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 a 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	@SUNOKnights	@SUNOKnights	@SUNOKnights
Louisiana APEX Accelerator	@LouisianaPTAC	@louisianaapex	@LouisianaPTAC
U.S. Small Business Administration, Louisiana	@SBA_Louisiana	@SBAgov	@SBAgov
Dillard University	@du1869	@dillard-university	@dillard-university
Xavier University of Louisiana	@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

Click button to play video

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

Play Video

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

Mr. Ted James

Region VI Administrator

U.S. Small Business Administration

Louisiana APEX Accelerator Overview and Update

Ms. Cynthia Carrier

Program Manager

Louisiana APEX Accelerator

LOUISIANA APEX ACCELERATOR

CINDY CARRIER
PROGRAM MANAGER
800-206-3545
EMAIL: CYNTHIA.CARRIER@LOUISIANA.EDU

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)

APEX ACCELERATORS

A UL Lafayette Sponsored Program

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

LOUISIANA APEX ACCELERATOR
Linking Business and Government

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

LOUISIANA APEX ACCELERATOR
Linking Business and Government

THANK YOU!!

To learn more about LA-APEX please contact:

- **(800) 206-3545**
- LA-APEX Website: 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

APEX ACCELERATORS

A UL Lafayette Sponsored Program

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

National Aeronautics and Space Administration

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

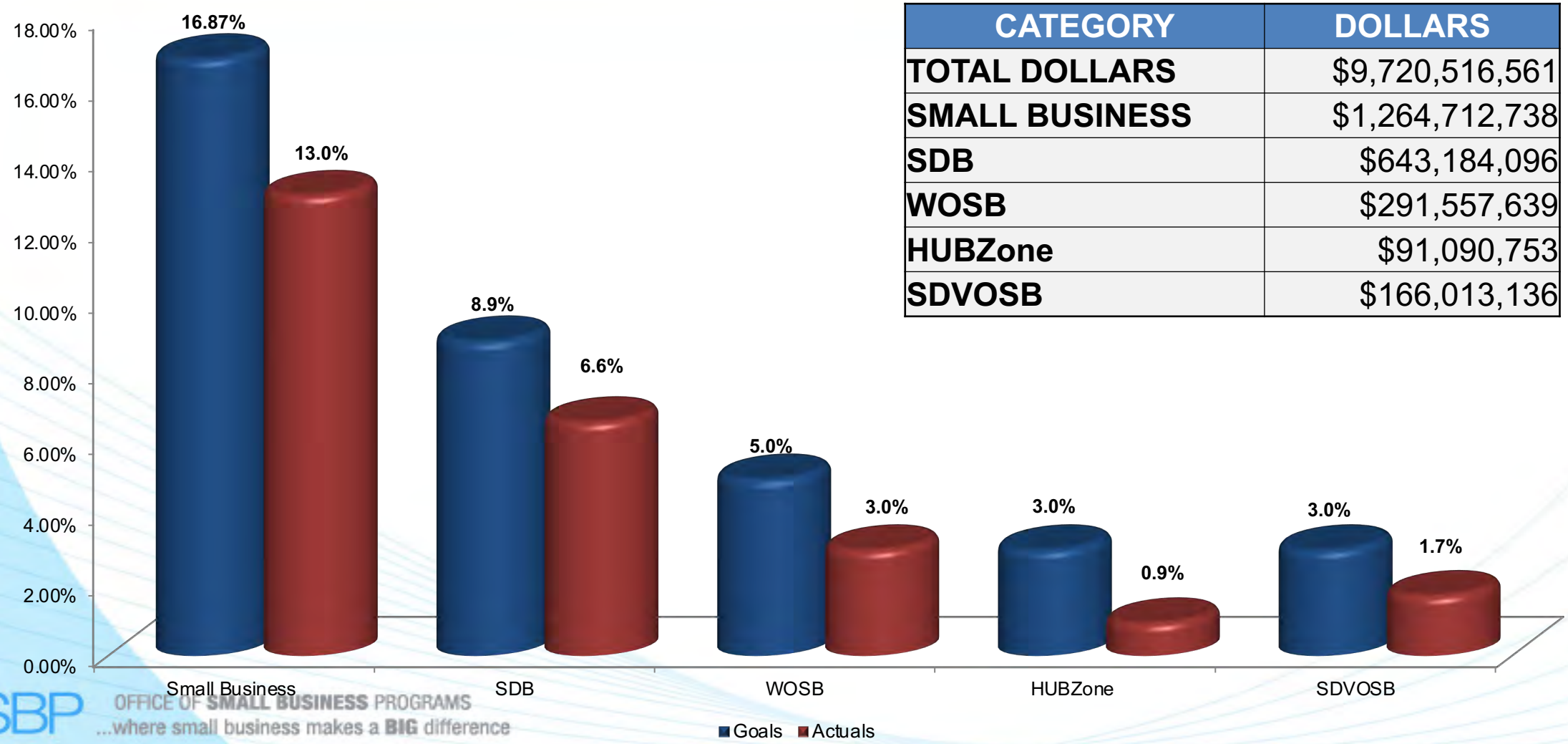
OSBP

Our Mission

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

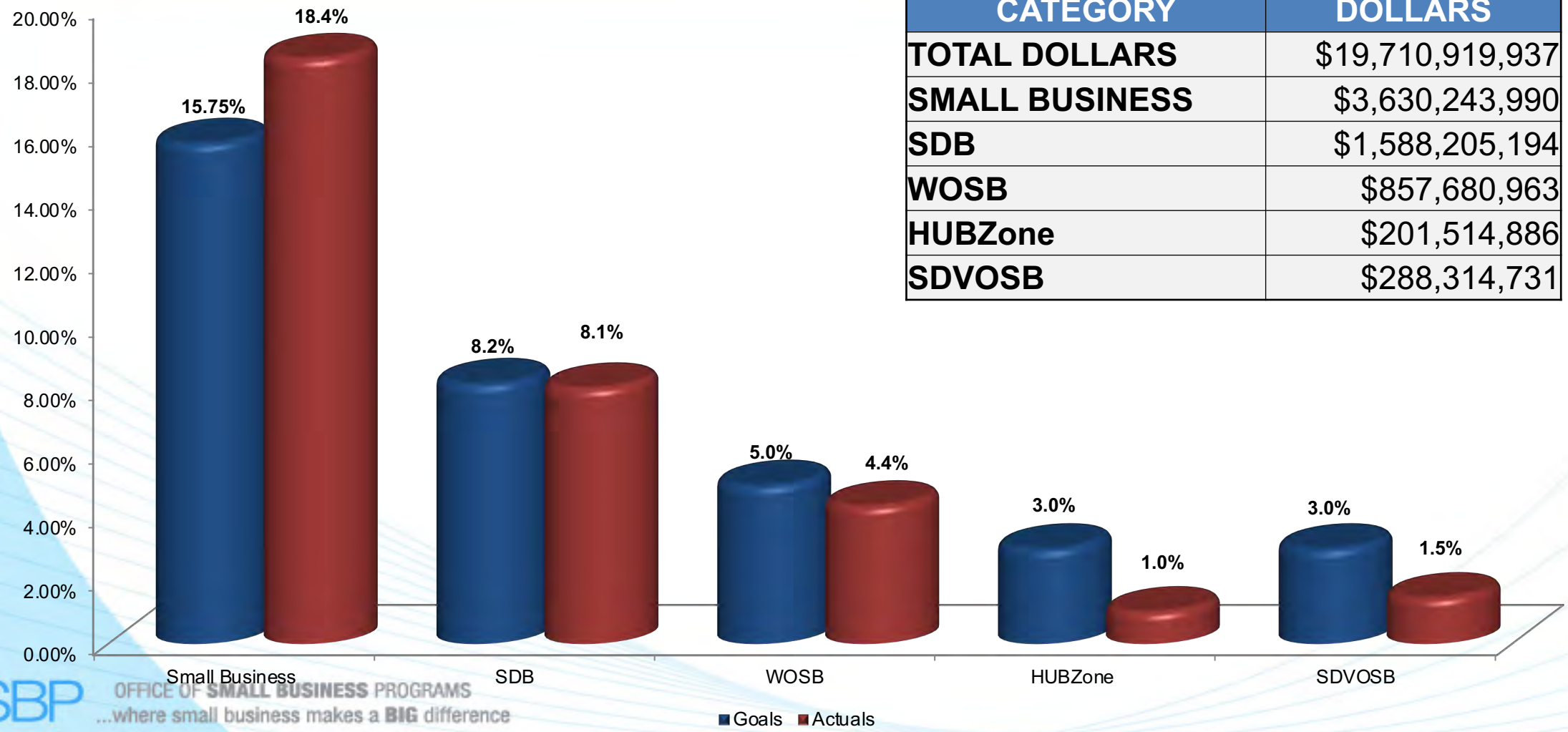
Data generated April 6, 2023 from SAM.GOV



CATEGORY	DOLLARS
TOTAL DOLLARS	$9,720,516,561
SMALL BUSINESS	$1,264,712,738
SDB	$643,184,096
WOSB	$291,557,639
HUBZone	$91,090,753
SDVOSB	$166,013,136

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

NASA Agency October - September FY22
Prime Goals vs. Actual Percentages
Data generated February 22, 2023 from SAM.GOV

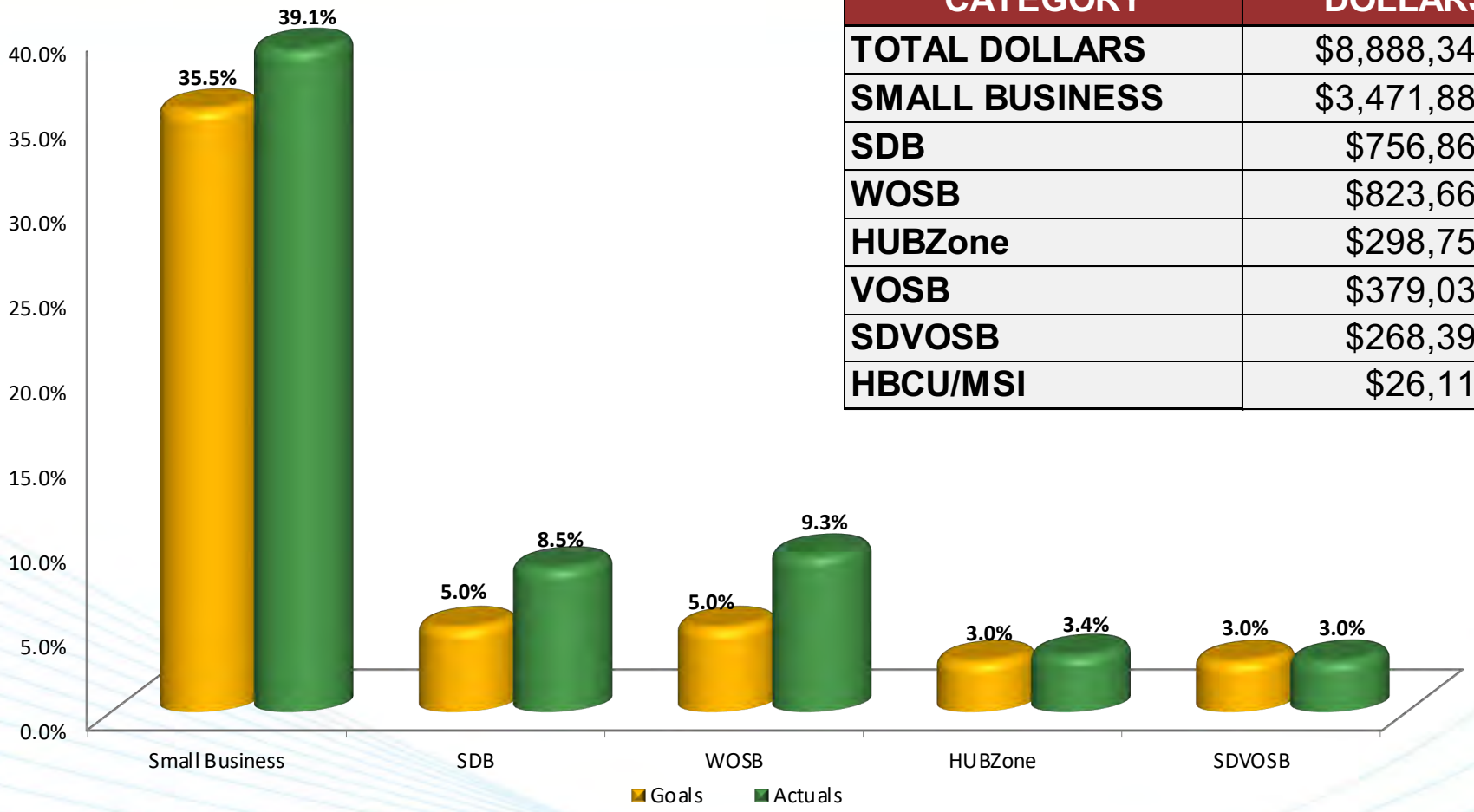


CATEGORY	DOLLARS
TOTAL DOLLARS	$19,710,919,937
SMALL BUSINESS	$3,630,243,990
SDB	$1,588,205,194
WOSB	$857,680,963
HUBZone	$201,514,886
SDVOSB	$288,314,731

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

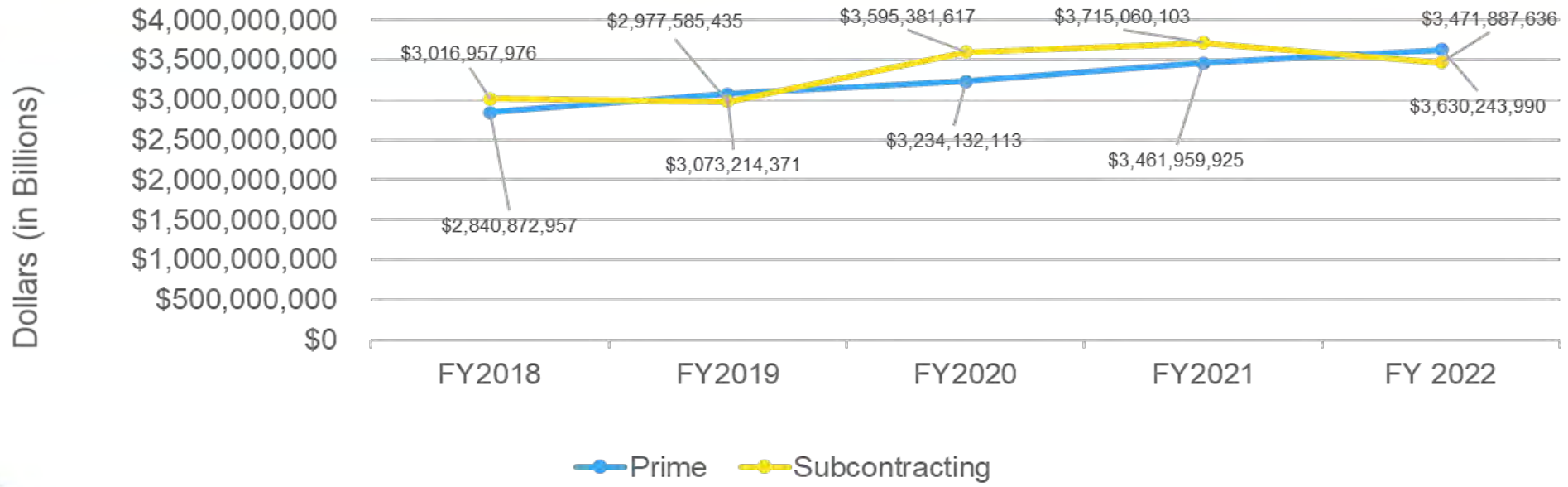
NASA FY 22 Subcontracting Goals vs. Actual Percentages

Data pulled **March 16, 2023** from eSRS



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

FY18-FY22 OSBP Prime and Subcontracting Dollars Trend



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

		Δ FY21-FY22 %	Δ FY21-FY22 $
	Prime	4.9%	$168,284,065
	Subcontracting	-6.5%	-$243,172,467
	Total SB	-1.0%	-$74,888,402

TOP 20 NASA PRIME CONTRACTORS FY 2022

VENDOR NAME AND WEBSITE		TOTAL DOLLARS
California Institute of Technology (JPL)	*https://acquisitions.jpl.nasa.gov*	$2,658,468,662
Space Exploration Technologies Corp.	*https://www.spacex.com/supplier/index.html*	$2,087,826,290
The Boeing Company	*http://www.boeingsuppliers.com/esd/getstart.html*	$1,709,462,775
Lockheed Martin Corporation	*https://www.lockheedmartin.com/en-us/suppliers.html*	$1,333,926,482
Northrop Grumman Systems Corp. (Includes Orbital Sciences and ATK)	*https://www.northropgrumman.com/suppliers/*	$1,130,538,409
Jacobs Technology, Inc.	*https://www.jacobs.com/suppliers/*	$958,920,809
KBR, Inc. (Includes Wyle and SGT)	*https://kbrsupplier.com/*	$766,344,995
Science Applications International Corporation	*https://www.saic.com/who-we-are/suppliers-and-small-business*	$467,709,748
Aerojet Rocketdyne of DE, Inc.	*https://www.rocket.com/suppliernet*	$408,090,107
Johns Hopkins University (5111)	*https://hopkinsmedicine.org/business/index.html*	$344,760,958
Leidos	*https://www.leidos.com/suppliers*	$331,560,600
Science Systems and Applications, Inc.	*https://www.ssaihq.com/contact-us*	$257,249,220
Peraton, Inc.	*https://www.peraton.com/suppliers/*	$253,792,456
Raytheon Technologies Corp.	*https://www.rtx.com/suppliers*	$197,892,100
Maxar Space, LLC	*https://www.maxar.com/legal/suppliers*	$169,595,813
Syncom Space Services, LLC	*http://syncomspaceservices.com/*	$167,564,964
Universities Space Research Association	*https://www.aura-astronomy.org/*	$161,907,607
Ball Aerospace & Technologies Corp.	*https://www.ball.com/aerospace/about-aerospace/supplier-resources*	$148,348,200
Sierra Nevada Corp.	*https://www.sncorp.com/suppliers/doing-business-with-snc/*	$140,477,554
Astrobotic Technology, Inc.	*https://www.astrobotic.com/*	$117,176,864
		TOTAL $13,811,614,612

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

TOP 20 NAICS Total Dollars FY 2022

NAICS CODE	DESCRIPTION	TOTAL DOLLARS
541710 541712 541715	Research and Development in the Physical, Engineering, and Life Sciences ——— (Except Biotechnology) ——— (Except Nanotechnology and Biotechnology)	$ 9,813,964,104
336414	Guided Missile and Space Vehicle Manufacturing	$2,968,605,992
481212	Nonscheduled Chartered Freight Air Transportation	$1,315,562,518
541330	Engineering Services	$927,936,728
561210	Facilities Support Services	$660,102,006
541512	Computer Systems Design Services	$651,272,118
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	$458,232,193
541611	Administrative Management and General Management Consulting Services	$237,883,842
517919	All Other Telecommunications	$224,038,263
541519	Other Computer Related Services	$205,030,660
236210	Industrial Building Construction	$182,483,190
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	$174,673,186
333314	Optical Instrument and Lens Manufacturing	$169,514,110
561110	Office Administrative Services	$158,031,468
541513	Computer Facilities Management Services	$138,600,264
236220	Commercial and Institutional Building Construction	$137,340,003
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	$131,795,860
561612	Security Guards and Patrol Services	$124,383,152
541713	Research and Development in Nanotechnology	$115,928,660
488190	Other Support Activities for Air Transportation	$115,575,910
	TOTAL	**$18,910,954,226**

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

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:
  - 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.

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/

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

Online: https://www.nasa.gov/osbp/regional-outreach
Online: https://www.nasa.gov/osbp/learning-series

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

NASA Small Business Specialists

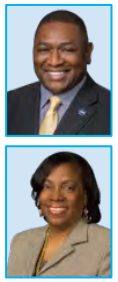
Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	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, Jr.	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	Information Technology Procurement Office	Robert O. Betts	757-864-6074	hq-itpo-smallbusiness@mail.nasa.gov
	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
Anmari Pagtalunan



Johnson Space Center
Human Space Flight Operations
Houston, TX
Robert E. Watts
Monica F. Craft
Tumarrow Romain

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

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

Glenn Research Center
Aeronautics and Spacecraft Technology
Cleveland, OH
Eunice J. Adams-Sipp

Goddard Space Flight Center
Science Missions and Telescopes
Greenbelt, MD
Jennifer D. Perez
Sholainka O. Martyn
Kandace P. Chappell
Djaataa Onanuga

IT Procurement Office
Washington, DC

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

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

Kennedy Space Center
Space Vehicle Launch and Landing
Cape Canaveral, FL
Joyce C. McDowell
Natalie B. Colvin

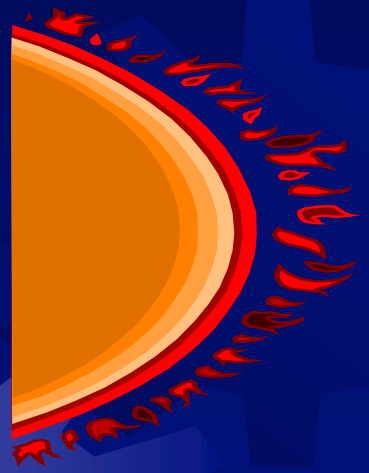
Learn more about NASA OSBP!

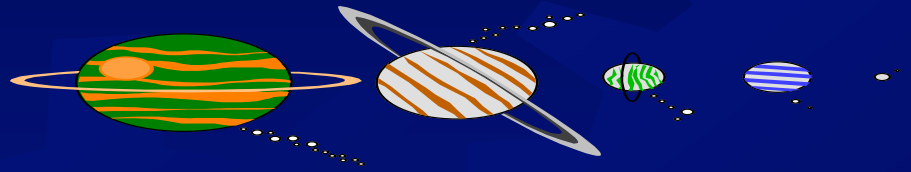
www.nasa.gov/osbp

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 withTulane , 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: W911NF-14-1-0093, W911NF-15-0446 , W911NF-16-1-0502, W911NF-5-0002,

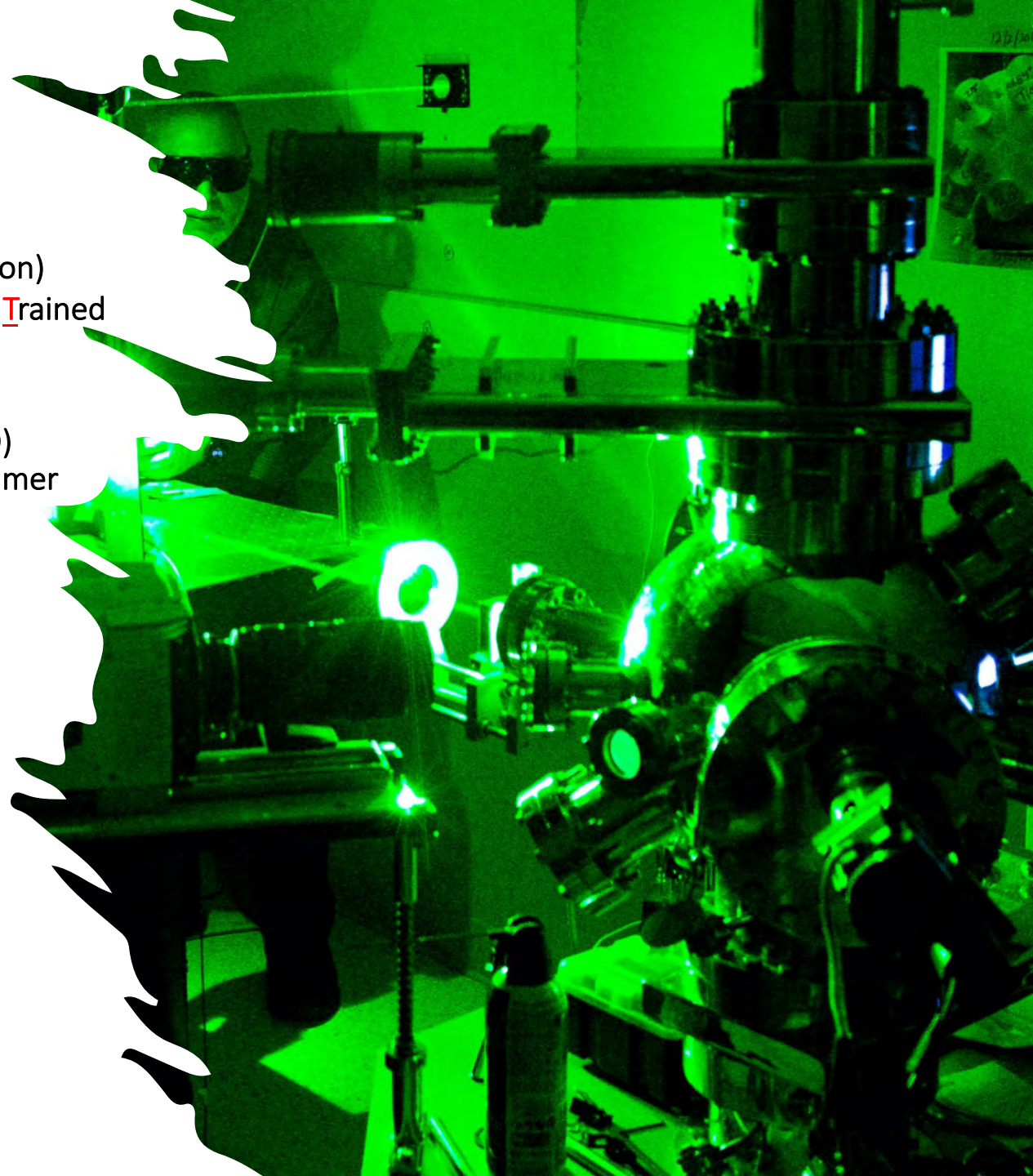
AFOSR: FA9550-18-1-0364, FA9550-12-1-0068, FA9550-12-1-0470, FA9550-10-1-0199, FA 9550-10-1-0198, FA 9550-08-1-0363

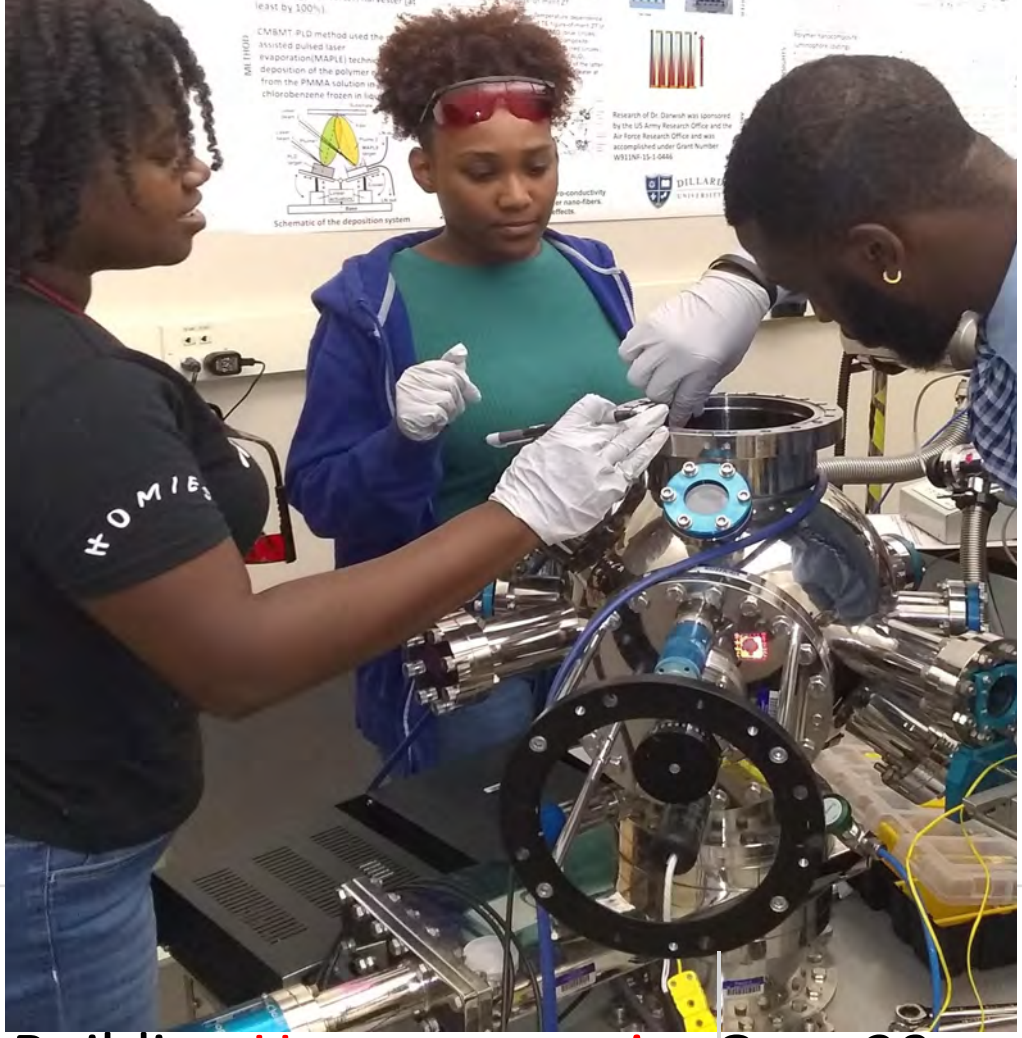
ARL: CRADA , and AFRL two EPA

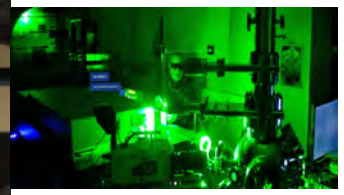
NIH: Center of health disparities $25M

Physics, Pre-Engineering and Medical Physics department

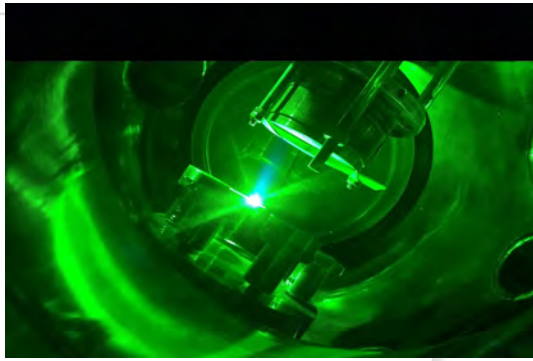
1. IBM- HBCU Quantum consortium for Qubit
2. DOE: INSIGHIT center (Darwish COPI, MSU lead institution)
Institute for Nuclear Science to Inspire the Next Generation of a Highly Trained Workforce
3. DOE: HIPPO center (Lead T A&M) & DU participant
Horizon-broadening Isotope Production Pipeline Opportunities (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 studen
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

http://qz.com/432756/in-39-years-us-physics-doctorates-went-to-66-black-women-and-22000-white-men/

DU physics department, we are on the top Of 15 physics department in the country Producing more than 55% of African American In physics for the last 15 years

NASEM Report 2020 : Promising Practices for Addressing the Underrepresentation of Women in Science, Engineering, and Medicine: Opening Doors (2020) “Darwish panelist in March 2019”. Page 29

“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 unpublished)”.

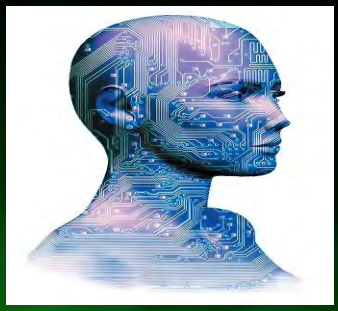
In 2019, I was invited by NASEM to present in a panel why Black females?

The Talent And Diversity Of HBCU Faculty

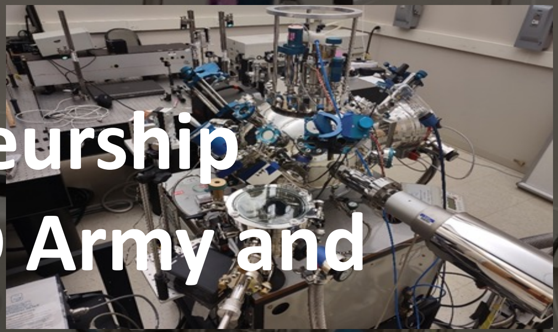
https://www.forbes.com/sites/marybethgasman/2021/07/19/the-talent-and-diversity-of-hbcu-faculty/?sh=39d5be1b4d90

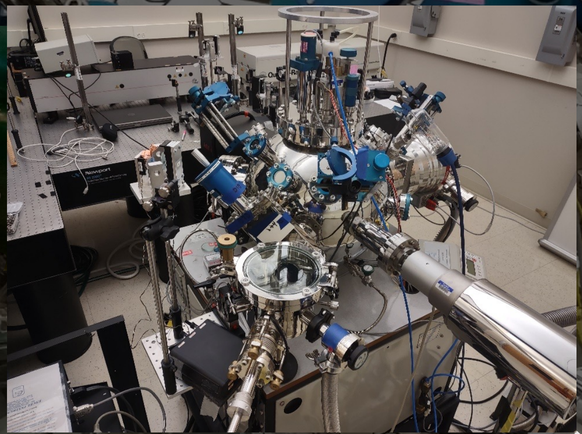
"At Dillard University, a small HBCU in New Orleans, professor Abdalla Darwish leads a physics program that is second in the nation in terms of the production of African American physics majors and is an exemplar in terms of its production of Black women physics majors. Darwish noted in a recent interview, "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



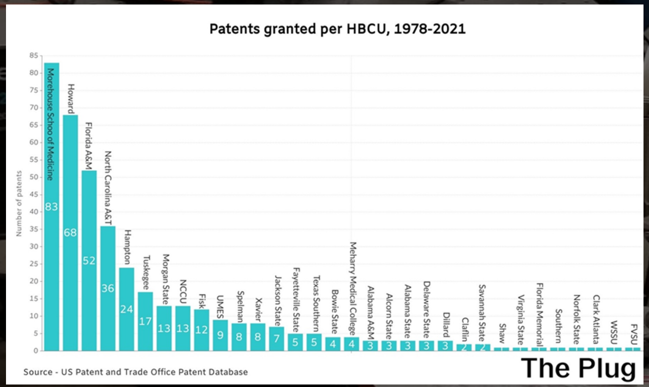
Reinvesting in Entrepreneurship and patents through DoD Army and AFOSR support

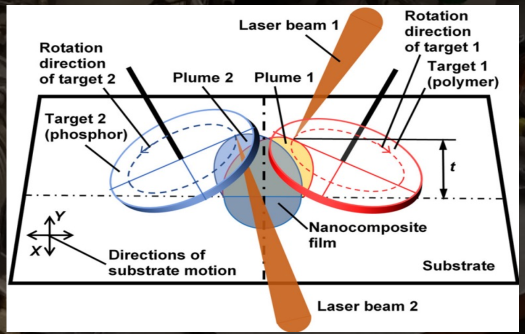


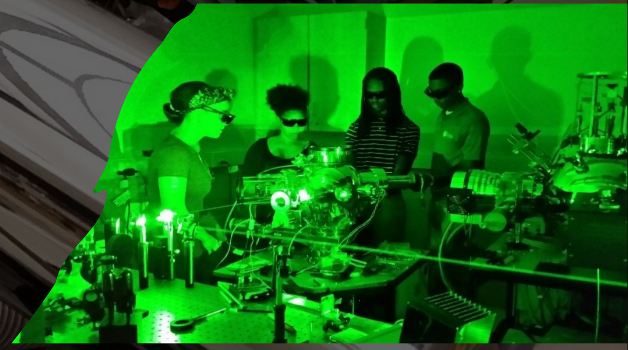


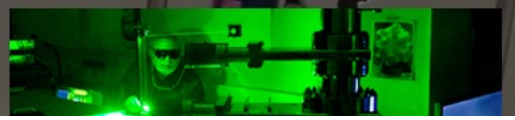
Patent No US

COMPOSITE AND FABRICATION METHOD

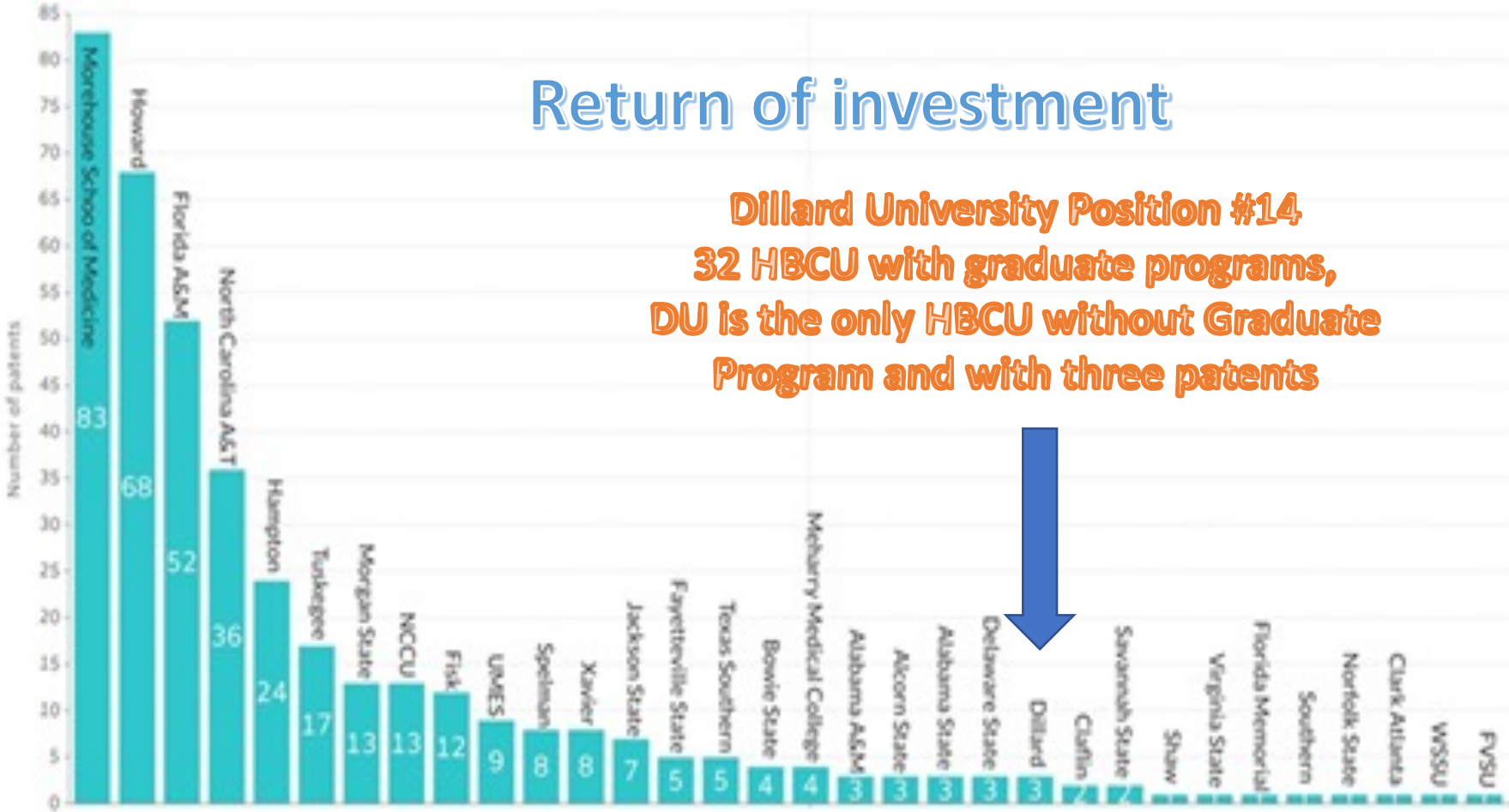








Patents granted per HBCU, 1978-2021

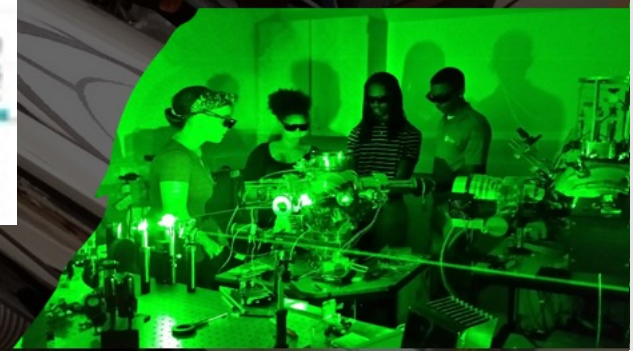


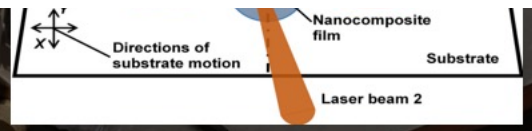
Source - US Patent and Trade Office Patent Database

Return of investment

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

The Plug

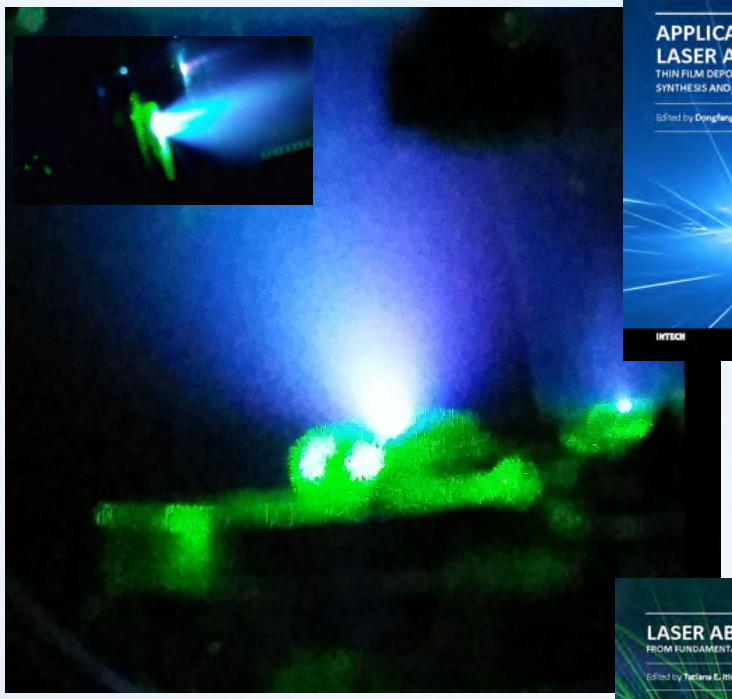


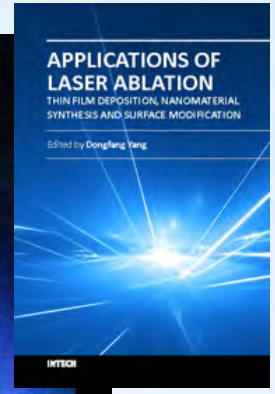


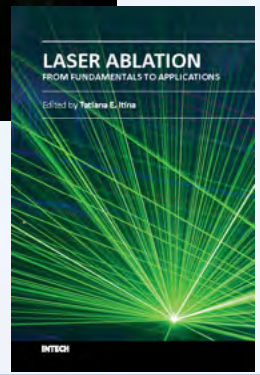
Matrix Assissted Pulsed Laser Evaporation D/ T concurrent PLD

"Darwish's Textbbooks chapters

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







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

LAMS center (Laser Ablation and Materials Science Center)
DTPLD/ MAPLE Fabrication & Characterization Flowchart

Analytic Instrumentation


RHEED


High-speed video camera 1Ms/sec


Atomic Force Microscope


FTIR


XRD


XRF


SEM JSM-7100FA

RHEED

High-speed video camera 1Ms/sec

Atomic Force Microscope

FTIR

XRD and XRF

SEM JSM-7100FA

Cary 6000i

Integrating sphere GS-002X

Fluorescent spec optical response

Home-made measurement system

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

Processing Instrumentation

Pellet press

2 and 3-laser Beams PLD Chambers

Nd:YAG laser PRO-250-50

Nd:YAG laser Lab-170

OPO with wavelength extender

Femtosecond laser

Probe station LTMP-4. MMR Technologies

4-point probe PRO4-4000


Pellet Press


2-Beam PLD Chamber / 3-beam PLD Chamber


Nd:YAG laser PRO-250-50


Nd:YAG laser Lab-170


OPO with Wavelength Extender


Femtosecond


Probe station LTMP-4. MMR Technologies

U.S. ARMY RDECOM

AIR FORCE RESEARCH LABORATORY

Train the next generation & building Human capacity

DILLARD UNIVERSITY
EX FIDE FORTIS
LOUISIANA


White House Summit: Developing a Bold Decadal Vision for Commercial Fusion Energy
WHITE HOUSE SUMMIT:
Developing a Bold Decadal Vision for Commercial Fusion Energy
U.S. DEPARTMENT OF ENERGY
Dr. Kim Budil
Director of Lawrence Livermore Laboratory
Dr. Kathy McCarthy
Associate Laboratory Director for Fusion and Fission Energy and Science, Oak Ridge National Laboratory
Dr. Abdalla Darwish
Presidential Professor at Dillard University Director of the Dillard University Physics LAMS Center
Dr. Anne White
Chair of the Department of Nuclear Science and Engineering at MIT
Dr. Steven Cowley
Director, Princeton Plasma Physics Laboratory
Dr. Mark Berry
Vice President, Research and Development at Southern Company

Ponits of Contact

Office of Sponsor Programs
Mr. Theodore Callier, Associate Executive VPIAR
tcallier@dillard.edu

Dr. Abdalla Darwish,
Presidential Professor,
adarwish@dillard.edu

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

National Aeronautics and Space Administration

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

Thomas Stanley, Center Technology Transition Lead – Stennis Space Center

April 27th, 2023

NASA SBIR/STTR Program

sbir.nasa.gov

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?

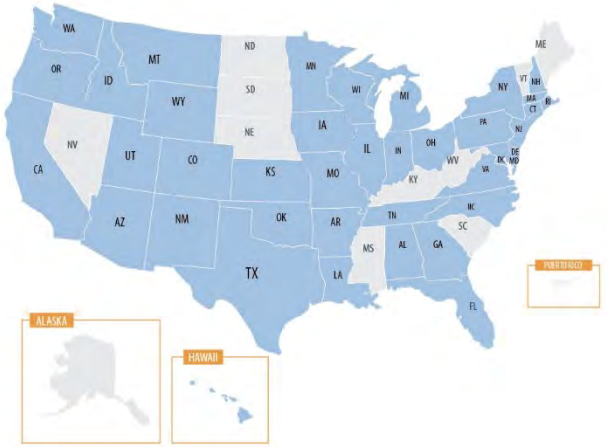
- The SBIR/STTR program's **focus is on R&D**, funding ideas that have the potential to solve some of NASA's most pressing challenges
- You **must be a Small Business Concern (SBC)** with 500 employees or less and legally established in the U.S. (visit our website for the full criteria)
- **For STTR**, 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

Approximately 80% of the small businesses we fund have less than 50 employees

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

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

78 companies selected for their first SBIR/STTR award

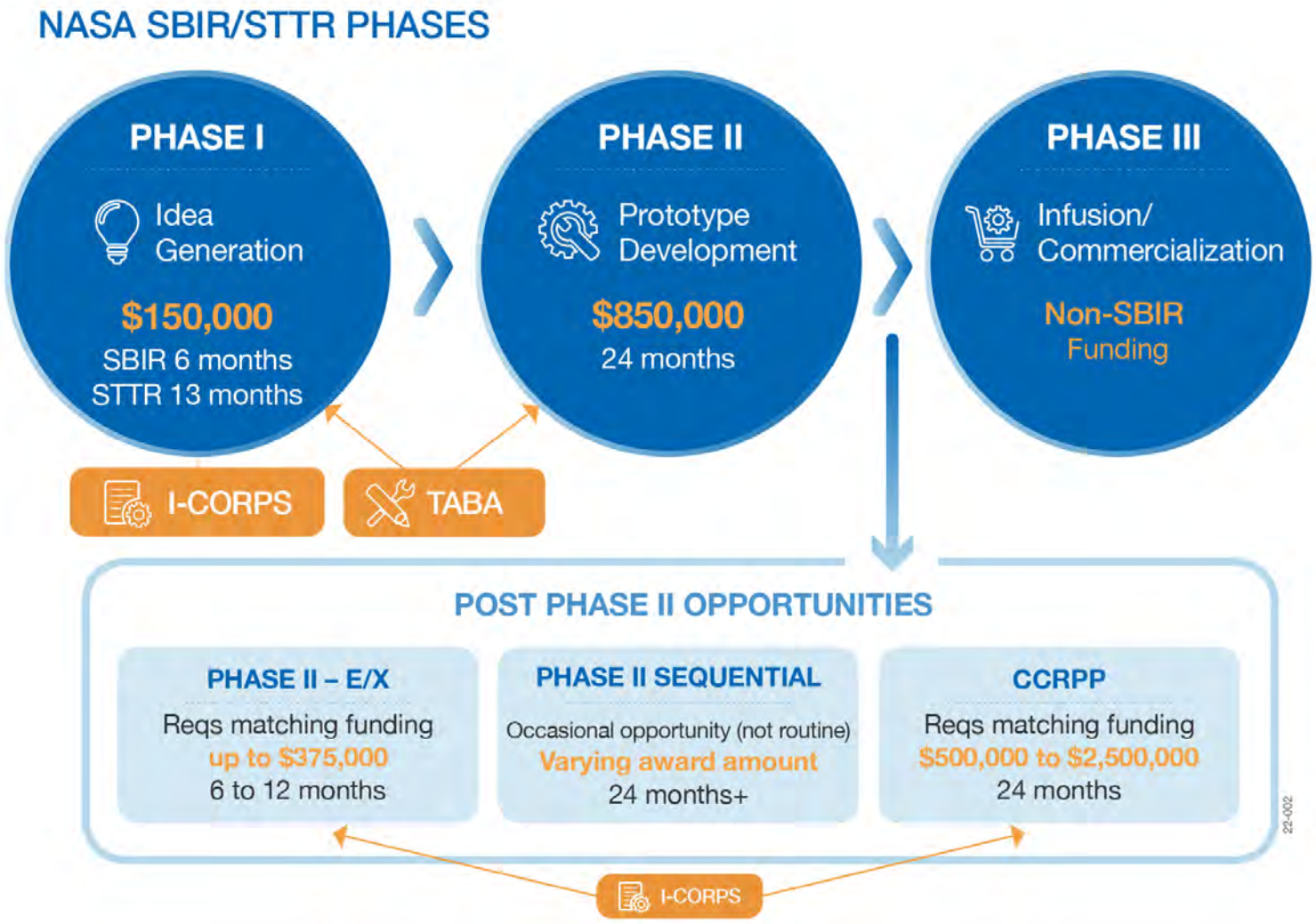
179 returning small business awardees

333 proposals selected for Phase I funding

280 SBIR & 53 STTR proposals selected

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
  - sbir.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
  - Register here for virtual capability statement training on April 25th and May 31st.

MPLAN

OPEN
April 11 – May 30, 2023

LEARN MORE AND APPLY
https://www.nasamplan.org

How can you partner with a Minority Serving Institution (MSI)?

- 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.
  - 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 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
  - Register here for virtual capability statement training on April 25th and May 31st.

MPLAN

OPEN
April 11 – May 30, 2023

LEARN MORE AND APPLY
https://www.nasamplan.org

Success Story:
The Research Institution Perspective on MUREP-SBIR/STTR Planning Awards

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

Louisiana Technology Transfer Office (LTTO)

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

National Aeronautics and Space Administration

NASA MENTOR PROTÉGÉ PROGRAM (MPP)

David E. Brock

NASA Mentor Protégé Program Manager

MSFC Small Business Specialist

OSBP

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.

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
Amentum Services, Inc. ***(New Mentor)***	2/16/2028	Debbie Newberry	817-224-1303	deborah.newberry@amentum.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
Blue Origin ***(New Mentor)***	8/9/2028	Vanessa McKenzie	253-437-9300 x.19187	vmckenzie@blueorigin.com
Booz Allen Hamilton ***(New Mentor)***	3/7/2029	Yuri Cruz	703-902-5000	cruz_yuri@bah.com
CACI, Inc. – Federal ***(New Mentor)***	8/9/2028	Wayne Pizer	703-434-4693	wayne.pizer@caci.com
CH2M Hill, Inc. ***(New Mentor)***	2/7/2028	Lauren Terry	720-286-5318	lauren.terry@jacobs.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
General Dynamics Information Technology, Inc. [GDIT] ***(New Mentor)***	6/15/2028	Mike O'Hara	202-744-9831	michael.ohara1@gdit.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	---

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

NASA APPROVED MENTORS – STATUS (CONT.)

Mentor Name	Expiration Date	Mentor POC	Phone No.	E-mail Address
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
Peraton, Inc. ***(New Mentor)***	4/25/2027	Lynn Livengood Ronald Penick	703-782-2523 540-200-1043	lynn.livengood@peraton.com ronald.penick@peraton.com
Raytheon Company	11/19/2026	Crystal King	571-250-3725	crystal_l_king@raytheon.com
REI Systems, Inc. ***(New Mentor)***	7/11/2028	Kevin M. White	703-574-9502	kwhite@reisystems.com
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
Southwest Research Institute	4/12/2028	Gregory Fletcher Leo Cardenas	210-522-6269 210-522-6753	gregory.flectcher@swri.org leopoldo.cardenas@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	 703-872-4845	christina.m.washington@boeing.com tina.t.wang@boeing.com
Wyle Laboratories, Inc. d/b/a KBRWyle	10/16/2028	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 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.

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

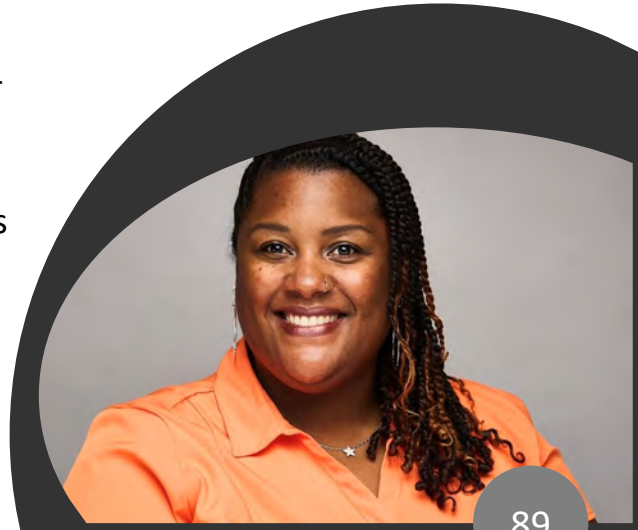
Small Business Opportunities with NASA Primes

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

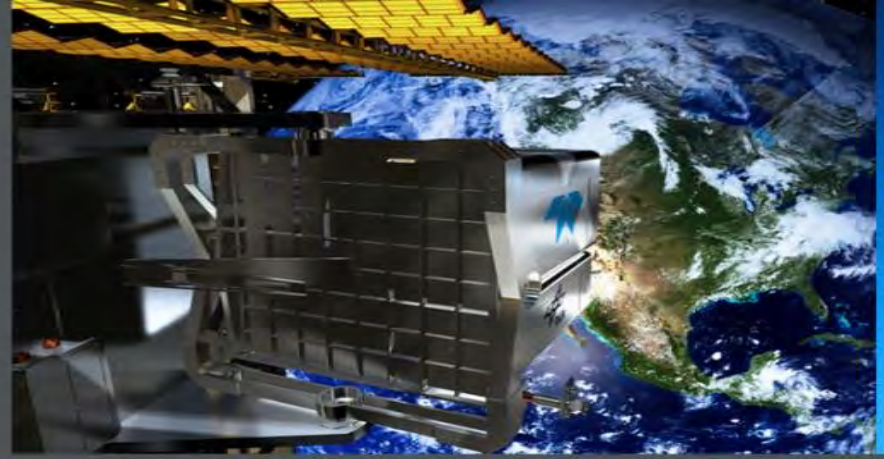
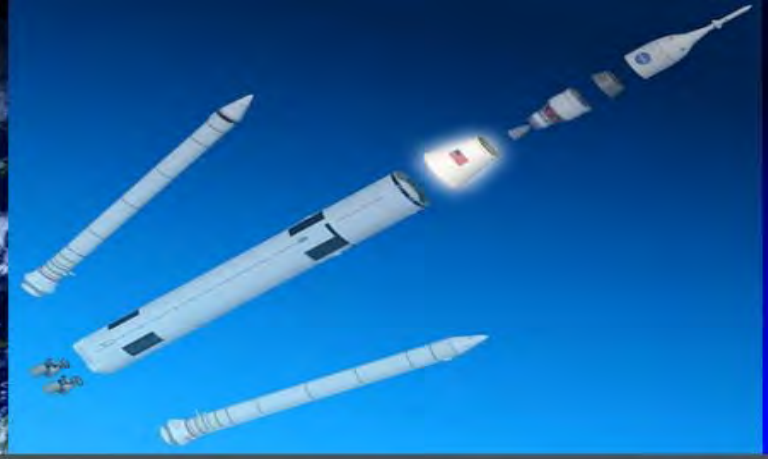
Panelists:
Ms. Debbie Batson, Sr. Director, Large/Small Business Strategic Alliances
Teledyne Brown Engineering

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



TELEDYNE BROWN ENGINEERING



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

Boeing in SPACE

BOEING IN SPACE

CST-100 Starliner

- 336414
- 541330
- 332992
- 332510
- 314999
- 336415
- 541712
- 333514
- 334418
- 332322

International Space Station

- 336412
- 332912
- 541712
- 541330
- 334111
- 334418
- 336413
- 334220
- 334413
- 336419

Space Launch System

- 336414
- 541330
- 334220
- 336413
- 332912
- 336415
- 333514
- 332322
- 332911
- 332312

Global Supplier Diversity

Bradley Bruce | Supplier Diversity Manager | Huntsville, AL
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

Company Registration


KBR
Gracie Orr
KBR Science & Space
Small Business Liaison Officer
Contact
Website
Human Exploration | Mission IT
Human Performance & Research | Science, Engineering & Operations

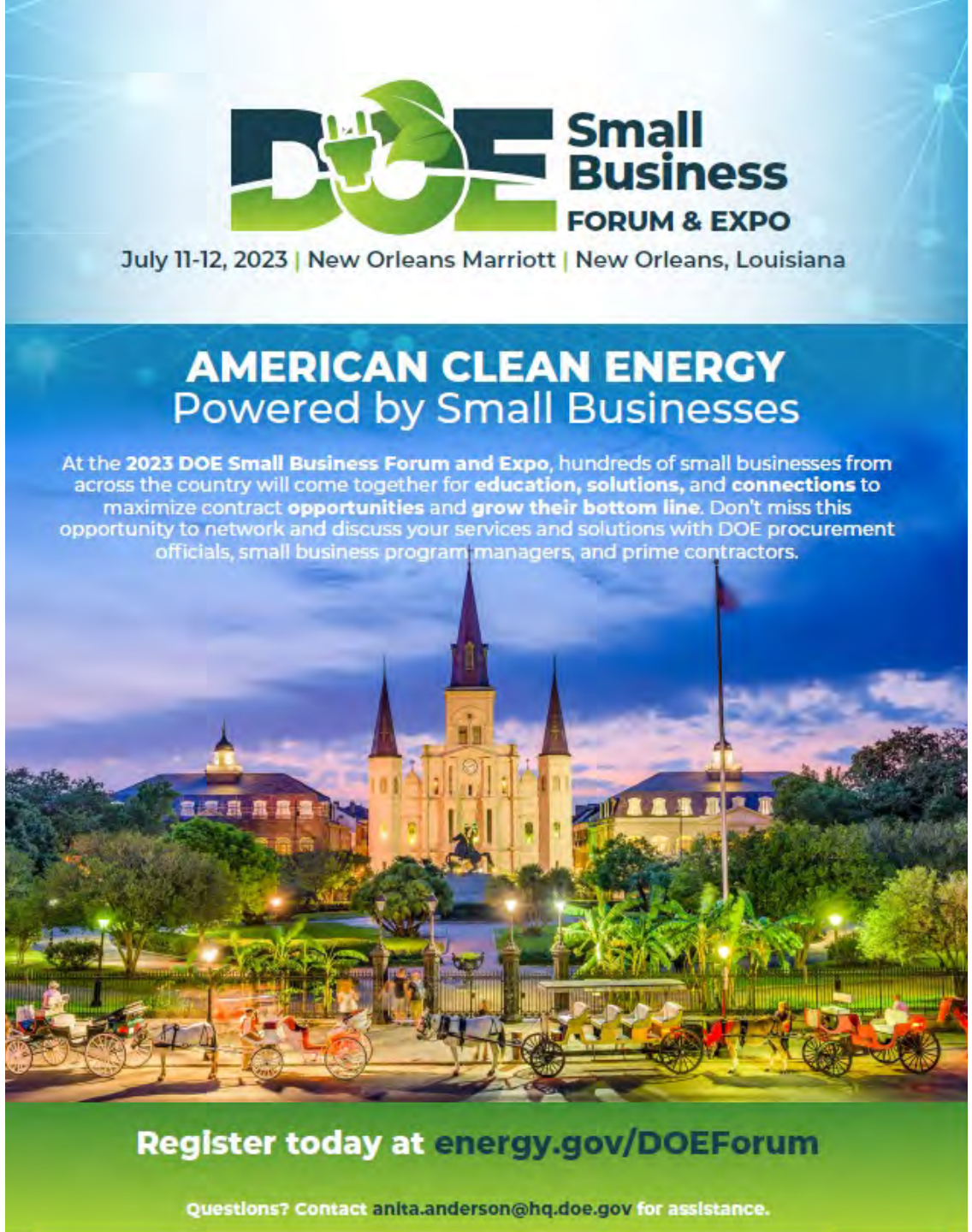
Federal Government Small Business Opportunities

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


DOE Small Business
FORUM & EXPO
July 11-12, 2023 | New Orleans Marriott | New Orleans, Louisiana
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

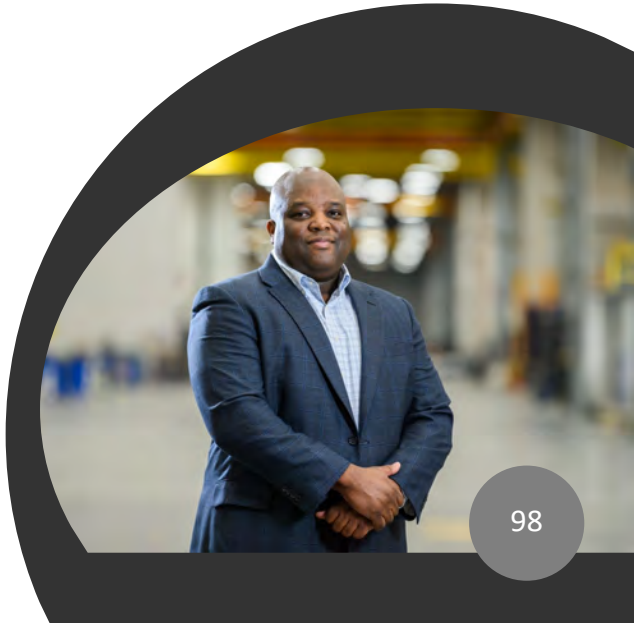
NASA Executive Program Overviews and Small Business Support

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

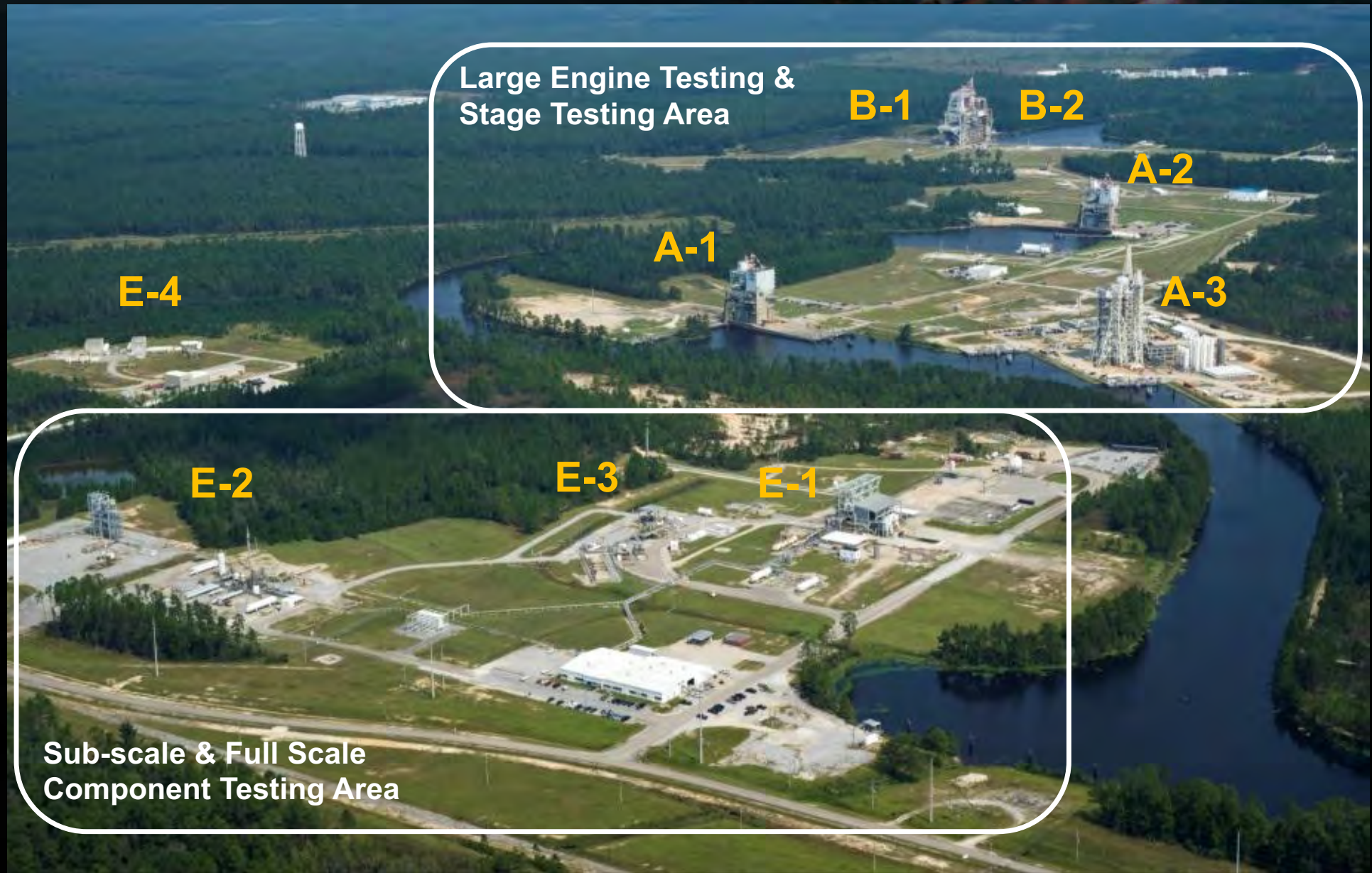
Mr. Kenneth Newton, Director, Service Delivery Directorate
NASA Shared Services Center



John C. Stennis Space Center
Engineering and Test Directorate (ETD)

Freddie Douglas, III
Deputy Director, ETD
Stennis Space Center (SSC)
April 27,2023

Stennis Space Center Test Complex



- Facebook: NASA’s John C. Stennis Space Center
- Twitter: @NASAStennis
- Instagram: @NASAStennis

National Aeronautics and Space Administration

SUNO Small Business Office

Hansel Gill

Deputy Director, Michoud Assembly Facility

MICHOUD
ASSEMBLY FACILITY
AMERICA'S ROCKET FACTORY

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


NEW ORLEANS STATES-ITEM
LARGEST AFTERNOON CIRCULATION IN LOUISIANA
RED COMET
SATURN ROCKET PLANT APPROVED FOR MICHOUD
Giant Michoud Plant to Produce Saturn Moon Rocket
BULLETIN
SHOOT FOR THE MOON IN GROWING NEW ORLEANS!
INDUSTRIAL OUTDOOR DISPLAYS

1961

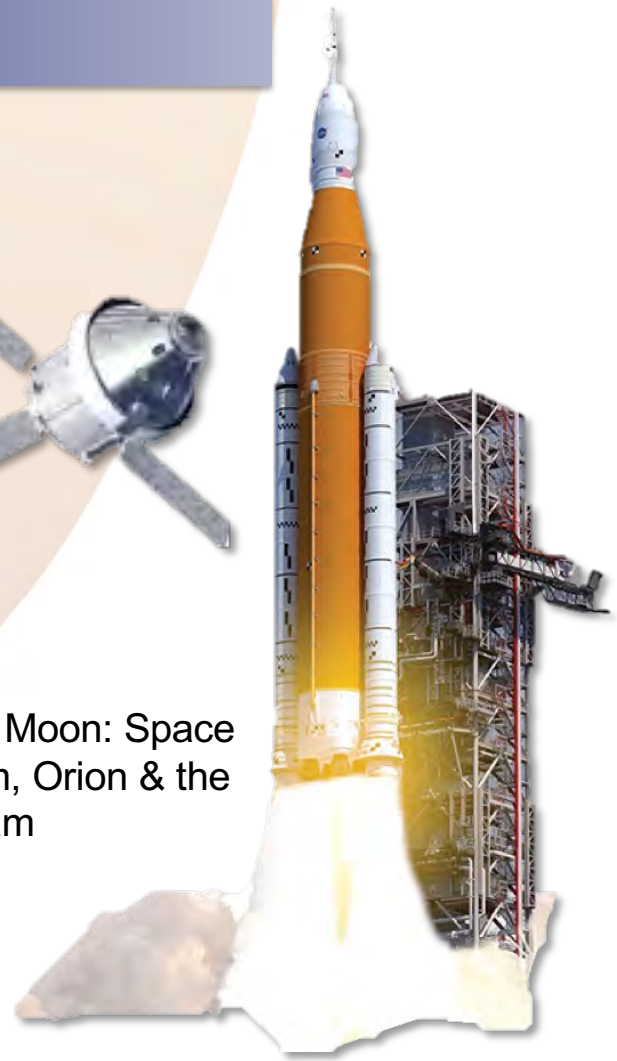
- NASA Takeover
- Apollo Arrives & Flies

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

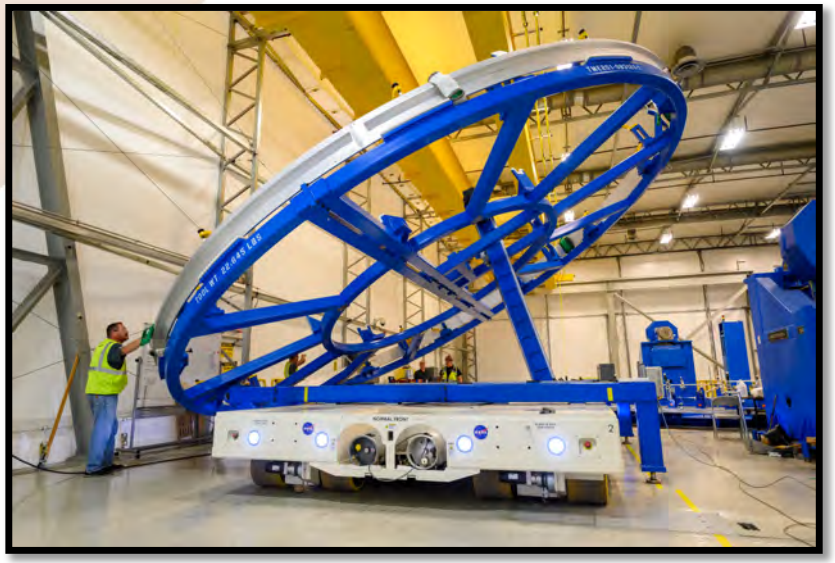
- Jan. 8, 2020: the core stage for NASA's Artemis I mission rolls out of MAF for testing at SSC and shipment to KSC for final stacking and integration.
- Nov. 16, 2022: Artemis I successfully launches from KSC in the first integrated test flight of the SLS rocket and Orion Spacecraft.

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.

Exploration Upper Stage

- 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.



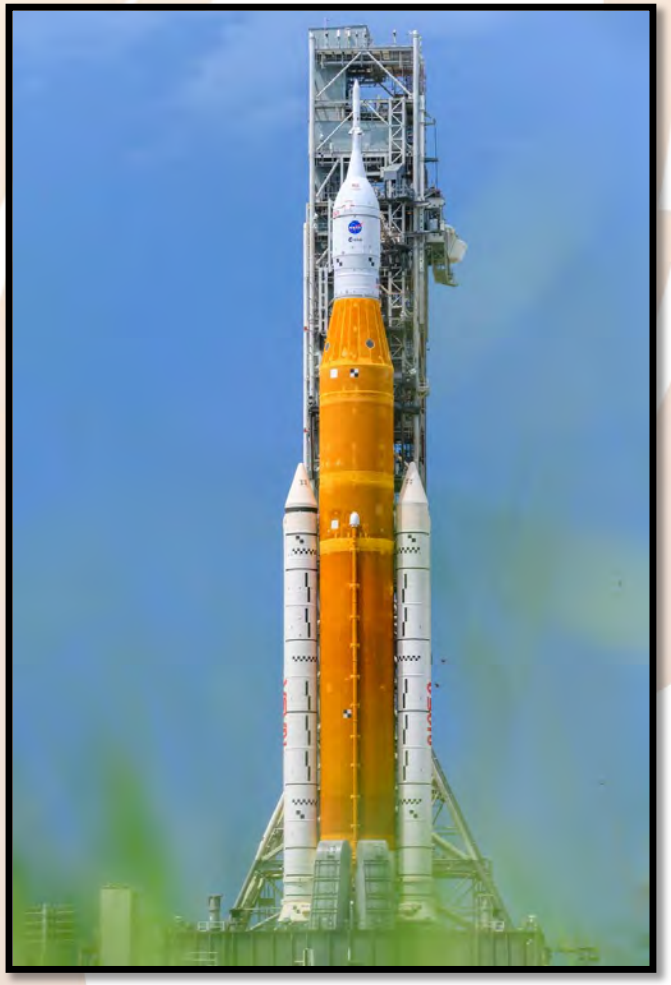
Core Stage 2 in Final Assembly

- 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**

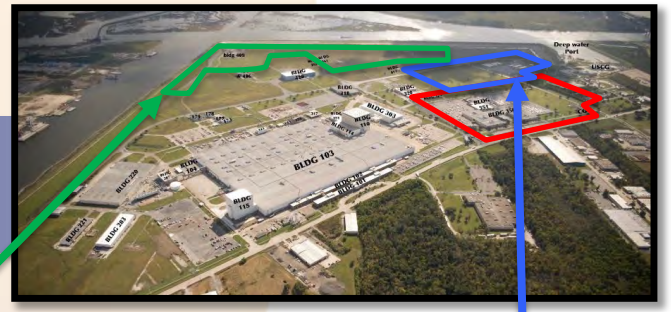


Louisiana Impact

- **$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

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

MICHOUD
ASSEMBLY FACILITY

National Aeronautics and Space Administration

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

www.nasa.gov

April 27, 2023

NSSC Overview

Vision and Mission

Vision

Unparalleled Service

Mission

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

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

Procurement Services

- Grant and Cooperative Agreement Awards and Administration
- SBIR/STTR Contract Awards and Administration
- Consolidated Contract Management
- Enterprise License Management
- Support of Agency Enterprise IT Contracts
- Simplified Acquisitions
- P-Card Agency Program Management

Financial Management Services

- Accounts Payable (**includes invoice escalation**)
- Accounts Receivable / **Debt Waiver**
- Fund Balance w/ Treasury (**includes escalation**)
- Domestic, Foreign, ETDY, and COS Travel Voucher Payments
- ETDY Travel Authorization and Voucher Preparation
- Employee Relocation Support
- Relocation Services Contract Management
- Funded/ Unfunded Leave Journal Vouchers
- Travel/Fleet Card Support

Human Resources Services

- Payroll, Time and Attendance Support
- HR IT Systems Development and Maintenance
- On-boarding, In-Processing
- HR surveys
- **Senior Executive Service (SES)** Appointment Support
- SES Candidate Development Program Support
- Financial Disclosures Processing
- **Classification Services** and Appeals
- Personnel Action Processing
- **Staffing Services**
- e-OPF Maintenance and Recordkeeping
- On-site and Off-site Training Purchases
- Drug Testing Administration
- Employment Inquiries
- Adjudication of Position Classification Appeals
- Employee Recognition and Awards Processing
- Employee Notices Information Materials
- Suitability Adjudications
- Presidential Rank Awards
- Retirement Estimates and Package Processing
- Benefits & Survivor Counseling
- Civilian and Military Deposit Processing
- Admin of Leave Donor, Leave Bank, and Sick Leave Programs
- Federal Workers' Comp Program Administration
- Unemployment Compensation Management

Enterprise Services

- Customer Contact Center
- Document Imaging and Electronic Document Management
- Enterprise Service Desk
- Intelligent Automation Services
- Enterprise Service Request System

Agency Business Support Services

- Budgeting and Resource Management for NSSC, NASA IT Contracts, and NCCIPS

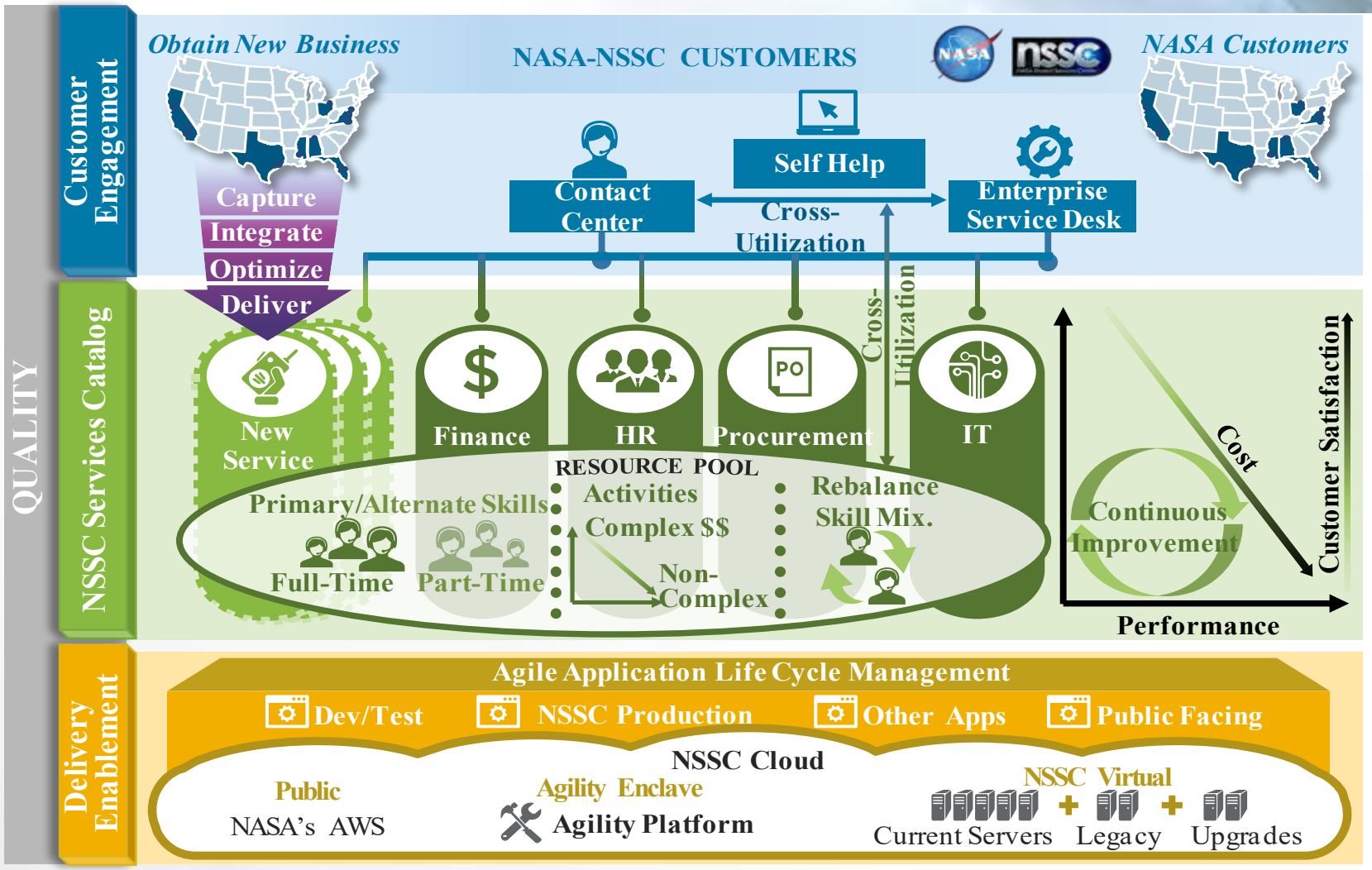
NCCIPS

- National Center for Critical Information Processing and Storage

NSSC Performs 60+ Business Activities for NASA

NSSC Service Delivery Model

Enabling Mission Success



9350-15-000c, 08/29/2014

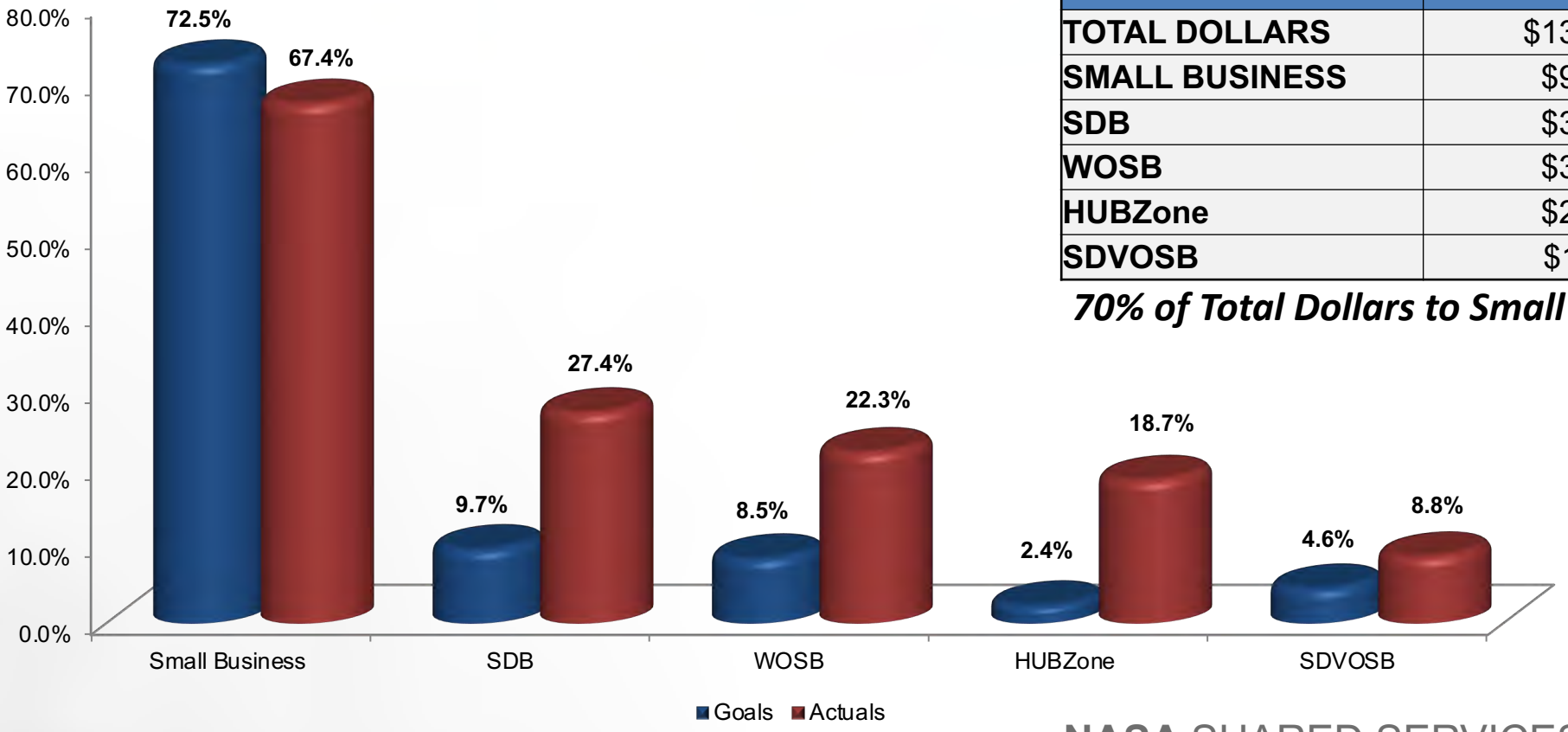
Team Member Expectations:

- 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



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

70% of Total Dollars to Small Business

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

NASA SHARED SERVICES CENTER

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

NSSC Contacts

Eli Ouder
NSSC/SSC Procurement Officer
228.813.6168
eli.c.ouder@nasa.gov

Troy E. Miller
NSSC Business Development Specialist
228.813.6558
troy.e.miller@nasa.gov

NASA SHARED SERVICES CENTER

NASA's Technology Portfolio Management System (TechPort) Overview

Mr. Ryan J. Miller, Program Manager

NASA TechPort

NASA Space Technology Mission Directorate

National Aeronautics and Space Administration

NASA

EXPLORESPACE TECH

NASA Technology Portfolio Management System

Ryan Miller – Program Manager

TechPort

https://techport.nasa.gov

Introduction

Technology is developed by thousands of people in diverse organizations with challenging goals.

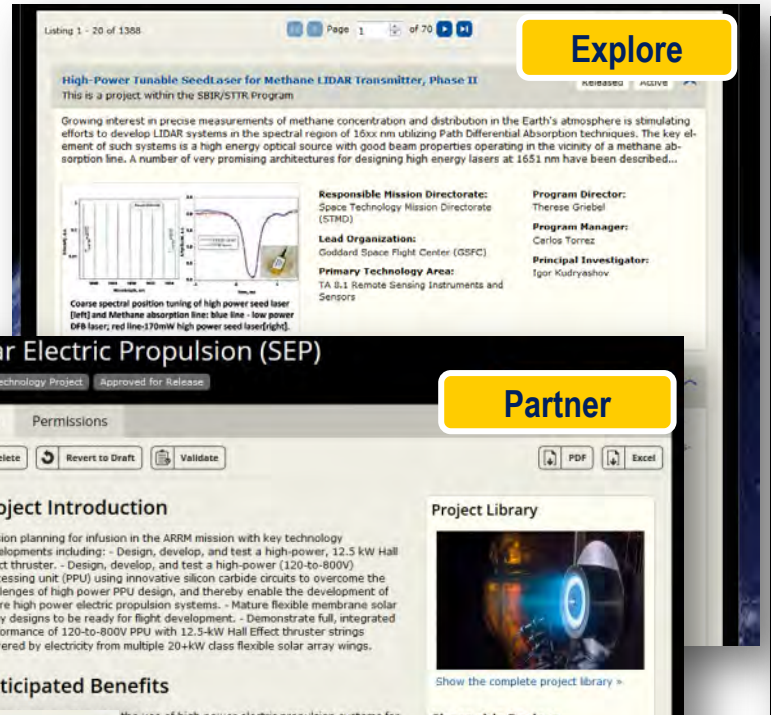
TechPort is a web-based information system that brings these technologies together, providing key insights on NASA's investments.

TechPort Overview

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

FIND IT. BUILD IT. SHARE IT.

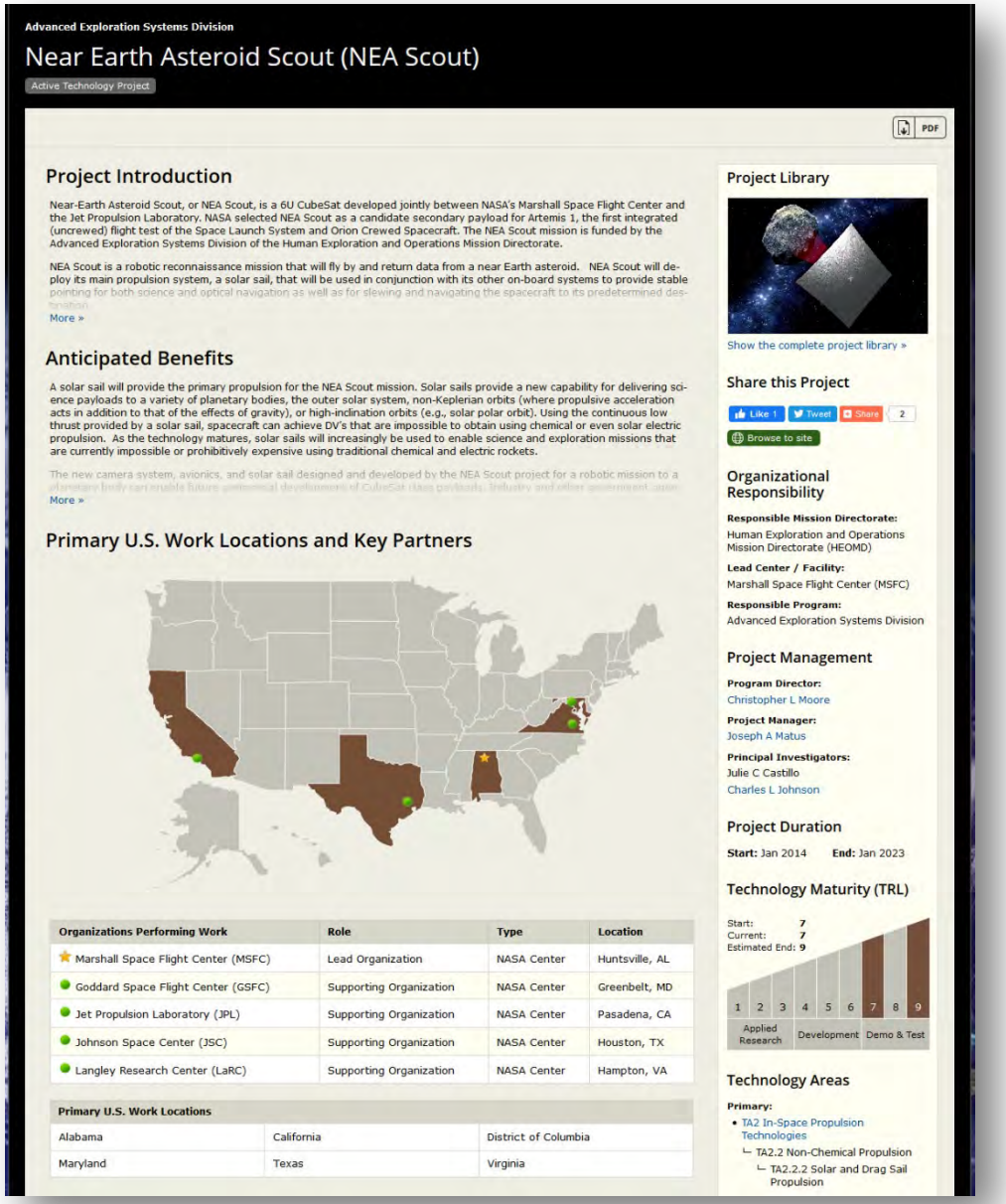
- **Contains over 16,000 active and completed NASA technology projects.**
- **This represents over $12.5B in technology investments.**
- **Roughly 2,000 projects / $1.3B are added to TechPort each year.**



The Technology Project Record

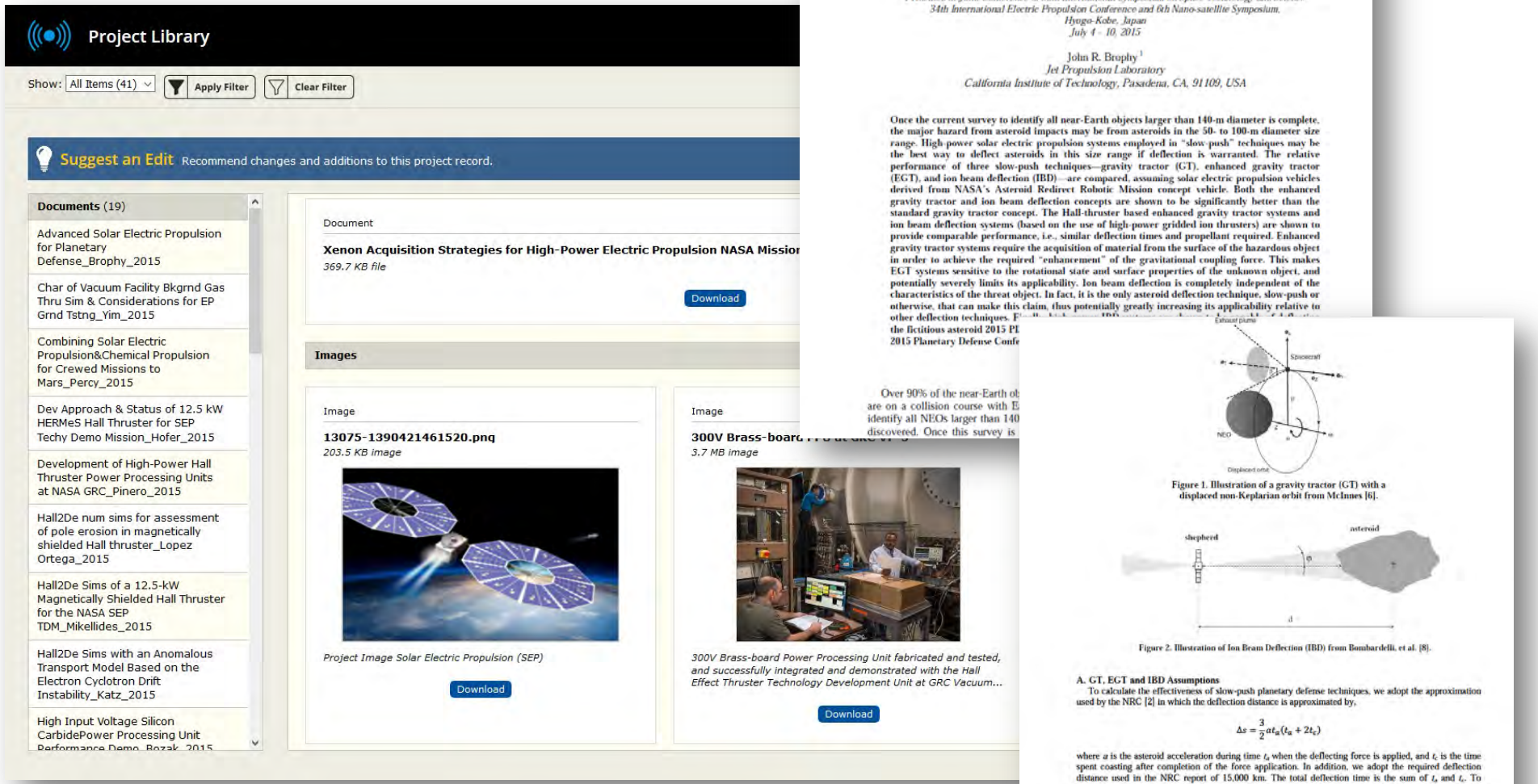
TechPort's core data point is the technology project. Each project displays the following information:

- 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)



Technology Project Library

Many projects have a rich library of technical documentation, final reports, published papers, and relevant external links.



Advanced Solar Electric Propulsion for Planetary Defense

IEPC-2015-64

Presented at Joint Conference of 30th International Symposium on Space Technology and Science 34th International Electric Propulsion Conference and 6th Nano-satellite Symposium, Hyogo-Kobe, Japan July 4 - 10, 2015

John R. Brophy[1]
Jet Propulsion Laboratory
California Institute of Technology, Pasadena, CA, 91109, USA

Once the current survey to identify all near-Earth objects larger than 140-m diameter is complete, the major hazard from asteroid impacts may be from asteroids in the 50- to 100-m diameter size range. High-power solar electric propulsion systems employed in "slow-push" techniques may be the best way to deflect asteroids in this size range if deflection is warranted. The relative performance of three slow-push techniques—gravity tractor (GT), enhanced gravity tractor (EGT), and ion beam deflection (IBD)—are compared, assuming solar electric propulsion vehicles derived from NASA's Asteroid Redirect Robotic Mission concept vehicle. Both the enhanced gravity tractor and ion beam deflection concepts are shown to be significantly better than the standard gravity tractor concept. The Hall-thruster based enhanced gravity tractor systems and ion beam deflection systems (based on the use of high-power gridded ion thrusters) are shown to provide comparable performance, i.e., similar deflection times and propellant required. Enhanced gravity tractor systems require the acquisition of material from the surface of the hazardous object in order to achieve the required "enhancement" of the gravitational coupling force. This makes EGT systems sensitive to the rotational state and surface properties of the unknown object, and potentially severely limits its applicability. Ion beam deflection is completely independent of the characteristics of the threat object. In fact, it is the only asteroid deflection technique, slow-push or otherwise, that can make this claim, thus potentially greatly increasing its applicability relative to other deflection techniques.

Figure 1. Illustration of a gravity tractor (GT) with a displaced non-Keplarian orbit from McInnes [6].

Figure 2. Illustration of Ion Beam Deflection (IBD) from Bombardelli, et al. [8].

A. GT, EGT and IBD Assumptions

To calculate the effectiveness of slow-push planetary defense techniques, we adopt the approximation used by the NRC [2] in which the deflection distance is approximated by,

$$\Delta s = \frac{3}{2} a t_a (t_a + 2t_c)$$

where a is the asteroid acceleration during time t_a when the deflecting force is applied, and t_c is the time spent coasting after completion of the force application. In addition, we adopt the required deflection distance used in the NRC report of 15,000 km. The total deflection time is the sum of t_a and t_c. To minimize the total deflection time we set the coasting time, t_c, to zero and solve for the required acceleration that minimizes t_a within the constraints of the propulsion system. Note, this approach is

TechPort

Communication and Outreach

TechPort serves as both an internal analysis tool *and* a public communication tool.

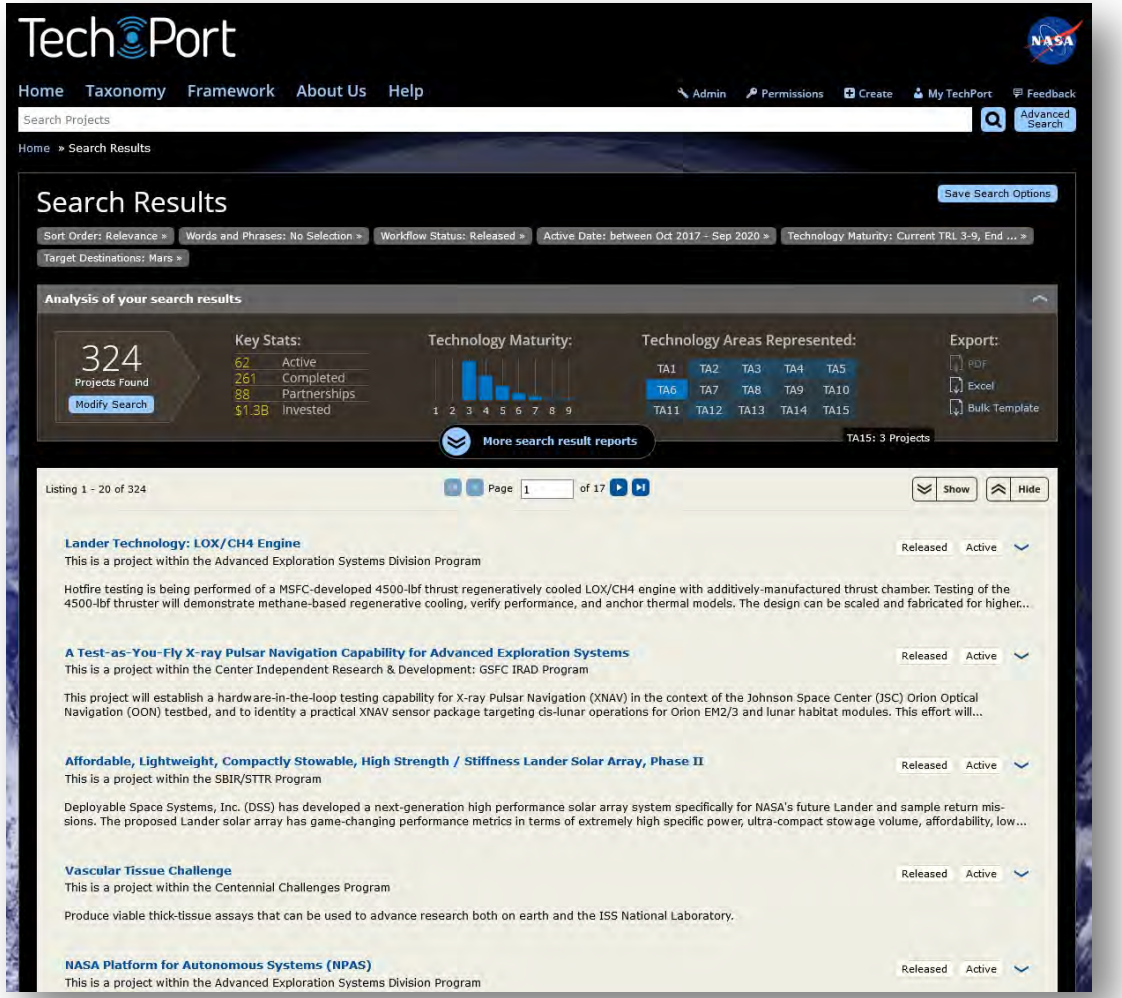
The external home page highlights:

- Most Viewed Projects
- Recently Completed Projects
- New Projects
- Featured Project of the Week
- Announcements
- Technology Solicitations

TechPort

Search and Rollup Reports

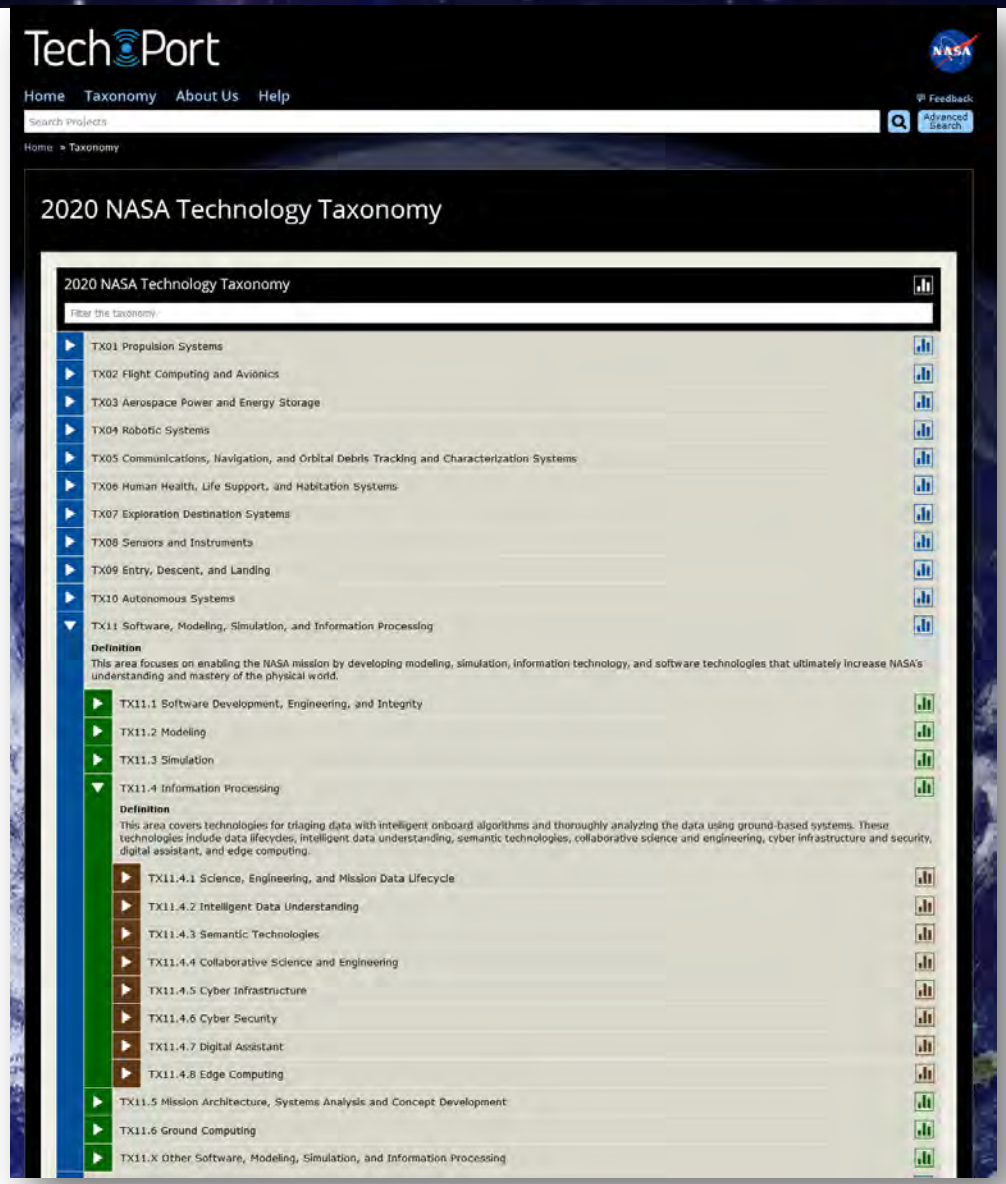
Users can search for technologies relevant to their interest based on technology area, activity date, maturity, target destination, or organization. Rollup reports are displayed for any search.

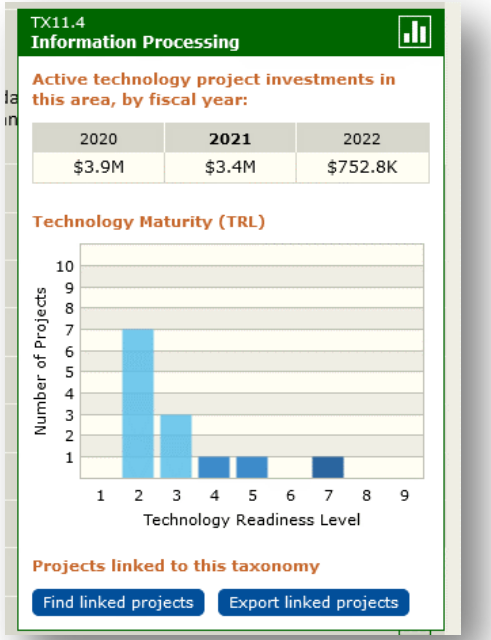


NASA's Technology Taxonomy

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

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.

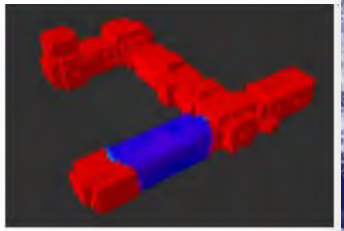
➢ General Public

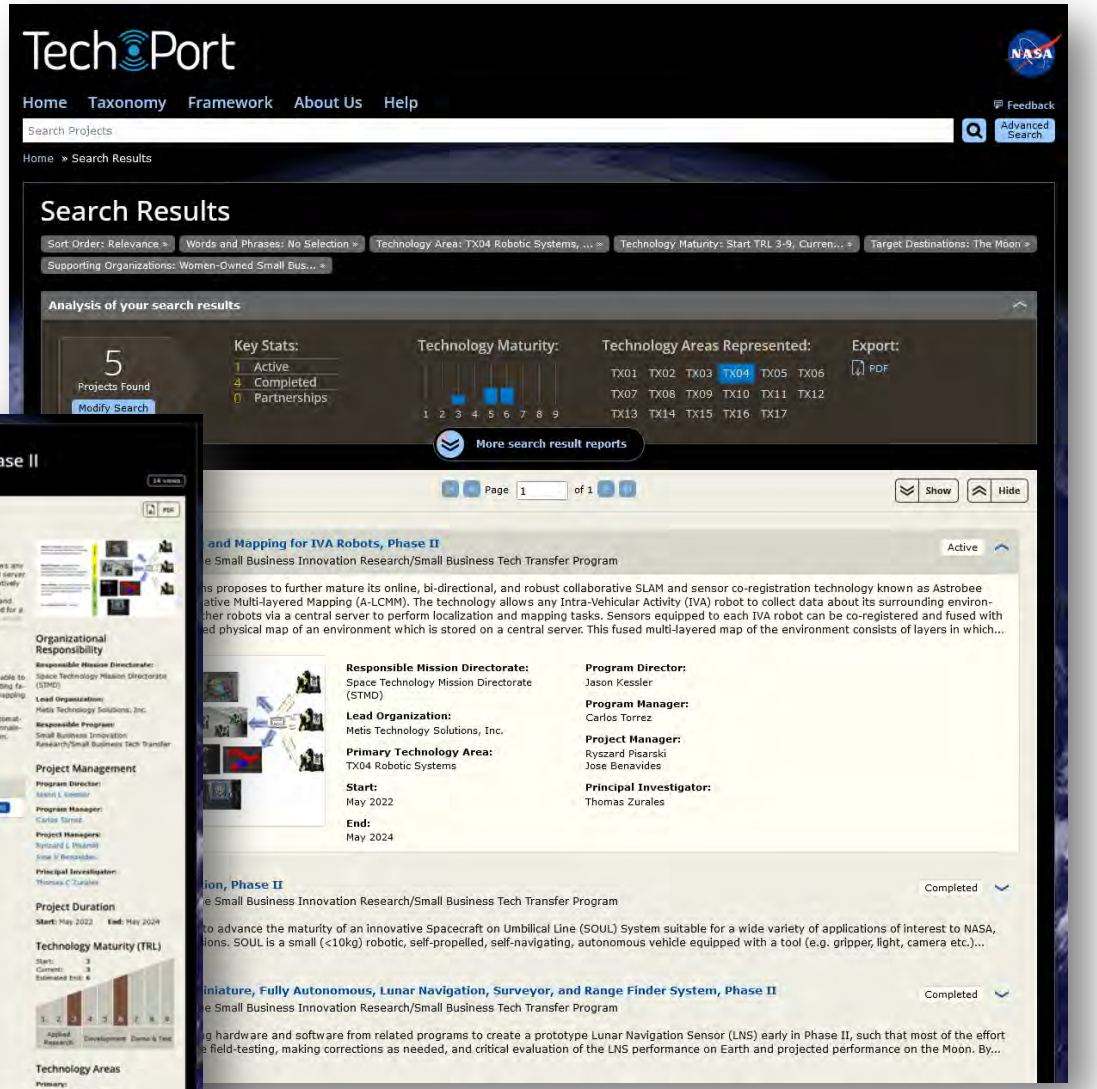
- Engage on "what's new" with NASA technology.
- Visualize the results from the use of public funds.
- Realize the benefits of the Open Data policy for Federal Agencies.

TechPort

Collaboration and Partnership Development

TechPort provides a powerful networking and collaboration platform to find partners working in similar or complementary domains.

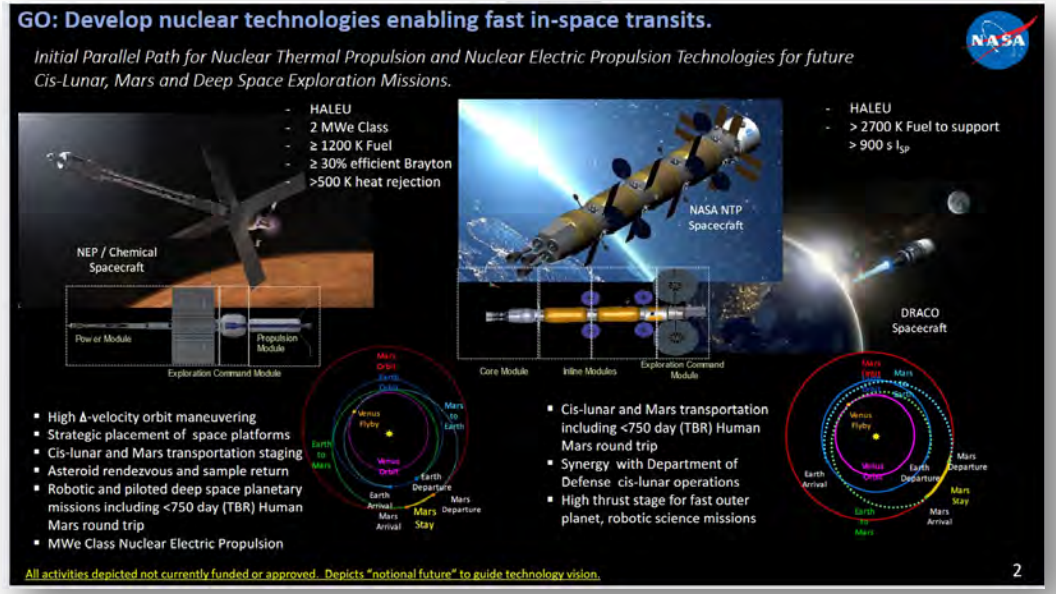




Strategic Framework

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

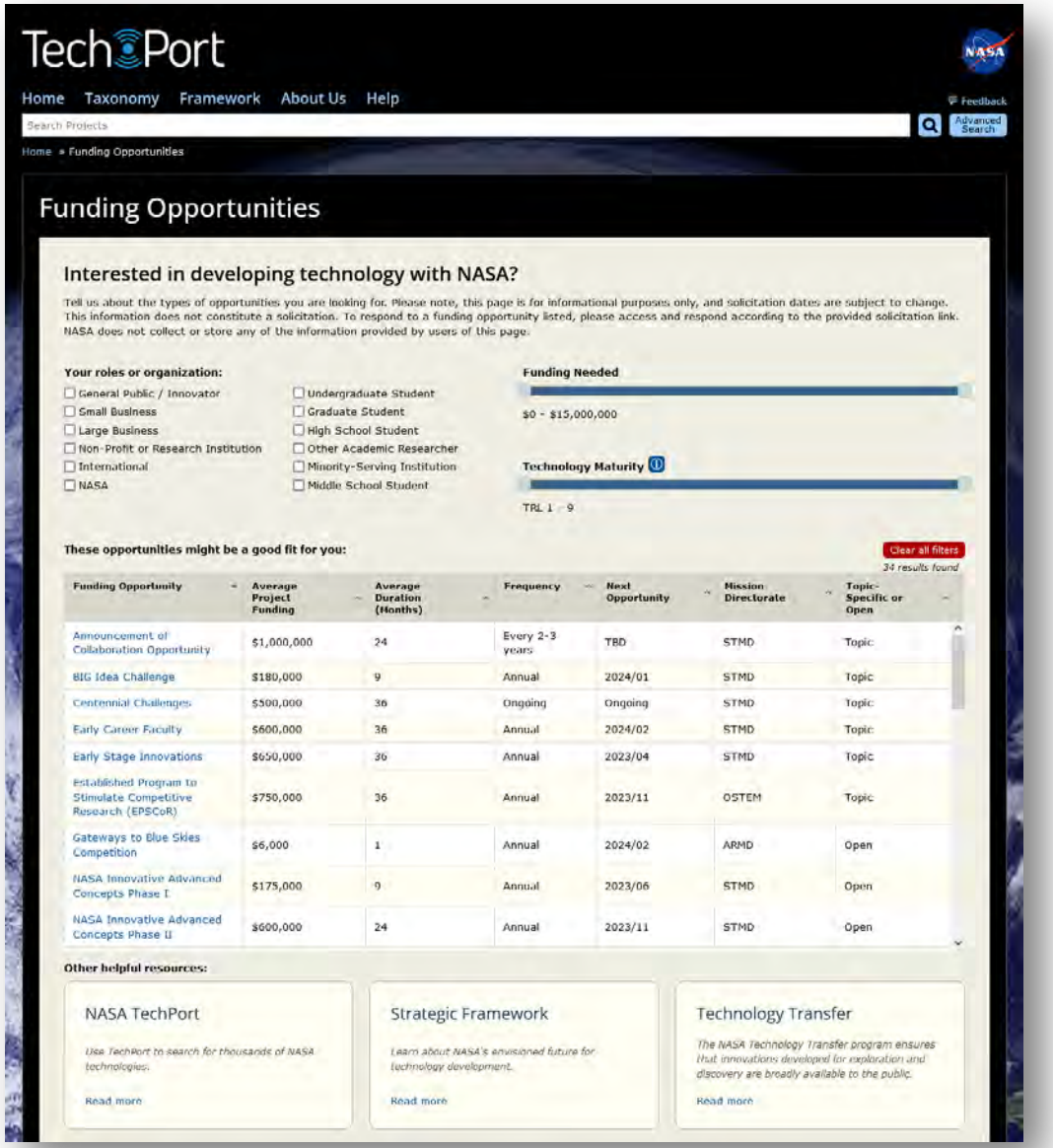
Provides key information on the types of technologies NASA intends to develop, and where the current gaps are.



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

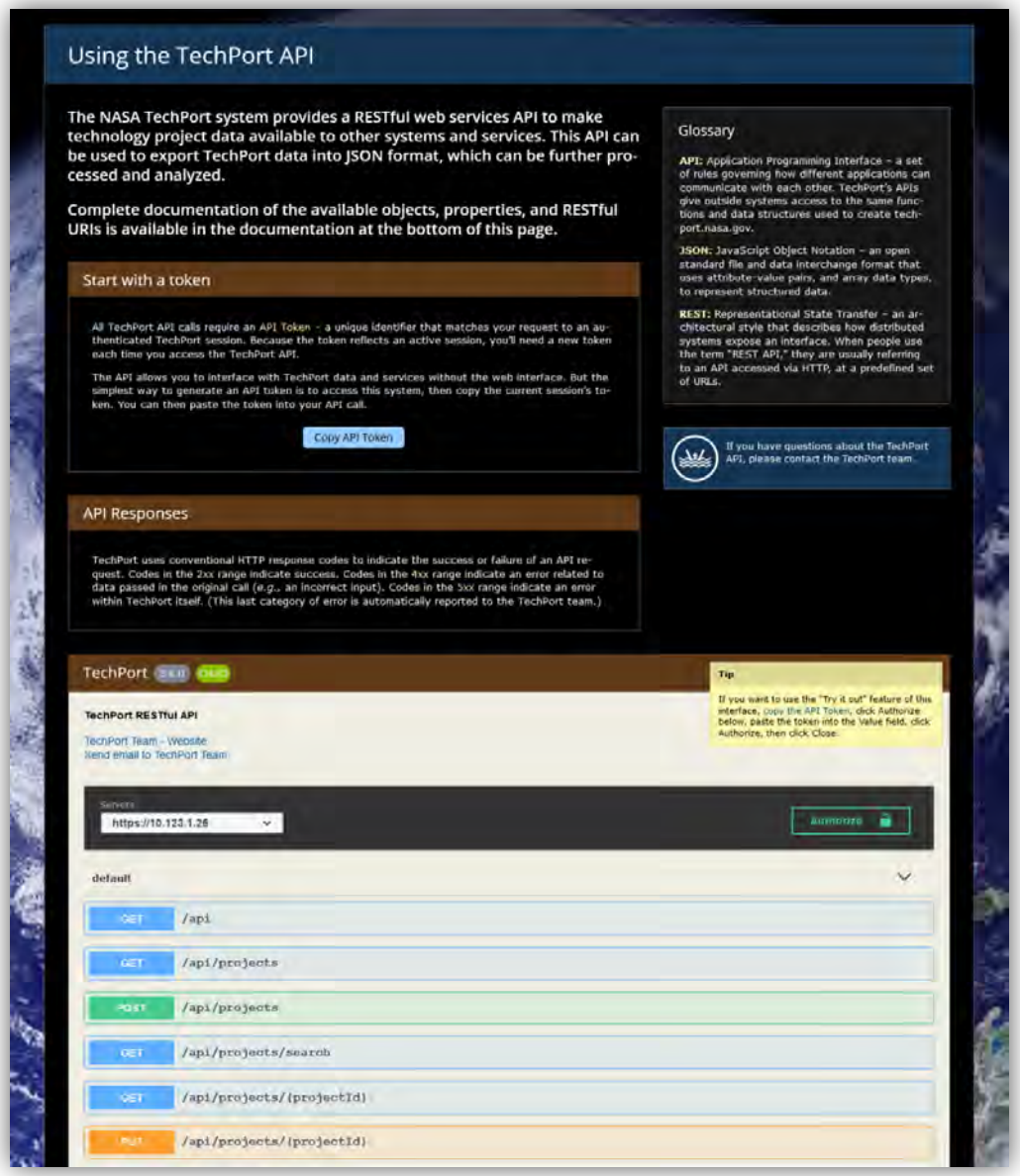


OpenData and Digital Transformation

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

National Aeronautics and Space Administration

EXPLORE PROCUREMENT

The cornerstone of NASA's current and future missions

FY23 NASA Office of Procurement: Product Service Line & NASA Acquisition Innovation Launchpad Update (NAIL) Update

NASA and Partners Small Business and HBCU Summit

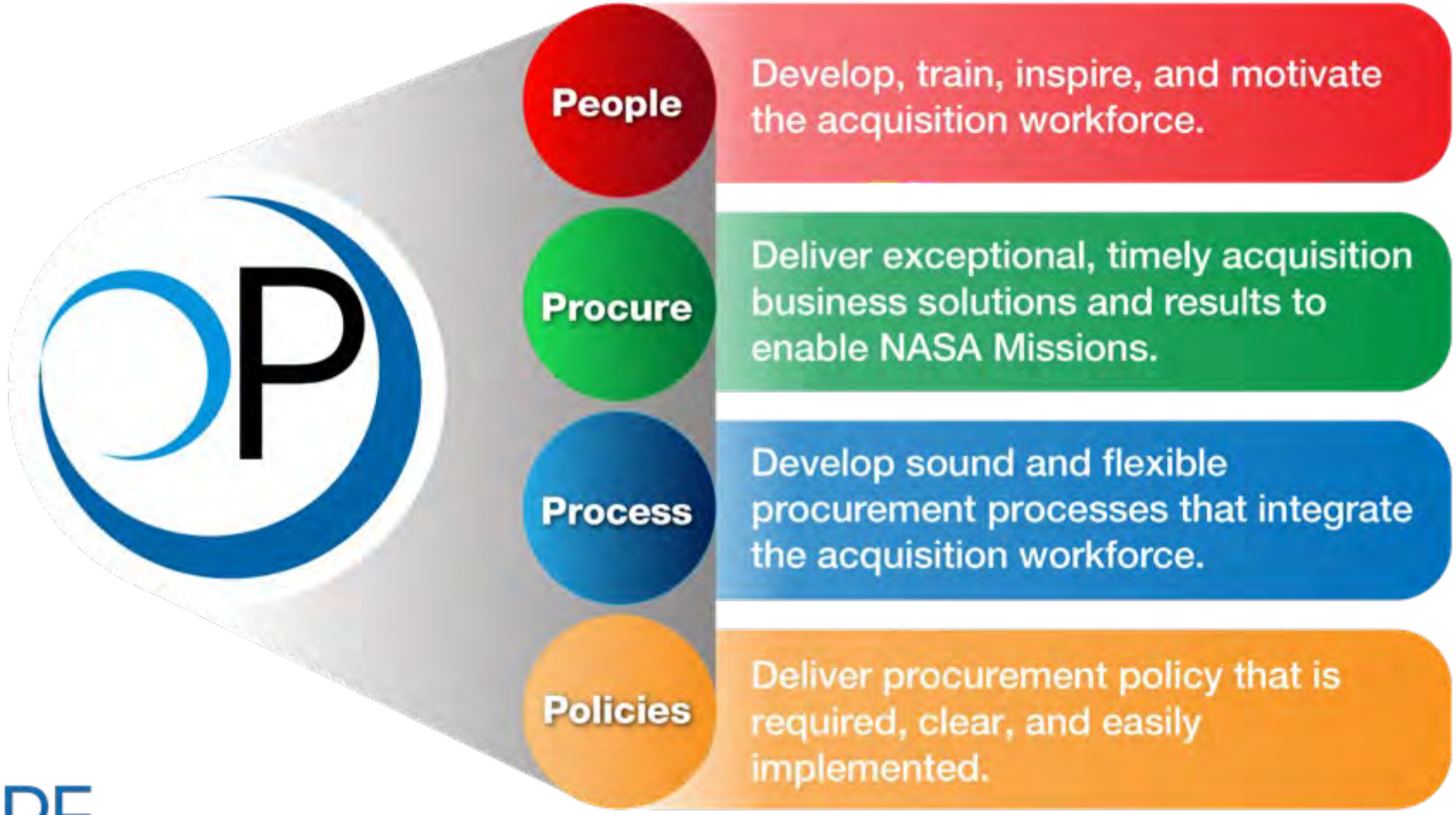
April 27, 2023

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

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



EXPLORE PROCUREMENT

The cornerstone of NASA's current and future missions

Office of Procurement Leadership

Karla Smith Jackson
Assistant Administrator
for Procurement

Senior Executive Service

Marvin L. Horne
Deputy Assistant Administrator
for Procurement

ENTERPRISE SERVICE AND ANALYSIS DIVISION (ESAD)

Geoff Sage
Division Director

PROCUREMENT STRATEGIC OPERATIONS DIVISION (PSOD)

Jami Rodgers
Division Director

PROCUREMENT MANAGEMENT AND POLICY DIVISION (PMPD)

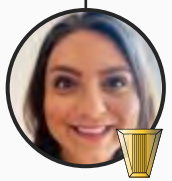
Julia Wise
Division Director

PROCUREMENT OFFICES

Susan McClain
LaRC
$442.6M

John Cannaday
MSFC
$4.2B

Mary Stevens
GSFC
$3.01B



Sarah Pollock
ITPO
$698.8M

Jose Garcia
JSC
$4.71B

Gerald Norris
KSC
$1.78B

Kurt Straub
ARC
$458.5M
GRC
$630.9M

James Eastman
AFRC
$271.2M

James Williams (ACTING)
NOJMO
$2.6B

Eli Ouder
SSC
$236.8M
NSSC
$1.89B

NASA By The Numbers: FY22

TRENDS IN AWARDS

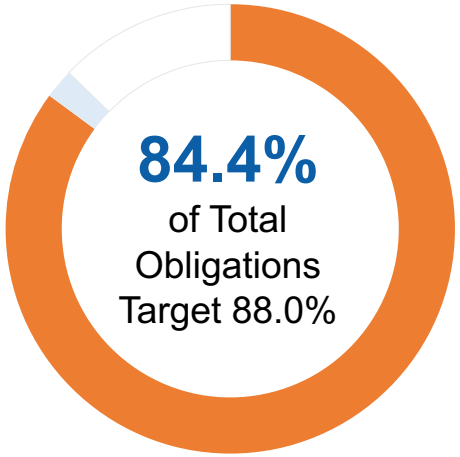
Fiscal Year	Procurement Obligations (in millions)
2022	$19,913.3
2021	$19,288.6
2020	$19,679.2
2019	$19,514.4
2018	$19,196.7
2017	$18,502.5
2016	$18,687.9

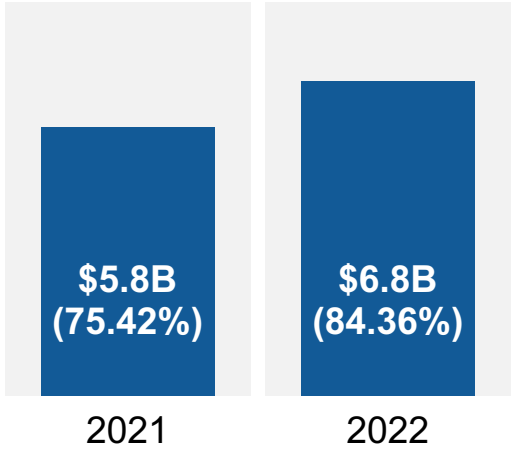
In Fiscal Year 2022

NASA's **procurements totaled over $19.9 billion**

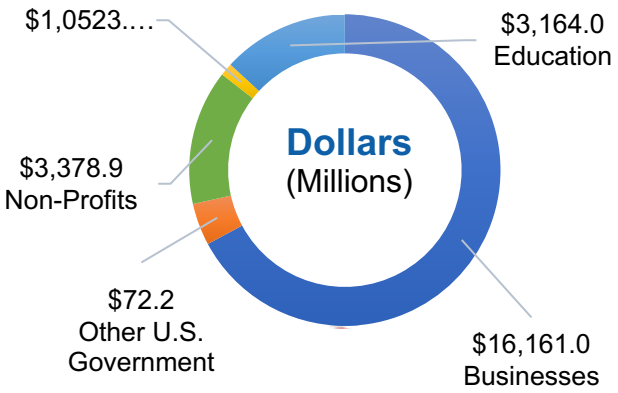
The number of procurement **actions totaled over 26,000**

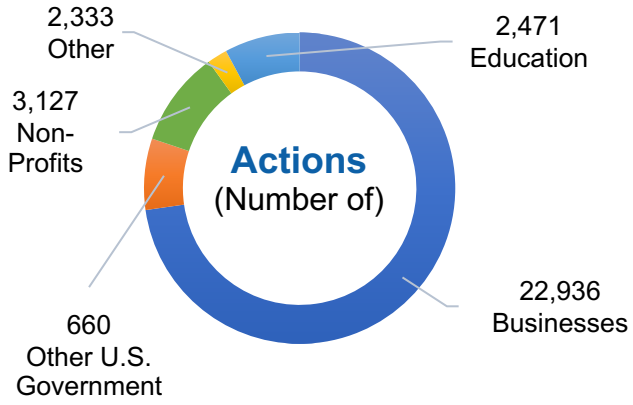
Spend Under Management





AWARDS BY CONTRACTOR TYPE





Category	Dollars Obligated (Billions)	Actions
Large Business	$12,623,667,207.73	8,875
Small Business	$3,537,388,360.58	14,061
Education	$3,164,052,809.33	2,471
Other	$1,053,072,212.59	2,333
Minority-Owned	$2,143,839,141.60	5,885
Other U.S. Government	$317,006,775.83	660
Non-Profit	$3,378,916,906.29	3,127
AbilityOne	$21,876,721.92	116

Data Source: Sam.gov – Awards by Contractor Type

NASA Mission Directorates (How We Do Business)

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.

As of April 25, 2023

NASA Grants/Cooperative Agreements with HBCU/MSIs By the Numbers (2019 – 2023)

HBCUs:
$49,162,342

MSIs:
$116,907,118

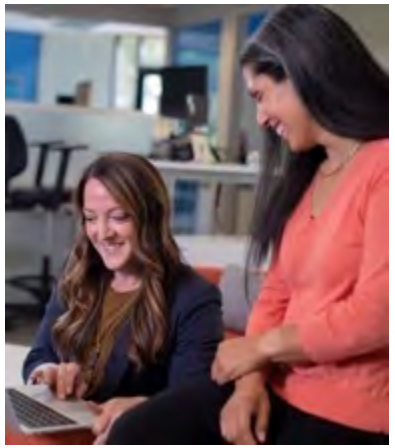
HBCUs and MSIs:
$116,069,460

**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*

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

Product Service Lines (PSLs)

- 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.

PSL Service Delivery Model

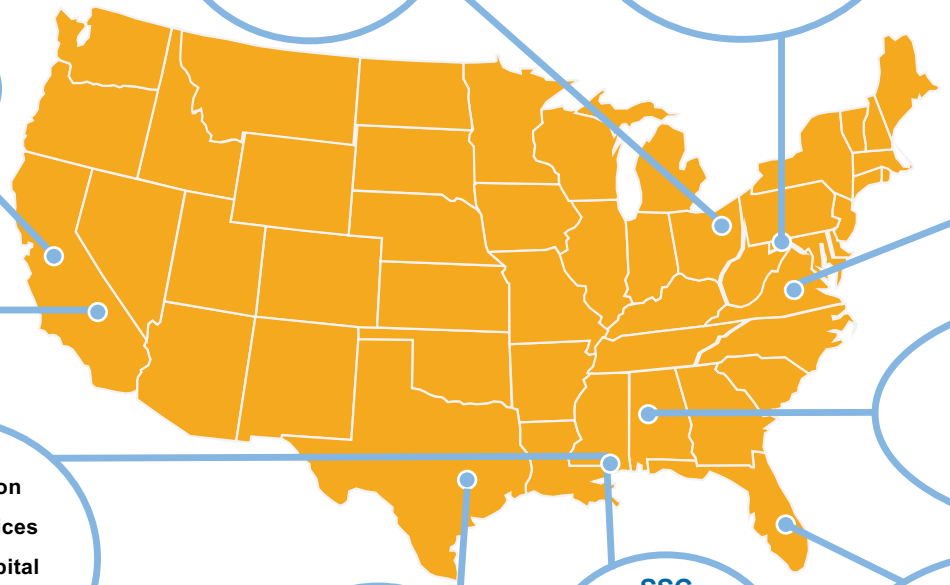
▲ **Centralized: Procures for Agency**

★ **Regionalized**

● **Remains Localized at each Center**

- Environmental Compliance
- Utilities
- Facilities O&M
- Engineering
- Safety & Mission Assurance
- Tech Transfer*
- Logistics

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).



GRC
★ A&E Services
★ Construction
▲ Custodial Services

GSFC
★ Financial Support Services
★ PP&C
★ Protective Services
★ Admin. Services

ITPO
▲ IT Services

ARC

LaRC
★ Admin. Services
▲ Grounds Maintenance

AFRC
★ A&E Services
★ Construction
★ Aircraft O&M
★ Admin. Services

MSFC
★ Financial Support Services
★ PP&C
▲ ● Tech Transfer (MSFC, SSC, HQ)

NSSC
▲ Acquisition Support Services
▲ Human Capital
▲ ODEO / EEO
▲ OSTEM

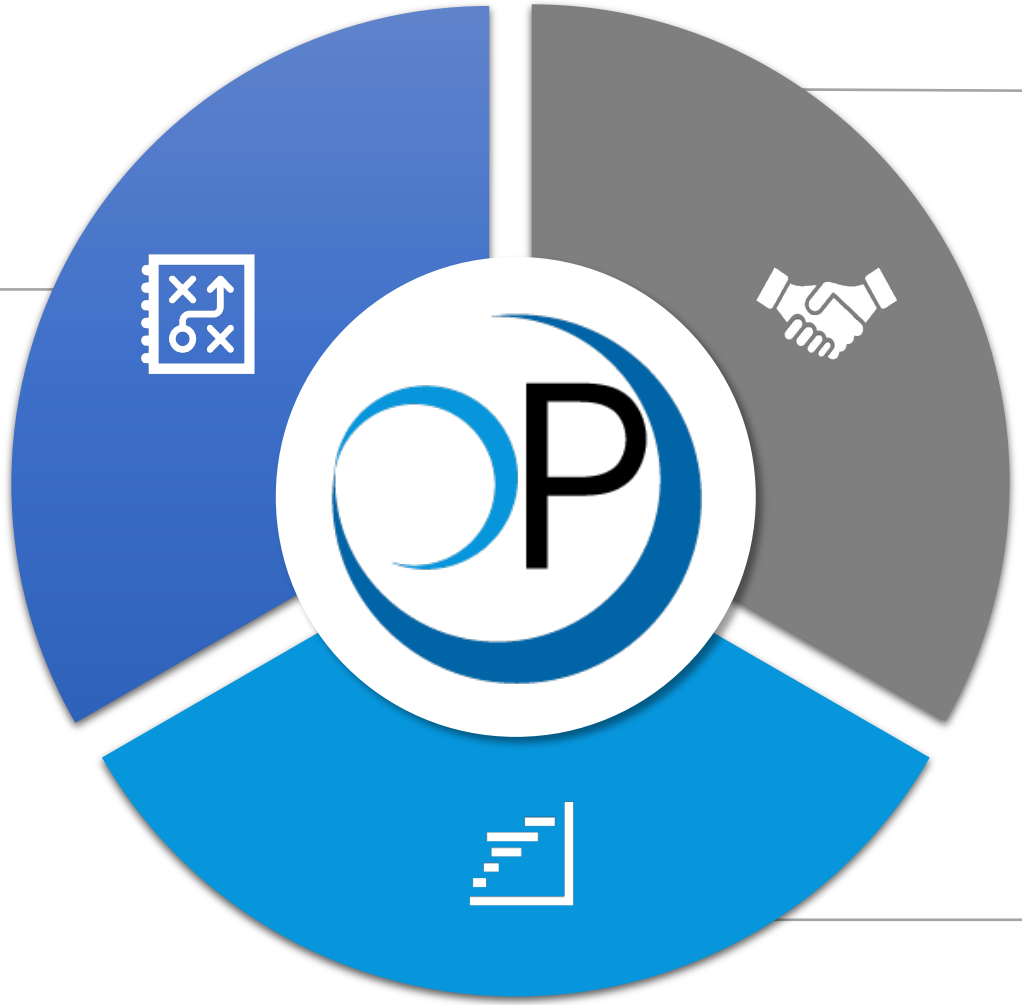
JSC
▲ Occupational Health
★ Aircraft O&M

SSC
★ Construction
★ Admin. Services

KSC
★ A&E Services
▲ Communication Services
▲ Environmental Remediation
▲ Propellants
★ Protective Services
▲ Fire Services

*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.

PSL Status Summary



25 NFS STRATEGIES

38 CONTRACTS AWARDED

30 PLANNED AWARDS FY23

EXPLORE PROCUREMENT

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	8(a)
Administrative Services	8(a)/Ability One
Communication Services	SB
Custodial Services	SB/Ability One
Financial Support Services	SB
Grounds Maintenance Services	SB/Ability One
Human Capital Services	SB, multiple awards
OSTEM	SB
Project Planning and Control Services	SB (WOSB)
Protective Services	SB

Notes:

- Occupational Health - in review
- Some Fire Services have local municipality agreements
- Utilities - in review

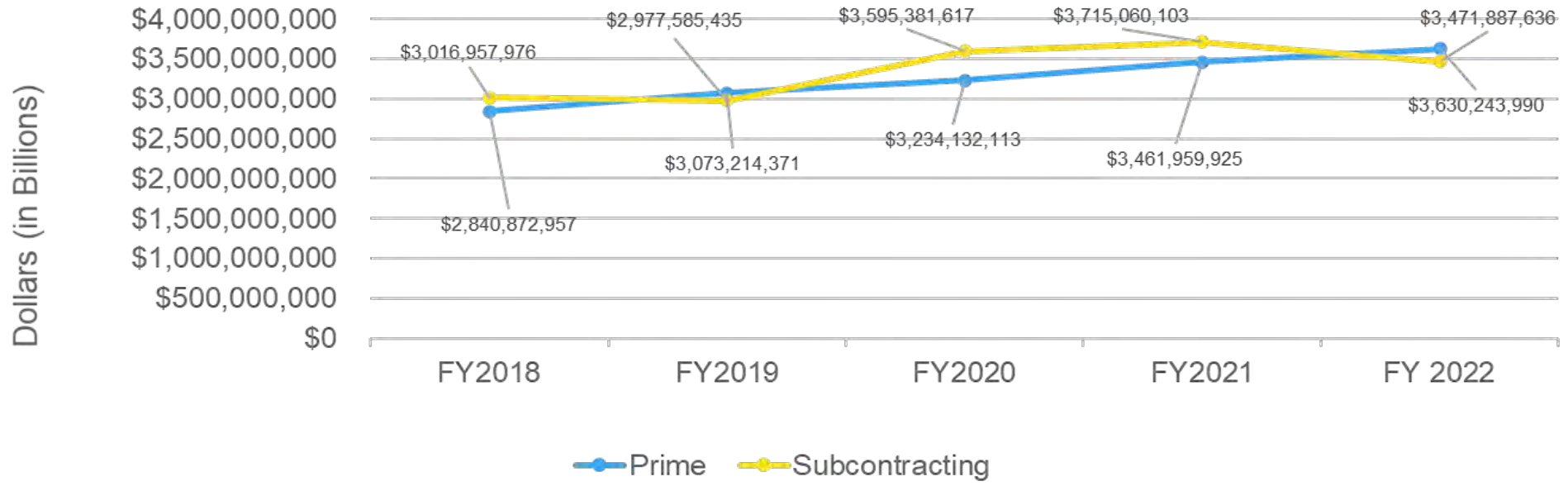
PSLs with Combination of SB & Large

- A&E Services
- Aircraft Operational Services
- Construction
- Engineering
- Facilities O&M
- Fire Services
- ODEO/EEO
- IT Services
- Logistics Services
- Safety and Mission Assurance
- Technology Transfer.
- Environmental Compliance
- Environmental Remediation & Associated AE Services

PSLs with Large Businesses

- Propellants

FY18-FY22 OSBP Prime and Subcontracting Dollars Trend



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

		Δ FY21-FY22 %	Δ FY21-FY22 $
	Prime	4.9%	$168,284,065
	Subcontracting	-6.5%	-$243,172,467
	Total SB	-1.0%	-$74,888,402

Acquisition Support Services

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

- **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/Long Term Strategy:** The Agency-Wide Acquisition Support Services (AWASS) contract expires September 2023.

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

Please refer to Acquisition Forecast for current information.

Communication Services

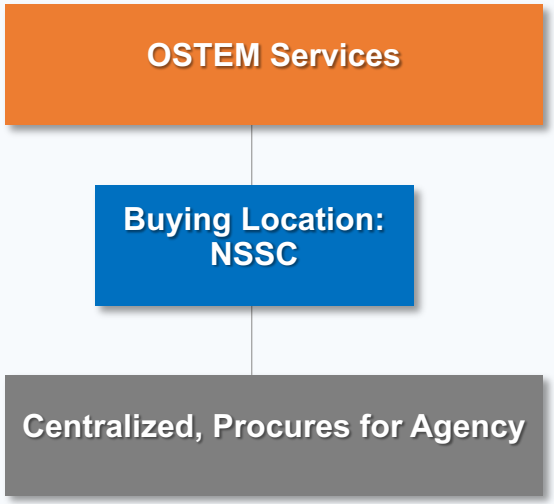
PPM: Tania B. Mitchell
ERM: Johnny Stephenson
Procurement Officer: Gerald Norris (KSC)

- **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

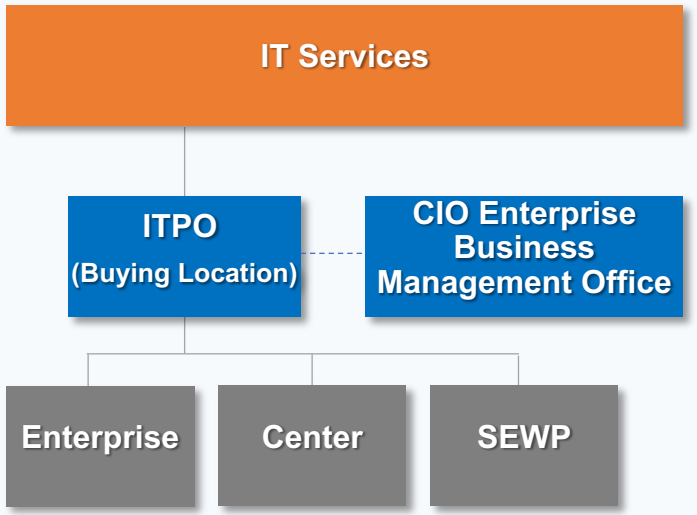


PPM: Teresa Anthony
ERM: Dean Kern
Procurement Officer: Eli Ouder (NSSC)

- **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

IT Services



PPM: Jamiel Charlton
ERM: Jeff Seaton
Procurement Officer: Sarah Pollock

- **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

Engineering Services

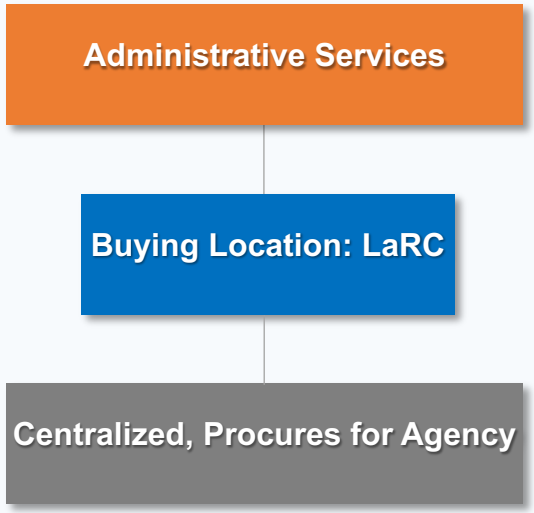
PPM: Sonya Harmon
ERM: Steven Hirshon
Procurement Officers:
Listing of Procurement Officers

- **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

Administrative Services



PPM: Tania B. Mitchell
ERM: Lisa Ziehmann
Procurement Officer: Susan McClain (LaRC)

Current Status and Upcoming Actions for Eastern Region:

- Estimated draft RFP issuance: April 28, 2023
- Estimated RFP issuance: May 24, 2023
- Estimated proposal receipt: June 21, 2023
- Projected Contract Award: November 30, 2023

- **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)

Project Planning & Control (PP&C) Services

PPM: Sonya Harmon
ERM: J. Craig McArthur
Procurement Officers: Mary Stevens (GSFC) and John Canady (MSFC)

- **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

Please refer to Acquisition Forecast for current information.

National Aeronautics and Space Administration

NASA Acquisition Innovation Launchpad (NAIL) Overview

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

EXPLORE PROCUREMENT

The cornerstone of NASA's current and future missions

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

- 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:

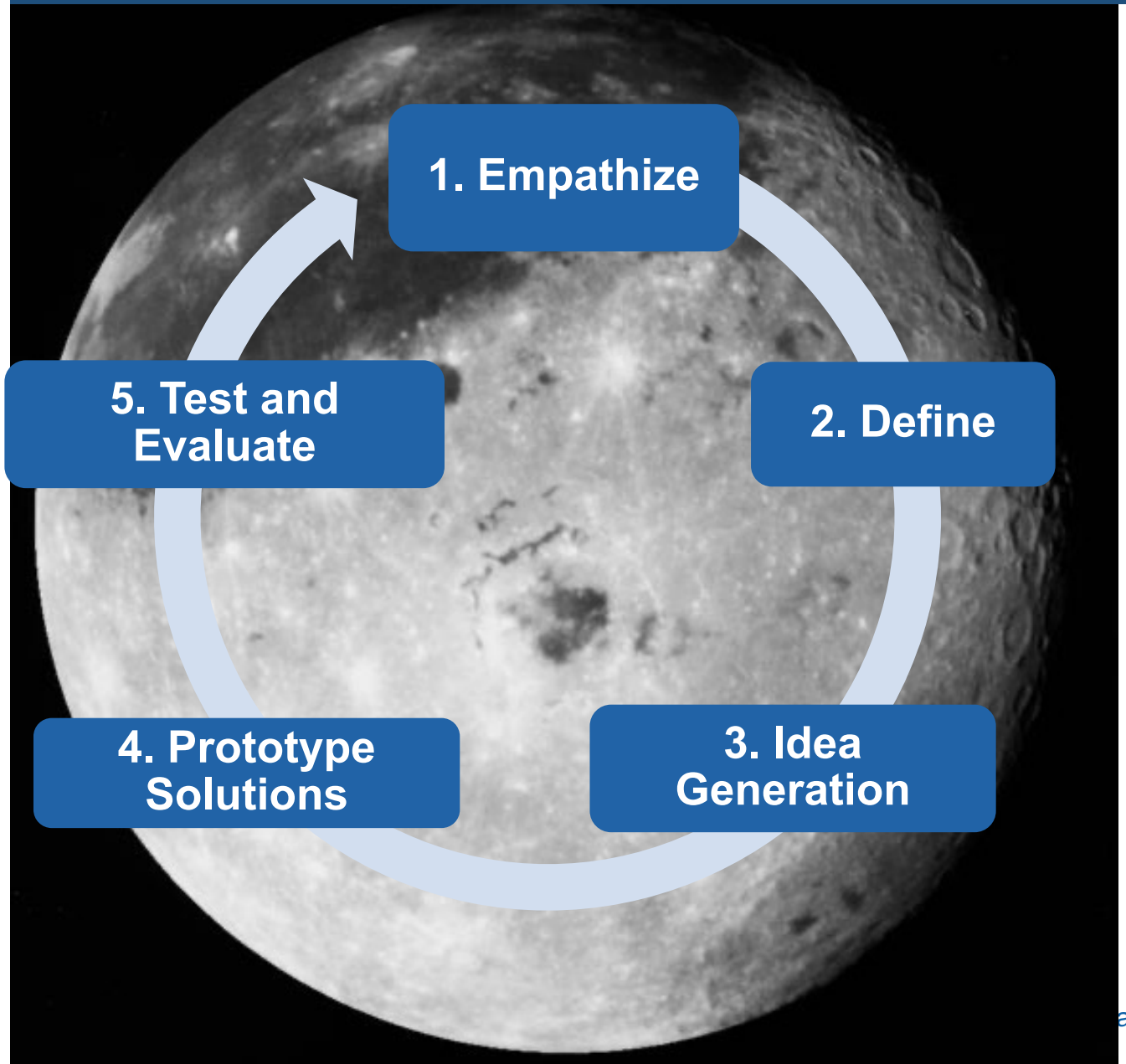
NAIL Vision and Intent

- **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

NAIL Framework



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**

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

NAIL 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

EXPLORE PROCUREMENT

The cornerstone of NASA's current and future missions

Jennifer.W.Elkins@NASA.gov
Jami.J.Rodgers@NASA.gov
Geoffrey.S.Sage@NASA.gov

www.nasa.gov/office/procurement

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