How to Write Winning PROPOSALS & Impactful CAPABILITY STATEMENTS

National Aeronautics and Space Administration | NASA

OSBP Learning Series Webinar

September 20, 2023 • 1:00 p.m. – 2:30 p.m. ET

Register today at https://bit.ly/3Lsjtao

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OFFICE OF SMALL BUSINESS PROGRAMS

www.nasa.gov

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Polling Questions

1. How did you learn about this webinar?

    a.   OSBP Website

    b.   Constant Contact

    c.   Social Media

    d.   Eventbrite email

    e.   Other

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

    a.   YES

    b.   NO

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Polling Questions Cont.

3. **Which of the following classifications applies to your institution/organization/company?**

    a.   Small Business (SB)
    b.   Large Business (LB)/Other than Small Business (OTS)
    c.   Women-Owned Small Business (WOSB)
    d.   Economically Disadvantaged Women-Owned Small Business (EDWOSB)
    e.   Veteran-Owned Small Business (VOSB)
    f.   Service-Disabled Veteran-Owned Small Business (SDVOSB)
    g.   Historically Underutilized Business Zone (HUBZone)
    h.   8(a) Business Development Program Participant (8a)
    i.   Historically Black Colleges or Universities (HBCU)
    j.   Minority-Serving Institution (MSI)
    k.   Nonprofit or Community-based Organization
    l.   Federal Government Agency/Department
    m.   State or Local Government Agency/Department
    n.   Small Disadvantage Business (SDB)
    o.   Other

Polling Questions Cont.

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

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

5. What are some of the barriers to entry when doing business with NASA?

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.

About the NASA Office of Small Business Programs

- NASA's Office of Small Business Programs (OSBP) primary mission since its inception has been to increase the representation of small businesses in NASA's contracting efforts.

- Headquartered in Washington, D.C., OSBP is under the leadership of Associate Administrator Glenn A. Delgado and Deputy Associate Administrator Robert Medina.

  - **INCLUSION -** OSBP efforts encompass all federally recognized socio-economic small business categories and we work hard to make sure each type of business gets a fair chance to work with NASA.

  - **GROWTH -** Since 1979, OSBP has grown from only 4 civil servants and 3 contractors, to over 21 civil servants and over 6 support contractors -- all of which are small businesses.

  - **ADVOCACY -** OSBP continues to advocate for small businesses and amplify the important role they play in supporting NASA's mission to explore the universe.

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

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Meet the Speaker

Michael Townsend
Procurement Counselor
APEX Accelerator

Michael Townsend is a Procurement Counselor with the Virginia PTAC at George Mason University. He provides procurement counseling to small and large business seeking to establish or grow their footprint in federal government, state and local government and commercial markets. His clients include newly formed and start up business to those who have an established footprint, seeking new markets, customers and teaming partners.

Mr. Townsend is the former Sr. Director for Small Business Development and Utilization at SAIC. He was the corporate point of contact for all small business matters related to federal government, state and local government customers and commercial small business vendors and partners. His responsibilities included promoting small business utilization and outreach within the company, government customers and industry. Mr. Townsend developed and implemented the corporate small business processes in accordance with statutory requirements. Mr. Townsend was also the Small Business Liaison Officer (SBLO) responsible for small business compliance and reporting. Additionally, he oversaw and managed SAIC's small business special programs including Mentor-Protégé (Federal Civilian and DoD), HBCU/MI and Ability One.

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How to Write Winning Proposals and Impactful Capability Statements

Michael Townsend, Procurement Counselor
Virginia PTAC/Apex Accelerator
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September 20, 2023

Agenda

- **PTAC Introduction**

- **Proposal**
  - Proposal Readiness – Be Prepared!
  - Reviewing The Solicitation and Reaching a "Go/No Go" Decision
  - Preparing Your Proposal
  - Suggested Proposal Team Organization

- **Capability Statement**
  - What Is a Capability Statement?
  - Key Elements
  - Format
  - Generic Capability Statement
  - Tailored Capability Statement
  - Capability Statement Mistakes

PTAC Introduction

- Virginia PTAC provides timely, relevant assistance in doing business with government at the Federal, State and Local Levels

- Counselors are experts and former representatives from industry including federal, state and local government and large primes

- Assistance includes one-on-one counseling sessions, electronic tools, and training seminars on how to do business with the government.

- Help is targeted toward small businesses, especially veteran-owned businesses, women and minority entrepreneurs, and businesses located in economically depressed HUBZones.

- Large businesses benefit, too, from training and identification of qualified subcontractors.

PTAC Introduction

- Our assistance comes in the forms of teaching, mentoring and coaching. We also provide our clients with a complete set of tools to research and identify government contracting opportunities.

- Through Our Services, We Can Help You:

  - ✓ Identify your target agency(ies)
  - ✓ Find and understand bid opportunities
  - ✓ Pursue SDB, 8(a), HUBZone and other certifications
  - ✓ Market your business to agencies
  - ✓ Researching procurement histories
  - ✓ Network with government buyers, prime contractors and potential teaming partners
  - ✓ Proposal preparation
  - ✓ Contract performance issues
  - ✓ Preparing for audit

Proposal Readiness – Be Prepared!

Proposal Readiness – Be Prepared!

- "Is this RFP doable?"

- I get asked this a lot by clients emerging into the contracting space.

- I answer it with a question.

- 👉Is it winnable?

- ⁉️First, do you meet the qualifications?

- ⁉️ Second, if so, can you perform the work?

- ⁉️ Third, if so, are you and your team willing to give the response effort what it takes to create a winner in the time remaining, AKA nights, weekends, etc.?

- ⁉️ Fourth, a question for myself, do I have the time and am I willing to commit to the effort required?

*Juliet Fletcher MA, CF APMP, CEO at Writing is Easy – **LinkedIn Post***

Background Tasks

- Assessment of Business Capabilities
  - ✓ Hard nosed , realistic evaluation of your company's core competencies
  - ✓ No exaggeration or misrepresentation
  - ✓ Not doing so can undermine undermine your credibility
    - o Awarded a contract that you cannot perform successfully
    - o Potentially damaging your business for future contracts and performance

- Establish Pricing Practices
  - ✓ Understand the accounting standards and requirements you must meet
    - o Government Cost Accounting Standards
    - o Generally Accepted Accounting Practices
    - o Allowable, Avoidable/Unallowable, Reasonable, Economic Price Adjustment

Proposal Readiness – Be Prepared!

Background Tasks

- Know Your Target Customer(s)
  - ✓ Target an agency(s) which represent the most promising market early on
  - ✓ Research their missions, priorities, objectives
  - ✓ Know their past procurement history
    - o Do they procure your service or product?
    - o How do they procure your service or product?
    - o What contract vehicles or procurement methods to they use?

- Evaluate Your Competition
  - ✓ Who is your competition – Large and Small Business
    - o Strengths and Weakness relative to your business
    - o Can your provide better VALUE than your competition – What, How, Why and Benefit to the Customer?
    - o Allowable, Avoidable/Unallowable, Reasonable, Economic Price Adjustment

Proposal Readiness – Be Prepared!

Background Tasks

- Identify Potential Teaming Partners
  - ✓ Small or Large Business
  - ✓ What Roles, Capabilities, Products can add or augment to your solution?
  - ✓ Past Performance (Can You use their Past Performance in your response?)
  - ✓ Teaming Strategy
    - o Prime/Subcontractor
    - o Joint Venture (Previously established prior to opportunity)
    - o Contract Teaming Agreement
  - ✓ Are you better suited to be a Prime or Subcontractor on this opportunity?

Reviewing The Solicitation and Reaching a "Go/No Go" Decision

Reviewing The Solicitation and Reaching a "Go/No Go" Decision

- Review the RFP and Contract Documents
  - ✓ Read and review all documents provided by the customer <u>CAREFULLY</u> and <u>THOROUGHLY</u>
    - Announcements, Drafts, RFP or RFQ, Amendments, Q+A
  - ✓ Do not read a RFP like a book – cover to cover
    - Instructions (A, L)
    - Evaluation Criteria (M)
    - Statement of Work
    - "Other"

Review the Schedule
    - Is it realistic?
    - What is the delivery method?
    - When are questions due to the government?
  - ✓ Review Cost/Pricing Standards and Requirements
  - ✓ Review Past Performance Requirements
    - As the Offeror/Prime can you meet the PP requirements?
    - Can you use teaming partner(s) past performance?

Reviewing The Solicitation and Reaching a "Go/No Go" Decision

- Review the RFP and Contract Documents
  - ✓ Question and Answer Period
    - Use it for clarification, change procurement requirements
    - Do not hold back! If you have a question, ask the question!
    - Do not be concerned with giving away your strategy
    - Use the procurement preferred method and adhere to the due date
- Review and understand any security clearance requirements and procedures
- Review Key Personnel requirements
- Pre-proposal Conference
  - ✓ Attend if offered
    - Gain better understanding of the government's requirements, clear up uncertainties or gaps in the SOW or other documents
    - Determine how, what, why to propose, how best to satisfy the governments "primary objectives and desires"
    - Will help you with your procurement strategy – strengths and weaknesses, whether to bid, prime or Subcontract
    - Identify competitors and potential teaming partners

- Articulate a WIN Strategy
  - ✓ "Why Us"

    - Can you offeror the BEST value solution and explain why?

    - Can you back it up with proven past performance?

    - Do you have a thorough understanding of the customer's priorities and concerns?

    - Can you clearly articulate how each will be addressed emphasizing strengths and neutralizing weaknesses?

    - Do you have the resources to perform and deliver?

Reviewing The Solicitation and Reaching a "Go/No Go" Decision

- Go/No Go
  - ✓ RFP is FULLY understood and evaluated to your company's capabilities, decide whether to propose

    - Determine procurement strategy – strengths and weaknesses, whether to bid, prime or subcontract

    - Determine <u>how</u>, <u>what</u>, <u>why</u> to propose, how best to satisfy the governments "primary objectives and desires"

    - Will your response be competitive based upon the specification/statement of work requirements?

    - Will your response align with scoring criteria and gain the maximum score?

    - Is there enough time to bid or propose on the solicitation?

    - Are there adequate resources to propose in a timely manner (estimating and pricing, tech writers, proposal reviews?

Preparing Your Proposal

Preparing Your Proposal

- Once "Go" decision is made and actual proposal preparation begins

- Develop a proposal schedule starting with the proposal delivery date and working backward. Include all of the following:
  - ✓ Timely completion of all components
  - ✓ Writing
  - ✓ Subcontractor/Teaming Partner quotes
  - ✓ Pricing
  - ✓ Reviews
  - ✓ Preparing proposal volumes
  - ✓ Packaging
  - ✓ Delivery
  - ✓ Oral Presentation Prep (If Necessary)

Preparing Your Proposal

- Follow RFP dictated format (**COMPLETE COMPLIANCE**)
  - ✓ Comply with <u>ALL</u> page, font, binding pagination and printing requirements
  - ✓ Issues raised in the SOW should be addressed – within the framework of the evaluation criteria, with an insistence on complete compliance

- Proposal sections should be easy to separate into sections for distribution to evaluators (e.g. finance, technical, management, pricing)
  - ✓ Each should be able to stand on its own
  - ✓ If information from one section is needed to understand/clarify another section, it should be included in both or have a clear, exact reference point/location

Preparing Your Proposal

- The quality of the proposal is directly related to the ability to provide a strategic response that conveys
  - What you are offering
  - How are you going to accomplish
  - When are you accomplishing
  - Why – Benefits and importance to the customer
  - Where have you accomplished this before (Past Performance)
  - How your approach sets it apart from the competition

- The writing style should be clear and concise, and every phrase should be directly related to how the company will meet the agency's needs.

- Developed as a compelling proposal not an academic/scientific paper

Preparing Your Proposal

- Avoid claims or language that is unsubstantiated, lacks relevance to the specific project, or does not fully address the requirements
- Use graphics, charts and tables that are clearly developed based on the proposed solution and RFP requirements,
  - ✓ Include descriptive captions/titles that describe the graphic and relate to the written section
- Review the proposal from the perspective of the evaluator and against scoring/evaluation criteria

✓ Include reviews in the schedule

✓ Blue, Green, Gold, Red, White Glove, Final Packaging Reviews

✓ Addresses all requirements

✓ Substantiate approach/solution to past performance

✓ Writers should not review their own writing

✓ Review ALL Sections

✓ Clearly state what, how, when, who (Do not just "parrot" customer SOW requirements)

✓ Addresses all requirements

Preparing Your Proposal

- Negative proposal factors, which can eliminate the proposal from consideration
  - ✓ Unproven understanding of agency's requirements, mission and objectives
  - ✓ Incomplete response – critical sections left out
  - ✓ **Non-compliant**
  - ✓ Insufficient resources (time, personnel, etc.) to accomplish tasks
  - ✓ Insufficient information about your company
  - ✓ Poor proposal organization: difficult to correlate proposal content to RFP/SOW
  - ✓ Failure to show relevance of past experience and performance to proposed approaches or solutions
  - ✓ Unsubstantiated or unconvincing rationale of proposed approaches or solutions
  - ✓ Repeating or "parroting" RFP requirements without discussing method of performance, approach or solution

Suggested Proposal Team Organization

Suggested Proposal Team Organization - Samples

- Very Small Proposals
  - ✓ No Capture Manager or Capture Process in place

  - ✓ The Proposal Manager can also act as the Technical Writer

  - ✓ Might need a SME based on the type of the RFP and complexity

  - ✓ An Editor/Desktop Publisher (for simple jobs, the Editor/DTP can also be the same as the Proposal Manager/Technical Writer)

  - ✓ Must have a separate Reviewer – This should be your red line

  - ✓ Price should be prepared by finance and input into the proposal by the Proposal Manager

Suggested Proposal Team Organization - Samples

- Small Proposals
  - ✓ No Capture Manager or Capture Process in place

  - ✓ The Proposal Manager is separate from the Technical Writer

  - ✓ Might need a SME based on the type of the RFP and complexity

  - ✓ Might need an Agency SME if the agency is new to us (an Agency SME is a retired Contracting Officer or Program Manager who used to work at the targeted agency and provides insight into their needs and pain points)

  - ✓ An Editor/Desktop Publisher is needed

  - ✓ Must have a separate Reviewer – This should be your red line

  - ✓ Price should be prepared by finance and input into the proposal by the Proposal Manager

Suggested Proposal Team Organization - Samples

- Medium Sized Proposals
  - ✓ Capture Manager and Business Development (or higher management) are involved and a Capture Process has been in place

  - ✓ The Proposal Manager must be of higher caliber

  - ✓ If the number of partners (subcontractors contributing) is high and/or are under a time crunch, might need a Proposal Coordinator

  - ✓ Multiple Writers are needed (if heavy volumes, then need Volume Leads as well)

  - ✓ Might need multiple SMEs based on the type of the RFP and complexity

Suggested Proposal Team Organization - Samples

- Medium Sized Proposals
  - ✓ Need an Agency SME if the agency is new to us (an Agency SME is a retired Contracting Officer or Program Manager who used to work at the targeted agency and provides insight into their needs and pain points)

  - ✓ A Graphic Artist, an Editor and a Desktop Publisher are needed

  - ✓ Must have at least 2 Reviewers – This is in addition to the BD, Capture Manager, the SMEs and the Agency SME who will sit on the review team

  - ✓ Also need a Cost SME to work with the finance manager on the price model and any needed narratives.

Suggested Proposal Team Organization - Samples

- Large Proposals
  - ✓ Capture Manager and Business Development Director/VP (or higher management) are involved and a Capture Process has been in place

  - ✓ The Proposal Manager must be of senior level

  - ✓ A Proposal Coordinator is needed

  - ✓ Each volume has a Volume Team comprise of a Volume Lead and writers assigned to it

  - ✓ A Solution Architect and multiple Technical SMEs are needed (in continuation of their work from the Capture Phase

  - ✓ Need an Agency SME (an Agency SME is a retired Contracting Officer or Program Manager who used to work at the targeted agency and provides insight into their needs and pain points)

Suggested Proposal Team Organization - Samples

- Large Proposals
  - ✓ A Graphic Artist, an Editor and a Desktop Publisher are needed. They report to the Proposal Coordinator

  - ✓ Each Volume Team also has an Editor assigned to it (if the nature of the proposal requires a large number of graphics, each volume team might have a separate Graphics Artist as well)

  - ✓ A Review Lead who manages and heads the reviews – The review team includes the reviewers, the BD VP, Capture Manager, the Solution Architect and SMEs, and the Agency SME who will sit on the review team.

  - ✓ Company Finance Team is responsible for the Price Volume

  - ✓ A Cost SME to work with the Finance Manager on the price model and any needed narratives

Impactful Capability Statements

What Is a Capability Statement?

- Concise document used by businesses, particularly small businesses, to communicate their capabilities, qualifications, and relevant experience to government agencies, potential clients or teaming partners.

- It serves as a marketing tool to showcase the company's strengths and suitability for specific projects or contracts.

- Helps contracting officers, buyers or potential teaming partners quickly assess whether a business is capable of fulfilling the requirements of a particular contract.

What Is a Capability Statement?

- Marketing Tool

- Obtain Decision-Maker Meetings

- Response to a Sources Sought or RFI

- Required in a RFP

- Framework for a Capability Brief

- Consistent with how you state your capabilities, core offerings or products on your website

What Is a Capability Statement?

- Used as a handout at events such as Matchmakers and Industry days

- Sent via email as an introduction to government OSBDU, OSBP and corporate Small Business Liaison Officers

- Used for follow up contact

- Included as a link on your website (**GOVERNMENT** page)

- **Included as a link in your SBA DSBS profile**

What Is a Capability Statement?

- Can have multiple versions depending on the use or recipient

- **Generic**

  - Used for unscheduled meetings, networking events, open match making events, multiple customer events

- **Tailored**

  - Used for scheduled customer and partner meetings or match making events

  - Features a specific capability, competency or product

  - Specific customer or teaming partner focus

Key Elements

- Business Overview or Introduction
  - Provide a brief introduction to your company, including its name, and a short description of your core competencies and services.

- Contact Information
  - Include contact details such as your company's address, phone number, email address, and website.

- Core Competencies, Services, Products
  - List the key areas, services or products in which your business excels, emphasizing your unique strengths and capabilities.

- Discriminators
  - List you key discriminators that make your company unique or standout from other companies offering the same services or products.

Key Elements

- Past Performance
  - Highlight relevant projects or contracts you've completed, including the names of clients, contract values, and brief descriptions of the work performed.
  - This is **<u>not</u>** a list of government or company logos

- Past or Professional Experience
  - <u>Used when you are a new company or do not have company past performance</u>

- Certifications and Registrations
  - Mention any certifications, qualifications, or registrations that demonstrate your eligibility to work with government agencies, such as Small Business Administration (SBA) certifications, minority-owned, or woman-owned business status.

- Government Information
  - Include your UEI, Cage, NAICS codes.

Key Elements

- Awards and Recognitions
  - Mention any awards, accolades, or recognitions your company has received for its work.
  - This is not a list of logos.

- Logo and Branding
  - Incorporate your company logo and branding elements to make the Capability Statement visually appealing and memorable.

- Contract Vehicles
  - Name specific prime contract vehicles that have bee awarded to your company

Format

- 1 – 2 Pager (Front and Back)
  - 81/2 X 11
  - Important information on the front page
    - Introduction, Core Capabilities, Differentiators, Company information, Government Information, Contact Information
  - Past Performance citations on the back page
    - When necessary

- Easy to Read
  - Clear, readable type fonts (Times New Roman, Arial, Calibri)

- Logo and Branding
  - Incorporate your company logo and branding elements to make the Capability Statement visually appealing and memorable.

- No long paragraphs
  - Use short sentences or phrases
  - Use bullet points or lists

Generic Capabilities Statement

- Include all key elements

- List or discuss all core competencies, capabilities, services or products

- State in general, generic terms (No industry or technology "speak")

Tailored Capabilities Statement

- Tailor for specific Customers, Partners or Pursuits

- Customized for each new customer/agency, teaming partner or opportunity

- Research what is important to THEM (ID their hot buttons: specific capability or product, benefit and value of your solution)

- Craft an introduction or lead message that has a feature, benefit, and proof

- Select past performance references specific to the topic, agency mission, product or services

- Tailor the past performance to ensure that they are highly relevant

- Add personnel's capabilities or qualifications if available and needed

Capability Statement Mistakes

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- Too wordy
- Don't tell a story – have many words that mean little to a non-technical client
- Unfocused
- Gratuitously focused on your company and not the customer
- Poorly designed, making an unprofessional impression
- Missing key elements and information
- Contain typos and grammatical errors
- Out of date, failing to keep in pace with your fast-growing business
- Bad use of colors, logos and branding

OST Global Solutions – "Develop a Mean Capabilities Statement to Win government Contracts" www.ostglobalsolutions.com

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✓ Full training calendar: virginiaptac.org & useful links

✓ Register for free counseling: https://virginiaptac.org/services/counseling/

✓ Your "one stop" shop for Government Contracting assistance

✓ Reach us at ptac@gmu.edu or 703-277-7750

APEX ACCELERATORS

GEORGE MASON UNIVERSITY
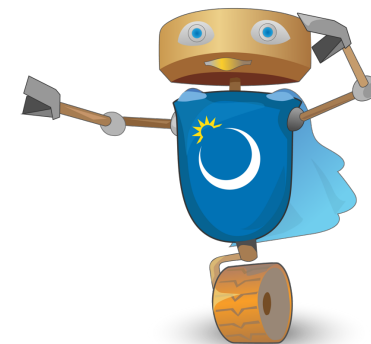
Q & A
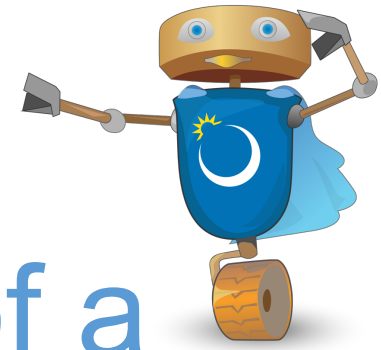
What are the key components of a winning proposal, and how do they contribute to its overall effectiveness?

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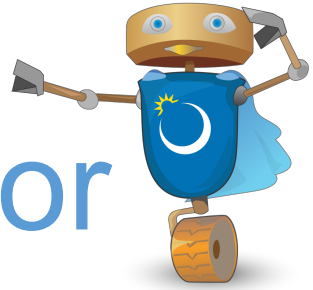
What is the most important aspect or tone for the proposal? Is it capability, experience the combination of the two? How important is company financial resources?
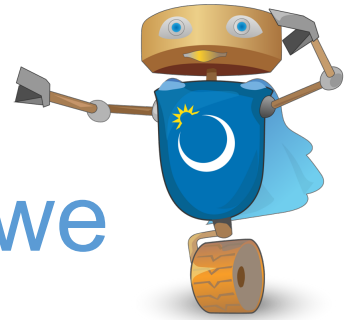
In each industry, there is a logical sequence we employ for the devices, systems, and software we utilize. When responding to a solicitation, should we organize our response to their list of parts, or should we organize our response to industry standards?
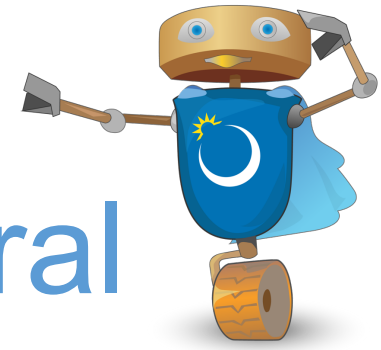
Our business is new to the federal contracting process, what advice would you give on getting started?
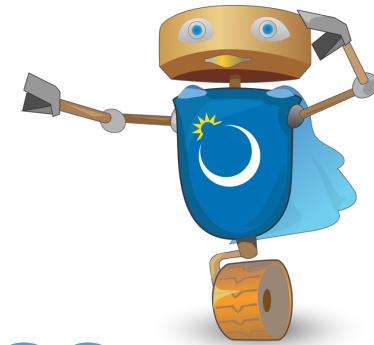
Looking for a comprehensive breakdown of the bidding process including step by step proposal writing instructions.
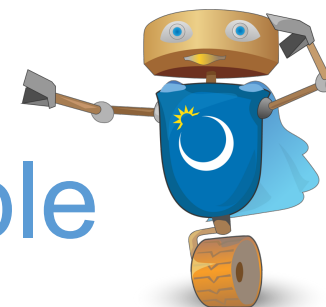
What do Contracting and Program people NOT want to see/don't care about in a Capability Statement? What traditional items can we cut to gain space for things NASA staff want to know about a company?

Can you expand on the difference in approach between writing private and federal winning proposals?

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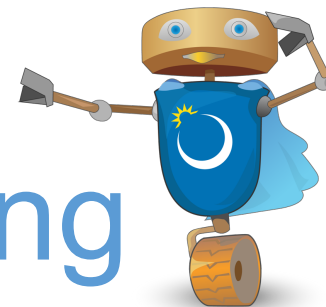
What are the hallmarks of a winning proposal? What are the biggest and most prevalent mistakes that offerors make when writing proposals?

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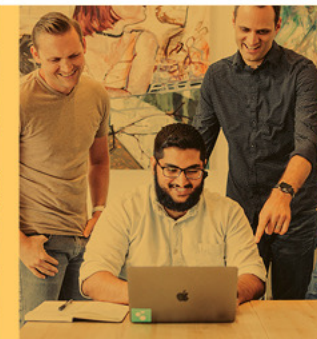
Would love to hear your perspective on Capability Statements and the description portion.

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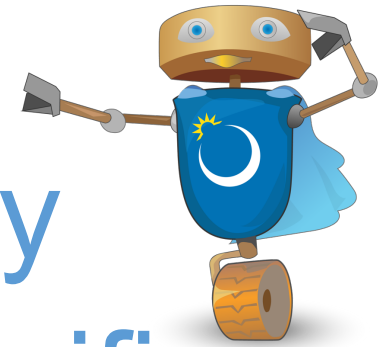
Should I have several capability statements to cover the three specific core competencies and categories of work that I have experience in?
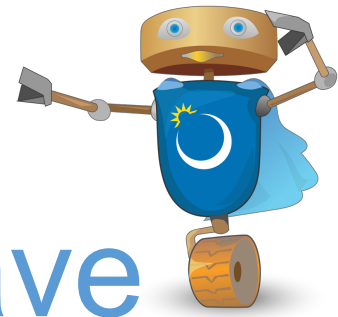
# What is the best information to have in your capability statement, and how long should it be?
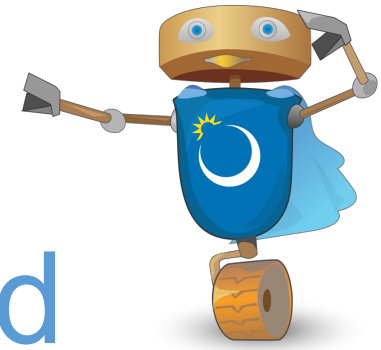
# What makes a statement stand out? What should we NOT put on our statement?

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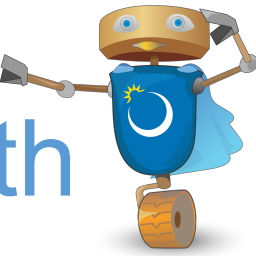
How do I create success winning RFPs (with the government) biz for our boutique custom software development company? We have served and created for Fortune 500 companies for over 20 years. Would now like to expand into the gov't sector.
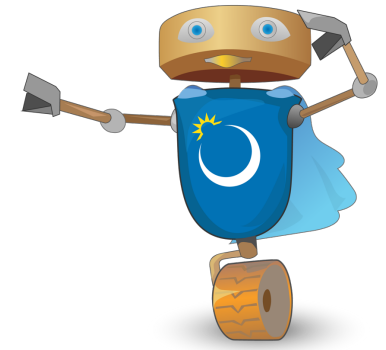
Learning Series Webinar
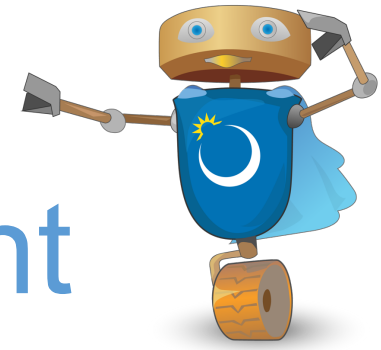
Do you customize the statement depending on the offer or do you keep it based on the business capabilities?
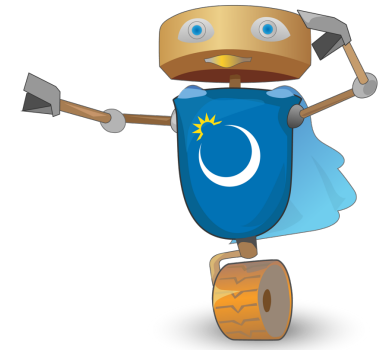
What criteria does the government/contracting office use to evaluate a small businesses proposal for a contract opportunity?

Updates

OSBP
Learning Series Webinar

The New NASA OSBP Mobile App

The OSBP Mobile app has been UPDATED!
The NASA OSBP Mobile is the NASA Office of Small Business Program's official mobile application. It is available for iOS and Android devices. OSBP Mobile is designed as a user-friendly tool to learn how to do business with NASA and have all the required resources right at your fingertips. Key features will allow users to easily contact NASA Center Small Business Specialists, view Active Contract Listings, and find out when upcoming networking events are taking place.

There are plans for newer Android and iOS versions later this year. They will contain even more new features. Stay Tuned!
If you have not downloaded the update yet, you can visit the App Store on your iOS device and update to the latest version.

The app is now available for download at the iTunes App Store or Google Play.

Privacy Policy
NASA OSBP Mobile's Privacy Policy can be viewed at NASA OSBP Mobile Privacy Policy.

OSBP Mobile (iOS) Update Available‼

A new update to the iOS version of OSBP Mobile was recently released in the Apple App Store. It is version 3.0.

The new version has the following features:
- Adds new onboarding screens to help set up your OSBP Mobile experience
- Adds new filtering ability to the Active Contract and RFP Listings
- Adds new help and tips area from the Settings Page
- Adds new network diagnsis area from the Settings Page
- Adds support for the latest iOS devices
- General bug fixes and improvements

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

Learning Series Webinar

OSBP Gets Social!

- NASA Vendor Database

- OSBP Mobile App

- OSBP is on Facebook!

- OSBP in on X

- Subscribe to Our Mailing List

Check out NASA's LinkedIn page for OSBP updates!
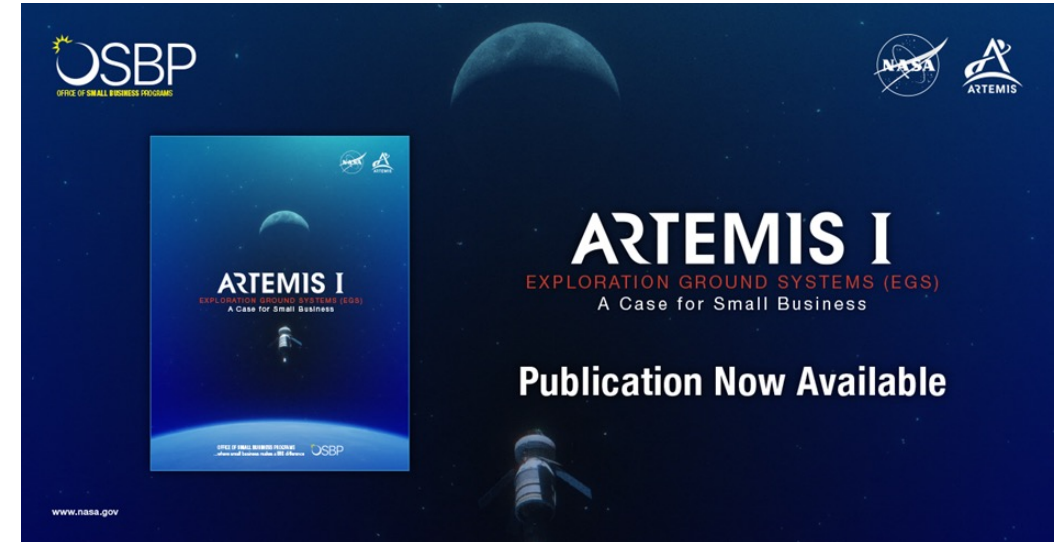https://www.linkedin.com/company/nasa/

OSBP Publications

OSBP provides many resourceful publications to the small business community.

The Small Business Guide to NASA

Small Business Industry Awards

NASA Industry Forum Success Stories

NASA OSBP Spotlight

Other Publications

To view/download, visit:

https://www.nasa.gov/osbp/osbp-publications

OSBP Learning Series

October 18, 2023
Equity in Action: Closing the Disability Divide

November 15, 2023
Native American Business Development Programs

December 13, 2023
Programs and Resources to Help You Do Business with the Federal Government
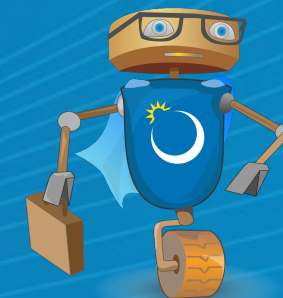
OSBP Outreach Events

October 11, 2023 (In-Person)
NASA Small Business Opportunities and Resources Networking Conference
Washington, DC

Upcoming OSBP Outreach Events & Webinars

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

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

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National Aeronautics and
Space Administration

NASA

NASA Small Business Opportunities and Resources Networking Conference
This is an In-person Event

October 11, 2023 • 9:00 a.m. to 1:30 p.m.

Educational Session:
9:00 a.m. to 11:00 a.m.

Networking Session:
11:30 a.m. to 1:30 p.m.

The Conference will be Held at

NASA Headquarters
300 E Street SW, Washington, DC 20546

Register today at *https://bit.ly/NASASmallBizConference*

Registration and Security protocol required for admittance.

www.nasa.gov

Register Today!

Equity in Action: Closing *the* DISABILITY DIVIDE

OSBP Learning Series

October 18, 2023 • 1:00 p.m. - 2:30 p.m.

Register today at https://bit.ly/43NUFAf

National Aeronautics and Space Administration

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Scan this QR code to register for the NASA OSBP Learning Series or click the link below.

https://www.nasa.gov/osbp/learning-series

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

The NEW NASA Vendor Database is Here!

Scan this QR code to register for the new NASA Vendor Database or click the link below.

https://apps.nasa.gov/nvdb/

Time to re-register!

The new OSBP NASA Vendor Database is here!
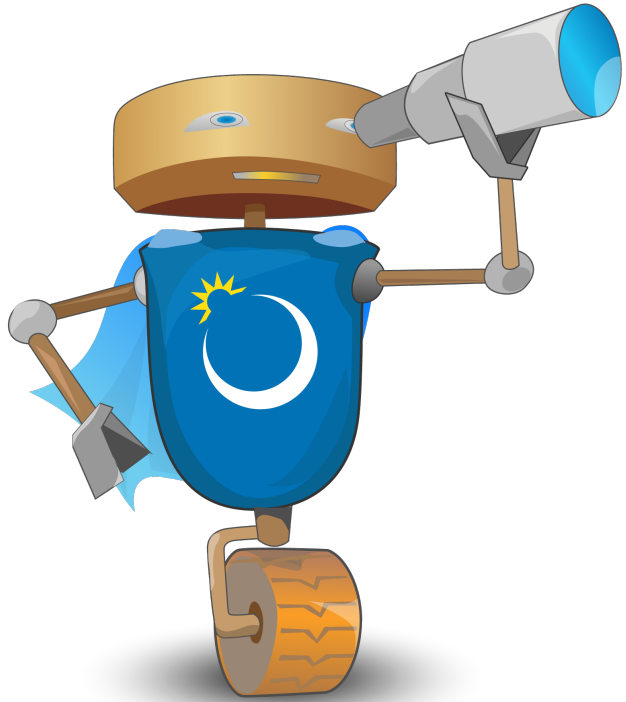
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OSBP Learning Series: CALL FOR NEW TOPICS!!

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

We would LOVE to hear from you!!

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

Learn more about NASA OSBP!

www.nasa.gov/osbp

Learning Series Webinar

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