Annual NASA Small Business Town Hall

Mr. Glenn A. Delgado and Special Guests

June 21, 2023, at 1 p.m. ET
Housekeeping

• If you have any questions during the presentation, please enter them into the Q&A Box.
  • **NOTE:** If possible, include the speaker whom your question is directed if multiple speakers are presenting.

• Other comments, like technical difficulties, please input them in the Chat Box.

• We will have a formal Q&A after the final presenter concludes, using questions from the Q&A Box.

• Please keep your computers on mute when not speaking.

• The presentation WILL be recorded. Attendees will receive an email once those materials are made available online.

• Please fill out the survey that will be available in the Q&A box during the presentation.
Do Your Homework!

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

**EXAMPLE**
Webex Closed Captioning is Available!

Select CC to enable

Select … to turn on the Captions panel to see speakers in sequence
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
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
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?
Robert Medina
Deputy Associate Administrator
NASA Office of Small Business Programs

Mr. Robert Medina is the Deputy Associate Administrator, for the Office of Small Business Programs (OSBP) at NASA Headquarters (HQ), since January 2023. Prior to this position, he served as a Small Business Program Manager, at NASA HQ OSBP, from September 2019 to December 2022. Mr. Medina was a Senior Procurement Analyst and Small Business Specialist at NASA Armstrong Flight Research Center, in Edwards, California from March 1994 through September 2019.

During his forty-five years with NASA, Mr. Medina has worked in many different procurement positions and at different NASA Centers. He has worked as a purchasing agent, price analyst, contract specialist, contracting officer, procurement analyst, and small business specialist. In addition to his procurement background, he worked three years at NASA Headquarters in the Office of Aeronautics and Space Technology, as an Institutional Program Manager, having oversight over NASA’s three Research Centers (Ames, Langley, and Glenn). Most recently, Mr. Medina served on a detail at NASA Headquarters in the Office of Small Business Programs, from December 2016 through December 2017, serving as a Small Business Program Manager with oversight of the small business programs at NASA Stennis Space Center, NASA Shared Services Center, and NASA Armstrong Flight Research Center.
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 5 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.
Meet Our Leader

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

Glenn A. Delgado is the Associate Administrator (AA) of NASA's Office of Small Business Programs (OSBP). Delgado provides executive leadership and policy direction for developing and implementing initiatives, that ensure all categories of small businesses are afforded opportunities to compete for agency contracts.

Since Delgado’s arrival at NASA, the amount awarded to small businesses have significantly increased. Specifically, between FY 2018 and FY 2022, dollars awarded directly to small business increased by $789 million or 27.8%. At the same time, prime contractors increased dollars subcontracted to their small business partners by an additional $455 million or 15.1%. The total number of prime and subcontracting dollars increased by almost $1.2 billion or 21.2%. This is a testament to Delgado’s dedication and utilization of small businesses in support of the NASA mission.
<table>
<thead>
<tr>
<th>VENDOR NAME AND WEBSITE</th>
<th>TOTAL DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>California Institute of Technology (JPL)</td>
<td>$2,658,468,662</td>
</tr>
<tr>
<td>Space Exploration Technologies Corp.</td>
<td>$2,087,826,290</td>
</tr>
<tr>
<td>The Boeing Company</td>
<td>$1,709,462,775</td>
</tr>
<tr>
<td>Lockheed Martin Corporation</td>
<td>$1,333,926,482</td>
</tr>
<tr>
<td>Northrop Grumman Systems Corp. (Includes Orbital Sciences and ATK)</td>
<td>$1,130,538,409</td>
</tr>
<tr>
<td>Jacobs Technology, Inc.</td>
<td>$958,920,809</td>
</tr>
<tr>
<td>KBR, Inc. (Includes Wyle and SGT)</td>
<td>$766,344,995</td>
</tr>
<tr>
<td>Science Applications International Corporation</td>
<td>$467,709,748</td>
</tr>
<tr>
<td>Aerojet Rocketdyne of DE, Inc.</td>
<td>$408,090,107</td>
</tr>
<tr>
<td>Johns Hopkins University (5111)</td>
<td>$344,760,958</td>
</tr>
<tr>
<td>Leidos</td>
<td>$331,560,600</td>
</tr>
<tr>
<td>Science Systems and Applications, Inc.</td>
<td>$257,249,220</td>
</tr>
<tr>
<td>Peraton, Inc.</td>
<td>$253,792,456</td>
</tr>
<tr>
<td>Raytheon Technologies Corp.</td>
<td>$197,892,100</td>
</tr>
<tr>
<td>Maxar Space, LLC</td>
<td>$169,595,813</td>
</tr>
<tr>
<td>Syncom Space Services, LLC</td>
<td>$167,584,964</td>
</tr>
<tr>
<td>Universities Space Research Association</td>
<td>$161,907,607</td>
</tr>
<tr>
<td>Ball Aerospace &amp; Technologies Corp.</td>
<td>$148,348,200</td>
</tr>
<tr>
<td>Sierra Nevada Corp.</td>
<td>$140,477,554</td>
</tr>
<tr>
<td>Astrobotic Technology, Inc.</td>
<td>$117,176,864</td>
</tr>
</tbody>
</table>

**TOTAL $13,811,614,012**
# Top 20 NAICS

## Total Dollars FY 2022

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

**TOTAL** $18,910,954,226
### NASA Agency October 1 – September 30 FY22
Prime Goals vs. Actual Percentages
Data generated November 10, 2022 from SAM.GOV

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$19,677,588,047</td>
</tr>
<tr>
<td>SMALL BUSINESS</td>
<td>$3,553,902,984</td>
</tr>
<tr>
<td>SDB</td>
<td>$1,565,551,394</td>
</tr>
<tr>
<td>WOSB</td>
<td>$842,133,131</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$200,687,036</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$288,787,422</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>GOALS</th>
<th>ACTUALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>15.75%</td>
<td>18.1%</td>
</tr>
<tr>
<td>SDB</td>
<td>8.2%</td>
<td></td>
</tr>
<tr>
<td>WOSB</td>
<td>5.0%</td>
<td></td>
</tr>
<tr>
<td>HUBZone</td>
<td>3.0%</td>
<td>1.0%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>3.0%</td>
<td>1.5%</td>
</tr>
</tbody>
</table>
NASA FY 22 Subcontracting Goals vs. Actual Percentages
Data pulled March 16, 2023 from eSRS

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

Bar chart showing subcontracting goals vs. actual percentages for different categories. The chart indicates that Small Business goals are 35.5% and actuals are 39.1%.
NASA Agency October - May FY23 Prime Goals vs. Actual Percentages
Data generated June 6, 2023 from SAM.GOV

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$12,625,950,468</td>
</tr>
<tr>
<td>SMALL BUSINESS</td>
<td>$1,866,776,773</td>
</tr>
<tr>
<td>SDB</td>
<td>$874,487,014</td>
</tr>
<tr>
<td>WOSB</td>
<td>$426,107,007</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$114,730,594</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$258,167,576</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>GOALS</th>
<th>ACTUALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>16.87%</td>
<td>14.8%</td>
</tr>
<tr>
<td>SDB</td>
<td>8.9%</td>
<td></td>
</tr>
<tr>
<td>WOSB</td>
<td>6.9%</td>
<td></td>
</tr>
<tr>
<td>HUBZone</td>
<td>5.0%</td>
<td></td>
</tr>
<tr>
<td>SDVOSB</td>
<td>3.4%</td>
<td></td>
</tr>
</tbody>
</table>

Goals vs. Actual Percentages
### FY18-FY22 OSBP Prime and Subcontracting Dollars Trend

#### Dollars (in Billions)

<table>
<thead>
<tr>
<th>Prime</th>
<th>FY2018</th>
<th>FY2019</th>
<th>FY2020</th>
<th>FY2021</th>
<th>FY2022</th>
<th>Δ FY18-FY22 %</th>
<th>Δ FY18-FY22 $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prime</td>
<td>$2,840,872,957</td>
<td>$3,073,214,371</td>
<td>$3,234,132,113</td>
<td>$3,461,959,925</td>
<td>$3,630,243,990</td>
<td>27.8%</td>
<td>$789,371,033</td>
</tr>
<tr>
<td>Subcontracting</td>
<td>$3,016,967,976</td>
<td>$2,977,585,435</td>
<td>$3,595,381,617</td>
<td>$3,715,060,103</td>
<td>$3,471,887,636</td>
<td>15.1%</td>
<td>$454,929,660</td>
</tr>
<tr>
<td>Total SB</td>
<td>$5,857,839,933</td>
<td>$6,050,799,806</td>
<td>$6,829,513,730</td>
<td>$7,177,020,028</td>
<td>$7,102,131,626</td>
<td>21.2%</td>
<td>$1,244,300,693</td>
</tr>
<tr>
<td>Total Spend</td>
<td>$17,045,387,176</td>
<td>$17,666,905,370</td>
<td>$18,426,228,532</td>
<td>$19,044,727,743</td>
<td>$19,710,919,937</td>
<td>15.6%</td>
<td>$2,665,532,761</td>
</tr>
</tbody>
</table>

#### 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 |
New OSBP Team Members

Ms. E. Ann Haase
Program Manager

Mr. Robert Medina
Deputy Associate Administrator

Ms. Briana L. Goins
Program Specialist
Sandra Connelly serves as the Deputy Associate Administrator (DAA) for NASA’s Science Mission Directorate (SMD) where she provides executive leadership, overall planning, direction, and management of NASA’s $7B science portfolio focused on the scientific exploration of Earth, the Sun, solar system, universe, and biological and physical sciences. She brings to the job over 30 years of leadership in portfolio, program and project management, and strategic planning. She fosters partnerships with other government agencies and collaborates with commercial and international partners to leverage synergistic investments and advance science. She has served as DAA since January 2020.
2023 NASA SCIENCE

Sandra E. Connelly
Deputy Associate Administrator
NASA Science Mission Directorate
Key Science Themes

PROTECT & IMPROVE LIFE ON EARTH & IN SPACE

SEARCH FOR LIFE ELSEWHERE

DISCOVER SECRETS OF THE UNIVERSE
An Integrated Program

- Astrophysics
- Heliophysics
- Biological and Physical Sciences
- Joint Agency Satellite
- Earth Science
- Planetary Science
OPERATING & FUTURE SCIENCE FLEET
Commercialization, Partnerships, and Building a Diverse Talent Pool
CLPS Deliveries 2023-2026

Delivery Site: Gruithuisen Domes
Provider: TBD
CP-21 | 2026

Delivery Site: Sinus Viscositatis
Provider: Astrobotic
TO2-AB | Q3 2023

Delivery Site: Reiner Gamma
Provider: IM
CP-11 | Apr 2024

Delivery Site: Mare Crisium
Provider: Firefly
TO19D | 2024

Delivery Site: Shackleton Connecting Ridge
Provider: IM
TO PRIME-1 | Nov 2023

Delivery Site: Malapert A
Provider: Intuitive Machines (IM)
TO2-IM | Q3 2023

Delivery Site: Schrödinger Basin
Provider: Draper
CP-12 | 2025

Delivery Site: Mons Mouton
Provider: Astrobotic
VIPER | Nov 2024

Updated 6/8/2023
GOAL: To identify fresh ideas and new partners (especially small start-up companies) to support development of instruments and technologies to advance the Agency’s science exploration goals.

- Provide non-dilutive, early-stage capital
- Support technology maturation and demonstration
- Make space for a diverse set of contributors, and inspire new ways of thinking

What’s in it for NASA:

- Identify original breakthrough technologies that could lead to revolutionary science
- Diversify our supplier base and more rapidly onboard new ideas
- Enable Venture Capital awareness

What’s in it for participating vendors:

- Receive funding quickly (selections announced the same day as the pitch)
- Meet and interact with NASA personnel in the relevant technology community

To Date: Two ECs conducted, 13 companies won ~$100K, 30% have received venture capital funding
NASA Entrepreneurs Challenge #1 and #2

Additional external funding to date ($2M SMD investment):

- 3 received NASA funding (e.g., SBIR)
- 4 received funding from other government sources
- 4 partnered with other companies
- 5 received VC funding (total of $259M)*

Diversified supplier base - 8 of 13 winners new to NASA (in green below)

2020 Challenge topics and winners:
- Physics-based transfer learning and artificial intelligence
- Cognitive Space, Houston, Texas*
- Evermore Intelligence, Philadelphia, Pennsylvania
- Advanced mass spectrometry
- MOBILion, Chadds Fords, Pennsylvania*
- Guardion Technologies, Burlington, Massachusetts
- Trace Matters Scientific, Somerville, Massachusetts
- Quantum sensors
- Cold Quanta, Boulder, Colorado*

2021 Challenge topics and winners:
- SmallSat Science Technologies
- Morpheus Space, Los Angeles, California*
- Nebula Compute, San Diego, California
- Niobium Microsystems, Dayton, Ohio
- Resilient Computing, Bozeman, Montana
- Zephyr Computing, Oakland, California*
- Metamaterials Based Sensors
- OAM Photonics of San Diego, California
- Multiscale Systems, Worcester, Massachusetts

Entrepreneurs Challenge #3 - Awards to be made on Nov 29, 2023

National Harbor MD
Commercial Suborbital Vision:
Build upon the success of NASA’s sounding rocket and balloon programs by making commercial suborbital platforms available to SMD-sponsored investigators alongside NASA-provided platforms.
Minority Serving Institutions Space Accelerator

The 2023 Minority Serving Institutions (MSI) Space Accelerator technology focus area is: wildland fire management through Earth observation.

Program Goals:
• Bring new ideas from under-represented communities to NASA’s existing technology programs
• Promote innovation through entrepreneurship and diversity
• Guide a commercialization path for new ideas

Each team receives $50,000, access to a 10-week business accelerator program, and mentoring with JPL systems engineers
• All three participating teams in the 2022 MSI Accelerator Program went on to become LLCs
• [https://technology.nasa.gov/t2u](https://technology.nasa.gov/t2u)
I-Corps Pilot Overview

**Are you ready for your innovation to take off?**

Join NASA’s Innovation Corps Pilot today

Apply to participate in an immersive entrepreneurship training designed to help you take your idea from the lab to the marketplace. The opportunity is designed for not-for-profit entities, such as academia & nonprofit research institutions.

**Build your capabilities through the NASA Innovation Corps:**

- **Informed decision-making** to facilitate research and/or technology transitions and new NASA funding opportunities
- Facilitated focus and inspiration on the **commercial potential** of proposed research and/or technology
- Advanced **workforce development opportunities** in science missions and space technology by preparing students with a foundational education in entrepreneurship
- **Enhanced entrepreneurial mindsets**

Interested in exploring potential customers?
Form your team and apply today for **$10k grant** support your team & customer discovery. Subsequent funding up to **$40k** will also be available.

Easy lift proposal - 6 pages or less - due to NSPIRES by:
- September 8, 2023
- January 26, 2024
- March 29, 2024

Stay Connected
Create a NSPIRES account and subscribe to the newsletters for reminders and updates and read the full solicitation for the most accurate and up-to-date information.

**Webinar**
*Information Session: Webinar on July 19, 2023 from 1-2 pm Eastern*
THANK YOU!

For more information visit our website:  SCIENCE.NASA.GOV

@NASAScienceAA
Meet the Speaker

Joseph S. Mahaley
Assistant Administrator
NASA Office of Protective Services

Joe Mahaley is the Assistant Administrator (AA) for Protective Services at NASA. He leads the Office of Protective Services (OPS) and is the focal point for policy formulation, oversight, coordination, and management of the Agency's protective services. As the AA for OPS, he oversees NASA's security management, including agency-wide personnel, physical, and information security policy, intelligence analysis, counterintelligence/counterterrorism (CI/CT) services, national security systems, handling of sensitive and classified information, identity, credential, and systems access management, emergency management, and continuity of operations functions. He is also NASA's Insider Threat Senior Official.
The cornerstone of NASA's current and future missions

Mr. Joseph Mahaley,
Assistant Administrator,
Protective Services
The cornerstone of NASA's current and future missions

Protective Services

Core Requirements:
- Information Security (INFOSEC)
- Communication Security (COMSEC)
- Emergency Management
- Protective Services Communication Center (PSCC)
- Physical Security/Facility Security Assessment
- Security Police and Security Operations
- Identity Credential Access Management (ICAM)
- Personnel Security (PERSEC)
- NASA Protective Services Training and Academy

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

Current/Long Term Strategy: Current awards will transition to new regional and/or Agency contracts as their current period of performance expires.

NASA Protective Service Contracts (NPSC) Current Status and Upcoming Actions:
- **KSC** - NPSC-SR (South Region) awarded October 2021, Expires September 2026. Start recompete March 2025 (estimated)
- **KSC** – NFSC – Agency Fire – Expires September 2029, Start recompete March 2028 (estimated)
- **GSFC** - NPSC-ER (Eastern Region) Awarded. 1st quarter FY2023. Expires September 2028. Start recompete March 2028 (estimated)

PPM: Dan Walt
ERM: Charles Lombard
Procurement Officers: Mary Stevens (GSFC), Gerald Norris (KSC), and Kurt Straub (ARC)
Meet the Speaker

James M. Free
Associate Administrator
Exploration Systems Development Mission Directorate

Jim Free leads America’s deep space human exploration efforts, including developing the systems for NASA’s Artemis missions and planning the agency’s Moon to Mars exploration approach and architectures. A native of Northeast Ohio with over three decades of experience, Jim has served in various roles in government and industry, making him the perfect person to direct a government, international, and industry team that is bringing us back to the lunar surface. Under his inspirational leadership, humanity will establish a long-term presence at the Moon to conduct fundamental scientific research that will redefine our understanding of the solar system and send humans to further destinations, including Mars.
June 21, 2023
Office of Small Business Programs Learning Series:
Annual Small Business Town Hall

Exploration Systems Development Overview

Jim Free
Associate Administrator
Exploration Systems Development Mission Directorate
NASA Headquarters, Washington, D.C.
@JimFree

www.nasa.gov
Artemis I was made possible with contributions from all 50 states across America.

Artemis I represented a broad and diverse international coalition in returning to the Moon, with contributions from five international partners and additional interest in future missions.

Artemis I included contributions from more than 20 industry partners, universities, and research institutions.

The agency’s Moon to Mars exploration approach, which includes the Artemis program, provided $14 billion in economic output and $1.5 billion in tax revenue in fiscal year 2019.
We came in peace.

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

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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
• 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

RFI response period is extended to July 11, 2023
Upcoming OSBP Outreach Events & Webinars

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

**OSBP Learning Series**

- **July 19, 2023**
  NASA SEWP Update

- **August 16, 2023**
  NASA Mission Equity: Tribal Consultation Plan Update

- **September 20, 2023**
  How to Write a Winning Proposal and Capabilities Statement

- **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**

- **July 20, 2023 (Virtual)**
  Small Business Disadvantaged…
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Register Today!

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Virtual Networking Event | July 20, 2023
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