



Learning Series Webinar

How to Do Business with NASA Featuring Agency Space Centers

November 16, 2022, 1 p.m. ET

Register today at bit.ly/OSBPLearningSeries

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 sent at the end of this 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

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

A person in a white lab coat stands in the center of a dark, cylindrical tunnel. The tunnel's walls are lined with dark, curved panels. At the end of the tunnel, a large, circular opening is covered with a honeycomb pattern of yellow hexagonal panels. The person is looking towards this opening. The lighting is dramatic, with the yellow panels glowing against the dark background of the tunnel.

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

Mr. Richard L. Mann, Program Manager

NASA Office of Small Business Programs, Headquarters

Mr. Mann joined the NASA HQ Office of Small Business Programs (OSBP) as a Small Business Program Manager in March 2009. Currently, Mr. Mann is the Program Manager for, Marshall Space Flight Center, Stennis Space Center, the NASA Shared Services Center, and the NASA Office for JPL (Jet Propulsion Laboratory) Management and Oversight. He also has OSBP responsibility for small business prime and subcontracting goaling and metrics (FPDS-NG, sam.gov, and eSRS). From 2003-2009, Mr. Mann worked in various roles at NASA John C. Stennis Space Center in Mississippi, including Contracting Officer, Procurement Analyst, and Small Business Specialist. He has also been a Contracting Officer for the Defense Logistics Agency/Defense Energy Support Center and for the US Agency for International Development. Mr. Mann is a Certified Professional Contracts Manager (CPCM), has an MBA w/ a Concentration in Contracting from the Florida Institute of Technology, and a bachelor's degree from Louisiana State University.



NASA Office of Small Business Programs Overview

Richard Mann, Small Business Program Manager
OSBP Learning Series – Space Operations Centers
November 16, 2022



NASA Small Business Specialists Around the Country



Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA

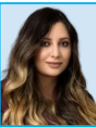
Armstrong Flight Research Center
Atmospheric Research and Testing
Edwards, CA
Christine L. Munroe



Jet Propulsion Laboratory
Deep Space Robotic Rovers
and Networks
Pasadena, CA



Charles E. Bray, Jr.
Mary Helen Ruiz
Matthew B. Christian
Tara A. Every
Anna N. Hovano



Johnson Space Center
Human Space Flight Operations
Houston, TX



Robert E. Watts
Monica F. Craft
Tumarrow Romain



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



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

Glenn Research Center

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



Goddard Space Flight Center

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



IT Procurement Office

Washington, DC
Robert O. Betts



Langley Research Center

Aviation and Space Research
Hampton, VA
Robert O. Betts



Kennedy Space Center

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



Marshall Space Flight Center

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



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

NASA Small Business Specialists

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Robert O. Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Jennifer D. Perez	301-286-4379	Gsfc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray, Jr.	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	Information Technology Procurement Office	Robert O. Betts	757-864-6074	hq-itpo-smallbusiness@mail.nasa.gov
	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

TOP 20

NAICS TOTAL DOLLARS

FY 2021

NAICS CODE AND DESCRIPTION	TOTAL DOLLARS
541710 Research and Development in the Physical, Engineering, and Life Sciences	\$9,365,243,206
541712 ——— (Except Biotechnology)	
541715 ——— (Except Nanotechnology and Biotechnology)	
336414 Guided Missile and Space Vehicle Manufacturing	\$2,939,696,112
481212 Nonscheduled Chartered Freight Air Transportation	\$1,265,277,831
541330 Engineering Services	\$982,127,108
561210 Facilities Support Services	\$634,474,180
541512 Computer Systems Design Services	\$634,150,512
336415 Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$431,706,503
334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$250,445,606
517919 All Other Telecommunications	\$247,486,600
336419 Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	\$185,836,953
236210 Industrial Building Construction	\$174,742,047
541611 Administrative Management and General Management Consulting Services	\$174,350,333
541519 Other Computer Related Services	\$167,692,297
561110 Office Administrative Services	\$151,454,541
541513 Computer Facilities Management Services	\$147,891,233
541612 Human Resources Consulting Services (2007), Human Resources and Executive Search Consulting Services (2002)	\$127,757,164
333314 Optical Instrument and Lens Manufacturing	\$124,971,776
561612 Security Guards and Patrol Services	\$110,441,455
488190 Other Support Activities for Air Transportation	\$85,645,060
336411 Aircraft Manufacturing	\$84,963,620
	TOTAL \$18,286,354,137

Questions To Ask

- What center(s) buy your product/service?
- What center(s) are the end user?
- What contractor(s) are currently providing your product/service?
- How was the requirement competed?
- When does the requirement come up again?

Active Contract Listings

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

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

Active Contract Listings

NASA FACILITIES CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
JSC	561730	Grounds Maintenance and Pest-Control Services (GMAPS II)	Genesis 360, LLC 80JSC020C0001	8(a) Sole Source	\$3.9 M	11/30/2022
JSC	561720	Custodial Housekeeping Waste Removal and Insect Extermination (CHWIE-2)	Native Resource Development Company, Inc. 80JSC022AA023 47QSHA21D001P	Fair Opportunity under GSA FSS	\$35 M	2/28/2027
JSC	561210	Energy and Water Management Services (EWMS)	Honeywell International 80JSC022AA026	Blanket Purchase Agreement under GSA FSS	\$1.5 M	4/30/2023 Last Date to Order
KSC	561210	Base Operations and Spaceport Services (BOSS)	PAE-SGT Partners, Inc. 80KSC018C0017	Full & Open	\$609 M	3/21/2023
KSC	561210	Custodial Services Contract	Brevard Achievement Center, Inc. 80KSC018C0015	Ability One	\$36.8 M	9/30/2023
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
LARC	561720	Custodial Support Services	Triple R Janitorial Inc. 80LARC17C0002	8(a) Sole Source	\$8.0 M	12/31/2022 Last Date to Order
LARC	561730	Grounds Maintenance and Pest Control	Alutiiq Logistics and Maintenance Services 80LARC22PA001	8(a) Sole Source	\$2.5 M	9/30/2023 Last Date to Order

FY 2021 Obligations to Small Businesses

Total Obligations	\$19.04 Billion
Total Obligations to Small Businesses	\$7.18 Billion
Obligations to Small Businesses – Prime level	\$3.46 Billion
Obligations to Small Businesses - Subcontracting	\$3.72 Billion
Percent of Obligations to Small Businesses – Subcontracting	51.8%

TOP 20

NASA PRIME CONTRACTORS

FY 2021

VENDOR NAME AND WEBSITE	TOTAL DOLLARS
California Institute of Technology (JPL) https://acquisitions.jpl.nasa.gov	\$2,366,825,530
The Boeing Company http://www.boeingsuppliers.com/esd/getstart.html	\$1,666,164,987
Space Exploration Technologies Corp. https://www.spacex.com/	\$1,625,514,025
Northrop Grumman (Includes Orbital Sciences and ATK) https://www.northropgrumman.com/suppliers/pages/default.aspx	\$1,438,545,564
Lockheed Martin Corporation https://www.lockheedmartin.com/en-us/suppliers.html	\$1,372,076,278
Jacobs Technology, Inc. https://www.jacobs.com/suppliers/registration	\$1,018,915,347
KBR, Inc. (Includes Wyle and SGT) https://kbrsupplier.com/	\$641,595,784
Science Applications International Corporation http://www.saic.com/suppliers	\$508,140,907
Aerojet Rocketdyne of DE, Inc. https://www.rocket.com/suppliernet	\$462,109,238
Blue Origin Federation, LLC https://www.blueorigin.com/fly-with-us/become-a-supplier	\$278,284,724
Science Systems and Applications, Inc. https://www.ssaihq.com/contact.html	\$263,093,314
Johns Hopkins University (5111) https://hopkinsmedicine.org/business/index.html	\$252,785,160
Leidos https://www.leidos.com/suppliers	\$226,278,015
Ball Aerospace & Technologies Corp. https://www.ball.com/aerospace/about-ball-aerospace/supplier-resources	\$204,735,159
Peraton, Inc. https://www.peraton.com/supplier-diversity/	\$201,814,678
Dynetics, Inc. https://www.dynetics.com/suppliers/	\$186,686,052
Syncom Space Services, LLC http://syncomspaceservices.com/Vendors.aspx	\$182,459,852
Universities Space Research Association https://www.usra.edu/about-usra/doing-business-usra	\$180,103,360
Raytheon Company https://www.rtx.com/suppliers	\$146,218,894
Southwest Research Institute https://www.swri.org/content/subcontracts-team-member	\$144,880,241

TOTAL \$13,367,227,109



Exploring Contracting Opportunities at NASA: Setting Expectations

- Building a relationship with federal agencies takes time
- Learn about NASA 's various missions
- Respond to and review NASA Sources Sought and Request for Information solicitations
- Find an advocate
 - Small Business Specialist
 - Industry Small Business Liaison Officers (SBLO)
- Build coalitions with other companies at NASA
- Take advantage of business-to-business networking opportunities
- NASA Mentor-Protégé Program
- Use Small Business resources:
 - NASA OSBP Mobile App
 - Procurement Technical Assistance Centers (PTAC) and Small Business Development Centers (SBDC)

Summary

- Evolving decentralization
- Subcontracting
- Persistence



Upcoming OSBP Outreach Events & Webinars

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

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

OSBP Learning Series

December 14, 2022

How to Build a Relationship with Agency Prime Contractors

January 18, 2023

NASA SBIR/STTR Program Update

February 15, 2023

NASA Opportunities featuring Agency Research Centers

March 15, 2023

Resources and Best Practices from NASA Federal Partners and Trade Associations

OSBP Outreach Events

January 26, 2023 – Virtual Networking

April 27, 2023 – In Person



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

Learn more about NASA OSBP!

www.nasa.gov/osbp



Meet Our Speaker

Ms. Tumarow Romain, Small Business Specialist

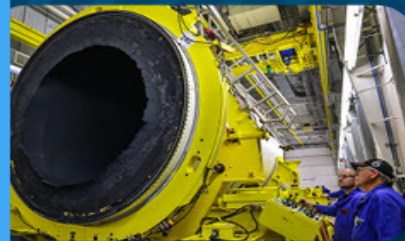
NASA Office of Small Business Programs, Johnson Space Center

Tumarow Romain currently serves as the Small Business Specialist (SBS) at the NASA Johnson Space Center (JSC) in Houston, TX. As SBS, she provides strategic guidance and direction in the planning, coordination, and implementation of the NASA Small Business Program at JSC.



HOW TO DO BUSINESS WITH NASA JOHNSON SPACE CENTER

Presented by
Tumarrow Romain, Small Business Specialist
NASA Johnson Space Center



JSC TOP 10 MAJOR NAICS CODES

- ❑ 236210 Industrial Building Construction
- ❑ 336414 Guided Missile and Space Vehicle Manufacturing
- ❑ 336419 Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing
- ❑ 488190 Other Support Activities for Air Transportation
- ❑ 541330 Engineering Services
- ❑ 541511 Custom Computer Programming Services
- ❑ 541611 Administrative Management and General Management Consulting Services
- ❑ 541690 Other Scientific and Technical Consulting Services
- ❑ 541715 Physical, Engineering, and Life Sciences
- ❑ 561210 Facilities Support Services

JSC OFFICE OF PROCUREMENT

Buying Offices

- ❑ International Space Station & Commercial LEO Procurement Office (BG) – Manager: Eric Schell
- ❑ Projects Procurement Office/WSTF (BH) – Manager: Steve Janney
- ❑ Institutional & Procurement Operations (BC) – Manager: Kristi Fryer
- ❑ Lunar & Planetary Exploration Procurement Office (BL) – Manager: Lauren Johnson
- ❑ Operations Support Procurement Office (BR) – Manager: Charles Bell
- ❑ Exploration Systems Procurement Office (BT) -- Manager: Jeremy Pierre

NASA PRODUCT SERVICE LINES

West Coast		GRC	GSFC	JSC	KSC	LaRC	MSFC	NSSC	SSC
AFRC	ARC								
★ Environmental (Compliance)		● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	
★ Utilities		● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	
★ Construction	★ Facilities O&M	★ A&E Services	▲ IT Services	▲ Occupational Health	★ A&E Services	▲ Grounds Maintenance	▲ Logistics	▲ Human Capital	★ Construction
★ A&E Services	★ Protective Services	▲ Custodial Services	★ Financial Support Services	★ Facilities O&M	★ Facilities O&M	★ Facilities O&M	★ Financial Support Services	▲ ODEO / EEO	
Green box represents ARC and AFRC procuring as a Region		★ Construction	★ PP&C		★ Protective Services	▲ Admin. Services	★ PP&C	▲ Acquisition Support Services	
			★ Protective Services		▲ Communication Services			▲ Subscriptions	
					▲ Environmental (Remediation)			▲ Cooperative Agreements	
					▲ Propellants			▲ Software	
								▲ Audit Support / Financial Support Services for NSSC	
								▲ SAT	
								▲ SBIR / STTR	

★ Regionalized
 ● Remains Localized
 ▲ Centralized → Procures for Agency

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)

In addition to the above Procurement assignments, Procurement Offices workload includes additional actions related to Program procurements to include Program/Project Specific PSL (Engineering, S&MA, Tech. Transfer, Aircraft Operations)

UPCOMING CONTRACT OPPORTUNITIES

Title of Requirement	Product Service Line	NAICS Code	Potential Value	Socio Economic Preference	Estimated Award Fiscal Year Qtr.
Human Health and Institutional Management Support Contract (HHIMS) 3	Occupational Health	541990	\$5M - \$25M	SDVOSB Set-Aside	2023/Q2
JSC Environmental	Environmental Compliance	541620	\$250M	SB Set-Aside	2023/Q3
Project Facilitator Services for NASA-JSC's Combined Heat and Power Plant and Chilled Water	Environmental Compliance	541690	\$171M	SB Set-Aside	2023/Q3

JSC PRIME CONTRACTORS

- Boeing
- Jacobs Technology Inc.
- KBR Wyle Services
- Leidos Innovations Corporation
- Lockheed Martin Corporation
- Oceaneering International Inc.
- Raytheon Company
- Sierra Nevada Corporation
- TechTrans International Incorporated

“MAKING THE CONNECTION”

- Courtesy Visits – in house one on one meetings via telecom or virtual
- Joint Counseling Session featuring SB Service Providers (JSC Prime Contractor members & SBA)
- Outreach Events (Regional & Local)

WHERE TO FIND OPPORTUNITIES

Source	Location	Comments
SAM	https://sam.gov/	Federal contract opportunities website
NASA Acquisition Forecast	https://www.hq.nasa.gov/office/procurement/forecast/	Agency-wide acquisition forecast
NASA Solicitation and Proposal Integrated Review and Evaluation System (NSPIRES)	https://nspires.nasaprs.com/external/	Research opportunities in science and technology
NASA Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR)	https://sbir.gsfc.nasa.gov/	Opportunities for small, high technology companies and research institutions to participate in Federal Government sponsored R&D efforts in key technology areas
NASA Active Contract List	NASA OSBP Mobile App and www.nasa.gov/osbp	Available for download on IOS and Android

CONTACT INFORMATION & LINKS

Small Business Specialist
NASA Office of Small Business Programs – Johnson Space Center

Robert E. Watts, Tel: (832) 205-1623

Monica Craft, Tel: (281) 483-4134

Tumarrow Romain, Tel: (281) 483-4512

Email: jsc-SmallBusiness@mail.nasa.gov

Website: <http://www.nasa.gov/osbp/osbp>

JSC Vendor Database: <https://nasajsc.secure.force.com/IndustryAssistance>

NASA Partnerships: www.nasa.gov/partnerships

NASA Tech Transfer: <http://technology.nasa.gov>

NASA SBIR/STTR: www.sbir.nasa.gov



NASASmallBusiness



@NASA_OSBP



NASA Vendor Database



Meet Our Speaker

Ms. Natalie Colvin, Small Business Specialist

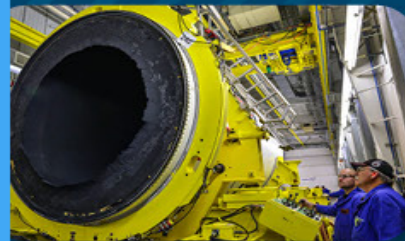
NASA Office of Small Business Programs, Kennedy Space Center

Natalie Colvin is a Small Business Specialist for the National Aeronautics and Space Administration (NASA) at John F. Kennedy Space Center (KSC). Ms. Colvin holds a Federal Acquisition Contracting Level III certification. In her position within KSC's Office of Small Business Programs (OSBP), she advocates for the utilization of small business to maximize procurement opportunities in support of NASA's mission. Ms. Colvin earned a Bachelor of Science degrees in Business Information Systems at Georgia College and State University and has more than fifteen years' experience within the Federal acquisition arena. Her focus includes Federal and Agency statutes and regulations relative to small business.



HOW TO DO BUSINESS WITH NASA KENNEDY SPACE CENTER

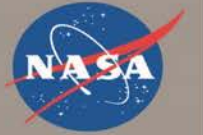
Presented by
Natalie Colvin, Small Business Specialist
NASA Kennedy Space Center



KENNEDY SPACE CENTER

60 YEARS OF MILESTONES IN SPACE EXPLORATION

National Aeronautics and
Space Administration



SATURN V sends
men to the Moon



SPACE SHUTTLE
Program lifts off



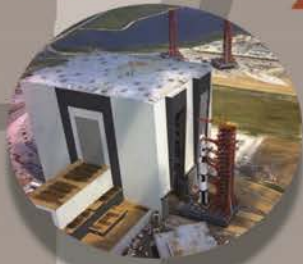
INTERNATIONAL SPACE STATION
begins orbit



SPACE LAUNCH SYSTEM
opens new opportunities



LAUNCH OPERATIONS
CENTER established



SKYLAB astronauts
live in space



SPIRIT &
OPPORTUNITY rovers
land on Mars



COMMERCIAL CREW
return to space



Kennedy Space Center is a premier multi-user spaceport with more than 90 private-sector partners and nearly 250 partnership agreements. The presence of commercial companies at the center is enabling the spaceport to embark on a new era of space exploration. Kennedy, in addition to being NASA's main launch site is also home to facilities that research and develop innovative solutions necessary for working and living on the surfaces of the Moon and other bodies in our solar system.

1962

1969

1973

1981

1998

2004

2020

2022



1 9 6 2

2 0 2 2



KENNEDY SPACE CENTER

National Aeronautics and
Space Administration



60 YEARS OF SPACE EXPLORATION



KENNEDY SPACE CENTER IN 2022

NASA and its partners are on track to support **65 launches** from the Space Coast in 2022 – the most the center has ever had.

Kennedy has a direct impact on Florida's economy, generating over **\$5.2 billion** through the employment of **more than 12,000** government and contract workers. Overall, **Kennedy supports 27,004 jobs** in the Central Florida area.

ARTEMIS I

- Artemis, twin sister of Apollo, is also the name given for NASA's mission that will return humans to the Moon – including the **first woman and first person of color**.
- The first integrated test flight of the **Space Launch System** rocket and Orion spacecraft is targeted for 2022 and will set the stage for a lunar landing.
- Artemis will establish the first long-term presence on the lunar surface and prepare us to send the **first astronauts to Mars**.

RESEARCH & TECHNOLOGY

Kennedy research will take us to the Moon and beyond:

- Growing crops** on the International Space Station to learn how to feed crews during deep space exploration
- Preparing four Mass Spectrometer observing lunar operations (MSolo) instruments to **search for water on the Moon**
- Developing an Electrodynamic Dust Shield to **combat dust** on the lunar surface
- Testing the Orbital Syngas Commodity Augmentation Reactor – a new technology for **managing waste in space**
- Preparing Biological Experiment 1 (BioExpt-1) for the Artemis I mission to better understand how **humans can withstand the deep space environment**

STEM

Inspiring future generations in science, technology, engineering, and mathematics (STEM) careers.

- Internship opportunities** in STEM and other fields, such as journalism and accounting.
- Grants to colleges and universities through the agency's **Established Program to Stimulate Competitive Research (EPSCoR)**.
- Virtual and in-person outreach** to students and educators.
- Engaging underserved populations through initiatives such as **First Nations Launch** and **NASA Minds**.

VEHICLE ASSEMBLY BUILDING VAB

- Built in **1965**, the VAB has been modernized to host several different kinds of rockets and spacecraft!
- One of the largest buildings in the world by area, standing **525 feet tall, 518 feet wide**, and spanning eight acres.
- Four high bays** with extensible work platforms allow teams to assemble rockets vertically and then roll them to the launch pad.
- Each **high bay door** is a height of **456 feet** and takes **45 minutes to open**.
- The American flag painted on the building is **209 feet tall and 110 feet wide**. Each **star is six feet tall**, each **stripe nine feet wide**, and the **blue field** is as large as an NBA regulation basketball court.
- Five overhead cranes** in the VAB pick up the heaviest rocket elements; two of the cranes can each hold **325 tons** – or the **weight of about 65 elephants** each.
- The cranes inside the VAB are precise enough to **lower an object onto an egg without cracking it**.

94 PARTNERS

Kennedy has **more than 90** private-sector partners and nearly **250** partnership agreements in place with commercial companies, enabling assured access to space and further strengthening the center's role as a multi-user spaceport.

DIVERSITY

- Kennedy's **senior leadership** team is about **half women** and **nearly 30% people of color**.
- Ten voluntary employee resource groups** provide a sense of connection and belonging, support professional development, and promote agency goals.
- Kennedy is working to reach its goal of a workforce that **matches or exceeds** the national civilian labor force average.

ENVIRONMENTAL STEWARDSHIP

Kennedy shares a boundary with the 140,000-acre Merritt Island National Wildlife Refuge. The center's environmental program protects more than:

- 1,000 species of plants**
- 117 species of fish**
- 68 species of amphibians and reptiles**
- 330 species of birds**
- 31 different types of mammals**

Kennedy Space Center Visitor Complex

Millions of guests from around the world experience the past, present, and future of America's space program.

Did you know...

- ... you can touch an actual **Moon rock** at the Visitor Complex?
- ... you can get a close-up view of the real **shuttle Atlantis** that flew in space?
- ... you can meet and have lunch with a **real astronaut**?
- ... you can experience the **feeling of launching on a rocket**?
- ... And so much more!

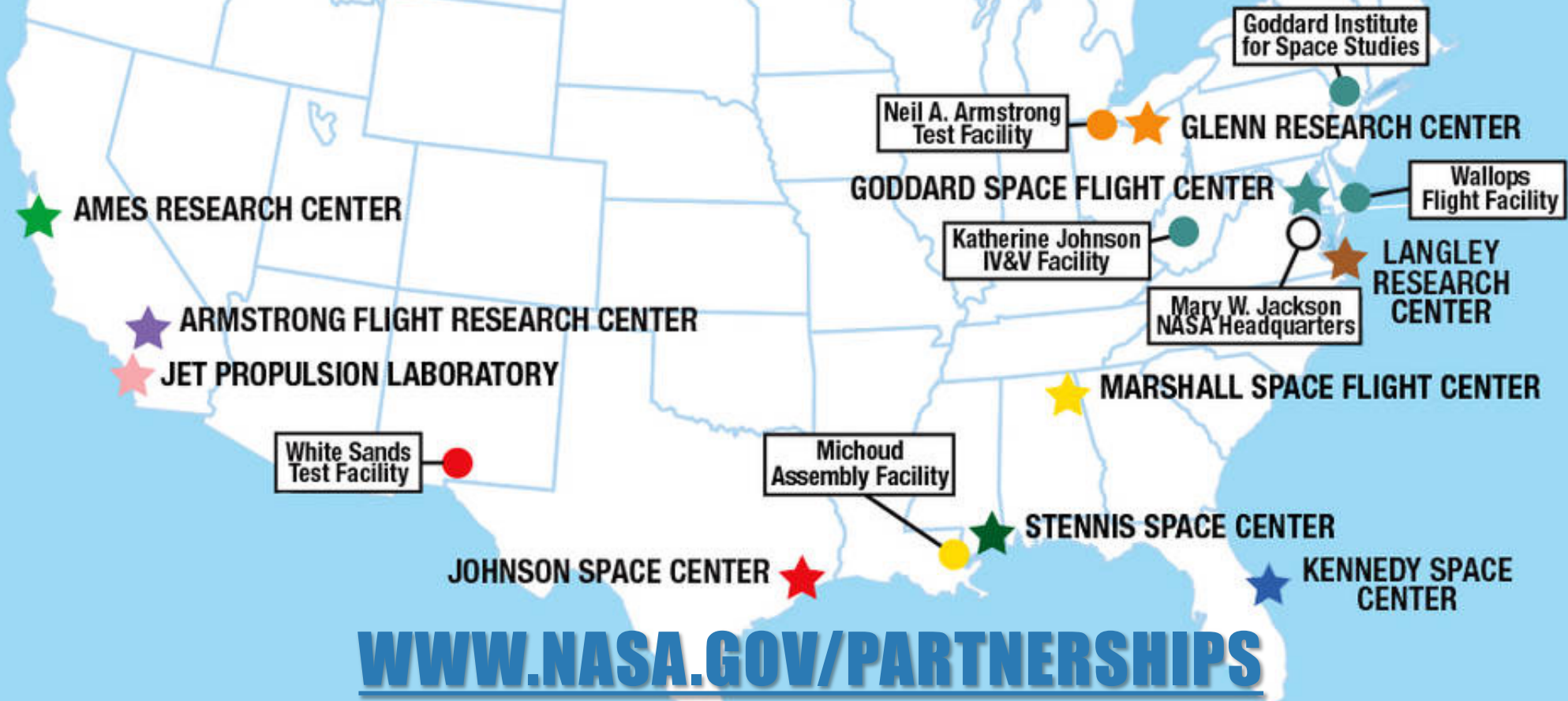
www.nasa.gov

Celebrating 60 Years as America's Spaceport

SP-2022-43-224-190

Center Partnership Offices

NASA Partnerships are found in every state and many other countries



WWW.NASA.GOV/PARTNERSHIPS



years of experience in advanced engineering and testing capabilities, research, and technology development, as well as unique assets such as facilities, and laboratories for use by commercial industry, academic institutions, U.S. Government agencies, and international entities.

- Goddard Space Flight Center, Including Wallops Flight Facility, Goddard Institute for Space Studies, and Katherine Johnson IV&V Facility**
 - Earth System Observation and Modeling
 - Instrument Development, Miniaturization, and Characterization
 - Distributed Sensing
 - Space Weather
 - Spacecraft Development and Integration
 - Robotic Acquisition, Servicing, and Assembly
 - Space Communications
 - Launch Range and Suborbital Services
- Jet Propulsion Laboratory**
 - Remote Sensing Systems
 - Advanced Optics
 - Robotics and Autonomy
 - Communication and Navigation Systems
 - Avionics
 - Mission Design and Concurrent Engineering
 - Earth Science Research and Applications Development
 - Data Analytics
- Johnson Space Center, Including White Sands Test Facility**
 - Human Spaceflight Design, Development, Systems Integration, and Mission Operations
 - ISS Coordination and Access
 - Crew Training and Mission Planning
 - Life-Support Systems
 - Spacesuits
 - Human Health and Safety in Space
 - Orbital Debris
 - Facility Available for High-Pressure Oxygen Systems, Materials, and Rocket Propellant Testing
- Kennedy Space Center**
 - Launch and Landing Capabilities and Technologies
 - Available Land
 - Vehicle, Payload, Spacecraft, and Small Satellite Processing
 - Integration and Testing
 - Plant Research and Production
- Langley Research Center**
 - Entry, Descent, and Landing
 - Aerosciences
 - Atmospheric Characterization
 - Systems Analysis and Concepts
 - Advanced Materials and Structural Systems
 - Autonomous In-Space Assembly
- Marshall Space Flight Center, Including Michoud Assembly Facility**
 - Chemical Propulsion Development, Testing, and Technology
 - Habitat and Environmental Control
 - Life-Support Systems Development, Testing, and Technology
 - Facility Available for Large-Scale Manufacturing and Equipment
- Stennis Space Center**
 - Propulsion and Launch Systems Test and Technology
 - Test Operations and Engineering Consulting
 - Lease Opportunities for Commercial Space Activities
 - Small UAV and Lander Test Sites

The term "partnerships" means non-procurement business relationships.

www.nasa.gov/partnerships

OTHER HELPFUL NASA WEBSITES:

- NASA Office of Procurement: www.hq.nasa.gov/office/procurement
- Office of Small Business Programs: www.osbp.nasa.gov/business.html
- NASA Technology Transfer: technology.nasa.gov
- NASA SBIR/STTR Programs: sbir.nasa.gov
- NASA Research Opportunities: nspires.nasaprs.com/external/

The term "partnerships" means non-procurement business relationships.

Kennedy Space Center

- Launch and Landing Capabilities and Technologies
- Available Land
- Vehicle, Payload, Spacecraft, and Small Satellite Processing
- Integration and Testing
- Plant Research and Production

Robyn L. Mitchell
 Chief, Partnership Development Office
 Kennedy Space Center
 Tel: 321-861-8038
robyn.l.mitchell@nasa.gov

Kennedy Space Center Programs

- Commercial Crew
- Deep Space Logistics
- Launch Services Program
- Research and Technology
- Commercial Resupply Missions
- Exploration Ground Support
 - Ground Support Systems
 - Space Launch System (SLS) And Orion Facilities (Artemis)
 - The Crawler
 - Mobile Launcher
 - Launch Pad 39B
 - Launch Control Center/Firing Room
 - Vehicle Assembly Building
 - Artemis 1 Weather

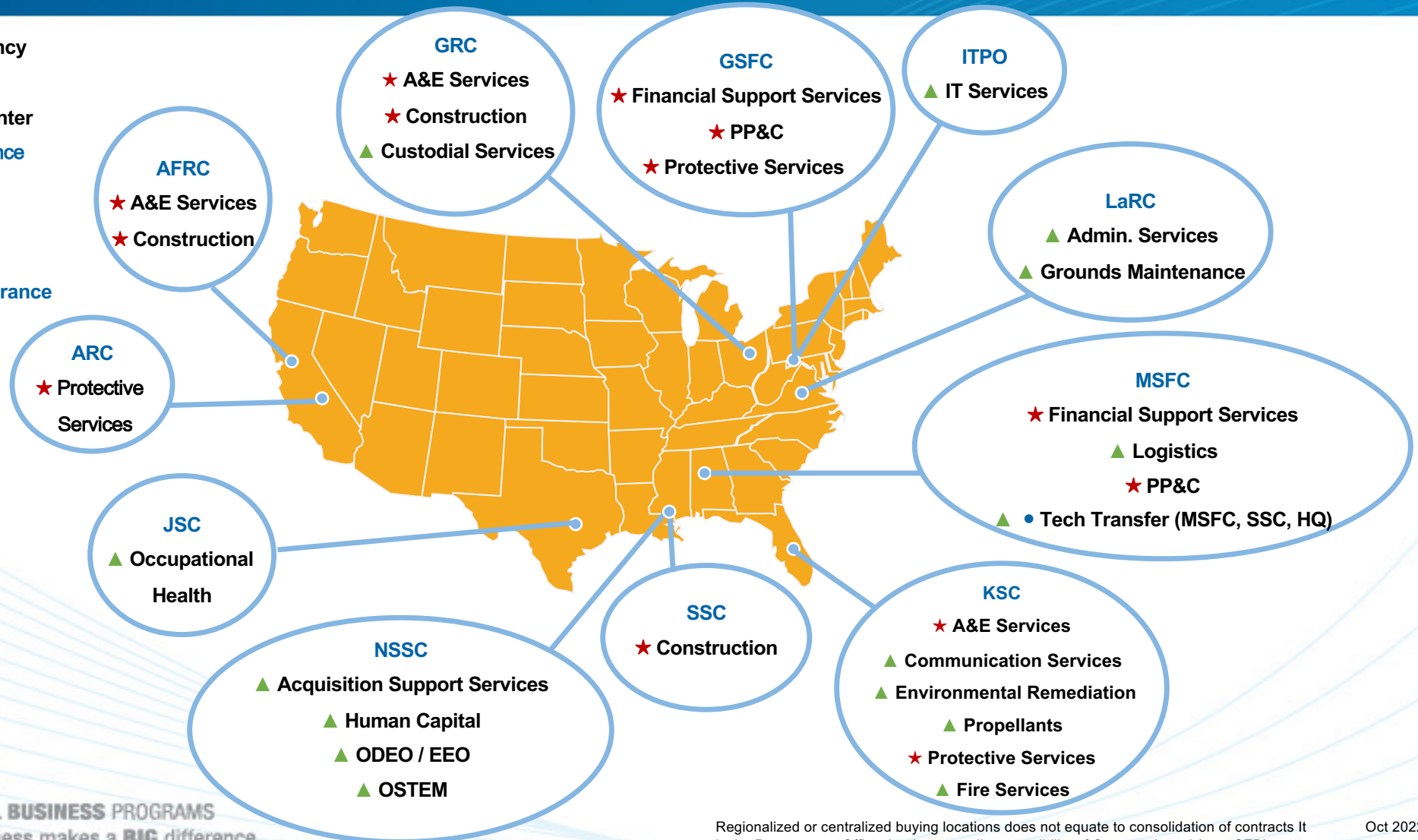
Product Service Lines (PSL)

▲ Centralized: Procures for Agency

★ Regionalized

● Remains Localized at each Center

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



KSC Product Service Lines (PSL)

Product Service Lines (PSLs) are labeled:

- ▲ Centralized: Procures for Agency
- ★ Regionalized
- Remains Localized at each Center

ACQUISITION	PSL Type	NAICS CODE	POTENTIAL VALUE	Status
Southeast Regional Architect-Engineering (A&E) Services (SERAE)★	Regionalized (KSC/JSC/MSFC/SSC)	541330	\$300M	Partial SB Set-Aside (7/2) Expires 9/9/2026
NASA Protective Services Contract-Southeast Regional (NPSC-SR)★	Regionalized (KSC/JSC/MSFC/MAF/SSC)	561612	\$350M	8(a) Competitive Expires 9/30/2026
NASA Fire Services Contract (NFSC)▲	Centralized Agency (ARC/KSC/SSC/WFF/WSTF)	561990	\$250M	8(a) Competitive Expires 9/30/2026
NASA Communication Services (NCS)▲	Centralized/Agency	541820	\$171M	8(a) Competitive NOW IN BLACKOUT
NASA Environmental Restoration and Compliance Contract (NERCC)▲	Centralized/Agency	541620	\$375M	Partial SB Set-Aside Solicitation posted 10/19 due 11/29 NOW IN BLACKOUT
Propellants - Various▲	Centralized/Agency	325120	\$1B +	Full and Open Competition Multiple Contracts
Base Operations Support Services (BOSS)● 80KSC018C0017 PAE-SGT Partners LLC	Localized at KSC	561210	\$680M	Full and Open Competition Contract End Date 3/31/2023

KSC Requirements Procured under Product Service Lines (PSL)

Product Service Lines (PSLs) are labeled:
 ▲ Centralized: Procures for Agency
 ★ Regionalized
 ● Remains Localized at each Center

ACQUISITION	More Information @	Procurement Center	NAICS CODE	POTENTIAL VALUE	Status
KSC Grounds and Pest Control Contract III ▲	SAM.gov	<ul style="list-style-type: none"> Langley Research Center (LaRC) – PSL Agency Procurement 	561730	\$10M	Previously competed as HUBZone Set-aside - Sources Sought closed 11/9/22
Administrative Services ▲	ACL	<ul style="list-style-type: none"> LaRC – PSL Agency Procurement 	561110	Various Contracts	ACL
Financial Support Services ★	SAM.gov	<ul style="list-style-type: none"> Marshall Space Flight Center (MSFC) – PSL Regional Procurement 	541219	TBD	BLACKOUT as of 11/8/22 Proposals due 1/5/2022
Construction ★	ACL	<ul style="list-style-type: none"> Stennis Space Center (SSC) - Multiple Award Construction Contract (MACC II) PSL Regional KSC Small Task Order Construction Contract (STOCC) ● 	236210 236220	\$3B \$150M	POP 10/2025 8(a) Competitive POP 6/2026
Occupational Health ▲	ACL	Johnson Space Center (JSC)	541620	\$322M	KSC Current Contract NEMCON SBSA Expires 9/30/2030
IT Services ▲	ACL	IT Procurement Office (ITPO)	541512 +	Various Contracts	ACL

NEW KSC Requirements

ACQUISITION	Information	NAICS CODE	POTENTIAL VALUE	Status
Rollout Purge Units	SAM.gov	333415	>\$10M	Sources Sought due 12/8/2022

KSC Outreach Opportunities

KENNEDY SPACE CENTER VIRTUAL OUTREACH

- Held the 1st Tuesday each month
- Events feature guests from NASA, various Federal agencies and others including:
 - Small Business Administration (SBA)
 - General Services Administration (GSA)
 - [KSC Prime Contractor Board](#)
 - [KSC Procurement](#)
 - U. S. Women's Chamber of Commerce
 - And more
- Q&A session is included
- Request Eventbrite registration link at ksc-smallbusiness.mail.nasa.gov

Kennedy Space Center Joint counseling Sessions

- Held the 4th Tuesday each month
- Virtual 30-minute slots
- Small Businesses present their capabilities to KSC's Small Business Specialists and [KSC Prime Contractor Board](#) members
- Q&A session is included
- Schedule a session at: ksc-smallbusiness.mail.nasa.gov

KSC OSBP Virtual One-on-One Counseling (Each Tuesday)

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KSC OSBP Virtual One-on-One Counseling (Each Tuesday)

KSC Small Business Resources and Marketing Tools

- Small Business web site featuring KSC Marketing Guide and Prime Contractor Board Contacts
 - <https://procurement.ksc.nasa.gov/Home/CentralIndustryAssistanceOffice>
- “Doing Business at KSC”
 - <https://www.nasa.gov/osbp/kennedy>
- NASA Office of Small Business Programs (OSBP)
 - <https://www.nasa.gov/osbp>
- Active Contract List (ACLs)
 - <https://www.nasa.gov/osbp/active-contract-listings>
- NASA Vendor Database (NVDB)
 - <https://www.nasa.gov/osbp/nasa-vendor-database>
- Acquisition Forecast
 - <https://www.hq.nasa.gov/office/procurement/forecast/>

KSC Office of Small Business Programs Contacts



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ksc-smallbusiness@mail.nasa.gov
321-867-7353

Location: 7110 N. Courtenay Parkway
Office hours: 8:00 a.m. – 4:30 p.m. (EST)
E-mail: ksc-smallbusiness@mail.nasa.gov



Meet Our Speaker

Mr. David E. Brock, Small Business Specialist

NASA Office of Small Business Programs, Marshall Space Flight Center

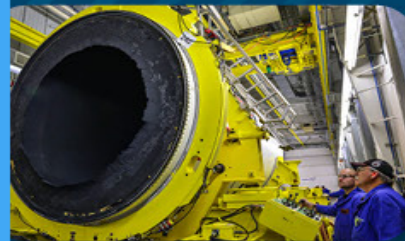
Mr. Brock currently serves as the National Aeronautics and Space Administration (NASA) Mentor-Protégé Program (MPP) Manager and Small Business Specialist (SBS) at the NASA Marshall Space Flight Center (MSFC) in Huntsville, Alabama. In his role as the NASA MPP Manager, he works closely with NASA large business prime contractors and small businesses to help forge relationships designed to grow the technical and business capabilities of small businesses under NASA approved Mentor-Protégé Agreements. As SBS, he provides strategic guidance and direction in the planning, coordination, and implementation of the NASA Small Business Program at MSFC.

Mr. Brock entered the Federal sector in December 1984, when he joined the NASA family as a Procurement Analyst assigned to the Office of Procurement. He has been actively involved in the NASA Small Business program for more than 35 of his 37 years of service. He was officially appointed to the position of SBS in January 2005 and was named Manager of NASA's MPP in October 2019.



HOW TO DO BUSINESS WITH NASA MARSHALL SPACE FLIGHT CENTER

Presented by
David E. Brock, Small Business Specialist
NASA Marshall Space Flight Center



Marshall at-a-Glance

Marshall is an engine of opportunity for its community and beyond.



\$8.3B (\$4.3B)

Total economic impact
(Alabama impact)



3rd largest

employer in the Huntsville -
Madison county area



> 7,000

employees at Marshall



4.6 million

square feet of space occupied
in Huntsville



MAF

2.2M square feet of
manufacturing space at
Michoud Assembly Facility
in New Orleans

MSFC Key Center Capabilities and Services

Propulsion

- Liquid Propulsion Technology and Development
- Propulsion Industrial Base Sustainment
- Solid Propulsion Technology and Development
- Propulsion Testing
- Advanced Propulsion Technology and Development

Materials and Manufacturing

- Materials Diagnostics and Fracture/Failure Analysis
- Materials Technology and Development
- Additive Manufacturing
- Large-Scale Manufacturing

Space Systems

- Payload Systems
- Mission Operations
- Life Support Systems Design and Development
- Environmental Test
- Space Weather and Natural Environments

Scientific Research

- Earth Science
- Planetary Science
- Heliophysics
- High-Energy Astrophysics
- Optical Systems

Space Transportation Systems

- Advanced Concepts and Systems Analysis
- Structural System Design and Analysis
- Structural Testing
- Thermal and Fluid Systems
- Avionics and Electrical Systems
- Guidance, Navigation, and Control
- Flight Software

MSFC Office of Procurement Portfolio

- **Space Launch System (SLS)**
 - Core Stage
 - Boosters
 - Launch Vehicle Stage Adapter
 - Engines (RS25 & RL10)
 - Exploration Upper Stage
 - Universal Stage Adapter
 - Interim Cryogenic Propulsion Stage
- **Human Landing System (HLS)**
- **Safety and Mission Assurance**
- **Center Operations Support Services**
 - Facilities
 - **Logistics Support (Agency Wide)**
 - Construction and Environmental
 - Protective Services
 - Admin Support
 - **Financial Support Services (Regional)**
 - Human Resources
- **ISS Payload and Operations Support**
- **Strategic Analysis and Communications**
- **Science and Technology**
 - Science Research and Projects
 - Exploration Technologies
 - Planetary Missions (Dragonfly, Solar Cruiser, etc.)
 - **Technology Transfer (Agency Wide)**
- **Engineering Support**
 - **Program Planning and Control (Regional)**
 - Spacecraft and Vehicles Systems
 - Propulsion and Test Laboratories
- **Human Exploration Development and Ops**

MSFC OP Mission - Explore and Execute Innovative, Effective, and Efficient Acquisition Business Solutions to Optimize Capabilities and Operations that enable MSFC and NASA's missions



MSFC FY 2022 Top 25 Small Business Contracts

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1	Engineering Technician & Trade	Aerie Aerospace, LLC	NNM15AA19C	SDB & WOSB	\$48.7M
2	Safety & Mission Assurance	Bastion Technologies	80MSFC18C0005	SDB	\$44.7M
3	Program Planning & Control	MTS	Multiple task orders	WOSB	\$38.4M
4	Configuration & data Management	Victory Solutions, Inc.	NNM13AA66T	WOSB & SDVO SB	\$17.8M
5	Logistics Services	L&M Technologies, Inc.	80MSFC18A0001	WOSB	\$15.1M
6	Protective Services	Security Walls, LLC & Chenega Corp.	NNM17AA25C & Multiple Task Orders	SDB	\$11.1M
7	Strategic Research & Analysis, Communications, & Exhibits	Media Fusion, LLC	80MSFC21D011	SDB	\$10.6M
8	Project Coordination	Barrios Technology, LTD	80MSFC21D0009	WOSB	\$9.7M
9	Develop Seed Inter-Agency	New Rights Group, Inc.	80MSFC22CA004	SB	\$9.0M
10	A&E Design & Inspection	Accura Rosser 8(a) JV LLC	NNM17AA04C	SDB & WOSB	\$7.3M
11	Engineering Support	Cepeda Systems & Software Analysis, Inc.	NNM14AA14C	SDB, WOSB, & HUBZone	\$5.3M
12	Huntsville Operations Support Center	Colsa Corporation	NNM17AA12C	SDVO SB	\$5.3M
13	Custodial & Refuse Collection	All Native Synergy	80MSFC19D0024	SDB & HUBZone	\$5.2M

MSFC FY 2022 Top 25 Small Business Contracts (cont.)

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
14	Space Technology	ETA Space, LLC	80MSFC21C0008	SB	\$4.3M
15	Technology Commercialization	Acuity Edge, Inc.	80MSFC18C0040	SDB & HUBZone	\$4.2M
16	Administrative Services	Celerapro, LLC	80MSFC21DA004	SB & HUBZone	\$3.8M
17	Environmental Services	K S Ware & Associates, LLC	NNM17AA11C	SDB & WOSB	\$2.6M
18	Occupational Health	Inomedic Health Applications, Inc.	80MSFC29D0022	SDB & SDVO SB	\$2.6M
19	Technology Development	Honeybee Robotics, Ltd.	80MSFC20C0007	SB	\$2.1M
20	Center Operations & Building Automation	LinTech Global, Inc.	80MSFC20D0007	SDB	\$1.9M
21	Tipping Point	Frontier Aerospace Corp.	80MSFC19C0020	SDB	\$1.7M
22	SBIR Phase III. Risk Reduction	Frontier Aerospace Corp.	80MSFC17C0015	SB	\$1.5M
23	Software IV&V	4M Research	80MSFC22F0109	WOSB	\$1.3M
24	Acquisition Services	Seventh Sense Consulting, LLC	80MSFC20F0073	SDB & SDVO SB	\$1.2 M
25	Specialized Real Time Data	Optical Sciences Corp.	80MSFC22FA012	SB	\$0.9M

MSFC FY 2022 Top 20 Large PRIME Contracts

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1	Space Launch System (SLS) Stages	Boeing	80MSFC20C0052 & NNM07AB03C	LB	\$1,237.9M
2	Human Landing System (HLS)	SpaceX	80MSFC20C0034	LB	\$818.7M
3	SLS RS-25 Engine	Aerojet Rocketdyne	NNM16AA02c	LB	\$303.0M
4	SLS Booster	Northrop Grumman Corp.	80NMSFC20D0008 & NNM07AA75C	LB	\$292.2M
5	Engineering Services & Skills Capabilities Augmentation	Jacobs	80MSFC18C0011	LB	\$235.3M
6	SLS Interim Cryogenic Propulsion	Boeing	NNM12AA82C	LB	\$110.1M
7	Chandra Science Center	Smithsonian Astrophysical Observatory	NAS8-03060	NP	\$71.3M
8	SLS RL10 Engine	Aerojet Rocketdyne	NNM16AA12C	LB	\$38.1M
9	Mission Operations & Integration	Teledyne Brown Engineering	NNM13AA29C	LB	\$38.0M
10	Facility Operations & Maintenance	Amentum Services, Inc.	80MSFC17C0007	LB	\$30.9M

MSFC FY 2022 Top 20 Large PRIME Contracts (cont.)

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
11	ESCAPADE	University of California	80MSFC19C0041	NP	\$27.4M
12	Huntsville Operations Support Center	COLSA Corporation	NNM17AA12C	SDVO SB	\$26.8M
13	Mars Ascent Vehicle Integrated Sys.	Lockheed Martin Corp.	80MSFC22CA005	LB	\$21.2M
14	Mars Ascent Propulsion	Northrop Grumman	80MSFC21C0010	LB	\$18.2M
15	Cryogenic Demonstration Mission	Lockheed Martin Corp.	80MSFC21CA001	LB	\$16.4M
16	Mission to Binary Asteroids	University of Colorado	80MSFC19C0038	LB	\$15.6M
17	Lunar Lander Concept Development	Lockheed Martin Corp.	80MSFC21CA017	LB	\$15.0M
18	Near Earth Object Surveillance	University of Arizona	80MSFC20C0045	NP	\$14.4M
19	SLS Launch Vehicle Stage Adapter	Teledyne Brown Engineering	NNM13AA35C	LB	\$14.1M
20	LUCI Discovery 2014	Southwest Research Institute	NNM16AA08C	NP	\$13.2M

MSFC Product Service Lines (PSL)

PSL	COMPETITION	STATUS
Consolidated Agency Technology Transfer Services	Anticipating a HUBZone SB set-aside – single award	Draft RFP 1st qtr. FY23
NASA Financial Support Services	SB set-aside...single award	In Competition
Program Planning and Control	SB set-aside	Awarded in Sept. 2021

MSFC Acquisition Update

TITLE	INCUMBENT	CONTRACT	PREVIOUS COMPETITION	DRAFT RFP	RFP RELEASE
Marshall Logistics Support Services	L&M Technologies, Inc.	80MSFC18A0001	SB set-aside	Jan-23	Apr-23
IDIQ Minor Construction	Multiple	Multiple	SB set-aside	Mar-23	May-23
Center Operations Building Automation	LinTech Global, Inc.	80MSFC20D0007	GSA 8(a Stars) set-aside	NA	Jul-23
Occupational Health Services	InoMedic Health Applications , Inc.	80MSFC19D0022	SB Set-Aside	Jul-23	Sep-23
Custodial and Refuse Collection Services	All Native Synergies Company	80MSFC19D0024	8(a) Sole Source	Aug-23	Oct-23
Engineering Services and Science Capability Augmentation	Jacobs Technology	80MSFC18C0011	Full & Open	Dec-23	Mar-24
Facilities Operations and Maintenance Support Services	Amentum Services, Inc.	80MSFCC0007	Full & Open	Mar-24	May-24
Consolidated Agency Technology Transfer Services	Acuity Edge, Inc.	80MSFC18C0040	HUBZone SB Sole Source	TBD	TBD

Other Small Business Direct Opportunities

- **Construction:**
 - Multiple Award Construction Contracts II. at SSC (approximately \$13M in FY22).
 - Minor Construction Contracts at MSFC (approximately \$12M in FY22).
 - Corps of Engineering Mobile District Office.
- One time buys above the simplified acquisition threshold (SAT) of \$250K.
- Small Business purchases below the SAT (approximately \$ in FY22).
- Small Business Innovation Research Program (approximately \$ in FY22).
- Small Business Technology Transfer Programs (approximately \$ in FY22).

Making the Connection

- In-house counseling sessions via Microsoft Teams.
- Tag Team Wednesdays.
- Joint Counseling sessions featuring SB service providers, machine shop/fabricators, and HBCUs and MSIs.
- Semi-annual Marshall Small Business Alliance meetings (FY23 meetings scheduled for late March and mid to late September).
- Local and regional business forums.

Small Business Resources and Marketing Tools

- “Doing Business at MSFC” web site: <https://doingbusiness.msfc.nasa.gov/>
- Acquisition planning tool: <https://doingbusiness.msfc.nasa.gov/apt/external>
- Acquisition forecast tool: <http://www.hq.nasa.gov/office/procurement/forecast/>
- Small Business Marketing Guide:
<https://doingbusiness.msfc.nasa.gov/documents/3128625/3140174/SBMG.pdf>

MSFC Small Business Program Contacts

CONTACT	TITLE	EMAIL	PHONE
David Brock	Small Business Specialist	david.e.brock@nasa.gov	256-544-0267
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Cheryl Webb	Contract Administrator – Seventh Sense Consulting	cheryl.l.webb@nasa.gov	256-544-6263
Jannifer Matthews	Contract Specialist	jannifer.l.matthews@nasa.gov	256-961-2387
Chip Jones	Small Business Technical Advisor	chip.jones@nasa.gov	256-544-2701

Location: Office hours: 7:00 a.m. – 4:30 p.m. (CST)
MSFC-SBO@mail.nasa.gov



The Huntsville Government Market Place

- Huntsville the second largest Federal Government buying center in the country.
- Cummings Research Park second largest research park in the country.
- Today more than forty thousand are employed on the Redstone Arsenal...expecting to grow to more than 60 thousand in the near future.

Team Redstone Small Business Program Contacts

COMMAND	CONTACT	PHONE NO.:	E-MAIL ADDRESS
Army Materiel Command (AMC)	Thaddeus Martin (Director)	256-450-6590	thaddeus.l.martin.civ@army.mil
Defense Logistics Agency (DLA)	Trish Kimble Beth Lamothe	256-690-5714 256-924-7903	patricia.kimble@dla.mil elizabeth.lamothe@dla.mil
Federal Bureau of Investigation (FBI) Small Business Programs	Barbara Clouser Vendor Engagement Team	304-625-5061	smallbusiness@FBI.gov industryoutreach@FBI.gov
HQ Army Contracting Command Office of Small Business Programs (ACC)	Beth A. Scherr (Director)	256-651-4904	beth.a.scherr.civ@army.mil
Missile Defense Agency (MDA)	Jerrold Sullivan (Director, Acting)	256-450-2872	jerrol.sullivan@mda.mil jessica.middleton.ctr@mda.mil
U.S. Army Aviation & Missile Command (AMCOM)	Christopher Evans (Director) Debra Wood (Asst. Director)	256-842-6234 256-876-0921	christopher.a.evans.civ@army.mil debra.r.wood2.civ@army.mil
U.S. Army Engineering & Support Center Corps of Engineers (USACE)	Rebecca Goodsell Nicole Boone Betty Guillot Leander Young	256-895-1385 256-895-1050 256-895-5487 256-895-7416	SBO-HNC@usace.army.mil
U.S. Army Space and Missile Defense Command (USASMDC)	Mary Birdsong (Director) Austin David Wall		mary.a.birdsong.civ@army.mil austin.d.wall3.civ@army.mil



Meet Our Speaker

Ms. Kay S. Doane, Small Business Specialist

NASA Office of Small Business Programs, Stennis Space Center

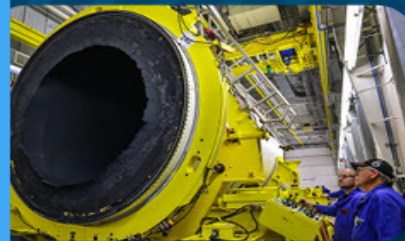
Ms. Kay S. Doane is the Small Business Specialist (SBS) at NASA's John C. Stennis Space Center (SSC) in Mississippi. Mrs. Doane retired from the Air Force Reserve in 2009 as an E7 Master Sergeant with 20 years of honorable service. She holds a bachelor's degree from Grantham University in Business Administration.

Kay worked as a government employee since 1991 in various positions. She started her career in Finance with the Department of the Navy (DON) transferring briefly to the Defense Information Systems Agency (DISA) until joining NASA Shared Services (NSSC) in 2005. In 2013, Kay accepted a detail to Procurement within the NSSC to start her career as a Contract Specialist receiving her Federal Acquisition Certification (FAC) Level II in 2015. As of Feb 2017, Kay transferred to Stennis Space Center as their Small Business Specialist in the Office of Small Business Programs.



HOW TO DO BUSINESS WITH NASA STENNIS SPACE CENTER

Presented by
Kay S. Doane, Small Business Specialist
NASA Stennis Space Center



Stennis Space Center Overview

Rocket Propulsion Testing Ground

NASA

Department of Defense

Private Sector

Heavy Lift and Propulsion Technology

Commercial Crew Development

SSC Small Business Video:

<https://youtu.be/kOp9pi7GZic>

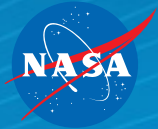
Stennis Space Center Virtual Tour

<https://www.youtube.com/watch?v=tP7bNZt0QBU>



SSC Federal City

<https://www.nasa.gov/centers/stennis/about/jobs/index.html>



Department of Commerce (6)

- National Oceanic & Atmospheric Administration (NOAA)
- National Weather Service (NWS)
- National Data Buoy Center
- NOAA National Marine Fisheries Service
- NOAA National Center for Environmental Information (NCEI)
- NOAA Navigation Response Team-1

Department of Defense (10)

- Army Corps of Engineers
- Commander, Naval Meteorology & Oceanography Command (CNMOC)
- Navy Detachment Stennis
- Navy Facilities Southeast
- Naval Oceanographic Office (NAVO)
- Navy Office of Civilian Human Resources
- Naval Research Laboratory (NRL)
- Navy Small Craft Instruction and Technical Training School (NAVSCIATTS)
- Navy Special Boat Team 22 (SBT-22)
- Naval Special Warfare Center (NSWC)

Department of Energy

- Strategic Petroleum Reserve

Department of Homeland Security (3)

- DHS Data Center 1
- Immigration & Customs Enforcement (ICE)
- United States Citizenship & Immigration Services (USCIS)

Department of Interior

- U.S. Geological Survey (USGS), Hydrologic Instrumentation Facility

Department of Transportation

- Information Systems at NCCIPS



NASA Stennis Space Center (3)

- NASA Rocket Propulsion Test Program
- NASA Shared Services Center (NSSC)
- National Center for Critical Information Processing & Storage (NCCIPS)

Government Publishing Office

- Passport Production Facility

Government Services Agency

- Information Systems at NCCIPS

Commercial Companies (4)

- Aerojet Rocketdyne
- Lockheed Martin
- Relativity Space Incorporated
- Rolls Royce North America

Contractors (15)

- A2 Research
- Bastion
- Booz Allen Hamilton
- General Dynamics Information Technology (GDIT)
- Deltha Corporation
- Leidos
- NAVAR
- Northrop Grumman
- Pacific Architects and Engineers (PAE)
- Pinnacle Solutions
- Chenega Global Protection
- SAITECH
- Science Applications International Corporation (SAIC)
- Science Systems and Applications Inc.
- Syncom Space Services (S3)

University of Southern Mississippi

- Dept. of Marine Science

State of Louisiana (2)

- Louisiana Technology Transfer Office
- Louisiana Business & Technology Center - LSU

Center for Higher Learning

- Mississippi State University
- Pearl River Community College
- University of Mississippi
- University of New Orleans
- University of Southern Mississippi

Mississippi State University (2)

- Northern Gulf Institute
- ASSURE FAA UAS Center of Excellence

State of Mississippi (2)

- Mississippi Enterprise for Technology (MSET)
- Marine Industries Science & Technology (MIST) Cluster

SSC Top NAICS

23 (CONSTRUCTION)

236210 (INDUSTRIAL BUILDING CONSTRUCTION)

32 (MANUFACTURING (PAPER, PRINTING, PETROLEUM, COAL, CHEMICAL, PLASTICS, RUBBER, NONMETALIC MINERAL))

325120 (INDUSTRIAL GAS MANUFACTURING)

42 (WHOLESALE TRADE)

423490 (OTHER PROFESSIONAL EQUIPMENT AND SUPPLIES MERCHANT WHOLESALERS)

54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)

541380 (TESTING LABORATORIES)

541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)

541512 (COMPUTER SYSTEMS DESIGN SERVICES)

541712 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY))

56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES)

561110 (OFFICE ADMINISTRATIVE SERVICES)

561210 (FACILITIES SUPPORT SERVICES)

561612 (SECURITY GUARDS AND PATROL SERVICES)

SSC Prime Vendors

Contract Name		Contract #	Contractor Name	NAICS	Potential Value	Type of Competition	Ultimate Contract End Date	Small Business POC
Administrative Services Contracts	Dual Administrative Support Services (DASS) for SSC & JSC	80SSC020D0002	CBF PARTNERS JV, LLC	561110	\$50M	8(a)Competitive	10/31/2025	hmj@case-hcs.com
Facilities Contracts/Occupational Health Contracts	Synergy Achieving Consolidated Operations and Maintenance (SACOM)	NNS15AA01C	Syncom Space Services (S3), LLC	561210	\$1.3B	Full & Open	6/30/2025	angela.m.lee@nasa.gov
IT Contracts	Information Technology Services (ITS)	80TECH21FA002 /47QTCA19D00H9	SaiTech, Inc	541512	\$30.8M	SB Set Aside (GSA)	7/31/2026	samuel.g.sumwalt@nasa.gov
Laboratory Services	Laboratory Services (SSC and MAF)	80SSC020C0001	Alutiiq Essential Services, LLC	541380	\$34.5M	8(a)Competitive	11/1/2025	shane.p.mendel@nasa.gov
Protective Services Contracts	NASA Protective Services Contract - South Region (KSC)	80KSC022DA001	Chenega Global Protection, LLC	561612	\$25.5M	8(a)Competitive	9/30/2026	bradley.naylor@chenega.com

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

OP Vision Statement: Acquisition Excellence in an Evolving Environment

OP Enterprise



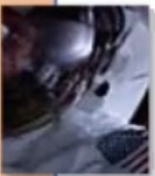
Headquarters OP

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.



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.



NASA Office of JPL Management and Oversight

NOJMO 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.



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.

Research Centers



Ames Research Center

Specializes in research geared toward gaining new knowledge and creating new technologies that span the spectrum of NASA interests.



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.



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.



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.

Space and Space Flight Centers



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.



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.



Kennedy Space Center

Kennedy is "America's Gateway to the Universe"—leading the world in preparing and launching missions around Earth and beyond.



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.



Stennis Space Center

Stennis is responsible for NASA's rocket propulsion testing and for partnering with industry to develop and implement remote-sensing technology.

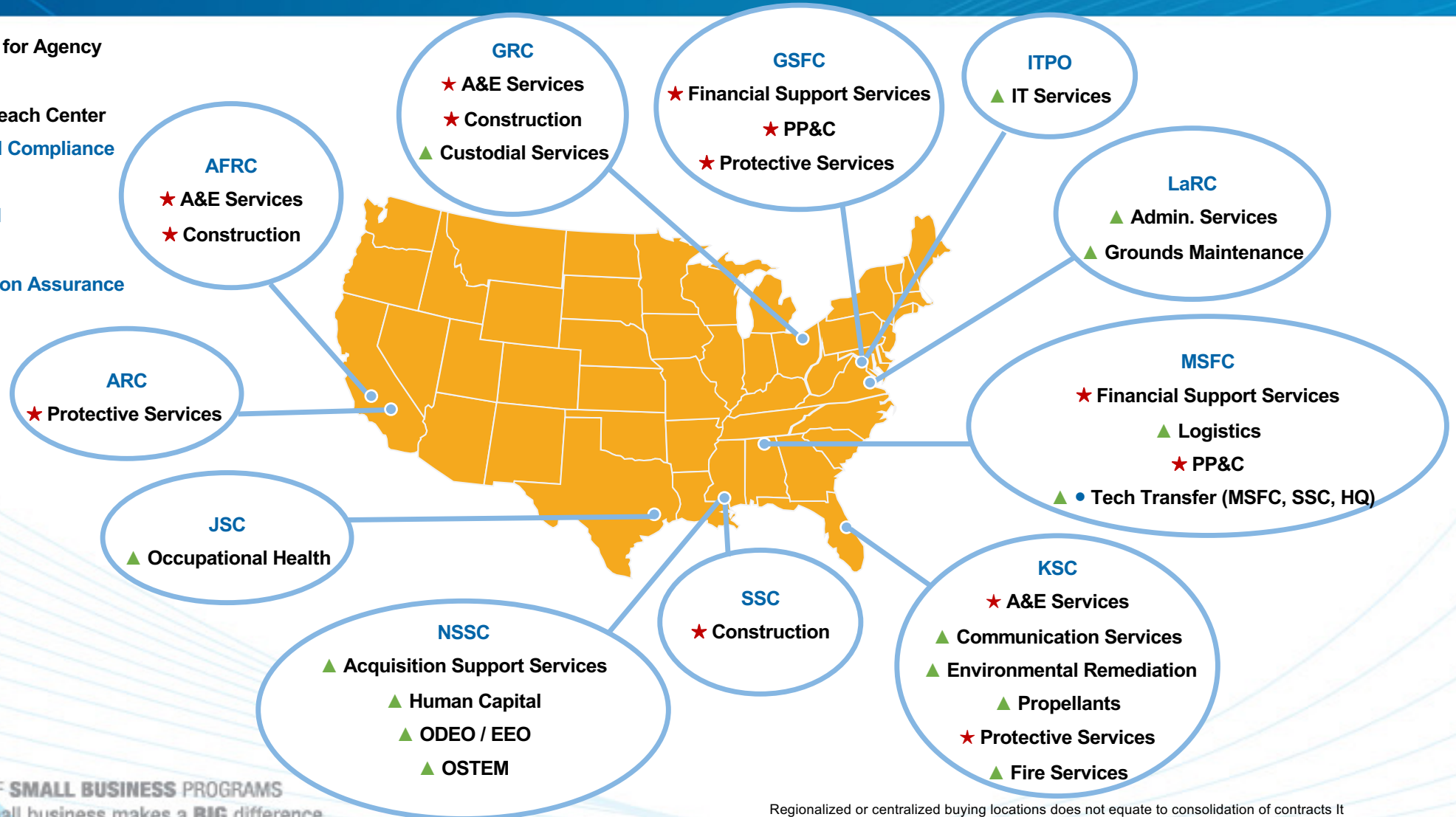
Product Service Lines (PSL)

▲ Centralized: Procures for Agency

★ Regionalized

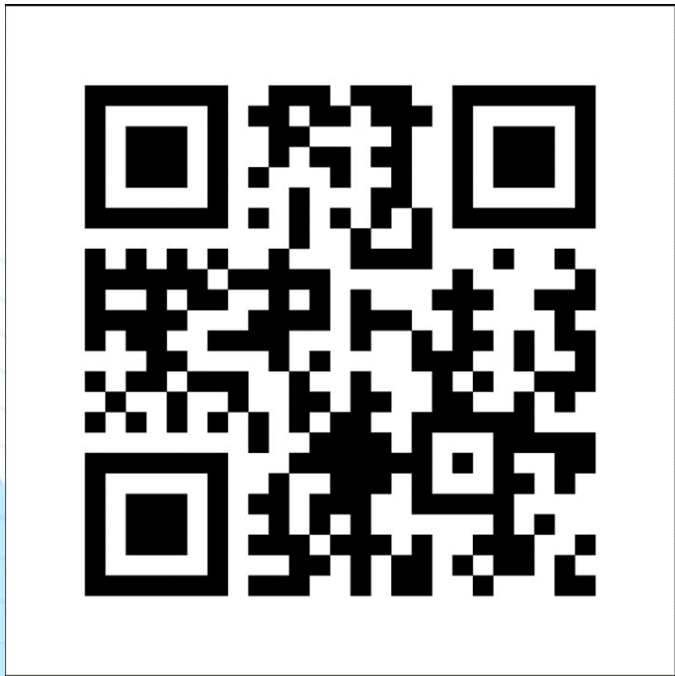
● Remains Localized at each Center

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



www.nasa.gov/osbp

NASA Office of Small Business Programs QR Code



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Related Topics

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- All Topics A-Z

How to Do Business with NASA

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- NASA Acquisition Forecast
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- NASA Vendor Database
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Tweets by @NASA_OSBP

NASA Small Business Programs (@NASA_OSBP)

We are 1 WEEK AWAY from logging up with NASA's Office of Procurement in our #SmallBusiness webinar!

Join us as we take a DEEP DIVE into what small businesses need to know to do business with @NASA and MORE!

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- Glenn A. Delgado
Associate Administrator
- Richard L. Mann
Program Manager
- Charles T. Williams
Program Manager
- Robert Medina
Program Manager
- Truphelia M. Parker
Program Specialist
- Naeemah A. Lee
Program Specialist

Find a Small Business Specialist

Active Contract Listings

News and Events

- OSBP Highlights: National Small Business Week 2021 Video
- NASA Small Business Opportunities Virtual Expo 2021
October 7, 2021, 10 a.m. - 5:00 p.m. EDT
- OSBP Learning Series
- OSBP Outreach Events
- FY20 SBIR Agency-Level Award Winners Announced!
- FY20 Administrator's Cup Award Winner Announced!

OSBP Gets Social!

- NASA Vendor Database
- OSBP Mobile App
- OSBP Facebook page
- OSBP Twitter page
- Constant Contact sign up

NASA Mentor-Protégé Program

NASA Acquisition Forecast

OSBP Calendar

Outreach Opportunities

Small Business Virtual Showcase (Feb/May/Aug/Nov)

Email: ssc-smallbusiness@mail.nasa.gov

- The Virtual Showcase will allow you to provide a 10min capabilities presentation. Possible attendees include, as available, NASA Small Business Specialists, Technical Advisors, Contracting Officers, Prime Contractor representatives and local tenants of SSC.



Stennis Business Consortium through Mississippi Enterprise For Technology (MSET)

- SSC Resident Agencies and Prime Contractors
- Quarterly Meetings
- Register at Mississippi Enterprise For Technology (MSET) www.mset.org
- MSET Newsletter <https://www.mset.org/recent-newsletters/>

NASA SSC Small Business Office

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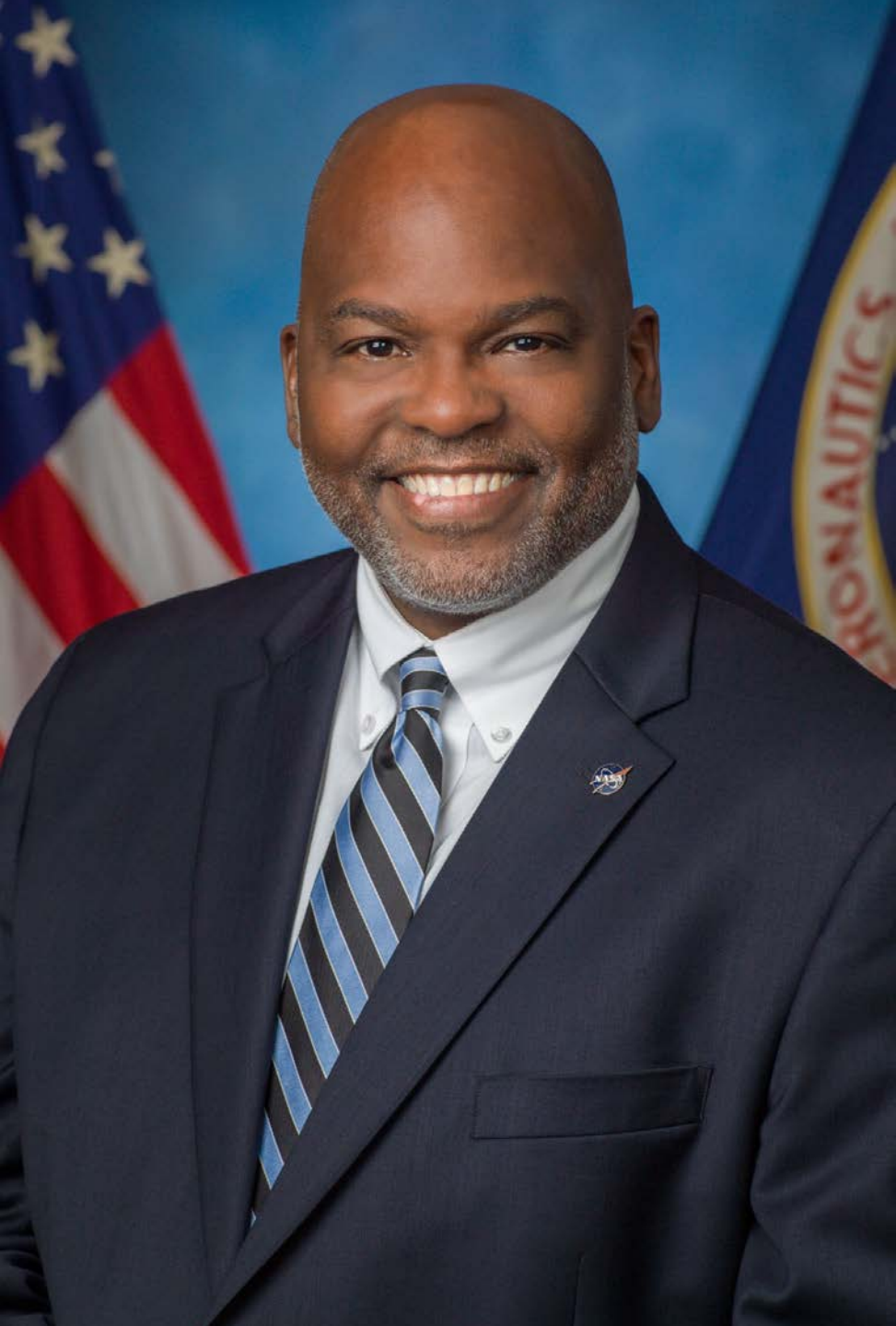
Thomas.m.Stanley@nasa.gov

FOIA POC:

Sallie Bilbo

SSC FOIA Public Liaison Officer (228)688-3182

ssc-foia@nasa.gov



Meet the Moderator

Mr. Charles T. Williams, Program Manager

NASA Office of Small Business Programs, Headquarters

Mr. Charles “Chuck” Williams currently serves as a Program Manager for the National Aeronautics and Space Administration’s (NASA’s) Office of Small Business Programs (OSBP) in Washington, DC. Mr. Williams joined the HQ OSBP in March of 2018. Mr. Williams oversees the Agency’s SDB\8(a) Program, Small Business Technical Advisors\Small Business Technical Coordinators Program and serves as the Liaison to the Office of Procurement and the Office of the General Counsel, as well as the SBA Scorecard Manager. In addition, Mr. Williams serves as the Program Manager for NASA’s Shared Services Center in Mississippi, Stennis Space Center in Mississippi, Glenn Research Center in Cleveland, OH and Goddard Space Flight Center in Greenbelt, MD.

As a Program Manager, Mr. Williams is responsible for providing small business guidance by presenting and interpreting Federal and Agency-wide policy to NASA Centers, external Government agencies, and Industry. Mr. Williams has an Electrical Engineering Degree and is responsible for the development of guidance and police to implement the Small Business Technical coordinators program as well as engaging the Center Technical Advisors in the Small Business Program.

Mr. Williams began his career with NASA in August 2006 at the Johnson Space Center (JSC) where he served as the Senior Small Business Specialist, the Center Technical Advisor, and the POC for the JSC Mentor Protégé Program. While at JSC Mr. Williams was responsible for ensuring JSC is in compliance with applicable Small Business statues, regulations, and guidelines; developing JCS’s Center Level Small Business Goals, reporting on the accomplishment of those goals, and helping to develop recommended goals that are included in Request For Proposals. His Office was also responsible for identifying potential opportunities that could be set aside for Small Businesses. As the Center Technical Advisor Charles worked directly with Program Offices and Directorates to identify potential work that can be set aside for small businesses and assist other Center Small Business Specialist in determining the extent to which small businesses can perform contracts and particularly on high technology contracts.



Learning Series Webinar

Q&A Session



Learning Series Webinar

OSBP Updates



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>

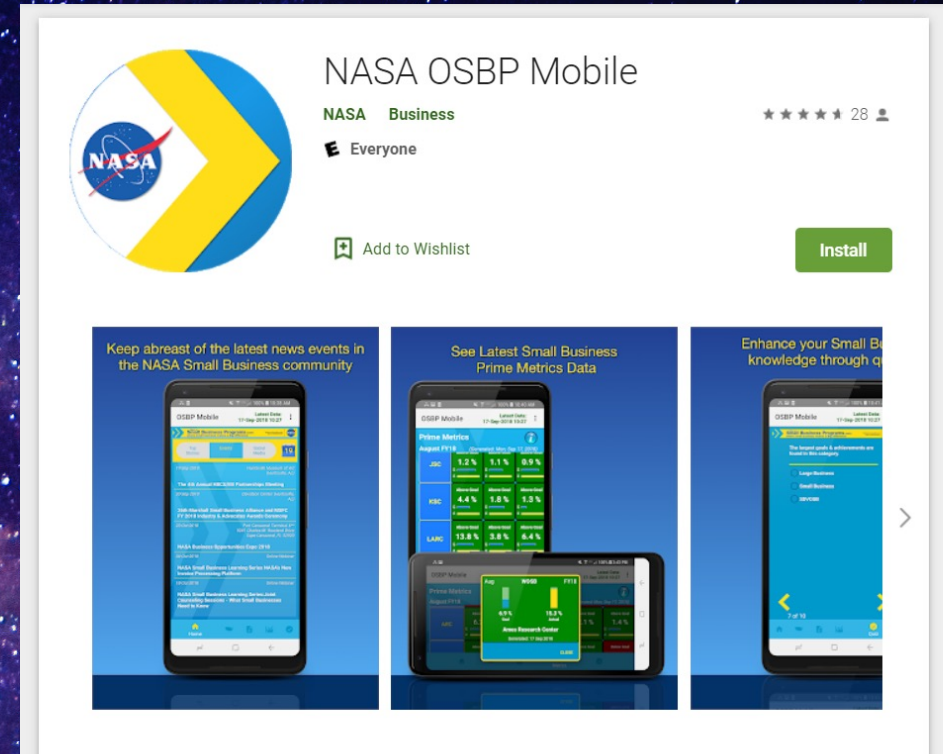


OSBP Mobile App

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!



Download at:

<https://play.google.com/>

<https://apps.apple.com/>



Learning Series Webinar

OSBP Publications

OSBP provides many resourceful publications to the small business community.

- The Small Business Guide to NASA
- Small Business Industry Awards
- NASA Industry Forum Success Stories
- NASA OSBP Spotlight
- Other Publications

To view/download, visit:

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



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