NASA AND PARTNERS
SMALL BUSINESS
AND HBCU SUMMIT

THE CAMPUS OF
SOUTHERN UNIVERSITY NEW ORLEANS

THURSDAY, APRIL 27, 2023
8:30 A.M to 5:15 P.M. CT

OSBP
OFFICE OF SMALL BUSINESS PROGRAMS
Osby’s Tips for Engagement

• Wi-Fi Information: SUNO Guest

• Due to time constraints, we are unable to accommodate LIVE questions. However, we will try our best to ask a few of the pre-submitted questions, in the order in which they were received.

• At this time, please silence all of your electronic devices (phones, iPads/tablets, laptops, and etc.) to avoid any distractions during today’s presentations.

• A friendly reminder to wear your name badge, at all times, throughout today’s event.
Osby’s Tips for Engagement

- All presentations will be posted at the conclusion of the event. Attendees will receive an email once those materials are made available online.

- Please fill out the survey questions distributed at the end of the event. Attendees will receive an email with the direct link to those questions.

- Network, network, network! Follow up with professionals you connected with after the event!
Let’s Get Social!

Engage with OSBP on social media!

• Twitter: @NASA(OSBP)
• Facebook: @NASASmallBusiness
• Official event hashtag: #NASASmBizHBCUSummit

ENgage with Event Planning Partners on Social!

| Southern University at New Orleans | USM Knights (@SUNOKnights) | USM Knights (@SUNOKnights) | USM Knights (@SUNOKnights) |
| Louisiana APEX Accelerator | Louisiana PTAC (@LouisianaPTAC) | Louisiana Apex (@louisianaapex) | Louisiana PTAC (@LouisianaPTAC) |
| U.S. Small Business Administration, Louisiana | SBA Louisiana (@SBA_Louisiana) | SBA Louisiana (@SBAgov) | SBA Louisiana (@SBAgov) |
| Dillard University | du1869 (@du1869) | dillard-university (@dillard-university) | dillard-university (@dillard-university) |
| Xavier University of Louisiana | XULA1925 (@XULA1925) | XULA1925 (@XULA1925) | XULA1925 (@XULA1925) |
Welcome and Kick-off

Ms. Truphelia M. Parker
Program Specialist
NASA Office of Small Business Programs
Opening Remarks

Dr. John H. Ammons, Jr.
Chancellor
Southern University at New Orleans
Opening Remarks - Video

Ms. Pam Melroy
Deputy Administrator
NASA
Opening Remarks

Mr. Robert Medina
Deputy Associate Administrator
NASA Office of Small Business Programs
Opening Remarks

Ms. Karla Smith Jackson
NASA Assistant Administrator for Procurement
NASA Office of Procurement
Opening Remarks - Video

Ms. Rae Ann Meyer
Associate Director
NASA Marshall Space Flight Center
Opening Remarks

Dr. Richard J. Gilbrech, Director
NASA Stennis Space Center
Opening Remarks

Ms. Jamie Krauk
Acting Executive Director
NASA Shared Services Center
U.S. Small Business Administration, Louisiana Update
Louisiana APEX Accelerator Overview and Update

Ms. Cynthia Carrier
Program Manager
Louisiana APEX Accelerator
ABOUT LA APEX

- Assist Louisiana based businesses in selling their goods and/or services to Government or Prime Contractors
- No Cost! Funding –Department of Defense Office of Small Business Programs, University of LA at Lafayette and State of Louisiana and Louisiana Economic Development (LED)
BID MATCHING - RECEIVE FEDERAL, STATE, AND LOCAL BIDS & SOLICITATIONS IN YOUR E-MAIL EVERY DAY!

- Geographic Area, Codes (NAICS, FSC, PSC) & Keywords
- Bid Sites Searched Daily – 3,500 websites
CONTRACTING ASSISTANCE

- Bid Matching
- Quote, bid and proposal preparation
- Registrations:
  - SAM, DSBS, LAGOV
- Certifications:
  - Federal: WOSB/EDWOSB, 8a, HUBZone, Veteran, Service Disabled Veteran
  - State: Hudson, LaVet, SEBD, SBE, DBE
- Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)
- Cybersecurity/CMMC
- Seminars and Training
- And More…
REGISTRATION & CERTIFICATIONS

- Federal:
  - SAM (System for Award Management) mandatory certification for all federal government contracting
  - DSBS (Dynamic Small Business Search) used as search tool by government contracting persons when searching for vendors as well as large prime contractors searching subcontractors.

- State:
  - LA.GOV. Being registered with the State of Louisiana in LA GOV is mandatory for bidding on state of Louisiana projects.
REGISTRATIONS & CERTIFICATIONS

- **SBA Certifications/Federal:**
  - WOSB (Woman-Owned Small Business) - a small business that is at least 51 percent (51%) directly and unconditionally owned and controlled by one or more women.
  - EDWOSB (Economically Disadvantaged WOSB) - the same as a WOSB with the additional requirement that the women owner(s) are economically disadvantaged.
  - HUBZone (Historically Underutilized Business Zone) - the HUBZone program promotes economic development and employment growth in distressed areas by providing access to more federal contracting opportunities.
  - 8(a) – To help provide a level playing field for small businesses owned by socially and economically disadvantaged people or entities
  - Veteran and Service Disabled Veteran
REGISTRATIONS & CERTIFICATIONS

- State Certifications: (processed through Louisiana Economic Development (LED))
  - Hudson Initiative - is a preference program established to keep Louisiana dollars going to (being awarded to) Louisiana companies.
  - LaVet (Louisiana's Veteran Initiative) - a preference program to help eligible Louisiana Veteran-owned and Service-Connected Disabled-Veteran-owned small businesses gain greater access to purchasing and contracting opportunities that are available at the state government level.
  - SEBD (Small and Emerging Business Development) - provides the managerial and technical assistance training needed to grow and sustain a small business
- DBE (Disadvantaged Business Enterprise) Program that contributes to the growth and self-sufficiency of minority businesses. (certification processed through LA Dept. of Transportation & Development)
BUILDING A MARKET STRATEGY

- Assistance with capability statement
- Identifying Contracting Officers
- Identifying Small Business Specialists in LA
- Identifying Prime Contractors in LA
- Providing marketing lists: Stennis Space Center, Shipyards, Chemical Plants, Military Bases, etc.
- Procurement History Report Data
  - FPDS.gov
  - USASpending.gov
STEP-BY-STEP GUIDANCE

- Steps to Successful Government Contracting
- APEX Counselor one-on-one assistance
- Govology – online training
- APEX monthly newsletter
DOD OSBP GOALS & PERFORMANCE METRICS

- Cultivate the Defense Industrial Base (DIB) & Government Industrial Base (GIB)
- Increase Equity and Inclusion
- Increase Awareness of and Compliance with Foreign Ownership Control or Influence (FOCI)
- Improve Cybersecurity of the DIB & GIB
- Facilitate Innovation for DIB and GIB
- Strengthen the Supply Chain
- Capture Market Data in Key Industries
THANK YOU!!

To learn more about LA-APEX please contact:

- (800) 206-3545
- LA-APEX Website: [http://ptac.louisiana.edu/](http://ptac.louisiana.edu/)
- To become a Client, simply complete the "Intake Application" at the following weblink:

  [https://center-gateway.com/2/gateway/028009/application_form](https://center-gateway.com/2/gateway/028009/application_form)
Spotlight on Small Business Development Centers at Historically Black Colleges and Universities

Ms. Cynthia Beaulieu, Director, Small Business Development Center & Management Institute, Southern University at New Orleans
Ms. Carmen Sunda, Director, Louisiana Small Business Development Center, GNOR at Xavier University of Louisiana
Ms. Patrice Bell, Vice President of Administration/Chief of Staff, Xavier University of Louisiana
How to Do Business with NASA

Mr. Robert Medina
Deputy Associate Administrator
NASA Office of Small Business Programs
Doing Business with NASA

NASA and Partners Small Business and HBCU Summit
Southern University at New Orleans

Robert Medina, Deputy Associate Administrator
NASA Office of Small Business Programs

April 27, 2023
The mission of the NASA Office of Small Business Programs is to promote and integrate small businesses into the industrial base of contractors and subcontractors that support the future of space exploration, scientific discovery, and aeronautics research.
NASA Agency October - March FY23
Prime Goals vs. Actual Percentages
Data generated April 6, 2023 from SAM.GOV

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
</tr>
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<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$9,720,516,561</td>
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<tr>
<td>SMALL BUSINESS</td>
<td>$1,264,712,738</td>
</tr>
<tr>
<td>SDB</td>
<td>$643,184,096</td>
</tr>
<tr>
<td>WOSB</td>
<td>$291,557,639</td>
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<tr>
<td>HUBZone</td>
<td>$91,090,753</td>
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<tr>
<td>SDVOSB</td>
<td>$166,013,136</td>
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NASA Agency October - September FY22
Prime Goals vs. Actual Percentages
Data generated February 22, 2023 from SAM.GOV

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
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<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$19,710,919,937</td>
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<tr>
<td>SMALL BUSINESS</td>
<td>$3,630,243,990</td>
</tr>
<tr>
<td>SDB</td>
<td>$1,588,205,194</td>
</tr>
<tr>
<td>WOSB</td>
<td>$857,680,963</td>
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<tr>
<td>HUBZone</td>
<td>$201,514,886</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$288,314,731</td>
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</table>

- Small Business: 15.75% (Goals), 18.4% (Actuals)
- SDB: 8.2% (Goals), 8.1% (Actuals)
- WOSB: 5.0% (Goals), 4.4% (Actuals)
- HUBZone: 3.0% (Goals), 1.0% (Actuals)
- SDVOSB: 3.0% (Goals), 1.5% (Actuals)
NASA FY 22 Subcontracting Goals vs. Actual Percentages
Data pulled March 16, 2023 from eSRS

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
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<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$8,888,349,919</td>
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<tr>
<td>SMALL BUSINESS</td>
<td>$3,471,887,636</td>
</tr>
<tr>
<td>SDB</td>
<td>$756,861,105</td>
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<tr>
<td>WOSB</td>
<td>$823,662,383</td>
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<tr>
<td>HUBZone</td>
<td>$298,756,849</td>
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<tr>
<td>VOSB</td>
<td>$379,034,005</td>
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<td>SDVOSB</td>
<td>$268,395,520</td>
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<tr>
<td>HBCU/MSI</td>
<td>$26,117,431</td>
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</tbody>
</table>

### Graphs
- **Bar Graph** showing subcontracting goals vs. actual percentages for Small Business, SDB, WOSB, HUBZone, VOSB, SDVOSB, and HBCU/MSI.
- **Pie Chart** comparing actual percentages across the categories.

### Table
<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>GOALS</th>
<th>ACTUALS</th>
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<tbody>
<tr>
<td>Small Business</td>
<td>35.5%</td>
<td>39.1%</td>
</tr>
<tr>
<td>SDB</td>
<td>5.0%</td>
<td>5.0%</td>
</tr>
<tr>
<td>WOSB</td>
<td>5.0%</td>
<td>9.3%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>3.0%</td>
<td>3.4%</td>
</tr>
<tr>
<td>VOSB</td>
<td>3.0%</td>
<td>3.0%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>3.0%</td>
<td>3.0%</td>
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</table>
FY18-FY22 OSBP Prime and Subcontracting Dollars Trend

<table>
<thead>
<tr>
<th></th>
<th>FY2018</th>
<th>FY2019</th>
<th>FY2020</th>
<th>FY2021</th>
<th>FY2022</th>
<th>Δ FY18-FY22 %</th>
<th>Δ FY18-FY22 $</th>
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</thead>
<tbody>
<tr>
<td>Prime</td>
<td>$2,840,872,957</td>
<td>$3,073,214,371</td>
<td>$3,224,420,113</td>
<td>$3,461,999,925</td>
<td>$3,630,243,990</td>
<td>27.8%</td>
<td>$789,371,033</td>
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<tr>
<td>Subcontracting</td>
<td>$3,016,957,976</td>
<td>$2,977,585,435</td>
<td>$3,595,819,617</td>
<td>$3,715,060,103</td>
<td>$3,471,887,636</td>
<td>15.1%</td>
<td>$454,929,660</td>
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<tr>
<td>Total SB</td>
<td>$5,857,830,933</td>
<td>$6,050,799,806</td>
<td>$6,829,513,730</td>
<td>$7,177,020,028</td>
<td>$7,102,131,626</td>
<td>15.2%</td>
<td>$1,244,300,693</td>
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<tr>
<td>Total Spend</td>
<td>$17,045,387,176</td>
<td>$17,666,905,370</td>
<td>$18,426,228,532</td>
<td>$19,044,727,743</td>
<td>$19,710,919,937</td>
<td>15.6%</td>
<td>$2,665,532,761</td>
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</table>

Δ FY21-FY22 % Δ FY21-FY22 $

<table>
<thead>
<tr>
<th></th>
<th>Δ FY21-FY22 %</th>
<th>Δ FY21-FY22 $</th>
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</thead>
<tbody>
<tr>
<td>Prime</td>
<td>4.9%</td>
<td>$168,284,065</td>
</tr>
<tr>
<td>Subcontracting</td>
<td>-6.5%</td>
<td>-$243,172,467</td>
</tr>
<tr>
<td>Total SB</td>
<td>-1.0%</td>
<td>-$74,888,402</td>
</tr>
<tr>
<td>Vendor Name and Website</td>
<td>Total Dollars</td>
<td></td>
</tr>
<tr>
<td>------------------------</td>
<td>--------------</td>
<td></td>
</tr>
<tr>
<td>California Institute of Technology (JPL)</td>
<td>$2,658,468,662</td>
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<tr>
<td>SpaceX Exploration Technologies Corp.</td>
<td>$2,087,826,290</td>
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<tr>
<td>The Boeing Company</td>
<td>$1,709,462,775</td>
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<tr>
<td>Lockheed Martin Corporation</td>
<td>$1,333,926,482</td>
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<tr>
<td>Northrop Grumman Systems Corp. (Includes Orbital Sciences and ATK)</td>
<td>$1,130,538,409</td>
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<tr>
<td>Jacobs Technology, Inc.</td>
<td>$958,920,809</td>
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<tr>
<td>KBR, Inc. (Includes Wyle and SGT)</td>
<td>$766,344,995</td>
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<tr>
<td>Science Applications International Corporation</td>
<td>$467,709,748</td>
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<tr>
<td>Aerojet Rocketdyne of DE, Inc.</td>
<td>$408,090,107</td>
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<tr>
<td>Johns Hopkins University (5111)</td>
<td>$344,760,958</td>
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<tr>
<td>Leidos</td>
<td>$331,560,600</td>
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<tr>
<td>Science Systems and Applications, Inc.</td>
<td>$257,249,220</td>
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<tr>
<td>Peraton, Inc.</td>
<td>$253,792,456</td>
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<tr>
<td>Raytheon Technologies Corp.</td>
<td>$197,892,100</td>
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<tr>
<td>Maxar Space, LLC</td>
<td>$169,595,813</td>
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<tr>
<td>Syncom Space Services, LLC</td>
<td>$167,584,964</td>
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<tr>
<td>Universities Space Research Association</td>
<td>$161,907,607</td>
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<tr>
<td>Ball Aerospace &amp; Technologies Corp.</td>
<td>$148,348,200</td>
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<tr>
<td>Sierra Nevada Corp.</td>
<td>$140,477,554</td>
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<tr>
<td>Astrobotic Technology, Inc.</td>
<td>$117,176,864</td>
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**Total: $13,811,614,012**
<table>
<thead>
<tr>
<th>NAICS CODE AND DESCRIPTION</th>
<th>TOTAL DOLLARS</th>
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<tr>
<td>541710 Research and Development in the Physical, Engineering, and Life Sciences</td>
<td>$9,813,964,104</td>
</tr>
<tr>
<td>541712 (Except Biotechnology)</td>
<td></td>
</tr>
<tr>
<td>541715 (Except Nanotechnology and Biotechnology)</td>
<td></td>
</tr>
<tr>
<td>336414 Guided Missile and Space Vehicle Manufacturing</td>
<td>$2,968,605,992</td>
</tr>
<tr>
<td>481212 Nonscheduled Chartered Freight Air Transportation</td>
<td>$1,315,562,518</td>
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<tr>
<td>541330 Engineering Services</td>
<td>$927,936,728</td>
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<tr>
<td>561210 Facilities Support Services</td>
<td>$660,102,006</td>
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<tr>
<td>541512 Computer Systems Design Services</td>
<td>$651,272,118</td>
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<tr>
<td>336415 Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing</td>
<td>$458,232,193</td>
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<tr>
<td>541611 Administrative Management and General Management Consulting Services</td>
<td>$237,883,842</td>
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<tr>
<td>517919 All Other Telecommunications</td>
<td>$224,038,263</td>
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<tr>
<td>541519 Other Computer Related Services</td>
<td>$205,030,660</td>
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<tr>
<td>236210 Industrial Building Construction</td>
<td>$182,483,190</td>
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<tr>
<td>336419 Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing</td>
<td>$174,673,186</td>
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<tr>
<td>333314 Optical Instrument and Lens Manufacturing</td>
<td>$169,514,110</td>
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<tr>
<td>561110 Office Administrative Services</td>
<td>$158,031,468</td>
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<tr>
<td>541513 Computer Facilities Management Services</td>
<td>$138,600,264</td>
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<tr>
<td>236220 Commercial and Institutional Building Construction</td>
<td>$137,340,003</td>
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<tr>
<td>334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing</td>
<td>$131,795,860</td>
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<tr>
<td>561612 Security Guards and Patrol Services</td>
<td>$124,383,152</td>
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<tr>
<td>541713 Research and Development in Nanotechnology</td>
<td>$115,928,660</td>
</tr>
<tr>
<td>488190 Other Support Activities for Air Transportation</td>
<td>$115,575,910</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$18,910,954,226</strong></td>
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</table>
Build a Relationship with Prime Contractors through the NASA Mentor-Protégé Program (MPP)

The NASA MPP encourages NASA prime contractors to assist eligible Protégés, thereby enhancing the Protégés’ capabilities to perform on NASA contracts and subcontracts, fostering the establishment of long-term business relationships between these entities and NASA prime contractors, and increasing the overall number of these entities that receive NASA contract and subcontract awards.
Grants vs. Contracts

Funding for research and development is moving away from grants.

Instead, it is becoming essential for Historically Black Colleges and Universities, as well as all Minority Serving Institutions, to start competing for government and private industry contracts.
Broad Agency Announcements and NASA Research Announcements

- Broad Agency Announcements (BAA) - There are three forms of BAAs that are authorized for use and are posted on [www.sam.gov](http://www.sam.gov):
  - Announcements of Opportunity (see NFS 1872.3).
  - NASA Research Announcements (see 1835.016-71).
  - Other forms of announcements approved by the Senior Procurement Executive.

- Announcements of Opportunity
  - The AO provides a clear statement of the requirements for acceptable proposals (including proposers’ specification of objectives, technical approach to achieve these objectives, and management strategies and partnerships), as well as NASA’s method of proposal evaluation and the format and content of submitted proposals.

- NASA Research Announcements
  - 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.
• 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/
Getting a Contract w/NASA Takes Time:

Setting Expectations

- Building a relationship with federal agencies takes time
  - Find an advocate – Small Business Specialist
  - Attend outreach events (E.g., In-person and virtual)
  - Build coalitions with other companies at NASA
    - Reach out to industry Small Business Liaison Officers (SBLO)
  - Take advantage of business-to-business networking opportunities
- Research and/or join Center Industry Councils
- Be open to NASA Mentor-Protégé Program opportunities
- Remember the process is long term if you want success
  - Adjust your business strategy as needed
Getting a Contract w/NASA Takes Time: Setting Expectations

- Learn about NASA's various missions
  - Each NASA Center has different Missions
  - Varied mix of products and services
- Respond to and review NASA Sources Sought and Request for Information solicitations
- Use Small Business resources:
  - NASA Acquisition Forecast and Active Contract Listings
    - NASA OSBP Mobile App and OSBP Website
  - APEX Accelerators (formerly Procurement Technical Assistance Centers) and Small Business Development Centers (SBDC)
  - Small Business Administration (SBA) and Service Corps of Retired Executives (SCORE)
NASA Mission Equity

- NASA has developed an agency-wide Equity Plan with strategic goals and objectives to:
  - Increase access and representation for underserved communities
  - Identify barriers to participation in the procurement process at NASA
  - Increase outreach and training to underrepresented communities
  - Expand and improve the peer review process for grants and cooperative agreements

- OMB Memo 22-03: Advancing Equity in Federal Procurement
- EO 13985: Advancing Racial Equity and Support for Underserved Communities Through the Federal Government
- EO14041: Advancing Educational Equity, Excellence, and Economic Opportunity Through Historically Black Colleges and Universities

Learn more online:
https://www.nasa.gov/mission-equity
Request for Information on Advancing Racial Equity and Support for Underserved Communities in NASA Procurements and Federal Financial Assistance

- NASA has issued a Request for Information (RFI) to receive input from the public on the barriers and challenges that prevent members of underserved communities (as defined in Executive Order 13985, Advancing Racial Equity and Support for Underserved Communities Through the Federal Government, and Executive Order 14091, Further Advancing Racial Equity and Support for Underserved Communities Through the Federal Government) from participating in NASA's procurements, grants, and cooperative agreements.

- Document Citation: FR 21725
- Publication date: April 11, 2023
- 60 days comment period.
Upcoming OSBP Outreach Events & Webinars

OSBP Learning Series

May 17, 2023
How to do Business with NASA Science and Research Centers

June 21, 2023
Annual Small Business Town Hall

July 19, 2023
NASA SEWP Update

OSBP Outreach Events

April 27, 2023 (In-person)
NASA and Partners
Small Business and HBCU Summit
Southern University, New Orleans

July 20, 2023 (Virtual)
NASA Small Business Conference and Networking

Online: https://www.nasa.gov/osbp/regional-outreach
Online: https://www.nasa.gov/osbp/learning-series
# NASA Small Business Specialists

<table>
<thead>
<tr>
<th>Center Category</th>
<th>Center</th>
<th>Name</th>
<th>Phone</th>
<th>Email</th>
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<tr>
<td><strong>Research Centers</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Ames Research Center</td>
<td>Christine L. Munroe</td>
<td>650-604-4695</td>
<td><a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a></td>
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<td>Armstrong Flight Research Center</td>
<td>Christine L. Munroe</td>
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<td>Eunice J. Adams-Sipp</td>
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<td>Robert O. Betts</td>
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<td>Robert E. Watts</td>
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<td>Joyce C. McDowell</td>
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<td>David E. Brock</td>
<td>256-544-0267</td>
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<td>Kay S. Doane</td>
<td>228-688-1720</td>
<td><a href="mailto:Ssc-smallbusiness@mail.nasa.gov">Ssc-smallbusiness@mail.nasa.gov</a></td>
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<td>Goddard Space Flight Center</td>
<td>Jennifer D. Perez</td>
<td>301-286-4379</td>
<td><a href="mailto:Gsfc-smallbusiness@mail.nasa.gov">Gsfc-smallbusiness@mail.nasa.gov</a></td>
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<td><strong>Federally Funded R&amp;D Center</strong></td>
<td>Jet Propulsion Laboratory</td>
<td>Charles E. Bray, Jr.</td>
<td>818-354-5620</td>
<td><a href="mailto:smallbusiness.programsoffice@jpl.nasa.gov">smallbusiness.programsoffice@jpl.nasa.gov</a></td>
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<td><strong>Agency-Wide Resource Center</strong></td>
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<td>Robert O. Betts</td>
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<td>NASA Shared Services Center</td>
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<td>228-813-6558</td>
<td><a href="mailto:nssc-smallbusiness@mail.nasa.gov">nssc-smallbusiness@mail.nasa.gov</a></td>
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Learn more about NASA OSBP!

www.nasa.gov/osbp
NASA and Partners STEM Engagement Program
Overview and Update

Dr. Abdalla Darwish, Presidential Professor, Dillard University

Mr. Theodore Callier, M.A., Assistant Vice President and Director, Research and Sponsored Programs, Dillard University
Physics  Pre-Engineering Medical physics Department

Dr. Abdalla Darwish, Ph.D., Professor of Physics
Presidential Professor and SPIE Fellow
Ruth Simmons Distinguished University Professor,
NASA LA SPACE DU campus coordinator
Dillard University

NASA and Partners Small Business and HBCU Summit
Southern University New Orleans

April 27, 2023
Where many physics department are closing, our department is expanding!!
Highlight Past and current Performance

**NASA-EPSCoR** 2003-2006 PLD of Hard materials with Tulane, Xavier, UNO and Loyola

**NASA-CAN** with Xavier, Tulane, SUNO, Loyola and UNO

**NASA STEM 2020-2021**

**NASA LA SPACE** Consortium Rocket project

**NSF:** HBC-UP, LS-LAMP (SUBR), until 2025 (25 years)

**W911NF-22-1-0128**, **W911NF-19-1-0451**, **W911NF-15-1-0446ARO:**


**AFOSR:** FA9550-18-1-0364, FA9550-12-1-0068, FA9550-12-1-0470,

**FA9550-10-1-0199**, **FA 9550-10-1-0198**, **FA 9550-08-1-0363**

**ARL:** CRADA, and AFRL two EPA

**NIH:** Center of health disparities $25M
Current Programs and centers in the Physics, Pre-Engineering and Medical Physics department

1. IBM- HBCU Quantum consortium for Qubit
2. DOE: INSIGHT center (Darwish COPI, MSU lead institution) Institute for Nuclear Science to Inspire the Next Generation of a Highly Trained Workforce
3. DOE: HIPPO center (Lead T A&M) & DU participant Horizon-broadening Isotope Production Pipeline Opportunities (HIPPO)
4. DU WISHES program: Women in STEM high schools Experience Summer program
5. DoD AFOSR/Army (PI): Polymer nanocomposite luminescent spectrum convertors for photovoltaic energy harvesting
6. LS-LAMP Program Louis Stock–LA Alliance for Minority participation
7. DU WISHES program: Women in STEM high schools Experience Summer program
8. NASA LA SPACE consortium: Rocket project
9. NSF HBCU UP implementation grant
Building Human capacity Over 39 students got their PhD trained through LS-LAMP Program
In the last 39 years, US physics doctorates went to 66 black women, six from Dillard University.


DU physics department, we are on the top of 15 physics departments in the country. Producing more than 55% of African American in physics for the last 15 years.
“Dillard University, an HBCU, located in New Orleans, Louisiana, boasts the second many be one now, highest female African American physics undergraduates in the nation. They also send many physics undergrads to graduate school. The university’s physics and pre-engineering program is primarily credited with this achievement. Through this program, students receive hands-on experience by working closely with professors on real-world projects, using major research equipment, and publish in journals. In addition, Dillard University Women in STEM High School Experience in Summer is a summer program for high school females of color who are interested in physics and optics, the goal of which is to increase the number of African American women in STEM fields (Dillard University, 2014)

In 2019, I was invited by NASEM to present in a panel why Black females?
“At Dillard University, a small HBCU in New Orleans, professor Abdalla Darwish leads a physics program that is second in the nation in terms of the production of African American physics majors and is an exemplar in terms of its production of Black women physics majors. Darwish noted in a recent interview, “I believe in women, especially minority women... Just give them the chance and they will be the best.”
Our research: Nanocomposite Energy harvesting materials and Nano scale wearable flexible devices
Reinvesting in Entrepreneurship and patents through DoD Army and AFOSR support
Patents granted per HBCU, 1978-2021

Return of investment

Dillard University Position #14
32 HBCU with graduate programs,
DU is the only HBCU without Graduate
Program and with three patents

Matrix Assisted Pulsed Laser Evaporation D/ T concurrent PLD

"Darwish’s Textbooks chapters"

"Concurrent multi-target laser ablation for making nano-composite films"

Laser Beam

frozen solution of a polymer in a volatile solvent

photon energy → solvent converted to thermal energy → heated polymer, solvent vaporized and polymer molecules gained thermal energy and transferred to gas phase.
Dillard university Physics department Capabilities

1. Nanocomposite of hard and soft materials, for the fabrications of optical, chemical and Biological sensors
2. Polymer nanocomposite luminescent spectrum convertors for photovoltaic energy harvesting
3. Nano-Additive and 3D manufacturing
Making solid pellets from the RE fluoride powders to be used as MBPLD targets

MB-MAPLE and MBPLD preparation of the polymer-inorganic nano composite films and in situ analytics

Post-fabrication analytics: structural analysis of the upconversion and AZO-PMMA TE films

Post-fabrication analytics: structural analysis of the upconversion and AZO-PMMA TE films

Post-fabrication analytics: Emission spectroscopy, lifetime, and QE measurements of the upconversion films

Post-fabrication analytics: Optical response to gases (ammonia, oxygen, hydrogen, etc.)

Post-fabrication analytics: electro-, thermo-conductivity, Seebeck of AZO-PMMA TE films

Reporting, publications, training

Pellet

2 and 3-laser Beams PLD Chambers

Nd:YAG laser PRO-250-50

Nd:YAG laser Lab-170

OPO with wavelength extender

Femtosecond laser

2-beam PLD Chamber / 3-beam PLD Chamber

Nd:YAG laser PRO-250-50

Nd:YAG laser Lab-170

OPO with Wavelength Extender

Femtosecond
Train the next generation & building Human capacity
Points of Contact

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Dr. Abdalla Darwish,
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Questions ?
NASA Small Business Innovation Research and Small Business Technology Transfer Overview

Mr. Thomas Stanley, SBIR/STTR Program Manager, NASA Stennis Space Center

Mr. Victor O. Johnson, Director, Louisiana Technology Transfer Office, Louisiana State University
What is the SBIR/STTR Program?

• Highly competitive program that encourages domestic small businesses to engage in Federal Research/Research and Development (R/R&D) with the potential for commercialization

• **Small Business Technology Transfer (STTR)**
  – Established in the 1990s; created to facilitate cooperative R&D between small businesses and U.S. research institutions (RIs)
  – NASA is 1 of 6 participating agencies

• **Small Business Innovation Research (SBIR)**
  – Has been around since 1980s
  – NASA is 1 of 11 participating agencies

Approximately $3 billion invested per year by participating agencies

**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)
- Department of Agriculture (USDA)

**SBIR Program Only**

- Department of Education (ED)
- Department of Transportation (DOT)
- Environmental Protection Agency (EPA)
- Department of Homeland Security (DHS)
- Department of Commerce (DOC)
Who can join?

- The SBIR/STTR 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](https://www.sbir.gov/agencies-landing)

Approximately 80% of the small businesses we fund have less than 50 employees.
Who received 2022 Phase I awards?

Who received 2022 Phase I awards?

NASA Provides $50 Million Boost to U.S. Small Businesses

257 small businesses and 41 research institutions across 39 states and Washington, D.C. were selected to receive funding that supports technology development for NASA missions.

80% of awarded small businesses have less than 50 employees

53 STTR awards helping to advance ideas from 41 research institution labs to market

78 companies selected for their first SBIR/STTR award

179 returning small business awardees

333 proposals selected for Phase I funding

280 SBIR & 53 STTR proposals selected

Diversity Drives Innovation

“When NASA opens doors to talent previously left untapped, the universe is the limit.”

– NASA Administrator Bill Nelson

24% of the research institutions partnering with small businesses for STTR are classified as Minority Serving Institutions

25% of the awarded small businesses are from underrepresented groups, including minority- and women-owned businesses.
What exactly do you get?

- Up to $1 million for Phase I and II and nearly $3 million or more for Post Phase II opportunities!

- In addition to our traditional SBIR/STTR solicitations, we recently introduced the new NASA Ignite solicitation
  - Seeks commercially viable tech that will stimulate the market
  - Encourages participation from product-driven companies not looking at NASA as their primary customer
  - Features the same three phases and funding levels as the main NASA SBIR/STTR solicitations
  - [sibir.nasa.gov/ignite](http://sibir.nasa.gov/ignite)
Are you part of a Minority Serving Institution (MSI)?

- Apply for an **MPLAN award: Open April 11 – May 30, 2023**
  - MPLAN awards provide **funding** (to be shared with a small business) and **NASA guidance** to MSIs in preparation for larger funding opportunities like the NASA STTR solicitation.
  - Offered by NASA’s Minority University Research and Education Project (MUREP), MPLAN is an evolution of the previous M-STTR solicitation.
  - **Read about Oakwood University**, a 2021 M-STTR awardee that went on to win a NASA STTR Phase I award with their small business partner.
  - Register **here** for the virtual Q&A on April 25th to learn more.

- Explore the **MSI Exchange** and add your capability statement
  - The MSI Exchange is a platform for NASA researchers, prime contractors, small businesses, and MSIs to review capabilities, connect, and collaborate.
  - The exchange provides a central location to **upload and search MSI capability statements** in pursuit of partnership opportunities. Learn more: [https://msiexchange.nasa.gov](https://msiexchange.nasa.gov)
  - Register **here** for virtual capability statement training on April 25th and May 31st.
• Encourage potential MSI partners to apply for an **MPLAN award**
  – MPLAN awards provide **funding** (to be shared with a small business) and **NASA guidance** to MSIs in preparation for larger funding opportunities like the NASA STTR solicitation.
  – Offered by NASA’s Minority University Research and Education Project (MUREP), MPLAN is an evolution of the previous M-STTR solicitation.
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  – Register [here](#) for the virtual Q&A on April 25th to learn more.

• Explore the **MSI Exchange** and look for a partner whose capabilities align with your tech
  – The MSI Exchange is a platform for NASA researchers, prime contractors, small businesses, and MSIs to review capabilities, connect, and collaborate.
  – It provides a central location to **upload and search MSI capability statements** in pursuit of partnership opportunities. Learn more: [https://msiexchange.nasa.gov](https://msiexchange.nasa.gov)
  – Register [here](#) for virtual capability statement training on April 25th and May 31st.
Dr. Patel (left) and four Oakwood University students record data related to their NASA STTR research. Photo credit: Oakwood University

Oakwood University
Huntsville, Alabama

- In 2022, this Historically Black College was a first-time RI participant in the NASA STTR program with partner SSS Optical Technologies, LLC (SSSOT).
- Prior to the STTR award, Oakwood University and SSSOT participated together in the M-STTR (now under MPLAN) research planning grants initiative.
- According to Dr. Patel of Oakwood University, the M-STTR grant allowed the team to generate preliminary data that would later be proposed for the 2022 STTR award. “M-STTR helped us solidify the collaboration with SSSOT by focusing our team on specific, tangible goals.”

READ MORE: Web
Vic Johnson
Technology Transfer Specialist
LA Technology Transfer Office
Phone: 228-688-1117
vjohns3@lsu.edu
Questions?

Visit our website:
www.sbir.nasa.gov

Thomas Stanley – NASA SSC CTTL
thomas.m.stanley@nasa.gov

Marc Shoemaker – NASA SSC CTTL
marc.d.shoemaker@nasa.gov
Overview of NASA Mentor-Protégé Program and HBCU Success Story

Mr. David E. Brock, NASA Mentor-Protégé Program Manager, Small Business Specialist, Marshall Space Flight Center
Dr. Samuel Washington, Director, Office of Governmental Contracting Services, Southern University, Baton Rouge
Ms. Toni Hall, Small Business Liaison Officer, Boeing Defense, Space and Security
NASA MENTOR PROTÉGÉ PROGRAM (MPP)

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

NASA Mentor-Protégé Program | NASA
MENTOR PARTICIPATION REQUIREMENTS

• Must be eligible for receipt of government contracts.

• Must be approved to participate in the program by the NASA MPP Manager...approvals good for six years.

• Must be a large business or research institution.

• 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.
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<td>7/12/2024</td>
<td>B. Steve Owens</td>
<td>321-867-0670</td>
<td><a href="mailto:steve.owens@ai-solutions.com">steve.owens@ai-solutions.com</a></td>
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<td>AECOM</td>
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<td>817-224-1303</td>
<td><a href="mailto:deborah.newberry@amentum.com">deborah.newberry@amentum.com</a></td>
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<td>Jones Edmunds &amp; Associates, Inc. (New Mentor)</td>
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<td>Leidos Innovations Corporation</td>
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<td><a href="mailto:chireda.b.gaither@leidos.com">chireda.b.gaither@leidos.com</a></td>
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<td>LJT &amp; Associates, Inc.</td>
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<td>Matthew Kilroe</td>
<td>443-283-2500</td>
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*Highlighted Companies are either new or recently renewed.*
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<td>Northrop Grumman</td>
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<td>Christina Washington</td>
<td>703-872-4845</td>
<td><a href="mailto:christina.m.washington@boeing.com">christina.m.washington@boeing.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Tina Wang</td>
<td></td>
<td><a href="mailto:tina.t.wang@boeing.com">tina.t.wang@boeing.com</a></td>
</tr>
<tr>
<td>Wyle Laboratories, Inc. d/b/a KBRWyle</td>
<td>10/16/2028</td>
<td>Gracie Orr</td>
<td>832-205-6982</td>
<td><a href="mailto:gracie.orr@us.kbr.com">gracie.orr@us.kbr.com</a></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Jaime Downs Applebe</td>
<td>281-853-5027</td>
<td><a href="mailto:jamie.downs@us.kbr.com">jamie.downs@us.kbr.com</a></td>
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</tbody>
</table>

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

• No limit on number of MPAs a protégé can participate in, only restriction is one MPA at a time, and developmental assistance must differ from past MPAs.

• Must have at least one of the business classifications 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
THE PROCESS: GETTING STARTED

• It is the responsibility of the Mentor and Protégé to research the company which possesses the best synergy that best aligns with their organization’s mission, vision and goals.

• Once the Mentor and Protégé have determined they are a good match, both organizations should meet to conduct a needs assessment for the Protégé.

• Mentors should then meet with the Center Small Business Specialist (SBS), Contracting Officer (CO), and Contracting Officer Representative (COR) at the Center where the mentoring will occur to discuss.

• When ready, the Mentor and Protégé can move on to the next step of submitting the necessary documentation.

• Mentor will submit its agreement to the Center where it has a large prime contract with an approved subcontracting plan and where IT will be working with its Protégé.

• Following the submission of the MPA to the Center’s CO, COR, and SBS, the information is vetted, endorsed and sent to the NASA MPP Manager at MSFC for final approval.

➤ Note: Maximum length of an agreement is three years, minimum one year, and can be extended on six month intervals not to exceed the maximum of three years.
A FEW OTHER THINGS TO CONSIDER

• Make sure developmental assistance split of 70/30 is correct both in direct labor hours and direct labor 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.
  - Any deviation from the 70/30 split must be supported with a justification and must be approved by the NASA MPP Manager.

• Make sure other direct cost do not exceed 10 percent of the proposed direct labor cost.

• Make sure Mentor is the primary entity responsible for the mentoring…no more than 20 percent should be provided (10 to 15 percent on an average) by other entities such as PTACs, SBDCs, etc.

• Make sure MPA has a perceived benefit and value to NASA.
• 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
Small Business Opportunities with NASA Primes

Moderator:
Ms. Kay S. Doane, Small Business Specialist, NASA Stennis Space Center

Panelists:
Ms. Debbie Batson, Sr. Director, Large/Small Business Strategic Alliances
Teledyne Brown Engineering

Ms. Toni Hall, Small Business Liaison Officer
Boeing Defense, Space and Security

Ms. Gracie Orr, Small Business Liaison Officer
Government Solutions U.S. Science & Space, KBR Wyle Services, LLC
NASA and Partners Small Business and HBCU Summit

Debbie Batson
Sr. Director, Strategic Alliances
Debbie.Batson@teledyne.com

Supplier Registration (tbe.com)

Many images contained herein courtesy of NASA
Global Supplier Diversity

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Bradley.p.bruce@boeing.com

Toni Hall | Space, Intelligence and Weapon Systems Team Lead | SBLO, ISS & Commercial Crew | Houston, TX
Toni.b.hall@boeing.com

Taylor Beitler | SBLO, SLS | Huntsville, AL
Taylor.beitler@boeing.com

Steven Nelson | SBLO, ISS | Houston, TX
Steven.e.nelson2@boeing.com

- 336414
- 541330
- 332992
- 332510
- 314999
- 336415
- 541712
- 333514
- 334418
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- 336412
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- 336419
- 336414
- 541330
- 334220
- 332911
- 336413
- 336415
- 333514
- 332322
- 336419
Moderator:
Mr. Troy E. Miller, Small Business Specialist
NASA Shared Services Center

Panelists:
Mr. James McDonald, Ph.D., Senior Advisor, Office of the Regional Administrator
U.S. Environmental Protection Agency, Region 6

Ms. Lanelle Chisolm, National Account Manager,
Federal Acquisition Service
Customer and Stakeholder Engagement
U. S. General Services Administration
AMERICAN CLEAN ENERGY
Powered by Small Businesses

At the 2023 DOE Small Business Forum and Expo, hundreds of small businesses from across the country will come together for education, solutions, and connections to maximize contract opportunities and grow their bottom line. Don’t miss this opportunity to network and discuss your services and solutions with DOE procurement officials, small business program managers, and prime contractors.

Register today at energy.gov/DOEForum

Questions? Contact anita.anderson@hq.doe.gov for assistance.
Louisiana Economic Development Overview

Ms. Stephanie R. Hartman, Director, Small Business Services, Louisiana Economic Development

Mr. Patrick Witty, Executive Director of Community Competitiveness & Small Business Services, Louisiana Economic Development (LED)
Greater New Orleans, Inc. Overview

Ms. Jasmine Brown - DeRousselle
Vice President of Policy
Greater New Orleans, Inc.
Lunch Break
NASA Executive Program Overviews and Small Business Support

Moderator:
Ms. Kay S. Doane, Small Business Specialist
NASA Stennis Space Center

Speakers:
Mr. Freddie Douglas III, Deputy Director, Engineering and Test Directorate NASA Stennis Space Center

Mr. Hansel D. V. Gill, Deputy Director
NASA Michoud Assembly Facility

Mr. Kenneth Newton, Director, Service Delivery Directorate
NASA Shared Services Center
• Facebook: NASA’s John C. Stennis Space Center
• Twitter: @NASASStennis
• Instagram: @NASASStennis
SUNO Small Business Office

Hansel Gill
Deputy Director, Michoud Assembly Facility
Michoud: Adapting Through Time

1883
Antoine Michoud
• Sugar Plantation

1940s & 50s
Andrew Higgins DOD Contracts
• C-76 molded plywood
• Restore US Army Jeeps & trucks
• Airborne Lifeboats

1950s
Chrysler Corporation & Korean War
• Tank Engines
Saturn, Shuttle, and SLS

1961
- NASA Takeover
- Apollo Arrives & Flies

1973
- 30 years of Space Shuttle & External Tank

2012
- Forward to the Moon: Space Launch System, Orion & the Artemis Program

All NASA Human Spaceflight Launch Vehicles have come through New Orleans
Saturn, Shuttle, and SLS

All NASA Human Spaceflight Launch Vehicles have come through New Orleans
Michoud Overview

• Still remains one of the world’s largest facilities with 2.2 million square feet of space on 829 acres
• Steadfast workforce with a vast array of manufacturing skills for large-scale hardware production
• Transportation infrastructure is already in place with a deep-water port on site and nearby interstate, railway, and airport
Artemis I: Core Stage Built @ MAF

- Jan. 8, 2020: the core stage for NASA’s Artemis I mission rolls out of MAF for testing at SSC and shipment to KSC for final stacking and integration.

- Nov. 16, 2022: Artemis I successfully launches from KSC in the first integrated test flight of the SLS rocket and Orion Spacecraft.
Orion Crew Module

- Orion I successfully completed test flight during the Artemis I mission, splashing down to Earth Dec. 11, 2022
- Orion II, III, and IV have been completed and shipped to Kennedy Space Center for the next phase of production.
• Production has begun on the more powerful EUS, which will replace ICPS on Artemis mission IV and beyond.
• While ICPS has only one engine, EUS will have four engines, offering more power and payload capabilities for deep space missions.
• SLS Block 1B will increase payload to the Moon by 40%.
• The Block 1B and Block 2 rockets in the crew configuration can carry a large-volume 10 ton (22,046 lbs.) co-manifested payload to the Moon, along with the Orion spacecraft and crew, as part of their overall capability.
Core Stage 2 in Final Assembly

- The core stage for Artemis II is near completion with all five hardware sections mated.
- Preparations have begun on the final phase, which will be mating the four RS-25 engines to the engine section.
Michoud’s Economic Impact

Nationwide Impact
- Michoud supports more than 6,000 jobs nationally, yielding a total economic output of over $830 million.
- NASA contracts a wide variety of services at Michoud for over $89 million, with other government agencies combining for another $69 million.
- Generates $107 million in federal, state, and local tax revenues.

Louisiana Impact
- $494 million in economic output, generates $16 million in state tax revenue.
- Sources $116 million in government contracts in LA & MS.
- Supports more than 5,000 jobs.
- 2,600 Employees on-site.
  - 1,000 Boeing & Lockheed Martin engineers and technicians.
  - USDA National Finance Center employees.
  - Other company and skilled employees.
Site Development & EULs

Entergy EUL – 100 acres

IRG EUL – 50 acres

50 acres available for development
Extended Use Lease Status

**Entergy Solar Farm:**
- Approximately 100-acre greenspace development EUL for 25 years executed in 2017.
- Yields approximately $250k current year revenue with fixed 1.5% escalation.
- Greenspace revenue is over and above current tenant EUL revenue

**Industrial Realty Group:**
- Approximately 50-acre greenspace development EUL for up to 99 years executed in 2021.
- Yields approximately $750k in first full possession year with up to 8% escalation every five years
- Greenspace revenue is over and above current tenant EUL revenue
Presentation to the NASA and Partners Small Business and HBCU Summit

NASA SHARED SERVICES CENTER OVERVIEW

Ken Newton, Director of Service Delivery

NASA SHARED SERVICES CENTER
Enable Mission Success
Vision

Unparalleled Service

Mission

To provide timely, accurate, high-quality, cost-effective and customer-focused support for selected NASA business and technical services.

NSSC Overview

Vision and Mission

FY23 annual operating budget of $70.2 million; FY24 is $74.2 million

National Center for Critical Information Processing and Storage (NCCIPS)

FY23 annual operating budget of $29.0 million; FY24 is $29.7 million

Tier III-equivalent data center which provides secure processing and storage for nationally sensitive, critical or classified Federal information

Customers include Department of Homeland Security, Intelligence Community Customer, Army Missiles & Space Program Executive Office, Department of Transportation, Department of Housing and Urban Development, General Services Administration, Navy, Maritime Administration, and NASA
NASA Shared Services Center
Value-added Enterprise-wide Services

A UNIQUE FEDERAL SHARED SERVICES PROVIDER
ESTABLISHED IN MARCH 2006

Single customer, WCF entity, with the ability to respond quickly to changes in strategic direction, stakeholder needs, and expectations

Broader array of services than other federal shared services providers
- 60+ Business Activities in Financial Management, Human Resources, Procurement, Enterprise Services, and Agency Business Support
- 203 FTE (35%), 372 WYE (65%), enables more workforce flexibilities
- Transparency in performance and cost reporting

Standardized processes built from NASA perspective

Integration across functional areas to achieve efficiencies of scale
- Enterprise approach with common goals, processes, customer focus
- Integrated workflow management tool and Customer Contact Center between all functional areas

IMPLEMENTING STRATEGIES FOR ENABLING MISSION SUCCESS

WCF Business Model
- Maintain a sound financial posture while providing cost effective services.

People
- Engage a flexible and agile workforce.

Customer Experience
- Customer engagement, relationship, and satisfaction focused.

Service Delivery Model
- Achieve delivery excellence.
### NSSC Portfolio of Services

Performs over 60 Business Activities for NASA

<table>
<thead>
<tr>
<th><strong>Procurement Services</strong></th>
<th><strong>Financial Management Services</strong></th>
<th><strong>Human Resources Services</strong></th>
<th><strong>Enterprise Services</strong></th>
<th><strong>Agency Business Support Services</strong></th>
<th><strong>NCCIPS</strong></th>
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</thead>
<tbody>
<tr>
<td>Grant and Cooperative Agreement Awards and Administration</td>
<td>Accounts Payable (includes invoice escalation)</td>
<td>Payroll, Time and Attendance Support</td>
<td>Customer Contact Center</td>
<td>Budgeting and Resource Management for NSSC, NASA IT Contracts, and NCCIPS</td>
<td></td>
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<tr>
<td>Consolidated Contract Management</td>
<td>Fund Balance w/ Treasury (includes escalation)</td>
<td>On-boarding, In-Processing</td>
<td>Enterprise Service Desk</td>
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<tr>
<td>Enterprise License Management</td>
<td>Domestic, Foreign, ETDY, and CDS Travel Voucher Payments</td>
<td>HR surveys</td>
<td>Intelligent Automation Services</td>
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<td>Support of Agency Enterprise IT Contracts</td>
<td>ETDY Travel Authorization and Voucher Preparation</td>
<td>Senior Executive Service (SES) Appointment Support</td>
<td>Enterprise Service Request System</td>
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<td>Simplified Acquisitions</td>
<td>Employee Relocation Support</td>
<td>SES Candidate Development Program Support</td>
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<td>P-Card Agency Program Management</td>
<td>Relocation Services Contract Management</td>
<td>Financial Disclosures Processing</td>
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<td>Retirement Estimates and Package Processing</td>
<td>Staffing Services</td>
<td>Classification Services and Appeals</td>
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<tr>
<td>Benefits &amp; Survivor Counseling</td>
<td>Staffing Services</td>
<td>Personnel Action Processing</td>
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<tr>
<td>Civilian and Military Deposits Processing</td>
<td>e-OPF Maintenance and Recordkeeping</td>
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<td>Admin of Leave Donor, Leave Bank, and Sick Leave Programs</td>
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<td>Federal Workers’ Comp Program Administration</td>
<td>Drug Testing Administration</td>
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<td>Unemployment Compensation Management</td>
<td>Employment Inquiries</td>
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<td>Adjudication of Position Classification Appeals</td>
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<td>Employee Recognition and Awards Processing</td>
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<td>Employee Notices Information Materials</td>
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<td>Suitability Adjudications</td>
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<td>Presidential Rank Awards</td>
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</table>

**NSSC Performs 60+ Business Activities for NASA**
NSSC Service Delivery Model
Enabling Mission Success

Team Member Expectations:
- Customer Focused
- Enhanced Customer Experience
- Customer Service
- Employee Advocates
- Improved Quality & Accuracy
- Agile & Responsive
- Continuous Service Improvement
- Transparency
- Communications Guidance
- Lagniappe
Small Business Performance
Enabling Mission Success

NASA Shared Services Center (NSSC) FY23 October – February
Prime Goals vs. Actual Percentages
Data generated March 6, 2023 from SAM.GOV

70% of Total Dollars to Small Business

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
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</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$134,794,153</td>
</tr>
<tr>
<td>SMALL BUSINESS</td>
<td>$90,881,755</td>
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<td>SDB</td>
<td>$36,967,064</td>
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<tr>
<td>WOSB</td>
<td>$30,020,661</td>
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<tr>
<td>HUBZone</td>
<td>$25,173,432</td>
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<tr>
<td>SDVOSB</td>
<td>$11,794,687</td>
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</tbody>
</table>

Goals
Actuals

CATEGORY DOLLARS
TOTAL DOLLARS $134,794,153
SMALL BUSINESS $90,881,755
SDB $36,967,064
WOSB $30,020,661
HUBZone $25,173,432
SDVOSB $11,794,687
Small Business Opportunities
Enabling Mission Success

General Opportunities
NSSC NexGen (Service Provider) Contract
National Center for Critical Information Processing and Storage (NCCIPS V2)
Procurement Service Lines: OP, OCHCO, ODEO, STEM
Agency Wide Acquisition Support Services (AWASS)
NASA Enterprise-Wide Human Capital Support Services (NEHCSS)
Agency Sign Language Interpreting Services
NASA Science, Technology, Engineering and Mathematics (NSTEM)
Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR)
Simplified Acquisitions Threshold (SAT) Purchases (Approx. 63% awarded to Small Business)
Agency Contracts of a Business Nature (excluding Information Technology)
Enterprise License Management Agreements (Software)

Upcoming Opportunities
NASA Transformational Shared Services Contract (Award June 2023)
Agency Relocation Services Contract Recompete (Planning Phase)
Agency Wide Acquisition Support Services (AWASS) 2.0 (Planning Phase)
Transforming Routine & Repetitive Work
Enabling Mission Success

Case Managers
Subject Matter Experts
Mission Enablers
Innovators
Problem Solvers

Artemis II: Meet the Astronauts Who will Fly Around the Moon (Official NASA Video) - YouTube
NSSC Contacts

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NASA's Technology Portfolio Management System (TechPort) Overview
NASA Technology Portfolio Management System

Ryan Miller – Program Manager

https://techport.nasa.gov
Technology is developed by thousands of people in diverse organizations with challenging goals.

TechPort is a web-based information system that brings these technologies together, providing key insights on NASA’s investments.
TechPort Overview

TechPort is a comprehensive resource for information about technology development activities.

FIND IT. BUILD IT. SHARE IT.

- Contains over 16,000 active and completed NASA technology projects.
- This represents over $12.5B in technology investments.
- Roughly 2,000 projects / $1.3B are added to TechPort each year.
TechPort’s core data point is the technology project. Each project displays the following information:

- Title
- Start Date
- End Date
- Description
- Anticipated Benefits
- Closeout Documentation (after project completion)
- Technology Transitions
- Project Library (documents, images, etc.)
- Technology Readiness Level
- Technology Taxonomy Area(s)
- Target Destination(s)
- Responsible Program
- Lead Center / External Organization
- Supporting Centers / External Organizations
- Co-Funding Partners
- Primary U.S. Work Locations
- Project Manager(s), Principal Investigator(s), and Co-Investigator(s)
- Budget $ by Fiscal Year (NASA Internal-Only)
Many projects have a rich library of technical documentation, final reports, published papers, and relevant external links.
TechPort serves as both an internal analysis tool and a public communication tool.

The external home page highlights:

- Most Viewed Projects
- Recently Completed Projects
- New Projects
- Featured Project of the Week
- Announcements
- Technology Solicitations
Users can search for technologies relevant to their interest based on technology area, activity date, maturity, target destination, or organization. Rollup reports are displayed for any search.
TechPort houses the 2020 NASA Technology Taxonomy, a tool used by the Agency to identify, organize, and communicate technology areas relevant to advancing the Agency’s mission.

The Taxonomy is comprised of 17 distinct technical discipline-based taxonomy elements. It uses a three-level hierarchy for grouping technologies.
TechPort Users and Key Benefits

➢ NASA Leadership
  • Discover insights about NASA’s technology portfolio across fiscal years.
  • Create specialized analyses and understand trends.
  • Quickly respond to inquiries and data requests (e.g. OMB, Congress).
  • Ensure opportunities for underrepresented partners.

➢ Technology Innovators and Collaborators
  • Discover the technologies being developed at NASA.
  • Create new technologies and evolve existing technologies by building off prior work.
  • Build partnerships between NASA, industry, academia, other agencies, and international partners.
  • Identify and contact potential partners with common challenges and complementary expertise.
  • Identify similar efforts during proposal preparation and review cycles.

➢ General Public
  • Engage on “what’s new” with NASA technology.
  • Visualize the results from the use of public funds.
  • Realize the benefits of the Open Data policy for Federal Agencies.
TechPort provides a powerful networking and collaboration platform to find partners working in similar or complementary domains.
Strategic Framework

TechPort displays a rollup of NASA’s envisioned technology future states.

Provides key information on the types of technologies NASA intends to develop, and where the current gaps are.
TechPort Funding Opportunities Tool

TechPort’s Funding Opportunities tool allows users to filter for NASA solicitations, grants, challenges, and competitions that best fit their needs based on:

- Role and organization
- Funding level needed
- Technology maturity
The Techport Application Programming Interface (API) provides a machine-readable endpoint for data mining and the use of local business intelligence and analytics tools.

Many academic organizations and other agencies around the world currently harvest NASA TechPort public data monthly. The data are used in their own systems for various types of analyses.

The TechPort dataset is also available through https://data.nasa.gov.
Contact us at hq-techport@mail.nasa.gov.

https://techport.nasa.gov
Product Service Line & NASA Acquisition Innovation Launchpad (NAIL) Update

Facilitator, Ms. Tabisa Taliwaku Kalisa, Chief of Business Operations, Office of Procurement

Mr. Marvin L. Horne, Deputy Assistant Administrator for the Office of Procurement, Agency Procurement Ombudsman, and Competition Advocate, NASA Office of Procurement
The cornerstone of NASA’s current and future missions

Marvin L. Horne
Deputy Assistant Administrator for Procurement, Agency Procurement Ombudsman & Competition Advocate
NASA Office of Procurement

FY23 NASA Office of Procurement: Product Service Line & NASA Acquisition Innovation Launchpad Update (NAIL) Update
NASA and Partners Small Business and HBCU Summit
April 27, 2023
The cornerstone of NASA’s current and future missions

Office of Procurement’s Vision
Acquisition Excellence in an Evolving Environment

Explore and Execute Innovative, Effective, and Efficient Acquisition Business Solutions to Optimize Capabilities and Operations that enable NASA’s mission

People
Develop, train, inspire, and motivate the acquisition workforce.

Procure
Deliver exceptional, timely acquisition business solutions and results to enable NASA Missions.

Process
Develop sound and flexible procurement processes that integrate the acquisition workforce.

Policies
Deliver procurement policy that is required, clear, and easily implemented.
The cornerstone of NASA's current and future missions.

In Fiscal Year 2022, NASA’s procurements totaled over $19.9 billion. The number of procurement actions totaled over 26,000.

**Fiscal Year 2022 Procurement Obligations (in millions)**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Obligations (in millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2022</td>
<td>$19,913.3</td>
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<tr>
<td>2021</td>
<td>$19,288.6</td>
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<tr>
<td>2020</td>
<td>$19,679.2</td>
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<tr>
<td>2019</td>
<td>$19,514.4</td>
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<tr>
<td>2018</td>
<td>$19,196.7</td>
</tr>
<tr>
<td>2017</td>
<td>$18,502.5</td>
</tr>
<tr>
<td>2016</td>
<td>$18,687.9</td>
</tr>
</tbody>
</table>

**Spend Under Management**

84.4% of Total Obligations

Target 88.0%

**TRENDS IN AWARDS**

**AWARDS BY CONTRACTOR TYPE**

### Dollars (Millions)

- **$3,378.9** Non-Profits
- **$72.2** Other U.S. Government
- **$1,052.3** Businesses
- **$3,164.0** Education

### Actions (Number of)

- **2,471** Education
- **2,333** Other
- **3,127** Non-Profits
- **660** Other U.S. Government
- **22,936** Businesses
- **116** AbilityOne

### Data Source: Sam.gov – Awards by Contractor Type

<table>
<thead>
<tr>
<th>Category</th>
<th>Dollars Obligated (Billion$)</th>
<th>Actions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large Business</td>
<td>$12,623,667,207.73</td>
<td>8,875</td>
</tr>
<tr>
<td>Small Business</td>
<td>$3,537,388,360.58</td>
<td>14,061</td>
</tr>
<tr>
<td>Education</td>
<td>$3,164,052,809.33</td>
<td>2,471</td>
</tr>
<tr>
<td>Other</td>
<td>$1,053,072,212.59</td>
<td>2,333</td>
</tr>
<tr>
<td>Minority-Owned</td>
<td>$2,143,839,141.60</td>
<td>5,885</td>
</tr>
<tr>
<td>Other U.S. Government</td>
<td>$317,006,775.83</td>
<td>660</td>
</tr>
<tr>
<td>Non-Profit</td>
<td>$3,378,916,906.29</td>
<td>3,127</td>
</tr>
<tr>
<td>AbilityOne</td>
<td>$21,876,721.92</td>
<td>116</td>
</tr>
</tbody>
</table>
The cornerstone of NASA’s current and future missions:

**AERONAUTICS RESEARCH**
Research directly benefits today’s air transportation system, the aviation industry, and the passengers and businesses who rely on aviation every day.

**EXPLORATION SYSTEMS DEVELOPMENT**
Responsible for the progress in designing and building capabilities to explore a variety of deep space destinations.

**SPACE OPERATIONS**
Responsible for enabling sustained human exploration missions and operations in our solar system. NASA’s Space Operations Mission Directorate (SOMD) manages NASA’s current and future space operations in and beyond low-Earth orbit, including commercial launch services to the International Space Station.

**SCIENCE**
Engages the Nation’s science community, sponsors scientific research, and develops and deploys satellites and probes in collaboration with NASA’s partners around the world.

**SPACE TECHNOLOGY**
Technology drives exploration to the Moon, Mars and beyond. NASA’s Space Technology Mission Directorate (STMD) develops transformative space technologies to enable future missions.

**MISSION SUPPORT DIRECTORATE**
Provide effective and efficient institutional support to enable successful accomplishment of NASA mission objectives.
NASA Grants/Cooperative Agreements with HBCU/MSIs By the Numbers (2019 – 2023)

HBCUs: $49,162,342

MSIs: $116,907,118

HBCUs and MSIs: $116,069,460

*Some of the dollars reflected are counted twice since some entities identify as both a HBCU and a MSI.

*Backup charts contain the list of Universities by category

As of April 25, 2023
FY2023 Procurement Initiatives
Focus Areas

Data Analytics for Better Decision Making
Transparency in Internal Processes
Creating Innovation Opportunities
Robust Industry Engagement & Collaboration
Increase New Entrants to NASA Acquisition

Acquisition Excellence Through Better Acquisition Outcomes
OP Leans Forward to Advance Equity in Contracting

1. **Pre-award** – Increased Outreach and Targeted Market Research.

2. **Award** - Increase Awards to and Partnerships with members of Underserved Community (SDBs, Ability One Contractors, HBCUs/MSIs and more)

3. **Post-Award** – Monitor Contractor DEIA Plans
On Oct. 1, 2019, the Office of Procurement began implementation of a new enterprise operating model to optimize the Agency’s ability to explore and execute innovative, effective, and efficient business solutions and capabilities.

Agency enterprise requirements and procurement strategies were developed to meet the NASA’s evolving and dynamic needs and procurement portfolios were identified as Product Service Lines (PSLs).

Each of the PSLs have designated buying locations and a dedicated Procurement Portfolio Manager (PPM) and Enterprise Requirements Manager (ERM).

For the PSLs listed below, a “Deep Dive” of the PSL structure, core requirements, acquisition strategy, and current status will be discussed:

- Acquisition Support Services
- Communication Services
- NASA Science, Technology, Engineering and Mathematics (NSTEM)
- IT Services
- Engineering
- Administrative Services
- Project Planning and Control

The Office of Procurement will also provide additional information during the Networking Session on: Procurement Forecast, NAIL, Grants & Cooperative Agreements, remaining PSLs, DEIA Efforts, Recruitment Opportunities.
Regionalized or centralized buying locations does not equate to consolidation of contracts. It is the Procurement Office that has overall responsibility of Contract Award (e.g., SEB).

*Consolidated Agency Technology Transfer Services (CATTS) contract will replace the current Technology Transfer Services Agency Contract expiring July 2023. Participating centers include HQ, MSFC, SSC with other Centers having the option to join at a later date.
The cornerstone of NASA's current and future missions
**PSL Strategies/Opportunities**

**Goal:** Use set-aside for Product Service Lines (PSLs) to increase contract opportunities for underserved communities.

### PSLs with SB/Ability One Set-aside
- Acquisition Support Service
- Administrative Services
- Communication Services
- Custodial Services
- Financial Support Services
- Grounds Maintenance Services
- Human Capital Services
- OSTEM
- Project Planning and Control Services
- Protective Services

<table>
<thead>
<tr>
<th>PSLs with Combination of SB &amp; Large</th>
</tr>
</thead>
<tbody>
<tr>
<td>A&amp;E Services</td>
</tr>
<tr>
<td>Aircraft Operational Services</td>
</tr>
<tr>
<td>Construction</td>
</tr>
<tr>
<td>Engineering</td>
</tr>
<tr>
<td>Facilities O&amp;M</td>
</tr>
<tr>
<td>Fire Services</td>
</tr>
<tr>
<td>ODEO/EEO</td>
</tr>
<tr>
<td>IT Services</td>
</tr>
<tr>
<td>Logistics Services</td>
</tr>
<tr>
<td>Safety and Mission Assurance</td>
</tr>
<tr>
<td>Technology Transfer.</td>
</tr>
<tr>
<td>Environmental Compliance</td>
</tr>
<tr>
<td>Environmental Remediation &amp; Associated AE Services</td>
</tr>
</tbody>
</table>

### PSLs with Large Businesses
- Propellants

**Notes:**
- Occupational Health - in review
- Some Fire Services have local municipality agreements
- Utilities - in review
The cornerstone of NASA's current and future missions

FY18-FY22 OSBP Prime and Subcontracting Dollars Trend

<table>
<thead>
<tr>
<th></th>
<th>FY2018</th>
<th>FY2019</th>
<th>FY2020</th>
<th>FY2021</th>
<th>FY2022</th>
<th>Δ FY18-FY22 %</th>
<th>Δ FY18-FY22 $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prime</td>
<td>$2,840,872,957</td>
<td>$3,073,214,371</td>
<td>$3,234,132,113</td>
<td>$3,461,959,925</td>
<td>$3,630,243,990</td>
<td>27.8%</td>
<td>$789,371,033</td>
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<tr>
<td>Subcontracting</td>
<td>$3,016,957,976</td>
<td>$2,977,585,435</td>
<td>$3,595,381,617</td>
<td>$3,715,060,103</td>
<td>$3,471,887,636</td>
<td>15.1%</td>
<td>$454,929,660</td>
</tr>
<tr>
<td>Total SB</td>
<td>$5,857,830,933</td>
<td>$6,050,799,806</td>
<td>$6,829,513,730</td>
<td>$7,177,020,028</td>
<td>$7,102,131,626</td>
<td>21.2%</td>
<td>$1,244,300,693</td>
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<tr>
<td>Total Spend</td>
<td>$17,045,387,176</td>
<td>$17,666,905,370</td>
<td>$18,426,228,532</td>
<td>$19,044,727,743</td>
<td>$19,710,919,937</td>
<td>15.6%</td>
<td>$2,665,532,761</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Δ FY21-FY22 %</th>
<th>Δ FY21-FY22 $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prime</td>
<td>4.9%</td>
<td>$168,284,065</td>
</tr>
<tr>
<td>Subcontracting</td>
<td>-6.5%</td>
<td>-$243,172,467</td>
</tr>
<tr>
<td>Total SB</td>
<td>-1.0%</td>
<td>-$74,888,402</td>
</tr>
</tbody>
</table>
Acquisition Support Services

Core Requirements:
- Contract/Grant/Cooperative Agreement Closeout
- Requirements Document Development Support
- Administrative Support
- Policy Support Services
- Acquisition Systems and Reporting Services
- Procurement Operation Services
- Source Selection Services
- Cost/Pricing Support Services

Historical Acquisition Strategy: Decentralized; procured through multiple (6) contracts across Centers.


Current Status and Upcoming Actions:
Projected Contract Award: Q1 FY24

PPM: Teresa Anthony
ERM: Andre Sheppard
Procurement Officer: Eli Ouder (NSSC)

Please refer to Acquisition Forecast for current information.
Communication Services

Core Requirements:
- Strategic Communications, Planning, and Integration
- Engagement – Stakeholder Relations and Public Engagement
- Media Relations
- History and Archives
- Freedom of Information Act (FOIA) Responses

Excludes OCOMM related requirements that will be under the Enterprise Multimedia and Integrated Technical Services (eMITS) acquisition (e.g., digital media, video, broadcasting)

Historical Acquisition Strategy: Decentralized; procured through multiple contracts across Centers. Requirements embedded in over 40 contracts.

Current/Long Term Strategy: The NASA Communication Services (NCS) contract will be a hybrid Firm Fixed-Price (FFP) enterprise solution that includes an Indefinite-Delivery/Indefinite Quantity (IDIQ) ordering mechanism providing for issuance of FFP, FFP Level of Effort (LOE) and Time and Material (T&M) task orders for services.

Current Status and Upcoming Actions:

Upcoming Actions:
- Contract Kickoff: April 2023
Office of Science, Technology, Engineering and Mathematics (OSTEM) Services

- **Core Requirements**: K-12 Internships/Fellowships and Engagement, Awards and Grants Support, Engagement Recruitment, Content and Products, Performance Assessment and Evaluation Services, Workforce and Career Learning Experiences, Collegiate Challenges/Competitions and Engagement, Institutional Support for Research and Development, K-16 Educator Professional Development (EPD), and Additional Internships and Fellowship Support.

- **Historical Acquisition Strategy**: Decentralized at the various NASA Centers through 11 Contracts and 17 Cooperative Agreements.

- **Current Procurement Contracts/Cooperative Agreements**: Current awards will transition to new enterprise contract (NSTEM) when it becomes available
  - GRC – Education Support Services III (ESS3)
  - LaRC – STEM Engagement and Educator Professional Development Collaborative (EPDC) – Texas State University
  - JSC – Internships – Universities Space Research Association (USRA)
  - JSC – NASA STEM Pathway Activities Consortium for Education (NSPACE) – Oklahoma State University

- **Long Term Strategy**: The NASA Science, Technology, Engineering and Mathematics (NSTEM) Contract will be the enterprise solution.

**Current Status and Upcoming Actions:**
- **NASA Science, Technology, Engineering and Mathematics (NSTEM)** Awarded Q4 FY22

PPM: Teresa Anthony
ERM: Dean Kern
Procurement Officer: Eli Ouder (NSSC)
The cornerstone of NASA’s current and future missions

Core Requirements:
- End-user Services (Laptops, Desktops, etc.)
- IT Management Services
- Audio-Visual Services
- Cybersecurity
- Application Services
- Agency-wide Secure Telecommunications, to include Voice Over Internet Protocol (VoIP) Phones, Wide Area Network (WAN), and Local Area Network (LAN) Services

Historical Acquisition Strategy: Decentralized; procured through multiple contracts (12) across Centers.

Current/Long Term Strategy:
- Current Enterprise Contracts: NASA Enterprise Services & Technologies (NEST); Enterprise Application Service Technologies 2 (EAST2); Advanced Enterprise Global Information Technology Solutions (AEGIS), Cybersecurity and Privacy Enterprise Solutions and Services (CyPrESS)
- Upcoming Enterprise Contracts: Enterprise Multimedia and Integrated Technical Services (eMITS), and NASA Consolidated Applications and Platform Services (NCAPS)

Current Status and Upcoming Actions:
- eMITS - Award Q3 FY23
- NCAPS - RFP March 2023 Projected Contract Award Q3 FY24

Please refer to Acquisition Forecast for current information.
The cornerstone of NASA’s current and future missions

Core Requirements: Technical discipline support for design/development, testing, operations, and research, science and technology development, in addition to the development, operations and modifications of engineering-related facilities.

Historical Acquisition Strategy: Decentralized; procured through multiple (45) contracts across Centers.

Current Strategy: Execute Local engineering contracts with the goal of reducing the duplication of these services embedded in other contracts/task orders across the center.

Long Term Strategy: Ongoing assessment to determine if an Enterprise Engineering Services contract is feasible for services common to multiple locations.

Current Status and Upcoming Actions:
- GSFC - Electrical Systems Engineering Services (ESES IV) RFP Q3 FY23
- JSC - JSC Engineering Technology and Science (JETS) Awarded Q1 FY23
- LaRC - Research, Science & Engineering Services (RSES) Awarded Q2 FY23
- MSFC - Configuration Management & Data Management Contract (CMDM) projected award Q3 FY23
Core Requirements:
- General Office Services (e.g., Telephone Services, Appointment and Schedule Services, Visitor Services, Meeting Services, Teleconferencing Services, and Scheduling Conference Rooms, Mail Services/Information Dissemination, Ordering Supplies, Copying/Faxing/Scanning/Graphics/Photo Services)
- Data Management Services (e.g., Desktop Word Processing, Data/Action/Tracking and Entry)
- Travel Coordination
- Time and Labor Collection
- Property Coordination
- Move Coordination
- Training Coordination
- Information Services Coordination
- Customer Service
- Special Events Coordination
- Reporting Requirements

Historical Acquisition Strategy: Decentralized; procured through multiple contracts across Centers and HQ.

Short Term Strategy: Leverage SSC’s Dual Administrative Support Services (DASS) which currently supports JSC, White Sands, and KSC.

Long Term Strategy: Regionalized Western – CATSS III (AFRC); Central – DASS (SSC); Eastern – Name TBD (LaRC)
Core Requirements:
- Cost Estimating
- Cost Assessment
- Scheduling
- Earned Value Management

Historical Acquisition Strategy: Decentralized; procured through multiple contracts across the Centers.

Current Strategy: As current contracts/task orders expire they will transition into the enterprise solution.

Long Term Strategy: The GSFC and MSFC regional contracts will serve as the Agency’s enterprise solution.

Current Status and Upcoming Actions:
- **GSFC – Program Analysis and Control (PAAC V)** Contract awarded November 2019
- **MSFC – Consolidated Program Support Services (CPSS)** Contract awarded May 2021
  - GRC transitioned October 2021
  - SSC, ARC, & KSC transitioned Q4 FY22
  - ARFC to transition Q2 FY23
  - JSC to transition Q1 FY24
NASA Acquisition Innovation Launchpad (NAIL) Overview

Small Business and HBCU Summit
Southern University at New Orleans
April 27, 2023

Mr. Jami J. Rodgers, CPCM
NASA Office of Procurement
Director, Procurement Strategic Operations Division (PSOD)

The cornerstone of NASA’s current and future missions
INTRODUCING THE NASA Acquisition Innovation Launchpad (NAIL)

- Facilitate the use of innovative acquisition techniques
- Improve mission outcomes, accelerates delivery, and reduce administrative burden
- Facilitate the use of smart program management tools
- Integrate all members of the acquisition team
- Safe place to explore new ideas, share lessons learned, and promote best practices
- Opportunity to reduce barriers to entry for small businesses or other underserved communities

Jami Rodgers's bio:

Learn more about NAIL:
**Vision:** To act as a catalyst for institutionalizing innovation and infusing acquisition efficiency across NASA to enable improved mission outcomes. Think big!

- Gather ideas from all levels and a broad spectrum of sources to empower innovation where ideas come from anywhere and at any level.
- NASA is already made up of innovators. Anyone can be an innovation champion!
- NAIL will connect the constellation of ideas.
- NAIL will provide opportunities to participate in industry focus groups.
- Innovation is not always about final solutions, it is an iterative process.
- When an idea doesn’t work, we learn. When an idea does work, we scale.
Focus Group Methodology

- Grouping conversations within categories to ensure:
  - Equal access of voices and concerns
  - Specialized and specific discussions
  - Rotating and open access for participation
  - Regular communications such that no industry segment dominates the discussion
- Reverse industry day type of approach
- Provide a venue to reach potential industry solutions more rapidly
- Provide a mechanism for the conversation to be more collaborative with industry

The cornerstone of NASA’s current and future missions
1. **Empathize**: What are our pain points?
2. **Define** the problem.
3. **Idea Generation**: Aggressive collaboration and refinement of ideas using divergent thinking techniques
4. **Prototype Solutions**: Select and prepare for test cases.
5. **Test and Evaluate**
The cornerstone of NASA’s current and future missions

NAIL Structure

NAIL Innovation Council (NIC) - Decision Body

- HQ OP
  - PSOD Director (Chair) with ESAD Director acting as principal for technology innovation
  - Procurement Management and Policy Division (PMPD) Director
  - NAIL Program Manager
- Innovation Igniters
  - Procurement Officers (PO) or Deputy Procurement Officers (DPO)
  - Office of the General Counsel Associate General Counsel for Contracts and Procurements
  - Office of Small Business Programs Assistant Administrator
  - NASA HQ Chief Program Management Officer
  - Mission Directorates (SMD, ARMD, ESDMD, SOMD, STMD, MSD)
  - Other Acquisition Partners

• Seek to bring NASA’s culture of exploration and innovation to the acquisition lifecycle to empower the members of the NASA acquisition workforce to meet the challenge of NASA’s next mission
• Career leaders from multiple functions and directorates across the agency
• Set direction and identify challenges to be worked by the NAIL Network
• Identify Agency-Level Problems with Agency-Level Power to Remove Barriers

NAIL Exploration Team (NET) - Enterprise Working Group Level

- HQ OP (NAIL Program Manager, 2 rotational detailees, PMPD and PSOD Deputies)
- OGC representative
- Office of Small Business Programs representative
- NASA HQ Chief Program Management Office representative
- Innovation Igniters, Deputy Procurement Officers (DPO)
- Innovation Advocates (OP: 1 per buying location)

• Identifying Opportunities
• Sharing Lessons Learned
• Increasing Awareness
• Reducing Barriers
• Generating insights to challenges that face the acquisition workforce

Innovation Advocacy Groups (IAGs) - Center Working Group Level

- Innovation Advocate (Lead)
- Other stakeholders as designated based on buying location construct

• Identifying Opportunities
• Sharing Lessons Learned
• Increasing Awareness

The cornerstone of NASA’s current and future missions...
The cornerstone of NASA’s current and future missions

Next Steps:

- Acquisition Workforce survey to benchmark culture of innovation as perceived across the NASA enterprise
- Idea generation and pilot project identification
- Industry Focus Groups Solicitation (ongoing)
- NASA Center Roadshow and Center Representation
SUNO STEM Laboratory Tour

Meet at main entrance of building.
Survey

Please take a moment to complete a quick survey on today’s event.
- Thank you.
Networking Session