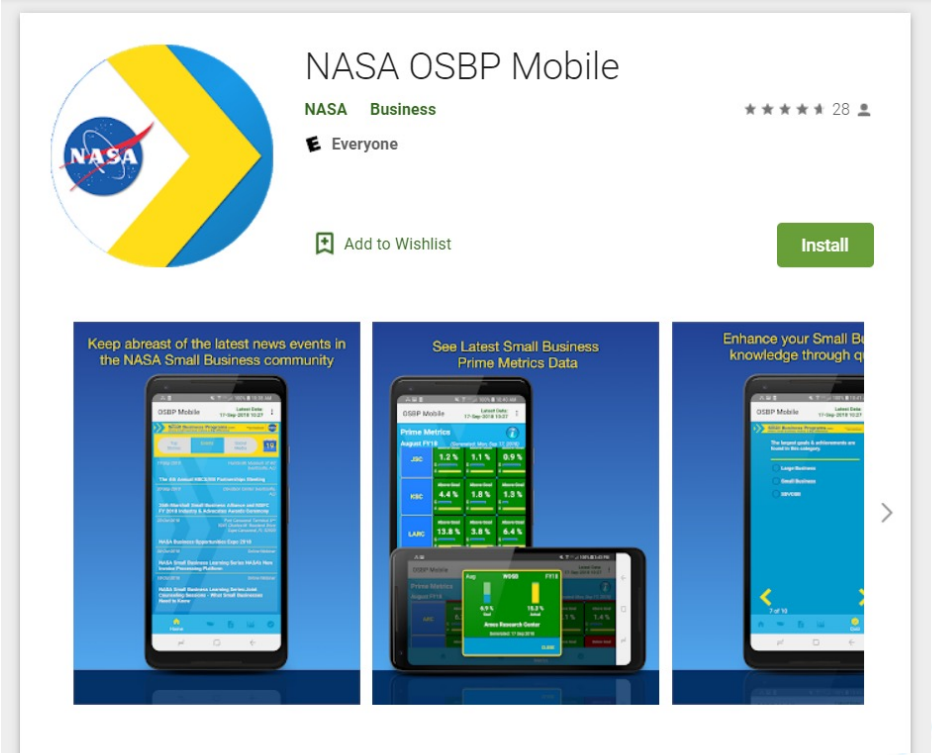
- The NASA Vendor Database (NVDB) is open to all vendors, both large and small, who wish to do business with the National Aeronautics and Space Administration.
  - Build a company profile
  - Conduct vendor search
  - Increase company visibility at NASA!
- For more information, visit: https://www.nasa.gov/osbp/nasa-vendor-database

OSBP Mobile App

Are you a small business looking to make a big difference? Whether you own an engineering company, develop new telemetry software algorithms, or provide Information Technology services, the NASA Office of Small Business Programs (OSBP) can help you make that difference at the Agency by providing the necessary tools right at your fingertips.

- OSBP Mobile is designed to help:
  - Provide active contract listings and requests for proposals
  - Network with Small Business Specialists at each NASA Center
  - Explore the latest Agency prime metrics data
  - Inform you of the latest small business news and events

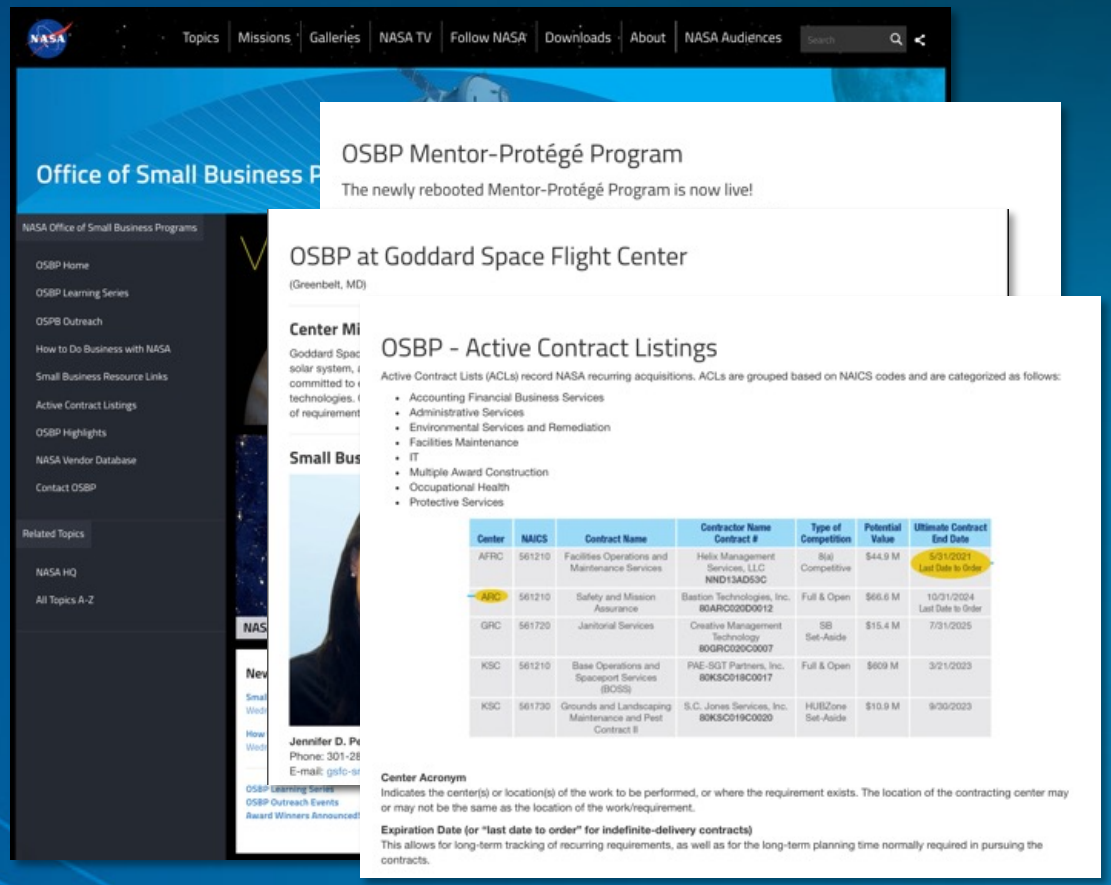
Come make a BIG difference at NASA!



Download at:
https://play.google.com/
https://apps.apple.com/

OSBP's Web Site

www.nasa.gov/osbp



Highlights

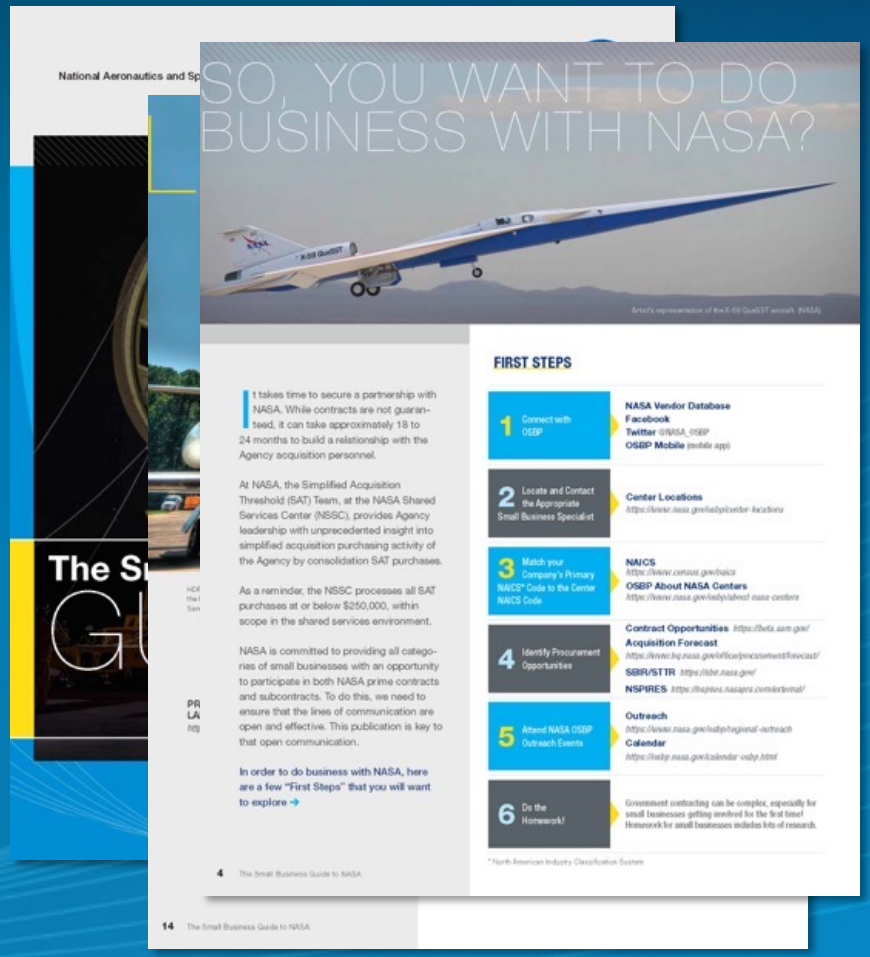
- Redesigned to fit NASA agency branding
- Improved navigation of site content
- Important content up front
  - NASA Vendor Database - Utilize Vendor Data
  - Active Contract Listings
  - Acquisition Forecast for market research
  - Resource links are a useful tool as well!
- OSBP Get's Social!
- Digitally interactive
- Mobile accessible

OSBP's Flagship Publication:
"The Small Business Guide to NASA"

www.nasa.gov/osbp/osbp-publications

Highlights

- Consolidation of multiple publications
- Reduced "First Steps" to do business with NASA
- Digitally interactive
- Mobile accessible



OSBP Publications

NOW AVAILABLE!

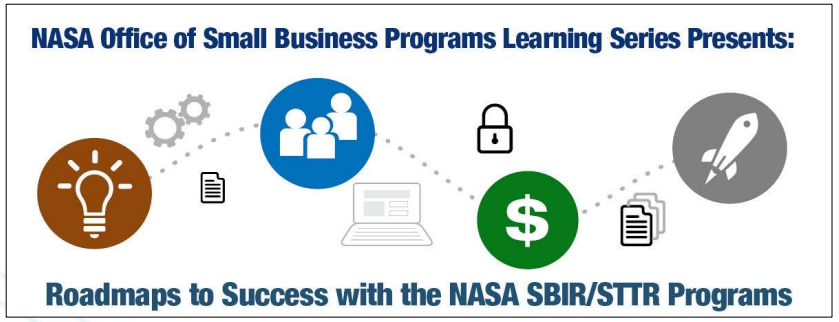
OSBP provides many resourceful publications to the small business community.

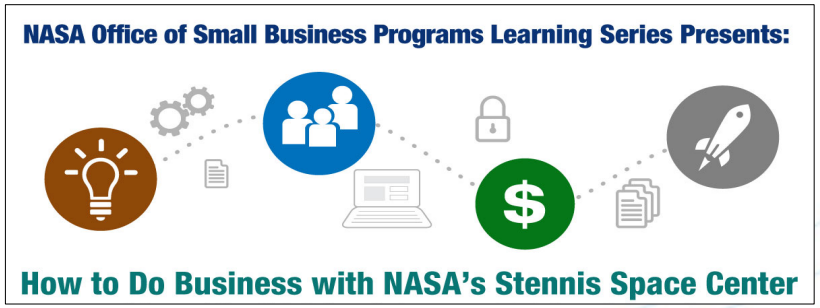
- The Small Business Guide to NASA
- Small Business Industry Awards
- NASA Industry Forum Success Stories
- NASA OSBP Spotlight
- Other Publications

To view/download, visit: https://www.nasa.gov/osbp/osbp-publications

Upcoming NASA OSBP Education and Outreach Opportunities

- **OSBP Learning Series**
  - 1:00pm ET, monthly on 3rd Wednesday
  - For more information: https://www.nasa.gov/osbp/learning-series
- **Sample webinar topics:**





Upcoming NASA OSBP Outreach Events

Event Date	Event
February 22, 2022	Opportunities for Rochester Small Businesses to Support NASA and the Artemis Program
February 23-24, 2022	NASA Engagement Forum and Technical Workshop at CIAA
March 24, 2022	Opening Doors and Breaking Down Barriers Learn – Engage – Connect - Act
June 9, 2022	OSBP Outreach Event

Upcoming Congressional Event

"Opportunities for Rochester Small Businesses to Support NASA and the Artemis Program"

February 22, 2022

2:00 p.m. ET

Upcoming Learning Series Webinar

"Women-Owned Small Business Success at NASA"

March 16, 2022

1:00 p.m. ET

Learn more about NASA OSBP!

www.nasa.gov/osbp

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!

Contact

Truphelia M. Parker

Program Specialist

NASA Office of Small Business Programs

(202) 358-2088

smallbusiness@nasa.gov

Thank You for Joining!