

Update from
the NASA Office
of Procurement:

National Aeronautics and
Space Administration



Opportunities *and* Product Service Lines



Learning Series Webinar



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)

Search

Panelist: 22

Attendee: 300 (7 displayed)



Chat

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

Polling



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.

Unmute Start video Share Record

Select CC to enable

3

Select ... to turn on the Captions panel to see speakers in sequence

1

2

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

A person in a white lab coat stands in the center of a dark, industrial tunnel. They are looking towards a large, circular opening at the end of the tunnel. This opening is covered with a honeycomb pattern of yellow hexagonal panels. The tunnel's walls are made of dark, curved metal segments, and the floor is a narrow metal walkway. The lighting is dramatic, with the yellow panels glowing and casting a light on the person and the tunnel walls.

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.
 - **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.



Meet Our Speaker

Ms. Julia Wise

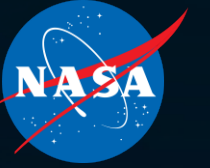
Director, Procurement Management and Policy Division
NASA Office of Procurement

Julia B. Wise is the Director of Procurement Management & Policy Division, Office of the Senior Procurement Executive, NASA Office of Procurement. In this position, Ms. Wise leads and manages senior acquisition professionals responsible for coordinating and reviewing acquisition statutory, regulatory and policy changes to the Federal Acquisition Regulation (FAR) and NASA FAR Supplement to maintain current acquisition regulations. This Division is also responsible for ensuring that NASA's acquisition workforce is trained and certified to award and manage procurements that support NASA programmatic missions and goals. Julia is an experienced acquisition leader and manager. She has served at various Federal Government agencies in leadership roles.

Ms. Wise has a Master of Business Administration and a Master of Science in Management from the Johns Hopkins University and a Bachelor of Science Degree in Marketing from the University of Baltimore. She is a Senior Executive Service Candidate Development Program Graduate, OMB, November 2012 and a Certified Coach, Federal Internal Coach Training Program, OPM, September 2018.



National Aeronautics and
Space Administration



EXPLORE PROCUREMENT

**The cornerstone of NASA's
current
and future missions...**

How to Do Business With NASA

**Julia Wise, Director Procurement Management
and Policy Division, Office of Procurement**

April 19, 2023



Seven Steps to Doing Business with NASA



1. Learn about NASA mission, centers, leadership and contracting environment.
2. Preparation: How do I get in the game?
3. Understanding potential opportunities.
4. Identify and discuss your products or services.
5. Identify your target market and acquisitions.
6. Know the acquisition team.
7. Be ready to play the game and execute in accordance with the contract terms and conditions.

What Does NASA Do?

Aeronautics Research



Transform Aviation through R&D

Space Operations



Launch and Space Operations

Deep Space Exploration Sys.



Moon to Mars Exploration

Science



Understand the Sun, Earth, and Universe

Space Technology
















Develop and transfer revolutionary technologies

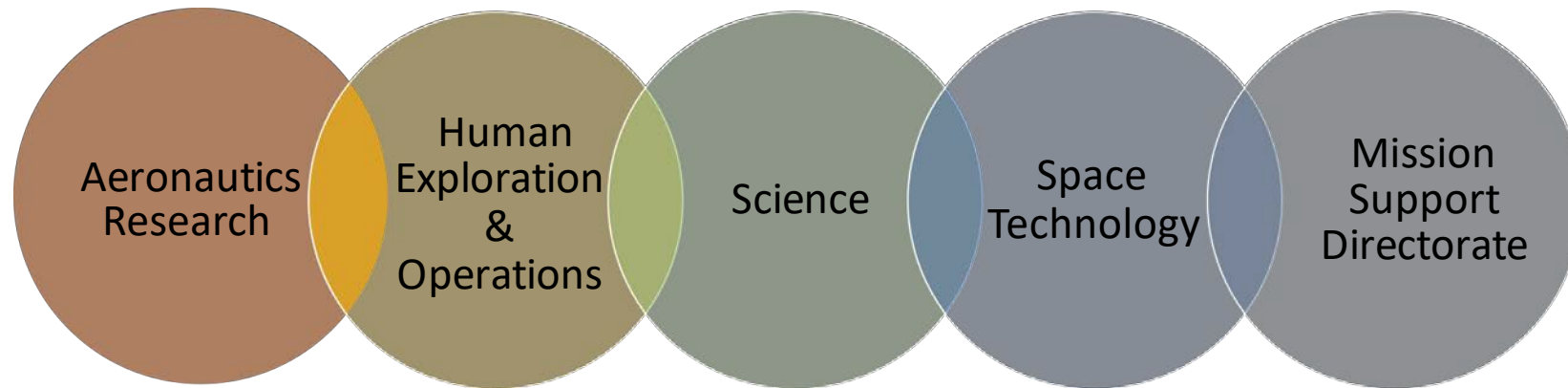
1. Learn the Contracting Environment & NASA Buying Locations



Enables the Agency's mission and execute contracts in support of programmatic, institutional, and operational needs

	<p>Headquarters OP Provides stewardship of acquisition process to support successful accomplishment of mission objectives. Provide policy, oversight, optimization of procurement resources, and support Mission Directorate Acquisition Strategy Development to enable more efficient operations for NASA.</p>		<p>NASA Shared Services Center - Supports NASA's overall mission by providing core procurement services across the Agency; award /administration of grants and cooperative agreements; research & development contracts; complex, large dollar service contracts; and commercial item acquisitions.</p>		<p>NASA Management Office – NMO ensures proper coordination of all the required operational functions associated with the management of the FFRDC, the JPL contract, and is the focal point for communication with upper management at the JPL and actively represents NASA in local outreach and educational events.</p>
	<p>Ames Research Center - Specializes in research geared toward gaining new knowledge and creating new technologies that span the spectrum of NASA interests.</p>		<p>Armstrong Flight Research Center - As the lead Center for flight research, Armstrong continues to innovate in aeronautics and space technology. The newest, the fastest, the highest -- all have made their debut in the vast, clear desert skies over Armstrong.</p>		<p>Glenn Research Center - Glenn develops and transfers critical technologies through research, technology development, and systems development for safe and reliable aeronautics, aerospace, and space applications.</p>
	<p>Goddard Space Flight Center - Goddard's mission is to expand knowledge about Earth and its environment, the solar system, and the universe through observations from space.</p>		<p>Johnson Space Center - Leads NASA's efforts in human space exploration, from the early Gemini, Apollo, Skylab and space shuttle programs to today's International Space Station and Orion programs.</p>		<p>Kennedy Space Center - Kennedy is "America's Gateway to the Universe" -- leading the world in preparing and launching missions around Earth and beyond.</p>
	<p>Langley Research Center - Langley continues to forge new frontiers in aviation and space research for aerospace, atmospheric sciences, and technology commercialization to improve the way the world lives.</p>		<p>Marshall Space Flight Center - Marshall is the world's leader in the access to space and the use of space for research and development to benefit humanity.</p>		<p>Stennis Space Center - Stennis is responsible for NASA's rocket propulsion testing and for partnering with industry to develop and implement remote-sensing technology.</p>
			<p>Information Technology (IT) Procurement Office - Developed as a part of NASA's transformation to enable the Agency to leverage best practices related to IT, create standardization, and maintain pace with the constant change amongst the IT industry.</p>		

NASA Mission Directorates (Where To Do Business)



[Research directly benefits today's air transportation system, the aviation industry, and the passengers and businesses who rely on aviation every day.](#)

[Oversees the leadership and management of NASA space operations related to human exploration in and beyond low-Earth orbit.](#)

[Engages the Nation's science community, sponsors scientific research, and develops and deploys satellites and probes in collaboration with NASA's partners around the world.](#)

[Technology drives exploration to the Moon, Mars and beyond. NASA's Space Technology Mission Directorate \(STMD\) develops transformative space technologies to enable future missions.](#)

[Provide effective and efficient institutional support to enable successful accomplishment of NASA mission objectives.](#)

www.nasa.gov

Office of Procurement Leadership



Karla Smith Jackson
Assistant Administrator
for Procurement

Senior Executive Service



Marvin L. Horne
Deputy Assistant Administrator
for Procurement



ENTERPRISE SERVICE AND
ANALYSIS DIVISION (ESAD)

Geoff Sage
Division Director



PROCUREMENT STRATEGIC
OPERATIONS DIVISION (PSOD)

Jami Rodgers
Division Director



PROCUREMENT MANAGEMENT
AND POLICY DIVISION (PMPD)

Julia Wise
Division Director

PROCUREMENT OFFICES



Susan McClain

LaRC

\$442.6M



John Cannaday

MSFC

\$4.2B



Mary Stevens

GSFC

\$3.01B



Sarah Pollock

ITPO

\$698.8M



Jose Garcia

JSC

\$4.71B



Gerald Norris

KSC

\$1.78B



Kurt Straub

ARC

\$458.5M

GRC

\$630.9M



James Eastman

AFRC

\$271.2M



James Williams
(ACTING)

NOJMO

\$2.6B



Eli Ouder

SSC

\$236.8M

NSSC

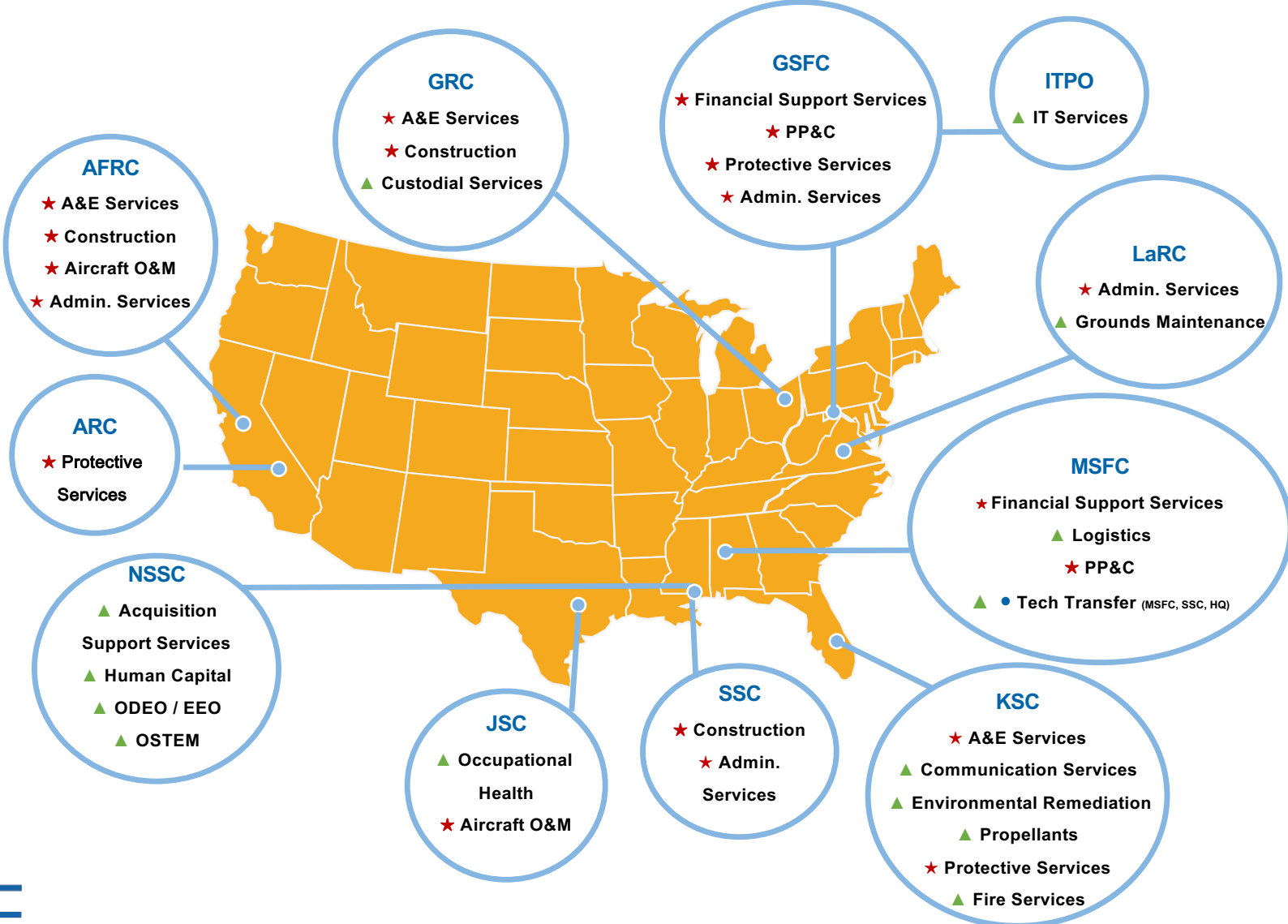
\$1.89B

Recent Appointments

Service Delivery – Product Service Lines Structure



- ▲ Centralized: Procures for Agency
- ★ Regionalized
- Remains Localized at each Center
 - Environmental Compliance
 - Utilities
 - Facilities O&M
 - Engineering
 - Safety & Mission Assurance
 - Tech Transfer*



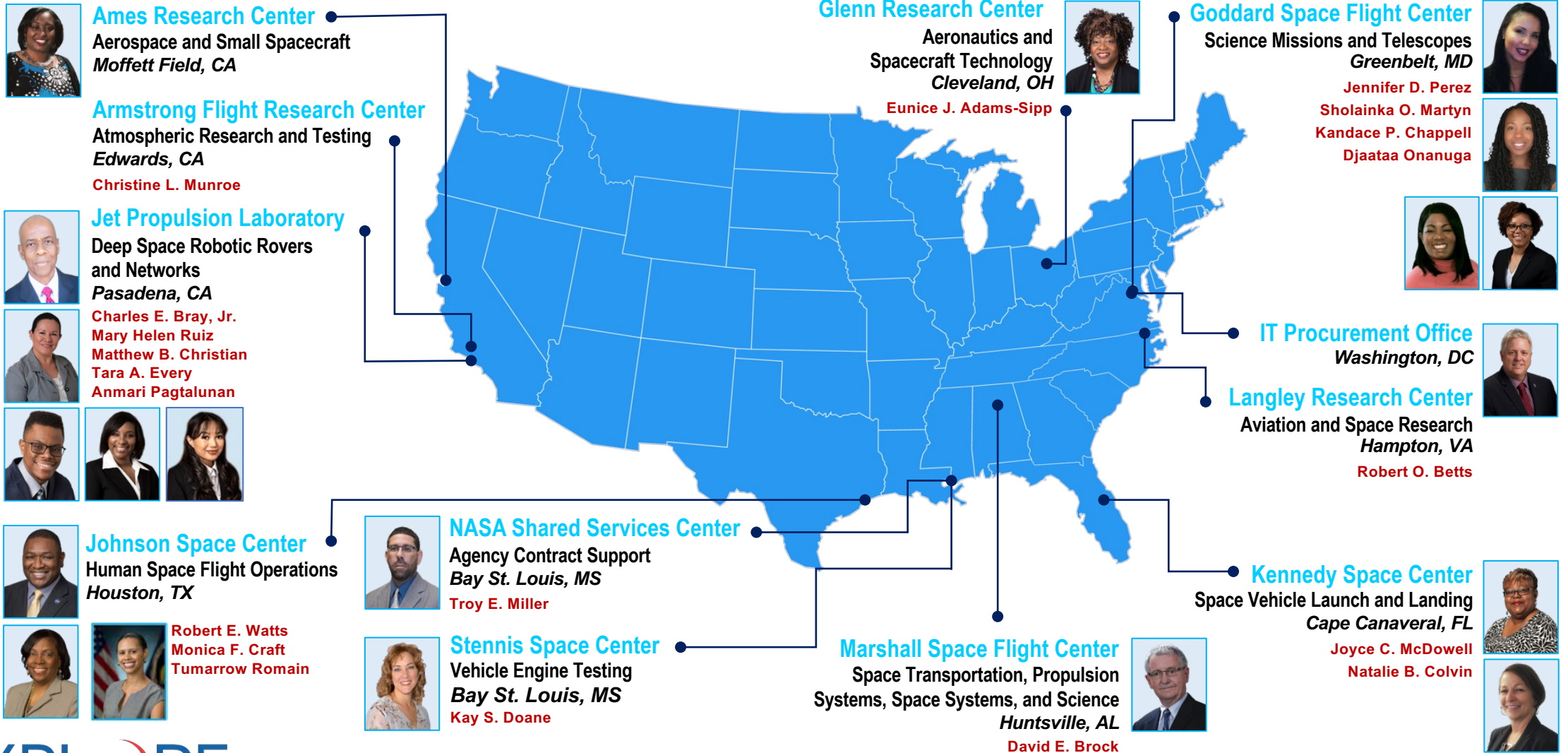
Regionalized or centralized buying locations does not equate to consolidation of contracts. It is the Procurement Office that has overall responsibility of Contract Award (e.g., SEB).



The cornerstone of NASA's current and future missions

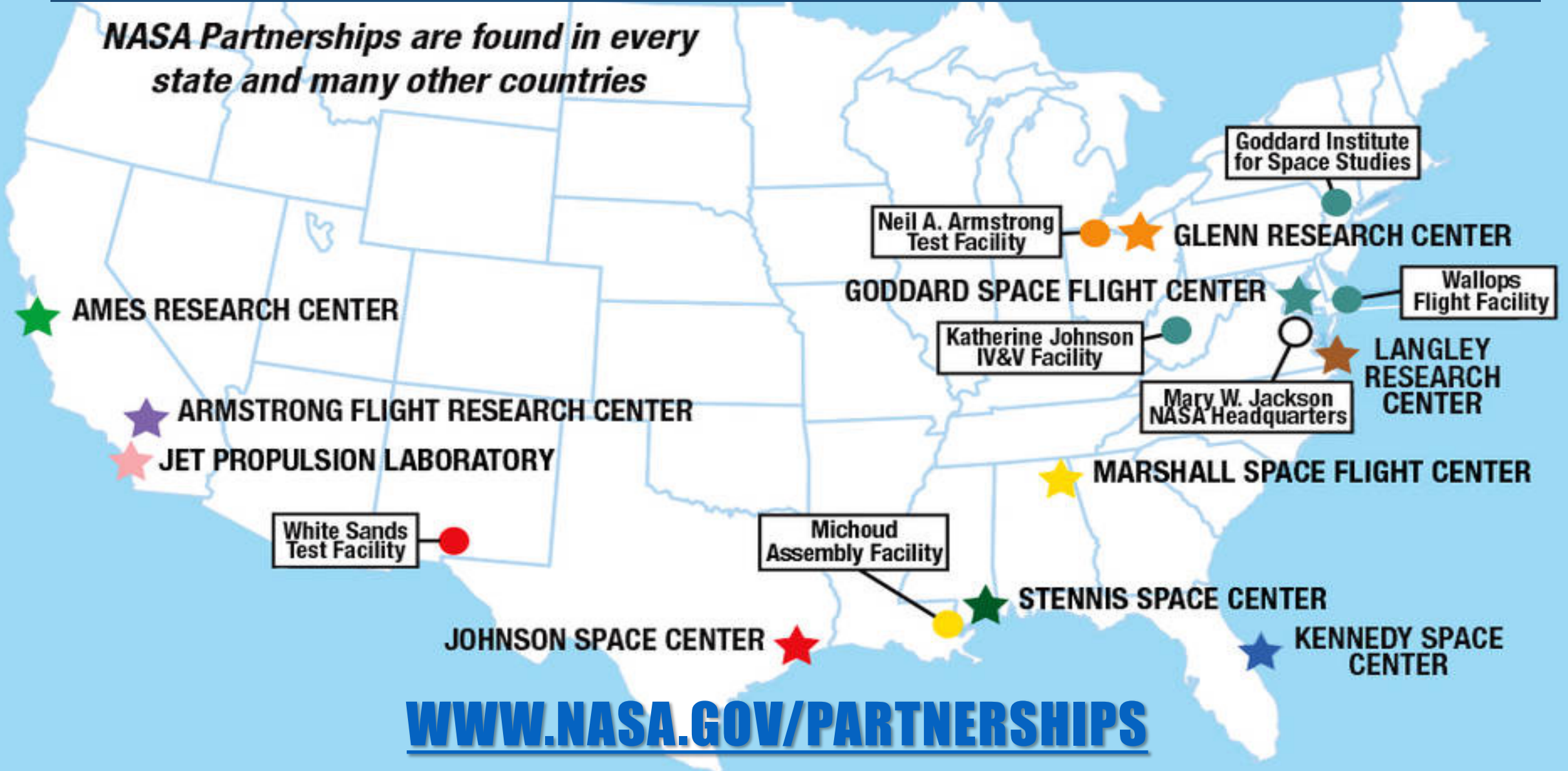
*Consolidated Agency Technology Transfer Services (CATTSS) contract will replace the current Technology Transfer Services Agency Contract expiring July 2023. Participating centers include HQ, MSFC, SSC with other Centers having the option to join at a later date.

NASA Small Business Specialists Around the Country



Center Partnership Offices

NASA Partnerships are found in every state and many other countries



WWW.NASA.GOV/PARTNERSHIPS

2. Preparation: How do I get in the game?



- ❖ **Understand the different ways to propose/bid** on NASA's opportunities/solicitations:
 - ❖ Prime and Subcontractor Opportunities
 - ❖ Joint Venture Opportunities
 - ❖ SB Designated Programs (e.g., 8(a), Mentor-Protégé)
- ❖ **Posture your company** to seek and propose/bid on NASA's opportunities/solicitations:
 - ❖ Explore www.SBA.gov for useful tools and information (e.g., SBA.gov/federal-contracting)
- ❖ **Register/Update in System for Award Management (SAM.gov)**
 - ❖ Requires a Unique Entity ID, Taxpayer Identification Number (TIN), Contractor and Government Entity (CAGE) code, and NAICS code(s).
- ❖ **Know the Procurement Process and the Federal Acquisition Regulation (FAR)**
www.acquisition.gov and NASA FAR Supplement:
<https://www.hq.nasa.gov/office/procurement/regs/NFS.pdf>
- ❖ **Create a team** to develop and submit successful bids/proposals (technical, business, pricing, and

TOP 20

NAICS

Total Dollars

FY 2022

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

TOTAL \$18,910,954,226



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

TOP 20 NASA PRIME CONTRACTORS FY 2022

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

TOTAL \$13,811,614,612



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



NASA Mentor-Protégé Program

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

Webpage: <https://www.nasa.gov/osbp/mentor-protege-program>

E-mail Address MSFC-NASAMentorProtegeProgram@mail.nasa.gov

Approved Mentors (as of Jan 2023)

- a.i. Solutions, Inc.
- AECOM
- Amentum Services, Inc. **(New Mentor)**
- Bastion Technologies, Inc. **(New Mentor)**
- Bechtel National, Inc. **(New Mentor)**
- Blue Origin **(New Mentor)**
- CACI, Inc. – Federal **(New Mentor)**
- CH2M Hill, Inc. **(New Mentor)**
- Deloitte & Touche, LLP **(New Mentor)**
- Enterprise Services, LLC
- General Dynamics Information Technology, Inc. [GDIT] **(New Mentor)**
- Honeywell International, Inc. (Aerospace-Glendale)
- Jacobs Technology, Inc
- Jones Edmunds & Associates, Inc. **(New Mentor)**
- Leidos Innovations Corporation
- LJT & Associates, Inc.
- Lockheed Martin
- Northrop Grumman
- PAE Applied Technologies, LLC
- Peraton, Inc. **(New Mentor)**
- Raytheon Company
- REI Systems, Inc. **(New Mentor)**
- Science Applications International Corporation (SAIC)
- Sierra Lobo, Inc.
- Southwest Research Institute
- Teledyne Brown Engineering, Inc.
- The Boeing Company
- Wyle Laboratories, Inc. d/b/a KBRWyle

3. Understanding Potential Opportunities



- ❖ Know the different small business programs that your company can qualify for – see [FAR Part 19](#), Small Business Programs, know the agency Small Business Office, know who to talk to at SBA and know your local Procurement Center Representative (PCR)
 - ❖ The SBA may assign one or more PCRs to any contracting activity or contract administration office to carry out SBA policies and programs. Assigned SBA PCRs are required to comply with the contracting agency's directives governing the conduct of contracting personnel and the release of contract information.
- ❖ Find opportunities/acquisitions at the Centers that align with the product and services that you offer. See the NASA Acquisition Forecast (<http://www.hq.nasa.gov/office/procurement/forecast/>), and sam.gov
- ❖ Know who the agency prime contractors are and seek partnering opportunities with prime offerors, HBCU/MSI institutions, and other small business concerns.
- ❖ Small Business Innovation Research (SBIR) (<https://sbir.nasa.gov/>)
- ❖ Small Business Technology Transfer (STTR)
- ❖ NASA Partnerships Office ([NASA Partnerships | NASA](#))



NASA Acquisition Forecast

It is NASA policy (see NASA FAR Supplement 1807.72) to prepare an annual forecast and a semiannual update of expected contract opportunities, or classes of contract opportunities, for each fiscal year. The forecast consolidates anticipated procurements (in excess of the simplified acquisition threshold) at each NASA Center with the aim of increasing industries' advance knowledge of NASA requirements and to enhance competition.

The procurements described in this forecast are expected to be solicited in this fiscal year and beyond, based on the best information available at the time of publication. All projected procurements are subject to revision or cancellation. Final decisions as to the extent of competition, small or disadvantaged business set-asides, estimated value, etc., will not be made until each procurement is initiated. The data is for planning purposes only; it does not represent a presolicitation synopsis or constitute an invitation for bid or request for proposal, nor is it a commitment by the Government to purchase the described supplies and services. You are urged to review [SAM.gov](https://www.sam.gov) under Contract Opportunities for the actual notice of a pending contract action.

Agency-Wide Acquisition Forecast

FY 2022 -- updated April 2022

(Revised May 2022 to include additional filtering capability. No new records were added)

The following Consolidated Agency-wide Acquisition Forecast is provided to allow users to search multiple NASA Centers for specific types of opportunities to match your organizational interests.

[NASA Agency-Wide Forecast](#)

Data Definitions

Please use the information below to navigate the Acquisition Forecast.

Acquisition Status – There are 6 possible status states for each requirement.

- **New** – New requirement created during the current reporting cycle.
- **No Change** – Requirement created prior to the current reporting cycle and no changes are needed for reporting in the current cycle. This is also the default status for all requirements at the beginning of a cycle.
- **Revised** – Created prior to the current reporting cycle and revisions were made during the current cycle.
- **Awarded** – Awarded during the current reporting cycle.
- **Withdrawn** – The requirement is no longer needed and will be removed from the forecast.

Anticipated FY of Award – The government fiscal year when the award is expected to take place.

Anticipated Quarter of Award – The quarter of the government fiscal year that when the award is expected to take place.

Awarded Contract Number – Contract Number award as a result of the requirement.

Awarded Contractor Name – Contractor selected as a result of the requirement.

NASA Acquisition Forecast



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View	Buying Office	Title of Requirement	Type of Requirement	NAICS Code	Product Service Line	Value	Socio Economic Preference
+	GSFC	Global-scale Observations of the Limb and Disk (GOLD), ultraviolet imaging spectrograph that was designed and built at LASP.	Research & Development	541720		\$5M - \$25M	NONE
+	GSFC	Wide-Field Imager for Solar Probe (WISPR) - an imaging instrument of the Parker Solar Probe (PSP) mission to the Sun	Research & Development	541710		\$25M - \$50M	NONE
+	GSFC	SWFO-L1 Magnetometers	Research & Development	TBD		\$5M - \$25M	NONE
+	GSFC	SWFO-L1 Solar Wind Plasma Sensor	Research & Development	TBD		\$5M - \$25M	NONE
+	GSFC	SWFO-L1 Spacecraft	Research & Development	TBD		>\$100M	NONE
+	GSFC	SWFO-L1 Supra Thermal Ion Sensor	Research & Development	TBD		\$5M - \$25M	NONE
+	GSFC	Repair, Operations, Maintenance and Engineering Services (ROME)	Services	561210	Facilities Operations	>\$100M	8(a) SET-ASIDE
+	GSFC	Programmatic and Institutional Knowledge Services	Services	561920	Administrative Services	\$5M - \$25M	8(a) SET ASIDE
+	GSFC	System Engineering Advanced Services (SEAS) – II	Services	TBD		>\$100M	TBD

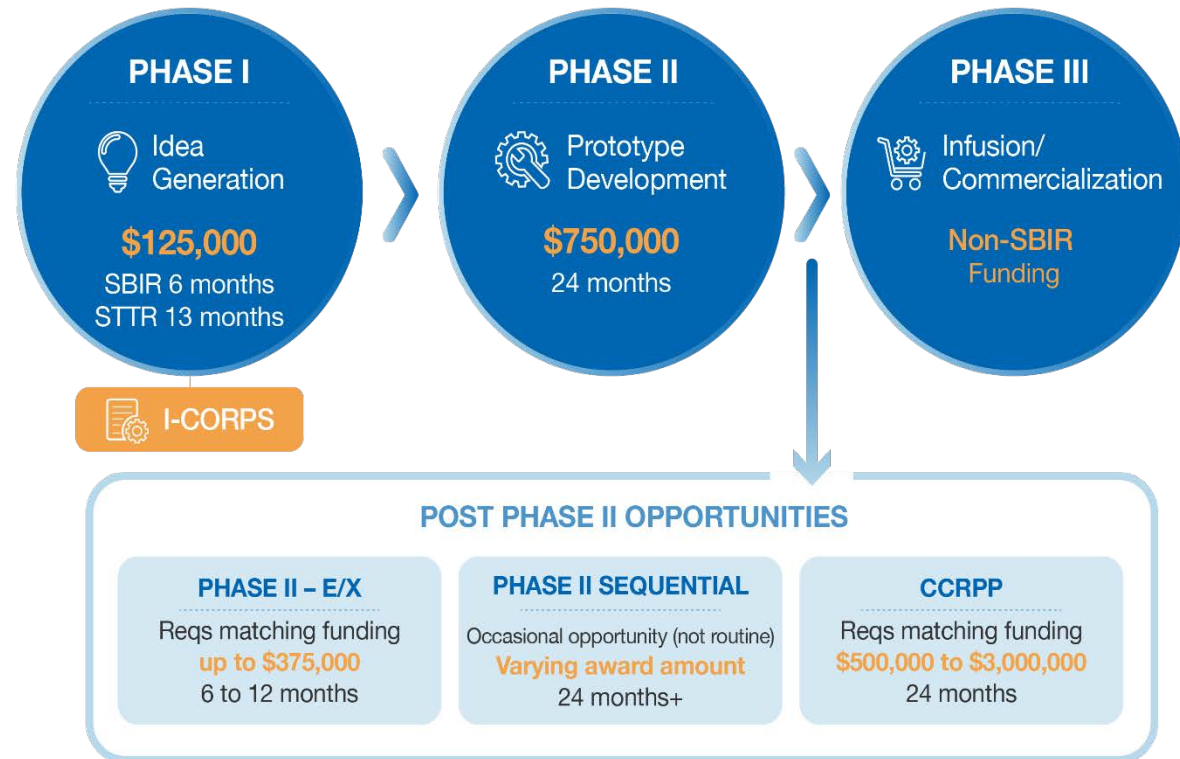
Small Business Innovation Research (SBIR)

- A set-aside program for small business concerns to engage in Federal R&D with potential for commercialization
- Currently, 3.2% of Federal agencies' extramural R&D budgets >\$100M per year

Small Business Technology Transfer (STTR)

- A sister set-aside program to facilitate cooperative R&D between small business concerns and U.S. research institutions with potential for commercialization
- Currently, 0.45% of the extramural research budget for all agencies with a budget >\$1B per year

NASA SBIR/STTR PHASES



20-002

4. Identify and discuss your products or services



- ❖ Research the solicitation prior to its release...be aware of the NASA acquisition forecast and watch for the draft solicitations
- ❖ Be prepared to describe your capabilities (products/services) in relation to the Government's requirements and highlights the expertise your company brings to the table to meet those requirements.
- ❖ Research and understand the North American Industry Classification System (NAICS) codes to properly identify your products and services and search for future opportunities/solicitations that are covered by your NAICS (<http://census.gov/naics>)
- ❖ Work with your Small Business Specialist (SBS) to understand the size standard associated with the NAICS code and the company classification for each noted standard (i.e., large vs. small for a specific NAICS)

5. Identify Your Target Market and Acquisitions



- ❖ Identify what each NASA Center (<https://www.nasa.gov/osbp/about-nasa-centers>) procures by reviewing the “top” NAICS codes
- ❖ Review active contract listings for reoccurring NASA procurements (<https://www.nasa.gov/osbp/active-contract-listings>)
- ❖ [Review the OSBP Publications \(https://www.nasa.gov/osbp/osbp-publications\)](https://www.nasa.gov/osbp/osbp-publications), [The Small Business Guide to NASA](#), and NASA Center Industry Councils, and future endeavors
- ❖ Respond to and ask questions for Requests for Information (RFI), Sources Sought Notices, and Draft Solicitations/Request for Proposals (RFPs)
- ❖ Contact the SBS (<https://www.nasa.gov/osbp/center-locations>) located at each NASA Center for specific guidance on conducting business with the specific NASA Center
- ❖ Decide early if you intend to propose as a prime or other teaming approach
- ❖ Identify teaming/partnering/subcontracting opportunities and POCs as early as possible...experienced offerors form teams very early in the process

NASA Active Contract Listings



ACTIVE CONTRACT LISTINGS (ACLs)

→ [NASA Employees Click Here](#) → [Vendors Click Here](#)

Active Contract Lists (ACLs) record NASA recurring acquisitions. ACLs are grouped based on NAICS codes and are categorized as follows:

- Accounting Financial Business Services
- Administrative Services
- Environmental Services and Remediation
- Facilities Maintenance
- IT
- Multiple Award Construction
- Occupational Health
- Protective Services

NASA ACQUISITION FORECAST

<https://www.hq.nasa.gov/office/procurement/forecast/>

The NASA Acquisition Forecast is a consolidated Agency-wide forecast provided to allow users to search multiple NASA Centers for procurement opportunities.

Expiration Date (or "last date to order" for indefinite-delivery contracts)
This allows for long-term tracking of recurring requirements, as well as for the long-term planning time normally required in pursuing the contracts.

Sample Active Contract Listing

Center	NAICS	Contract Name	Contractor Name Contract #	Type of Competition	Potential Value	Ultimate Contract End Date
AFRC	561210	Facilities Operations and Maintenance Services	Helix Management Services, LLC NND13AD53C	8(a) Competitive	\$44.9 M	5/31/2021 Last Date to Order
ARC	561210	Safety and Mission Assurance	Bastion Technologies, Inc. 80ARC020D0012	Full & Open	\$66.6 M	10/31/2024 Last Date to Order
GRC	561720	Janitorial Services	Creative Management Technology 80GRC020C0007	SB Set-Aside	\$15.4 M	7/31/2025
KSC	561210	Base Operations and Spaceport Services (BOSS)	PAE-SGT Partners, Inc. 80KSC018C0017	Full & Open	\$609 M	3/21/2023
KSC	561730	Grounds and Landscaping Maintenance and Pest Contract II	S.C. Jones Services, Inc. 80KSC019C0020	HUBZone Set-Aside	\$10.9 M	9/30/2023

Center Acronym
Indicates the center(s) or location(s) of the work to be performed, or where the requirement exists. The location of the contracting center may or may not be the same as the location of the work/requirement.

To view:

<https://www.nasa.gov/osbp/active-contract-listings>

6. Know the Acquisition Team



Key Members of the Acquisition Team



Program/Project
Manager and
Enterprise
Requirement Manager



Contracting Officer/
Contract Specialist

Procurement
Portfolio Manager

Contracting Officer
Representative



Technical/Functional
Area Experts



Small Business
Specialist

7. Be ready to work with NASA



1. Conduct Steps 1 through 6.
2. Participate in NASA's market research efforts (e.g., RFIs, industry conferences), ask question early on, and provide input/feedback to NASA to assist with its acquisition.
3. Forge partnerships early on and seek opportunities with small businesses, HBCU/MSIs, AbilityOne, and other commitments to NASA's Small Business Programs.
4. Be very familiar with NASA's commitment to Diversity, Equity, Inclusion, and Accessibility in its acquisitions and as may be specifically identified in the solicitation.
5. Fully understand the solicitation requirements when forging teams and preparing your proposal...missing something in proposal may eliminate you from the opportunity.

Key Take-Aways



- ❖ It is a business decision to pursue Federal Contracts
 - ❖ Know the procurement process
 - ❖ It is expensive and time consuming to propose
 - ❖ Ensure you have the right “expertise-capabilities”
 - ❖ Market/present your firm well
- ❖ Be responsive and timely to solicitation announcements
- ❖ Know the government POCs in the process (CO, requiring organization(s), SBS, etc.)
- ❖ Understand the rules of engagement during specific phases of the acquisition and solicitation requirements.
- ❖ Read your contract! Know what you signed up for!

Key Take-Aways



❖ Get out there!

- ❖ Get your Team together and propose to opportunities that you know you can successfully execute.
- ❖ Track requirements via the Agency's Acquisition Forecast in advance of an RFP release
- ❖ Plan ahead! It will take longer than anticipated
- ❖ Proactively network - attend events to engage with Industry and Agency players (Industry Day, Pre-Proposal Conferences, etc.)
- ❖ Understand the “rules of communication” at various points of a procurement process (See FAR 15.306)

❖ Invest in Training and Continuing Education

- ❖ Train the business team!
- ❖ Take advantage of Webinars and Learning Series sponsored by various agencies

Additional Contracting Tools/Resources



- ❖ SBA Contracting Guide
 - ❖ <https://www.sba.gov/federal-contracting/contracting-guide>
- ❖ Small Business Subcontracting Network
 - ❖ https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm
- ❖ Association of Procurement Technical Assistance Centers
 - ❖ <https://www.aptac-us.org/>
- ❖ NASA OSBP Page
 - ❖ <https://www.nasa.gov/osbp>
- ❖ NASA Vendor
 - ❖ <https://www.nasa.gov/osbp/nasa-vendor-database>

▶ OSBP Learning Series

- 1:00 p.m. ET, monthly on 3rd Wednesday
- For more information: <https://www.nasa.gov/osbp/learning-series>

▶ Sample webinar topics:

NASA Office of Small Business Programs Learning Series Presents:



Roadmaps to Success with the NASA SBIR/STTR Programs



NASA Office of Small Business Programs Learning Series Presents:

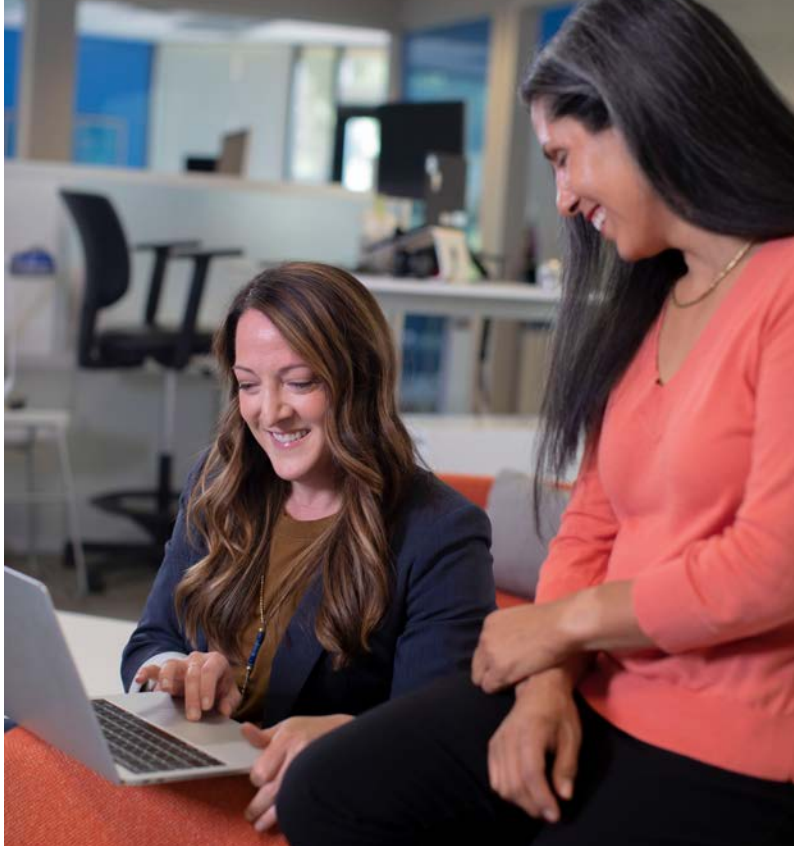


with Glenn A. Delgado
Associate Administrator

NASA Office of Small Business Programs Learning Series Presents:



How to Do Business with NASA's Stennis Space Center



Creating Innovation Opportunities

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

[Send your ideas to: NASA Acquisition Innovation Launchpad \(NAIL\)](#)
[Industry Interest | NASA](#)



Robust Industry Engagement & Collaboration

- ❖ Continuous Process Improvement based upon Industry Feedback
 - ❖ Consistent Implementation of Terms & Conditions
 - ❖ Standard Proposal Requirements in RFPs
 - ❖ Standard/Streamlined Pricing Instructions
 - ❖ Consistent Experience doing Business with each Center
- ❖ Participation in One-on-One Industry Meetings
- ❖ Participation in Industry Association Meetings
- ❖ Participation in External Conferences
- ❖ Provision of Advanced Planning Briefings

Expand Outreach/Training – CY23 OP Upcoming Industry Engagements (Targeted Audience)



HQ OP Outreach below. Will include a link of all Centers Outreach Efforts in Vendor Com Plan that is under review



Note: Outreach events provide information about NASA program, projects, contracts and grant opportunities

**Exact dates TBD as of 11/28/22*

Increasing New Entrants to NASA Acquisition (including HBCUs/MSIs and underserved communities)

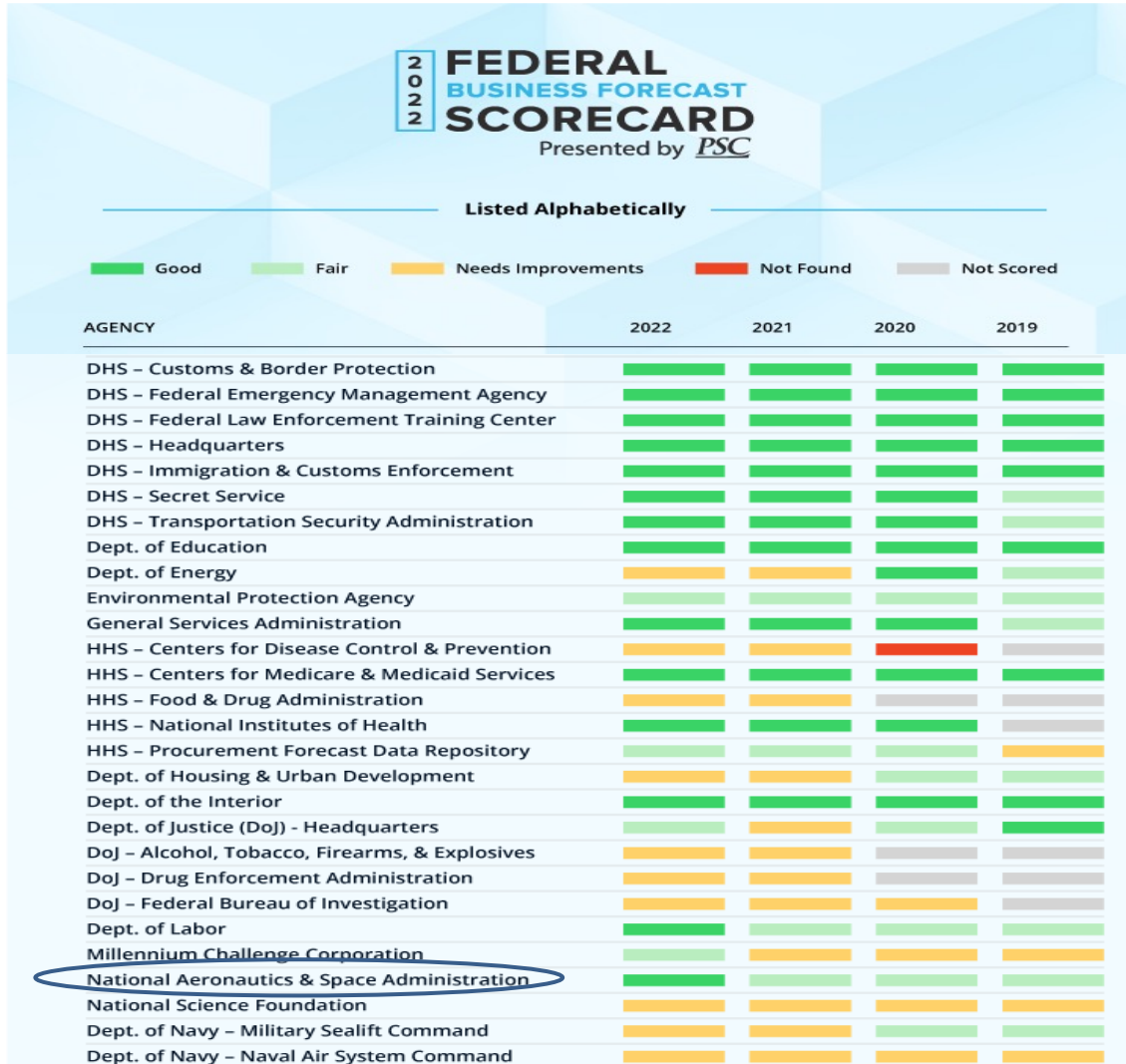
- ❖ NASA FAR Supplement 1826.302 establishes HBCU/MSI goal at 1% of spending base (contracts only)
 - ❖ Increase Obligations
 - ❖ Focus on Prime Awards
- ❖ Matchmaking with Large and Small Businesses
 - ❖ Mentor-Protégé Arrangements
- ❖ Collaborate with SBA
- ❖ Outreach/Gap Analysis
 - ❖ Increase Awareness
 - ❖ Training & Workshops



Recent Outreach Events

- ❖ Womens Conference
- ❖ LGBTQ+ Vendor Equity Forum
- ❖ Asian American Chamber of Commerce
- ❖ The Indus Entrepreneurs (TiE)
DC Capital GovCON

Acquisition Forecast Enhancements



NASA's Acquisition Forecast identifies all known contract opportunities in support of early engagement. Recent enhancements resulted in NASA's rating on the annual Professional Services Council (PSC) Federal Business Forecast Scorecard being raised from Fair in 2019 to Good in 2022. NASA is now 1 of 17 Agency's with the highest possible rating of "Good" out of the 62 Agencies reviewed.

<http://www.hq.nasa.gov/office/procurement/forecast/index.html>

EXPLORE PROCUREMENT

The cornerstone of NASA's current and future missions

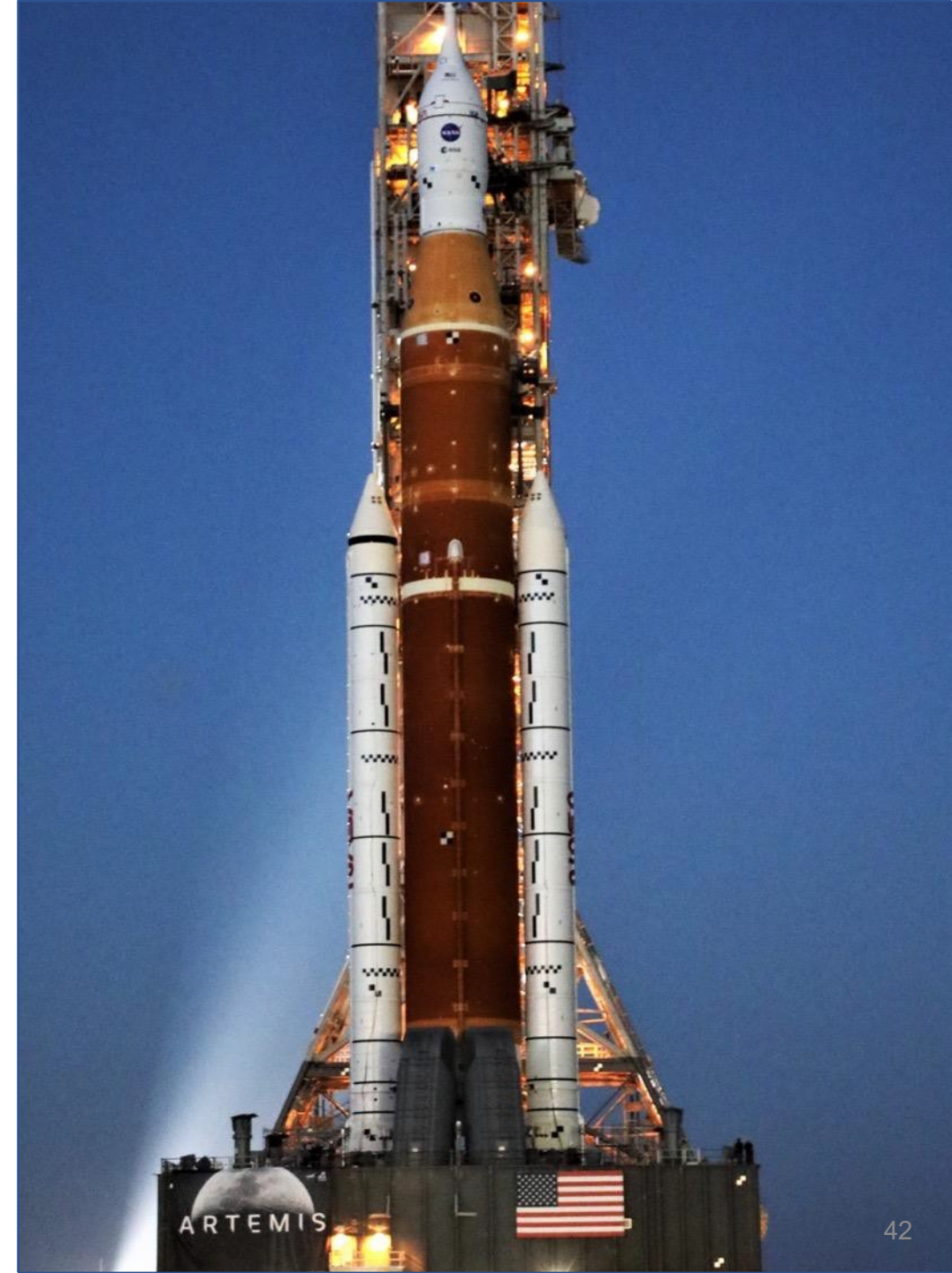
THANK YOU

Address:

Office of Procurement
National Aeronautics and Space Administration (NASA)
Mary W. Jackson NASA
Headquarters Building
300 Hidden Figures Way, SW,
Washington, DC, 20546

Website: <https://www.nasa.gov/office/procurement>

Email: hq-procurement@mail.nasa.gov



Q & A Session

Updates

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



NASA Vendor Database

The NASA Vendor Database (NVDB) is open to all vendors, both large and small, who wish to do business with the National Aeronautics and Space Administration.

- Build a company profile
- Conduct vendor search
- Increase company visibility at NASA!

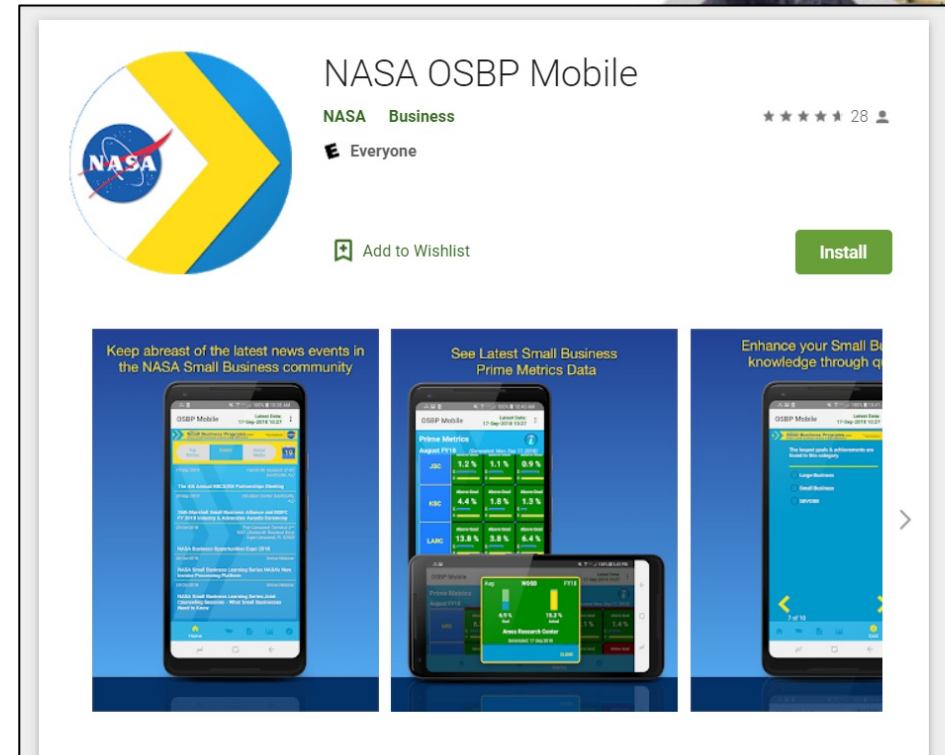
For more information, visit: <https://www.nasa.gov/osbp/nasa-vendor-database>



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.

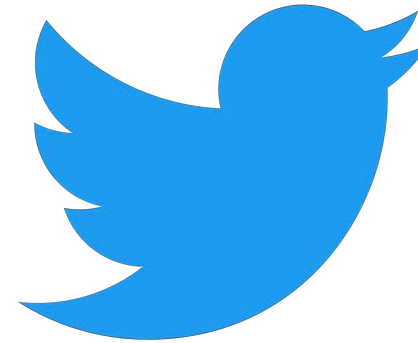
- OSBP Mobile is designed to help:
 - Provide active contract listings and requests for proposals
 - Network with Small Business Specialists at each NASA Center
 - Explore the latest Agency prime metrics data
 - Inform you of the latest small business news and events



Come make a BIG difference at NASA!

OSBP Gets Social!

- [NASA Vendor Database](#)
- [OSBP Mobile App](#)
- [OSBP is on Facebook!](#)
- [OSBP in on Twitter!](#)
- [Subscribe to Our Mailing List](#)



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

OSBP Publications

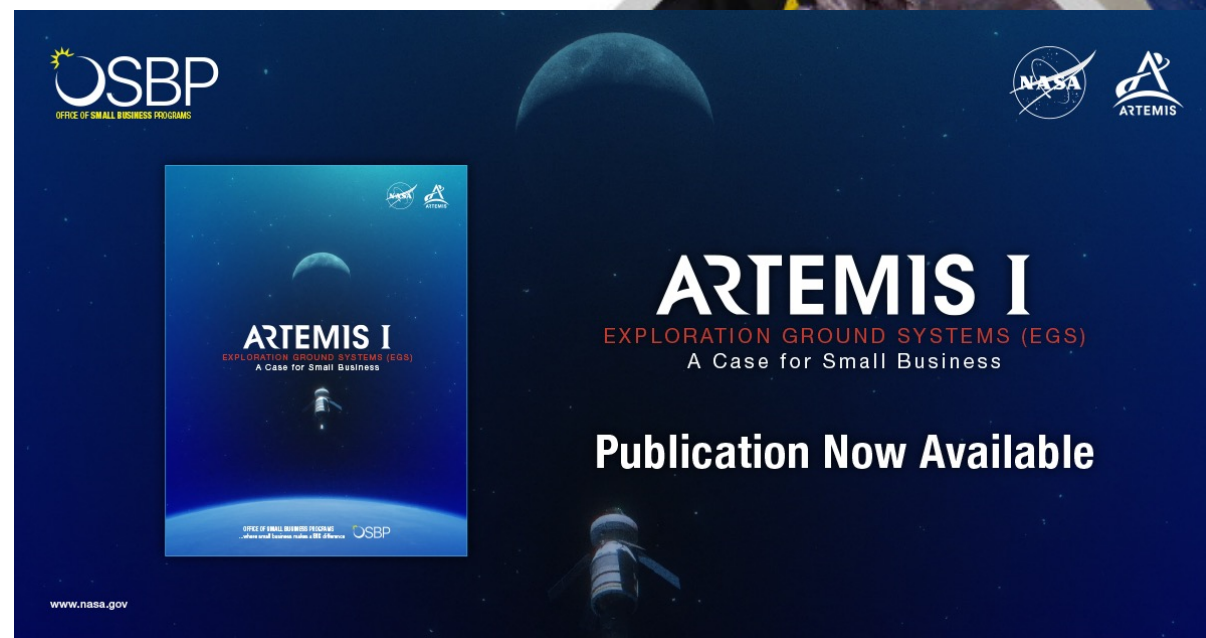
Available Now!

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>





Upcoming OSBP Outreach Events & Webinars

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

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

OSBP Learning Series

May 17, 2023

How to do Business with NASA Science and Research Centers

June 21, 2023

Annual Small Business Town Hall

July 19, 2023

NASA SEWP Update

OSBP Outreach Events

April 27, 2023 (In-person)

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

July 20, 2023 (Virtual)

NASA Small Business Conference and Networking

NASA and Partners Small Business and HBCU Summit

April 27, 2023 - New Orleans, LA



**NASA AND PARTNERS
SMALL BUSINESS
AND HBCU SUMMIT**

THE CAMPUS OF SOUTHERN UNIVERSITY, NEW ORLEANS

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

REGISTER TODAY!
👉 <https://bit.ly/NASASmBizHBCUSummit>



OR Scan the QR code to register



- **About the event:**

- Join the NASA Office of Small Business Programs (OSBP) and partners for an in-person small business conference event that will include tips, tools, and resources on doing business with the Agency for small businesses and Historically Black Colleges and Universities. Attendees will have an opportunity to learn about the procurement process at NASA, the NASA Mentor-Protégé Program, Federal Government opportunities, working with agency prime contractors, resources from Trade Associations and much more.

- **Register here →**

<https://bit.ly/NASASmBizHBCUSummit>

May OSBP Learning Series! Registration is OPEN!

How to Do Business with NASA

Featuring **Agency Science and Resource Centers**

Wednesday, May 17
1:00 p.m. ET



Learning Series Webinar 



National Aeronautics and Space Administration



SCAN ME



OFFICE OF **SMALL BUSINESS** PROGRAMS

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



OSBP Learning Series: CALL FOR NEW TOPICS!!

NASA's Office of Small Business Programs is NOW
ACCEPTING new topic ideas for our monthly OSBP
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We would LOVE to hear from you!!

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

Learn more about NASA OSBP!

Visit OSBP online:
www.nasa.gov/osbp



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