

Learning Series Webinar

# 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 Proposals
- Use Small Business resources:
  - Agency Acquisition Forecast
  - Procurement Technical Assistance Center (PTAC)
  - Small Business Administration (SBA)
  - Trade associations
  - Outreach Events

**EXAMPLE**



Participants (322) X

Search

Panelist: 22

Attendee: 300 (7 displayed)



Chat X

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

To: All Attendees

Enter chat message here



Q&A X



Polling X



Unmute

Start video

Share



Participants

Chat



3

# Webex Closed Captioning is Available!

Webex (Moderated unmute mode) Webinar Info Hide Menu Bar 00:23

File Edit Share View Audio & Video Participant Webinar Breakout Sessions Help

Participants (1)

Chat

▼ Captions

Captions

**Captions**

As people talk in the meeting, the meeting captions will appear here.

1

2

3

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

# 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?**

# Meet Our Host

## 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 Headquarter's 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.





A person in a white lab coat stands in the center of a dark, cylindrical tunnel. They are looking towards a large, hexagonal window at the end of the tunnel. The window is composed of several smaller hexagons, each filled with a yellowish, textured material. The tunnel walls are made of dark, metallic panels with visible rivets and structural lines. The lighting is dramatic, with the person and the window being the primary light sources.

# 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.



National Aeronautics and  
Space Administration



# OSBP Learning Series: Annual Small Business Town Hall

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

June 21, 2023



# TOP 20 NASA PRIME CONTRACTORS FY 2022

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

**TOTAL \$13,811,614,612**



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

# TOP 20

## NAICS

Total Dollars

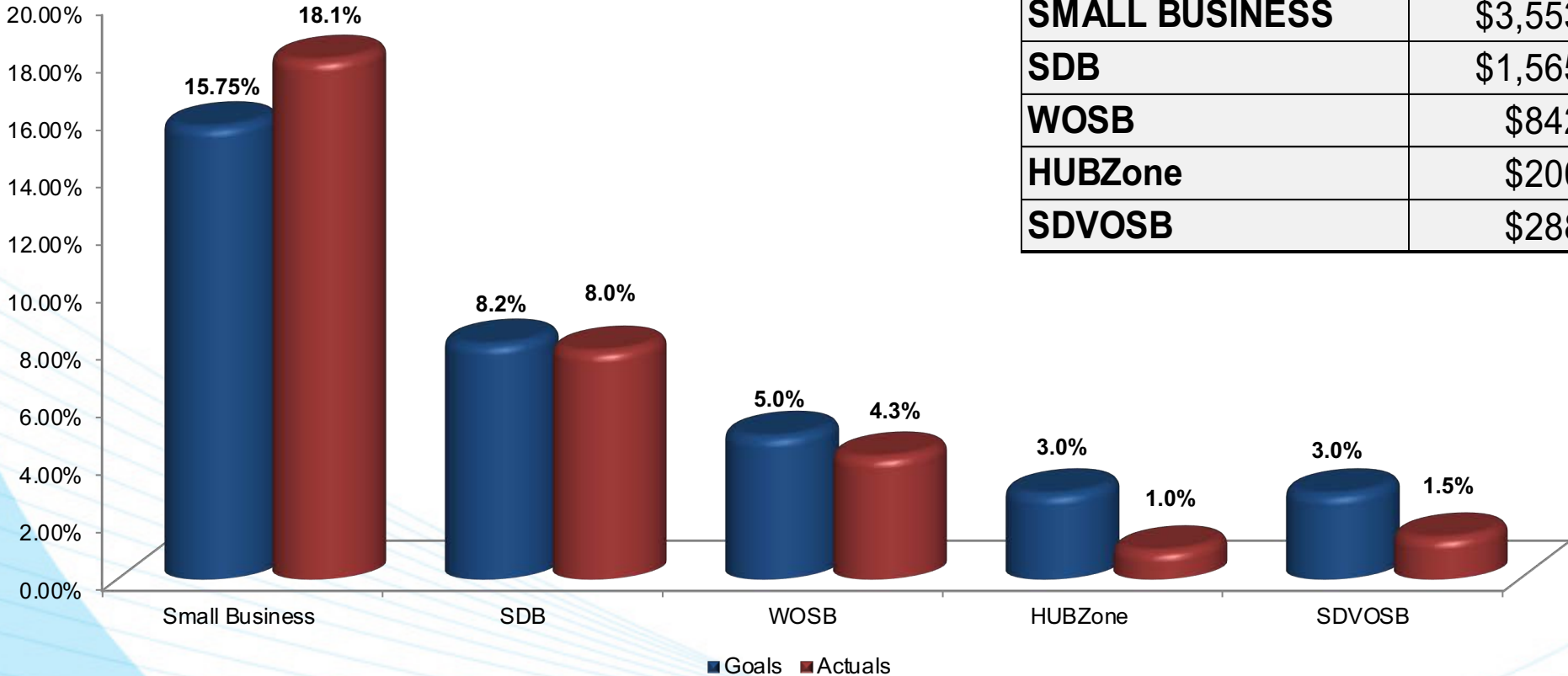
# FY 2022

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



# NASA Agency October 1 – September 30 FY22 Prime Goals vs. Actual Percentages

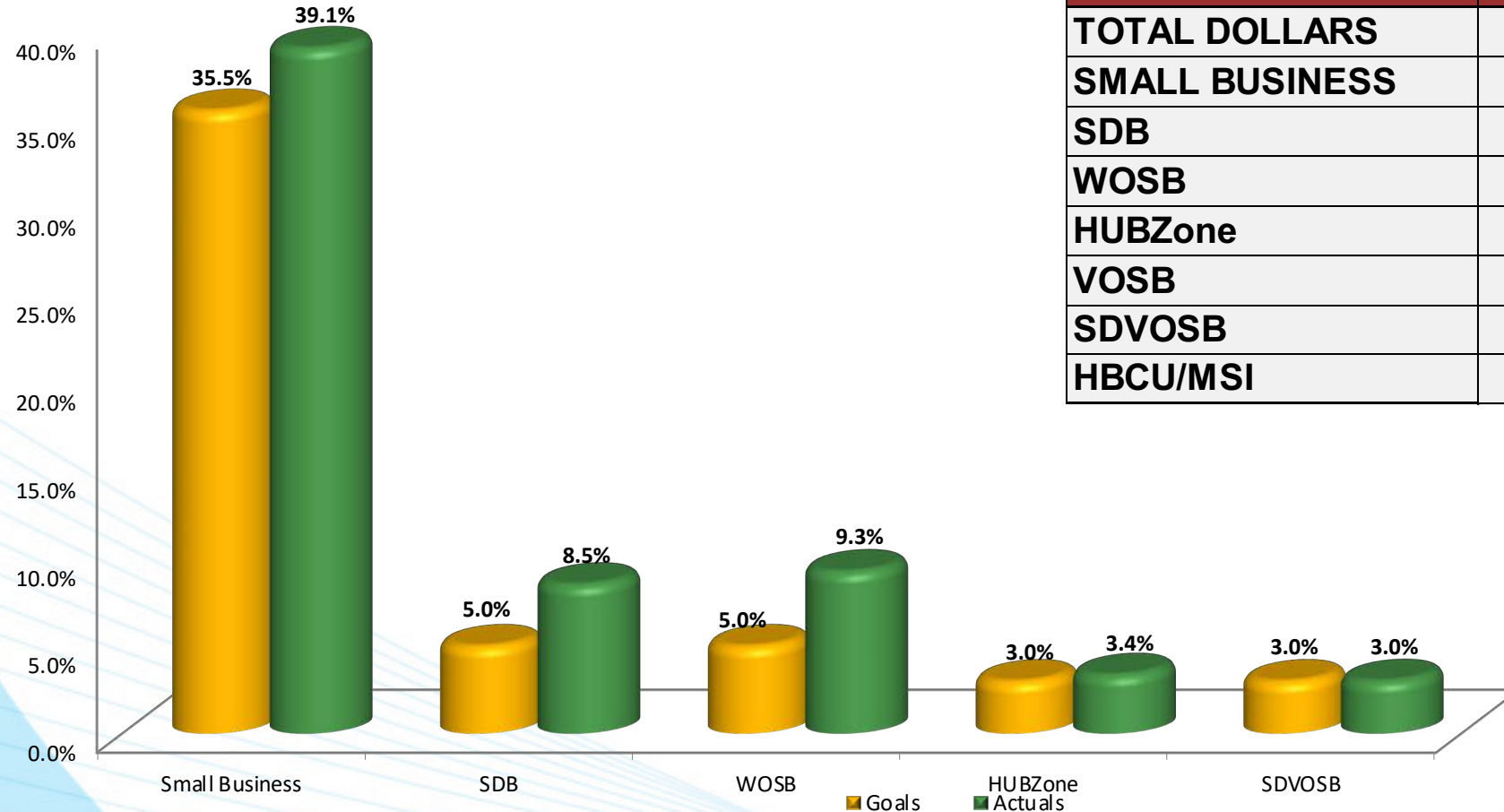
Data generated November 10, 2022 from SAM.GOV



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

# NASA FY 22 Subcontracting Goals vs. Actual Percentages

Data pulled March 16, 2023 from eSRS

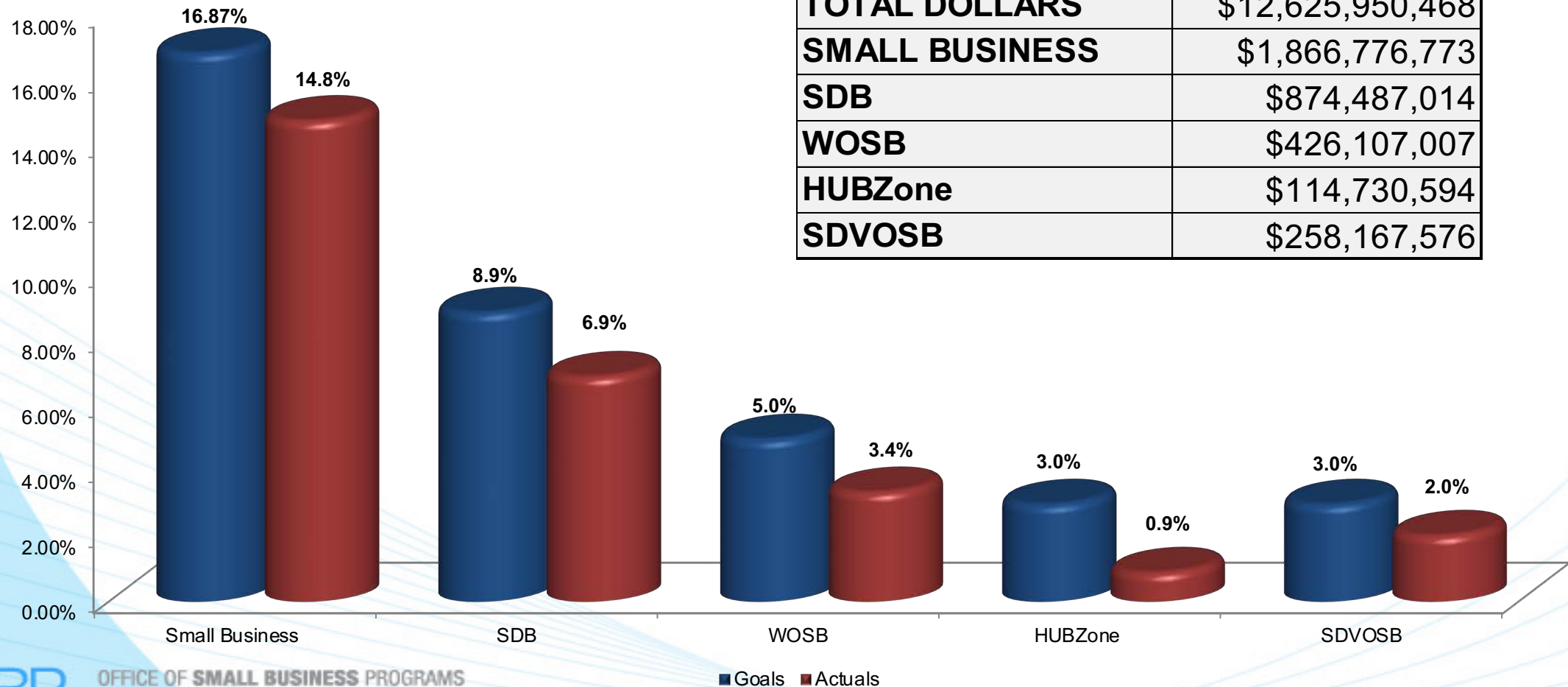


CATEGORY	DOLLARS
TOTAL DOLLARS	\$8,888,349,919
SMALL BUSINESS	\$3,471,887,636
SDB	\$756,861,105
WOSB	\$823,662,383
HUBZone	\$298,756,849
VOSB	\$379,034,005
SDVOSB	\$268,395,520
HBCU/MSI	\$26,117,431



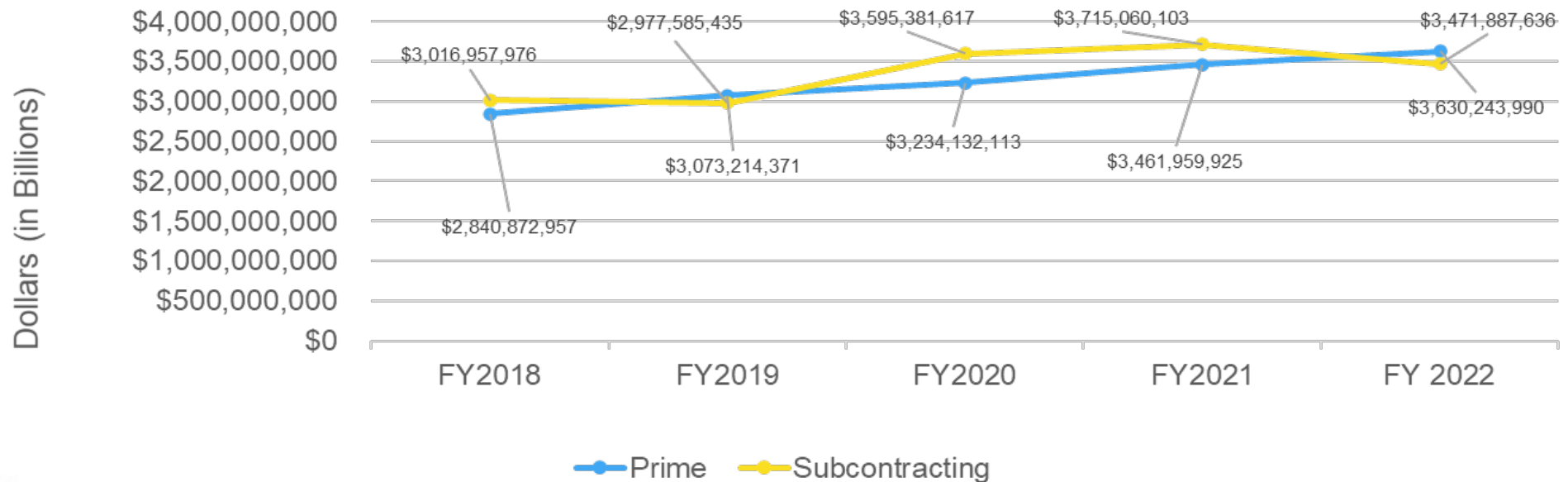
# NASA Agency October - May FY23 Prime Goals vs. Actual Percentages

Data generated June 6, 2023 from SAM.GOV



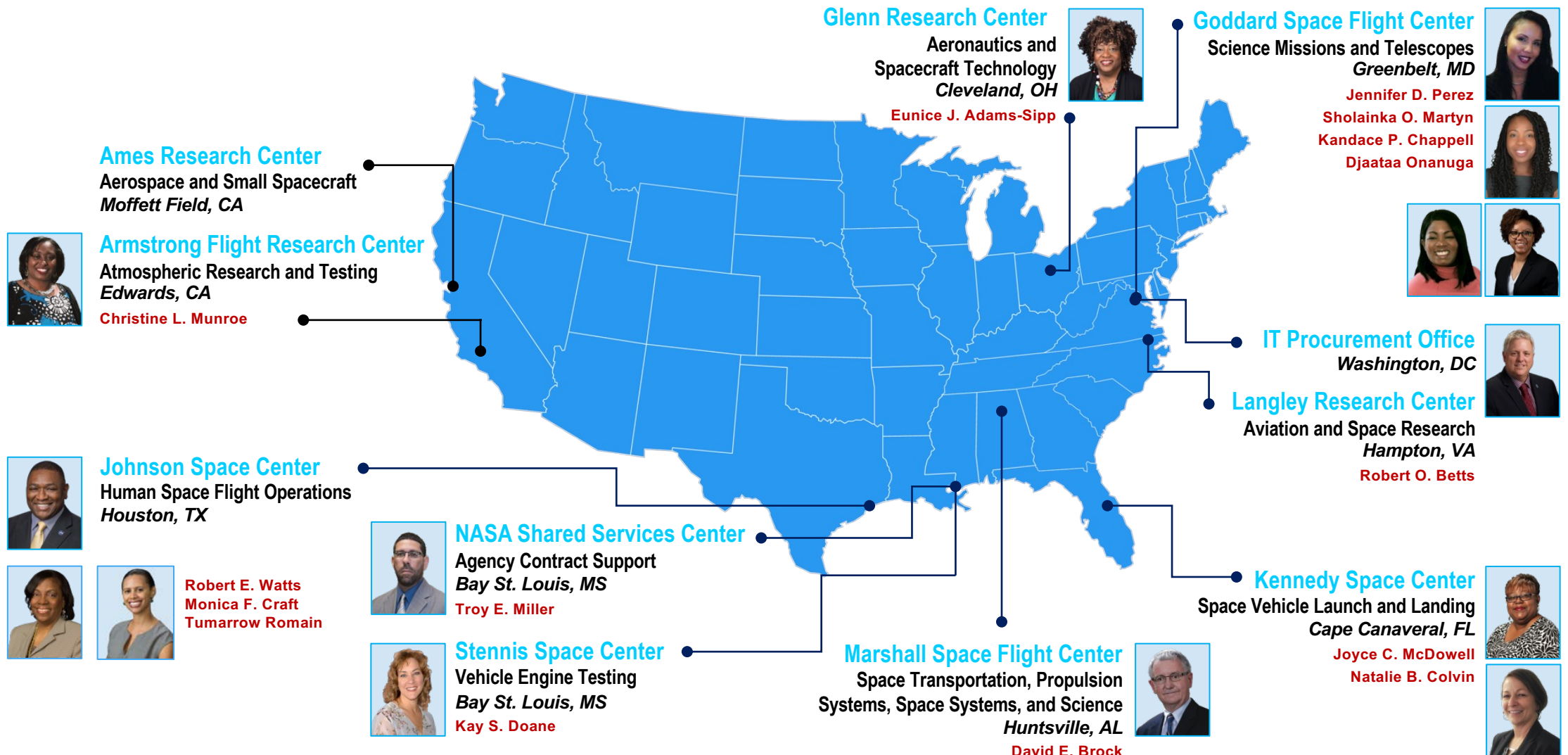
CATEGORY	DOLLARS
<b>TOTAL DOLLARS</b>	\$12,625,950,468
<b>SMALL BUSINESS</b>	\$1,866,776,773
<b>SDB</b>	\$874,487,014
<b>WOSB</b>	\$426,107,007
<b>HUBZone</b>	\$114,730,594
<b>SDVOSB</b>	\$258,167,576

# FY18-FY22 OSBP Prime and Subcontracting Dollars Trend



	FY2018	FY2019	FY2020	FY2021	FY2022	Δ FY18-FY22 %	Δ FY18-FY22 \$	
<b>Prime</b>	\$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	
<b>Subcontracting</b>	\$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	
<b>Total SB</b>	\$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	
<b>Total Spend</b>	\$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	
						<b>Δ FY21-FY22 %</b>	<b>Δ FY21-FY22 \$</b>	
						Prime	4.9%	\$168,284,065
						Subcontracting	-6.5%	-\$243,172,467
						Total SB	-1.0%	-\$74,888,402

# NASA Small Business Specialists Around the Country



# New OSBP Team Members

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Ms. E. Ann Haase  
*Program Manager*



Mr. Robert Medina  
*Deputy Associate Administrator*



Ms. Briana L. Goins  
*Program Specialist*

# Meet the Speaker

## **Sandra E. Connelly**

Deputy Associate Administrator  
NASA Science Mission Directorate

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.





National Aeronautics and  
Space Administration

# 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



NASA SCIENCE

# An Integrated Program



Astrophysics



Heliophysics



Biological and  
Physical Sciences



Joint Agency  
Satellite



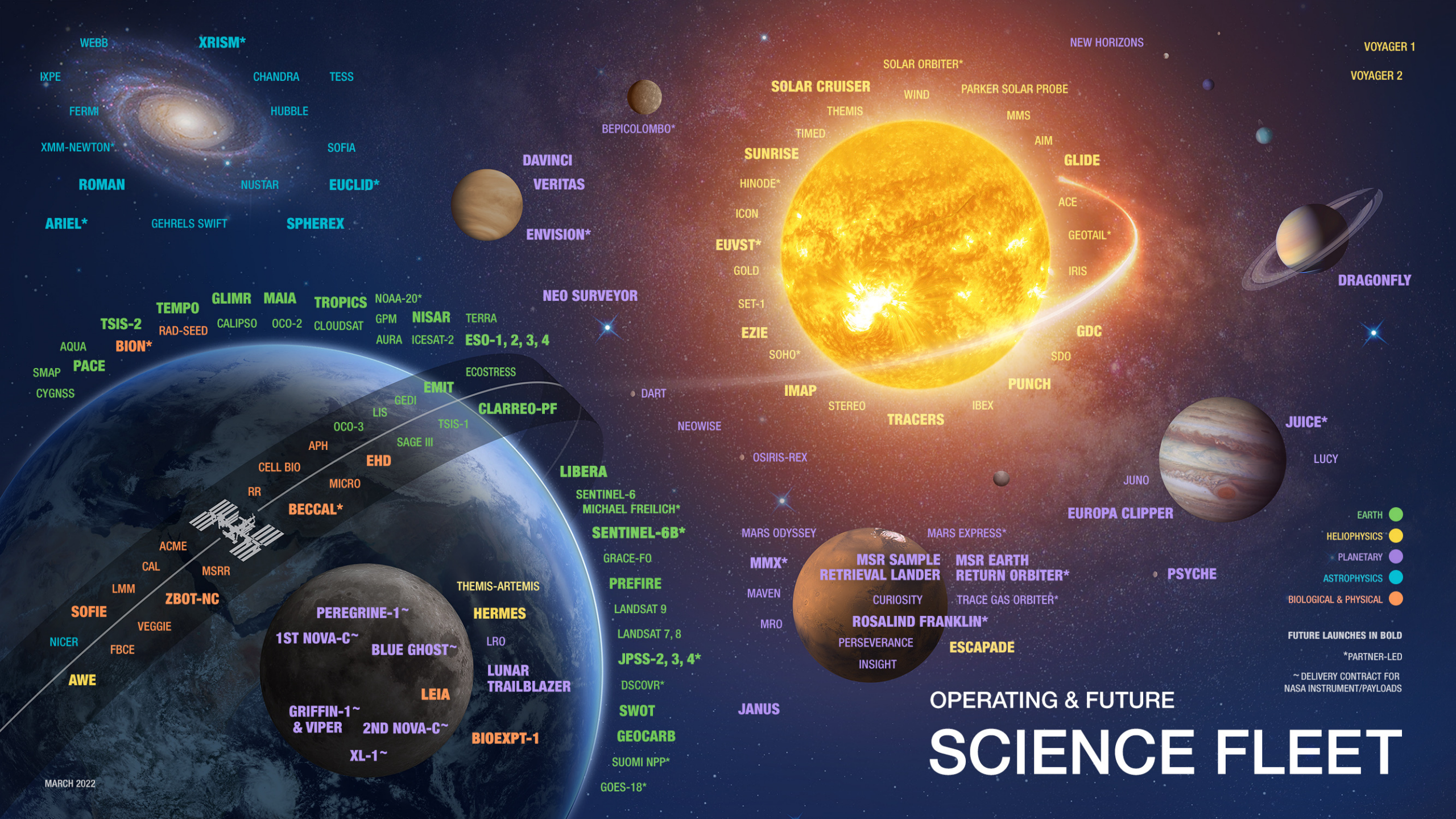
Earth Science



Planetary  
Science







**WEBB** **XRISM\***  
 IXPE CHANDRA TESS  
 FERMI HUBBLE  
 XMM-NEWTON\* SOFIA  
**ROMAN** MUSTAR **EUCLID\***  
**ARIEL\*** GEHRELS SWIFT **SPHEREX**  
**TEMPO** **GLIMR** **MAIA** **TROPICS** NOAA-20\*  
**TSIS-2** **RAD-SEED** CALIPSO OCO-2 CLOUDSAT GPM **NISAR** TERRA  
 AQUA **BION\*** AURA ICESAT-2 **ESO-1, 2, 3, 4**  
 SMAP **PACE** ECOSTRESS  
 CYGNSS  
**EMIT**  
 LIS GEDI **CLARREO-PF**  
 OCO-3 TSIS-1  
 APH SAGE III  
 CELL BIO **EHD**  
 RR MICRO  
**BECCAL\***  
 ACME  
 CAL MSRR  
**ZBOT-NC**  
 LMM  
**SOFIE** VEGGIE  
 NICER FBCE  
**AWE**  
**PEREGRINE-1~** **HERMES**  
**1ST NOVA-C~** BLUE GHOST~ LRO  
**LEIA**  
**GRIFFIN-1~** **LUNAR TRAILBLAZER**  
**& VIPER** **2ND NOVA-C~**  
**XL-1~** **BIOEXPT-1**

SOLAR ORBITER\*  
**SOLAR CRUISER** WIND PARKER SOLAR PROBE  
 THEMIS MMS  
**SUNRISE** AIM  
 HINODE\*  
 ICON  
**EUVST\*** **GLIDE**  
 GOLD ACE  
 SET-1 GEOTAIL\*  
**EZIE** IRIS  
 SOHO\* SDO  
**IMAP** **PUNCH**  
 STEREO **TRACERS** IBEX  
 NEOWISE  
 OSIRIS-REX  
**LIBERA**  
 SENTINEL-6  
 MICHAEL FREILICH\*  
**SENTINEL-6B\***  
 GRACE-FO  
**PREFIRE**  
 LANDSAT 9  
 LANDSAT 7, 8  
**JPSS-2, 3, 4\***  
 DSCOVR\*  
**SWOT**  
**GEOCARB**  
 SUOMI NPP\*  
 GOES-18\*  
 DART  
 NEOWISE  
 OSIRIS-REX  
 MARS ODYSSEY  
**MMX\*** **MSR SAMPLE RETRIEVAL LANDER** **MSR EARTH RETURN ORBITER\***  
 MAVEN CURIOSITY TRACE GAS ORBITER\*  
 MRO **ROSALIND FRANKLIN\***  
 PERSEVERANCE **ESCAPADE**  
 INSIGHT  
**JANUS**  
 NEW HORIZONS  
 VOYAGER 1  
 VOYAGER 2  
**DRAGONFLY**  
**JUICE\*** LUCY  
**EUROPA CLIPPER**  
**PSYCHE**

- EARTH ●
- HELIOPHYSICS ●
- PLANETARY ●
- ASTROPHYSICS ●
- BIOLOGICAL & PHYSICAL ●

**FUTURE LAUNCHES IN BOLD**  
 \*PARTNER-LED  
 ~ DELIVERY CONTRACT FOR NASA INSTRUMENT/PAYLOADS

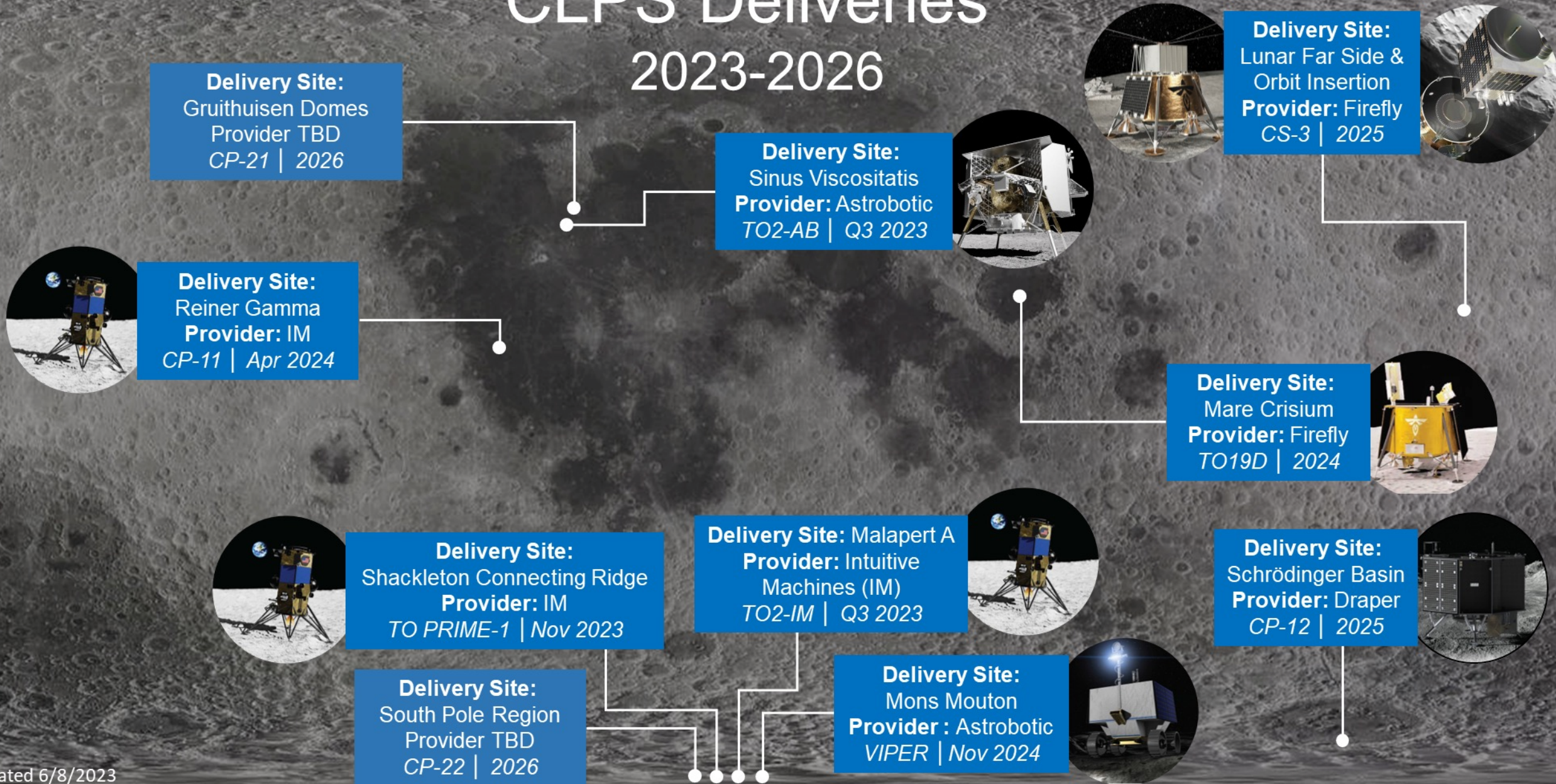
# OPERATING & FUTURE SCIENCE FLEET

# Commercialization, Partnerships, and Building a Diverse Talent Pool



# CLPS Deliveries

## 2023-2026



# NASA Entrepreneurs Challenge

**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***

RAVEN  
AEROSTAR



WORLD  
VIEW



MASTEN



BLUE  
ORIGIN

VIRGIN  
GALACTIC



**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.

UP AEROSPACE



# 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>



# 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?** 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](https://www.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.



# NASA Product Service Lines (PSL) Spotlight

## Protective Services PSL

**Mr. Joseph Mahaley,  
Assistant Administrator,  
Protective Services**

# Protective Services



## Protective Services



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

### ❖ 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 recomplete March 2025 (estimated)
- ❖ **KSC** – NFSC – Agency Fire – Expires September 2029, Start recomplete March 2028 (estimated)
- ❖ **GSFC** - NPSC-ER (Eastern Region) Awarded. 1<sup>st</sup> quarter FY2023. Expires September 2028. Start recomplete March 2028 (estimated)

# 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.



National Aeronautics and Space Administration

June 21, 2023


**Office of Small Business Programs Learning Series:  
Annual Small Business Town Hall**

# Exploration Systems Development Overview

**Jim Free**

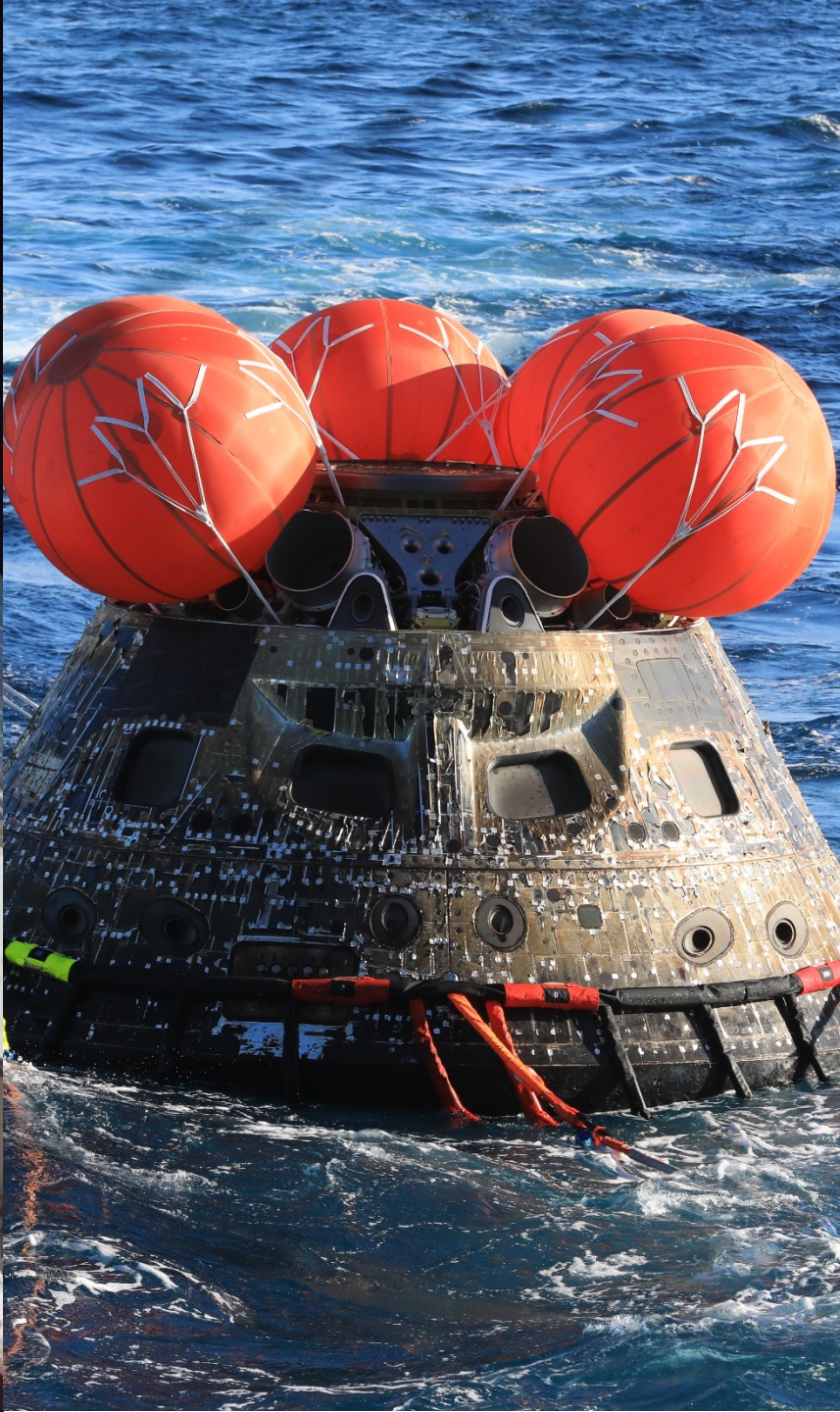
**Associate Administrator  
Exploration Systems Development  
Mission Directorate**

**NASA Headquarters, Washington, D.C.**

 **@JimFree**

[www.nasa.gov](http://www.nasa.gov)





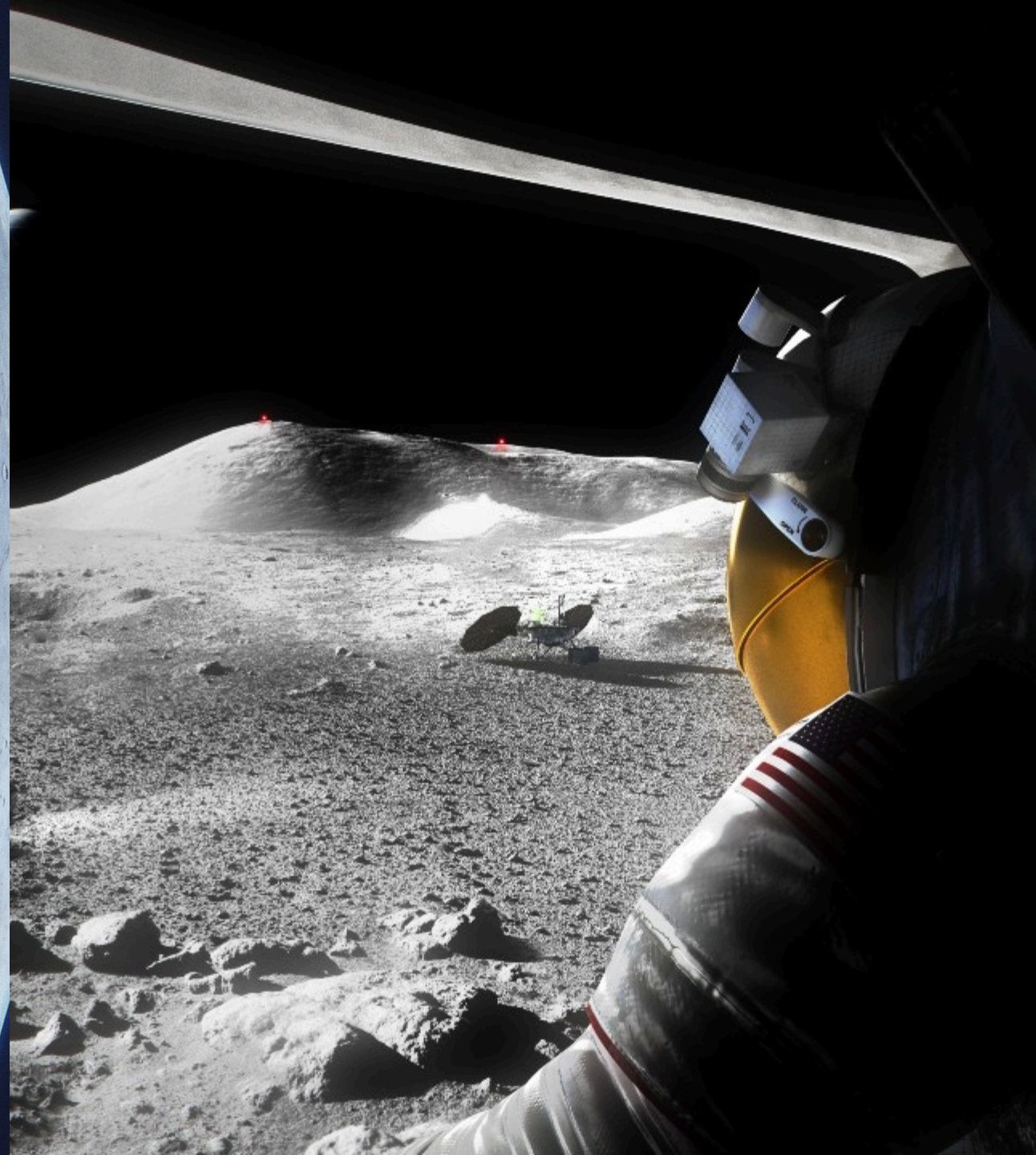
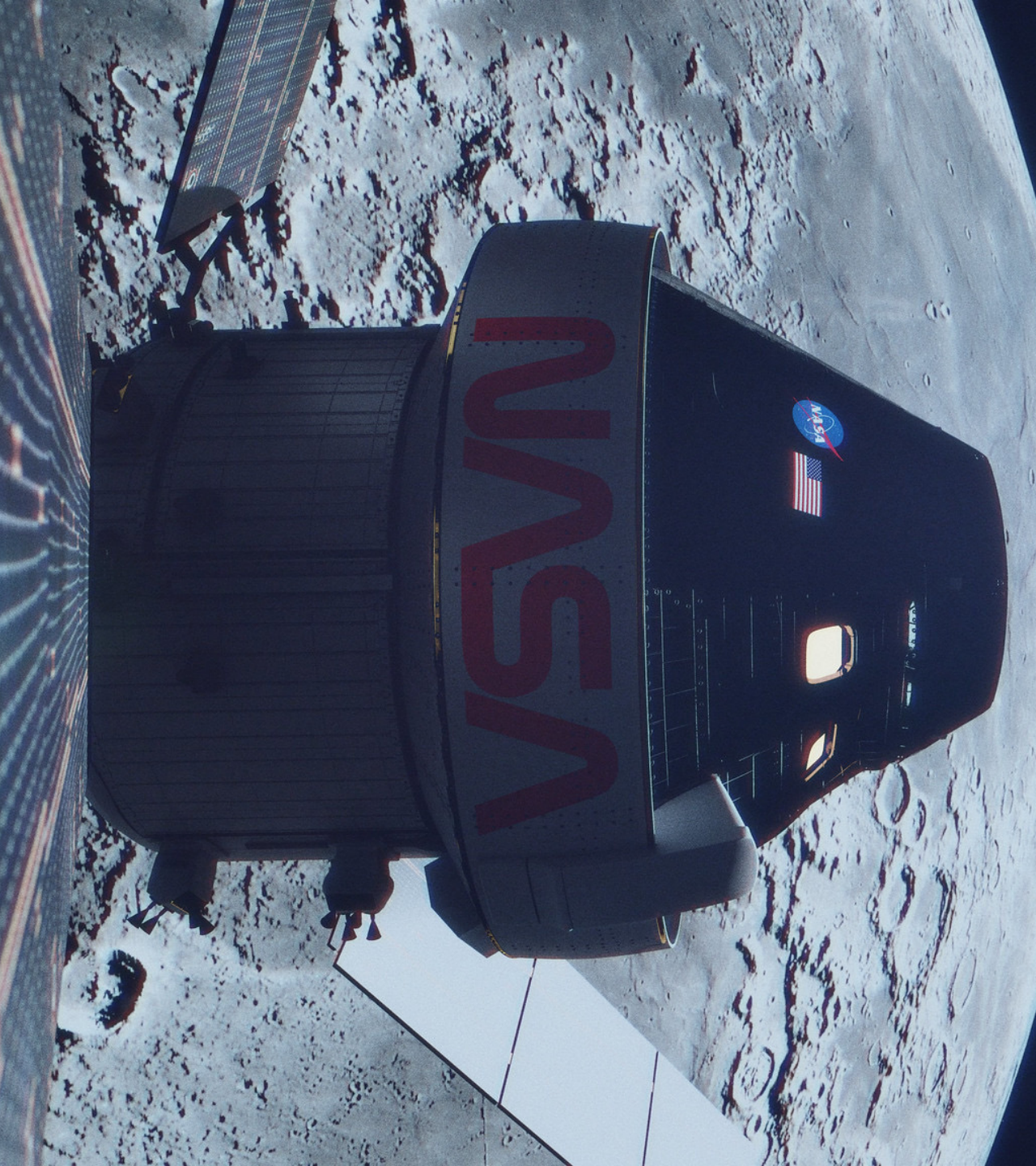


# Artemis I Economic Impact

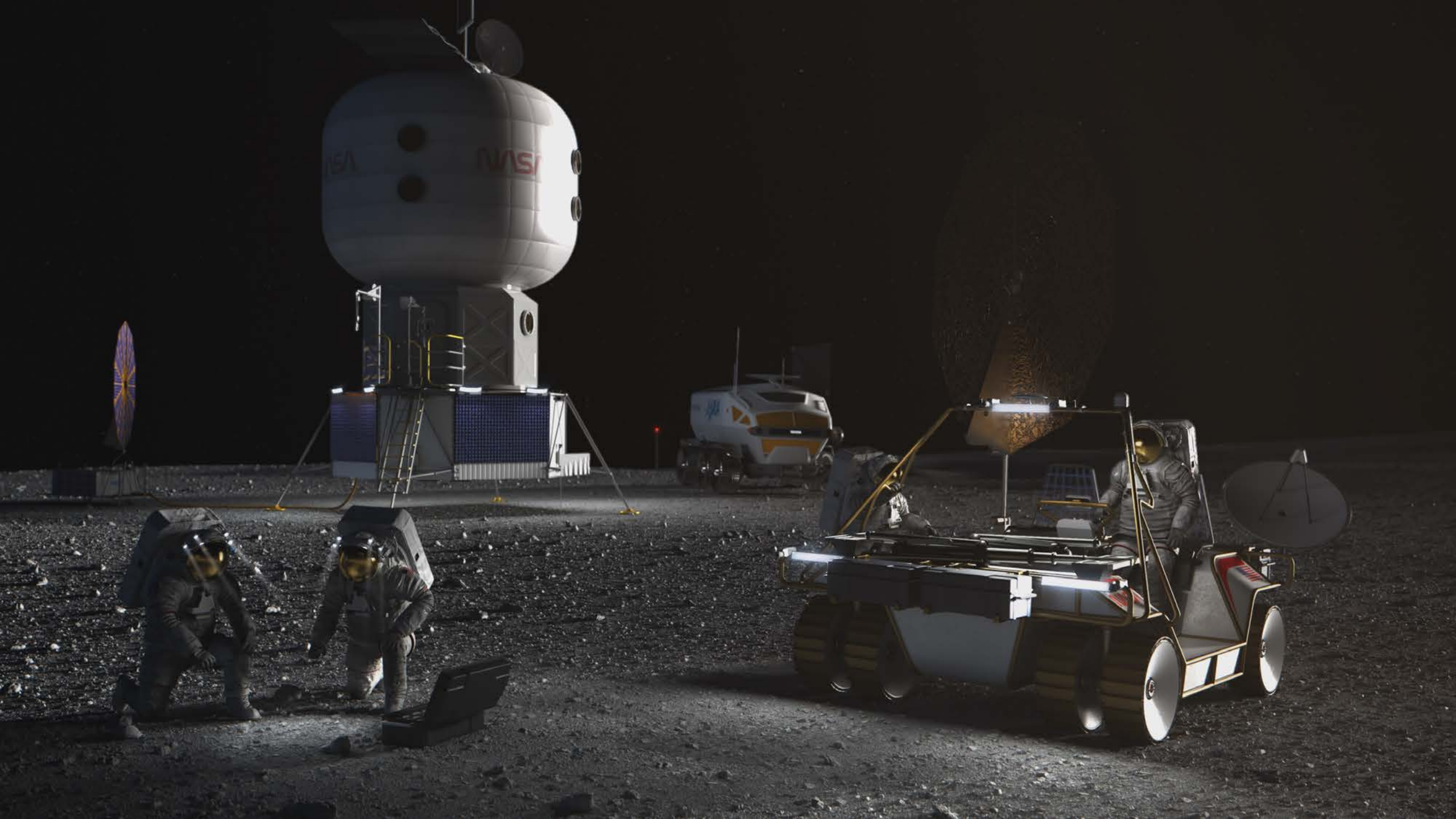
- Artemis I was made possible with contributions from **all 50 states across America**.
- Artemis I represented a **broad and diverse international coalition** in returning to the Moon, with contributions from five international partners and additional interest in future missions.
- Artemis I included 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**.



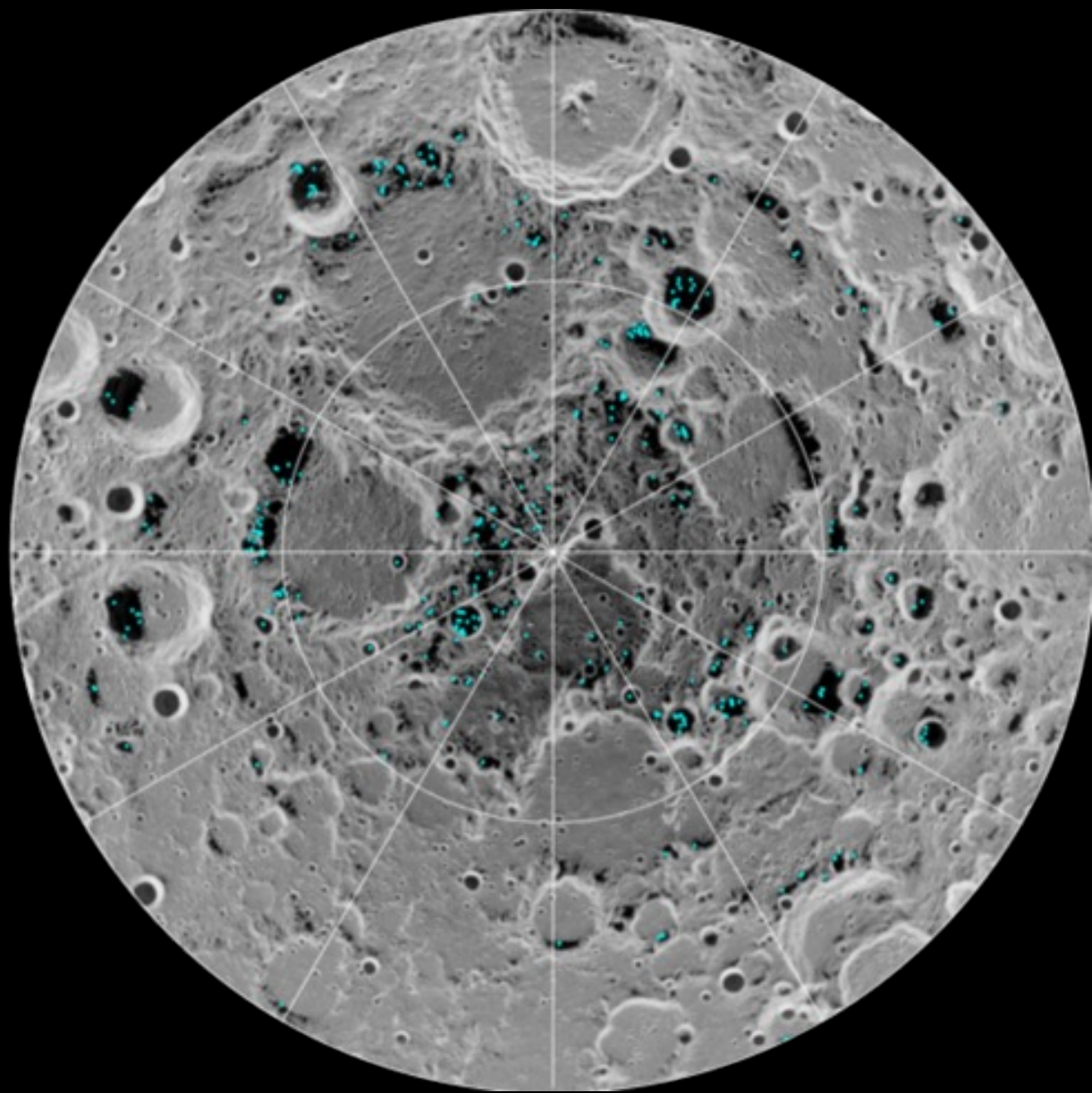
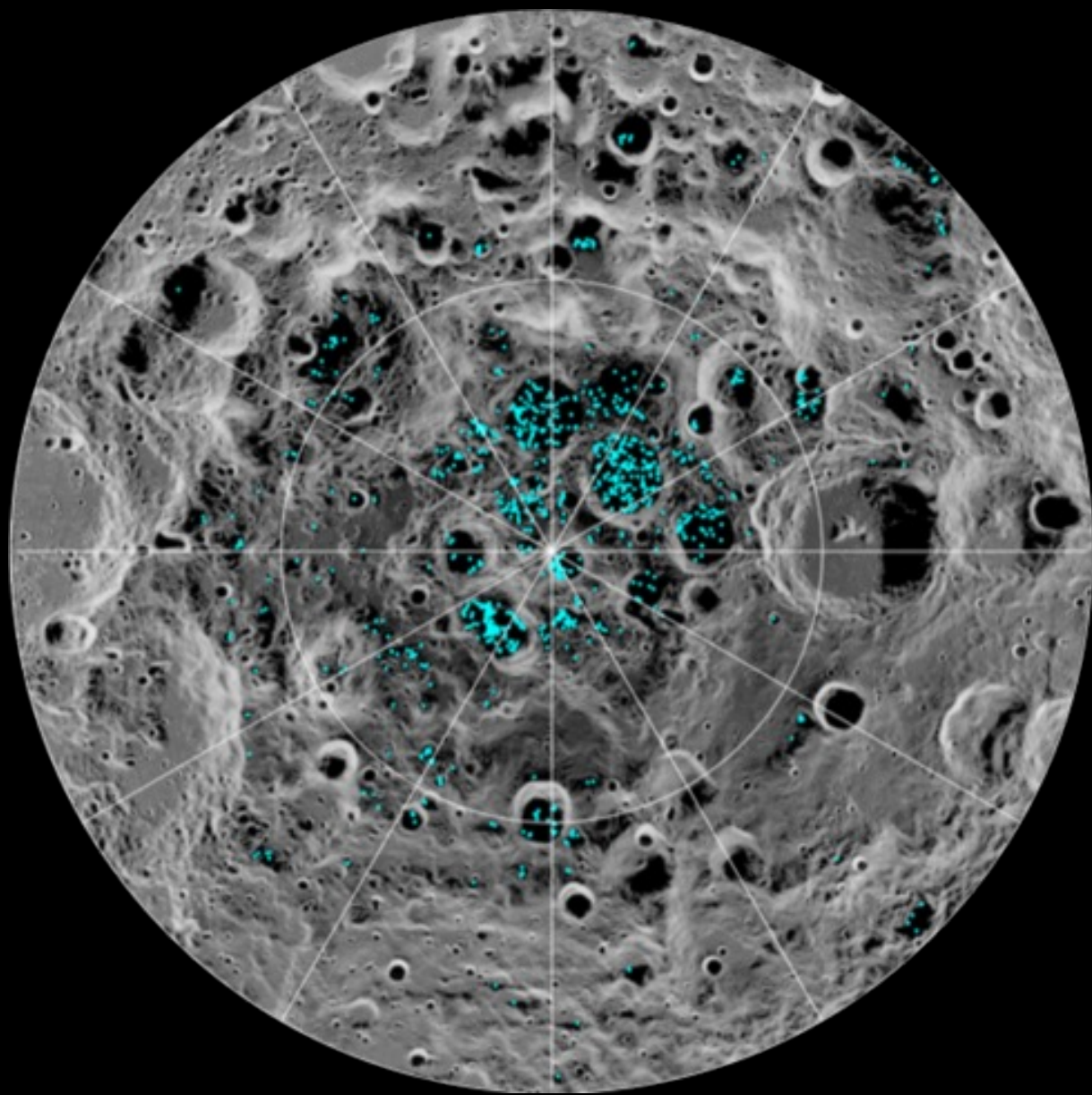












We came in peace.

**We return for all humanity.**





Learning Series Webinar

# Q&A Session



Learning Series Webinar

# Updates





# Learning Series Webinar

## OSBP Mobile App

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

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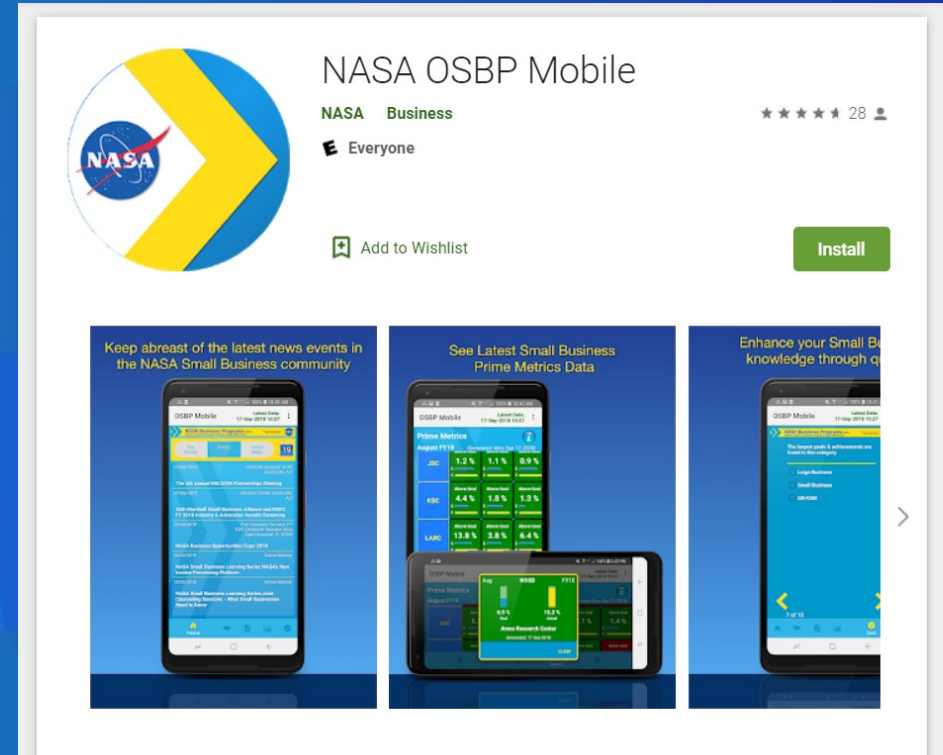
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Network with Small Business Specialists at each NASA Center

Explore the latest Agency prime metrics data

Inform you of the latest small business news and events.

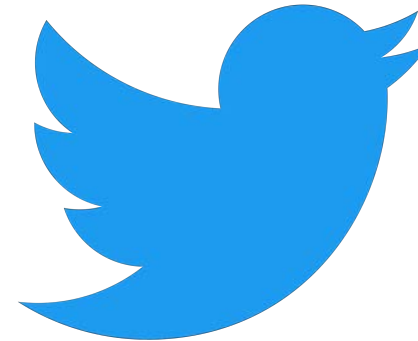
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# Learning Series Webinar

## OSBP Publications

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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>



# NASA Mission Equity

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- 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>

# 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



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...  
Step Up and Do Business with NASA

# Register Today!

OSBP  
OFFICE OF SMALL BUSINESS PROGRAMS  
Learning Series Webinar

National Aeronautics and  
Space Administration

NASA

NASA SOLUTIONS FOR  
**Enterprise-Wide Procurement**  
**(SEWP)** Wednesday, July 19, 2023  
1:00 P.M. - 2:30 P.M. ET

www.nasa.gov



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

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

# Register Today!



**S D B**

SMALL DISADVANTAGED BUSINESSES ...  
**STEP UP AND DO BUSINESS WITH NASA**

Virtual Networking Event | July 20, 2023  
9:00 a.m. - 3:00 p.m. ET



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Scan this QR code to register for the NASA OSBP Outreach Events or click the link below.

<https://www.nasa.gov/osbp/regional-outreach>



# 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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The complex block features a yellow alarm clock with a white face and black numbers, set against a blue background. To the right of the clock, the text "Time to re-register!" is written in a bold, white, sans-serif font with a blue outline. Below this, the text "The new OSBP NASA Vendor Database is here!" is written in a larger, bold, white, sans-serif font with a blue outline. At the bottom left of the block is the OSBP logo, which consists of a stylized sun icon followed by the letters "OSBP" in a large, blue, sans-serif font, and the full name "OFFICE OF SMALL BUSINESS PROGRAMS" in a smaller, blue, sans-serif font below it.



OFFICE OF **SMALL BUSINESS** PROGRAMS

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



## OSBP Learning Series: CALL FOR NEW TOPICS!!

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Learning Series Webinars!

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Learning Series Webinar

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# Contact Information

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Program Specialist

NASA Office of Small

Business Programs

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[smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov)



# Contact Information

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