

PROGRAMS & RESOURCES TO HELP YOU DO BUSINESS *with* NASA

National Aeronautics and
Space Administration



OSBP Learning Series Webinar



January 17, 2024 • 1:00 p.m. ET

Register today at www.nasa.gov/osbp/learning-series/



Housekeeping

- If you have any questions during the presentation, please enter them into the Q&A Box.
 - **NOTE:** If possible, include the speaker whom your question is directed if multiple speakers are presenting.
- Other comments, like technical difficulties, please input them in the Chat Box.
- We will have a formal Q&A after the final presenter concludes, using questions from the Q&A Box.
- Please keep your computers on mute when not speaking.
- The presentation **WILL** be recorded. Attendees will receive an email once those materials are made available online.
- Please fill out the survey that will be available in the Q&A box during the presentation.



Do Your Homework!

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

EXAMPLE



Participants (322) X

Search

Panelist: 22

Attendee: 300 (7 displayed)



Chat X

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

To: All Attendees

Enter chat message here

Q&A X

Polling X



Unmute

Start video

Share



Participants

Chat



3

Webex Closed Captioning is Available!

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

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

Participants (1)

Chat

Captions

Captions

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

Select CC to enable

1

2

3

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

Polling Questions Cont.

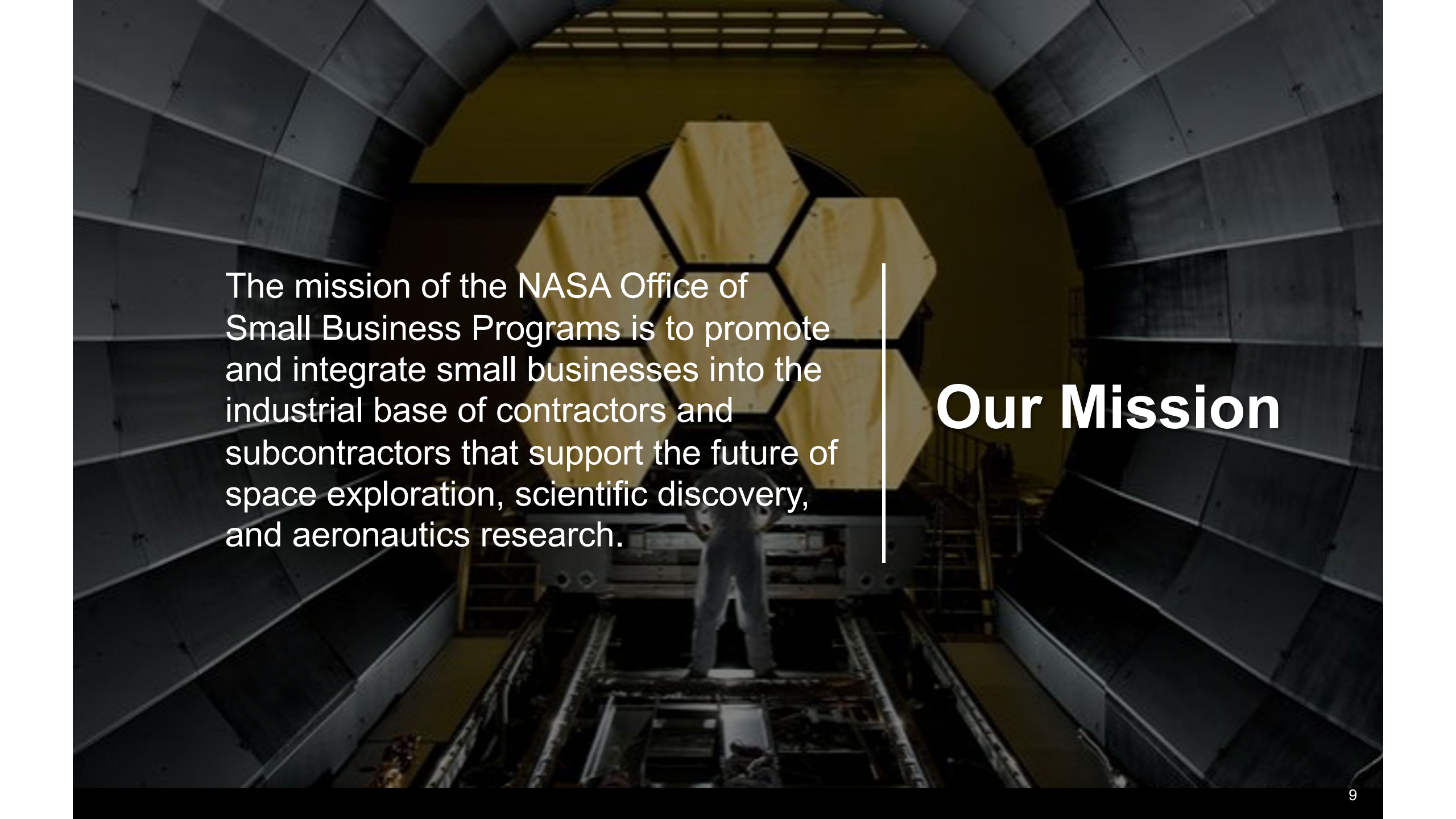
4. Have you done business with NASA? (More than one answer can be applicable)

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

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

About the NASA Office of Small Business Programs

- NASA's Office of Small Business Programs (OSBP) primary mission since its inception has been to increase the representation of small businesses in NASA's contracting efforts.
- Headquartered in Washington, D.C., OSBP is under the leadership of Associate Administrator Glenn A. Delgado and Deputy Associate Administrator Robert Medina.
 - **INCLUSION** - OSBP efforts encompass all federally recognized socio-economic small business categories and we work hard to make sure each type of business gets a fair chance to work with NASA.
 - **GROWTH** - Since 1979, OSBP has grown from only 4 civil servants and 3 contractors, to over 21 civil servants and over 6 support contractors -- all of which are small businesses.
 - **ADVOCACY** - OSBP continues to advocate for small businesses and amplify the important role they play in supporting NASA's mission to explore the universe.
 - **EDUCATION** - The NASA OSBP webinar series offers in-depth training relevant to small businesses; and provide the opportunity to ask questions directly to key points of contacts at the Agency.

A person in a white protective suit stands in the center of a large, dark, cylindrical tunnel. The tunnel's interior is lined with dark, curved panels. At the far end of the tunnel, a large, hexagonal opening is visible, through which a bright yellow light emanates. The person is standing on a metal walkway or platform. The overall atmosphere is industrial and futuristic.

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.

Our Mission

Meet the Speaker

Ms. Betsy Dougert

Vice President, External Relations
SCORE

Betsy Dougert serves as Vice President of External Relations for SCORE, a resource partner of the U.S. Small Business Administration that provides free business mentoring and education through a nationwide network of 10,000 experienced volunteers. Her ten years of experience in marketing and communications have built brand awareness and inspired increased investment for educational institutions and non-profits. Betsy leads SCORE's national public relations, social media, government relations and alliance partnerships. She regularly speaks to the media and Congress on small business matters, having appeared in Forbes, CNBC, and hearings before the House Small Business Committee.



For the Life of Your Business

SCORE Support for Small Businesses from Idea to Exit

About SCORE

Mission, Vision, Goals,
and Services



The SCORE Story

SCORE was formed in 1964 as a resource partner of the U.S. Small Business Administration whose mission is to help aspiring and existing businesses succeed.

Since then, we've helped more than 11 million people in pursuit of their business goals.

- **Our Mission** is to foster vibrant small business communities through mentoring and education.
- **Our Vision** is that every person has the support necessary to thrive as a small business owner.
- One of our **Core Values** is that our clients' success is our success.

The SCORE Story

We help small businesses by:



Providing free
business advice and
mentoring



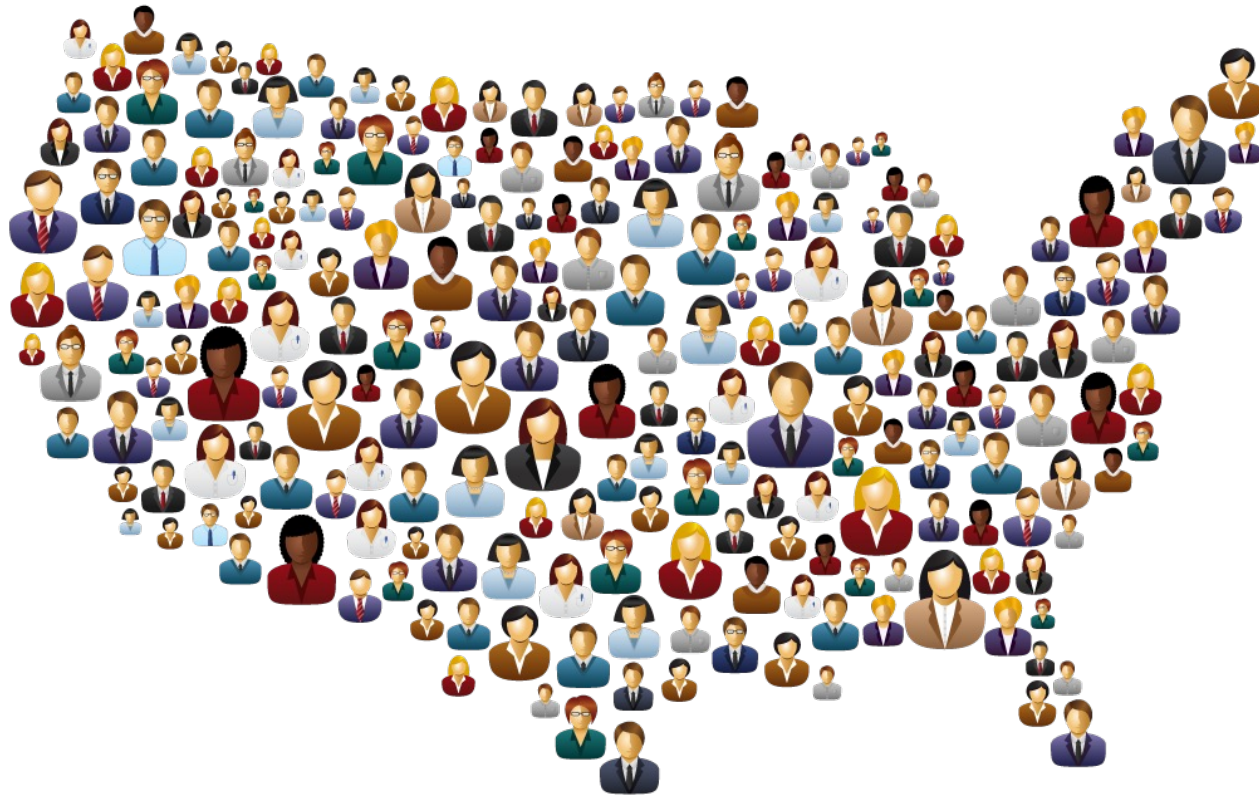
Offering low or
no-cost business
training



Sharing free business
templates and
resources

The SCORE Story

This is possible through the effort of our volunteers nationwide.



Who We Are:
Over 10,000
Volunteers
serving clients in over
1,500 communities

Meet Our Mentors

Chunny Sudana



- Launched her career at Google
- Specialties: web design, marketing/social media
- Former SCORE client, seeking help for family restaurant. Now mentors with SCORE Central Valley (Fresno, CA).
- “My passion stems from the fact that SCORE directly improves the local economy, by working with local businesses to help them grow.”

• Karen Williams



- Mentor with SCORE Washington D.C. chapter
- Former VP of corporate contracts, pricing and supply chain at Northrop Grumman
- Offers expert advice on the federal procurement process.
- “[Karen] is making a mark in my life that will never be erased,” - Jeanette Hughes, 2017 SCORE Awards winner.

The SCORE Story

Thanks to our volunteers, last year SCORE helped:



Create 30,453
new businesses



Create 82,117
non-owner jobs



82% of clients stay
in business

How SCORE Can Help You

Learn About Our
Services and Resources



Why SCORE Works

You Don't Have to Go It Alone

Leverage SCORE's full range of services and resources to make sound decisions for your business:

- **Mentoring** helps minimize risk and provides improved chances for startup and success through one-on-one business coaching.
- **Workshops** provide training on critical topics in an environment where you can learn from experts and like-minded entrepreneurs.
- **Online Resources** provide step-by-step outlines for small business strategies.

We're here for the life of your business – providing free advice for as long as you own your business.

How SCORE Can Help You

Free Mentoring

- Aspiring and existing entrepreneurs can get FREE, confidential, business advice from expert advisors committed to helping them succeed.
- Every SCORE chapter offers expertise face-to-face in a local office or online using email or video conferencing.
- Whether you're just starting out, in business, or ready to sell or retire, SCORE can help – providing guidance and resources to help with your decisions. Turn to SCORE for assistance with 1 question - or 1,000.

We're here to help you succeed.

How SCORE Can Help You

Benefits of Mentoring

- SCORE mentors provide the specific resources you need through personalized, 1-on-1, confidential mentoring.
- Avoid timely and costly mistakes by learning from someone who's "been there, done that".
- Feel confident knowing you have an experienced resource available for simple questions or more complicated strategy development.
- SCORE is proven to help businesses start and succeed.

Small Business Clients who Receive 3+ hours of Mentoring Report Higher Revenues and Increased Business Growth.

Data provided by SBA

How SCORE Can Help You

Local Business Workshops & Events

A facilitated event led by a SCORE volunteer, national partner or subject matter expert. These events provide local business owners and future business owners with relevant business information and access to SCORE resources and services.

- Access the collective wisdom – and contacts – of local entrepreneurs and business experts
- Overcome obstacles and seize opportunities
- Grow your business network

How SCORE Can Help You

FREE Tools for Business Success Available 24/7

- **Resource Library** - Articles, assessments, outlines, templates, and more
- **SCORE LIVE Webinars** – Live presentations and Q&A with mentors and partners .
- **Recorded Webinars & Courses on Demand** – Business training modules archived on score.org.
- **Blogs & Articles** – Expert information on emerging trends and topics facing today's small business owner.
- **Data Reports & Infographics** - Provide information on emerging trends that affect the small business landscape.
- **SCORE Newsletters & Social Media** - Subscribe to get the latest business information, tips and resources delivered to your inbox or newsfeed.



Funded in part through a cooperative agreement with the U.S. Small Business Administration.

All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the SBA.

Meet the Speaker

Mr. Michael Townsend

Procurement Counselor

Virginia Apex Accelerator at George Mason University

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

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





**Virginia APEX Accelerator
Introduction**

“Business Ready and Procurement Ready”

**Michael Townsend, Procurement Counselor
Virginia Procurement Technical Assistance Center
mtownse@gmu.edu**

February 2024



- **MISSION – Serve as the axis for existing and new business to strengthen the defense industrial base by accelerating innovation, fostering ingenuity, and establishing resilient and diverse supply chains.**
- **VISION – A diverse and resilient domestic industrial base that can deliver preeminent solutions to the military and other government users.**
- **The APEX Accelerators program, under management of the Department of Defense (DOD) Office of Small Business Programs (OSBP), plays a critical role in the Department's efforts to identify and engage with a wide range of businesses entering and participating in the defense supply-chain.**
- **There are more than 90 APEX Accelerators, formerly known as PTACs, assisting businesses in 49 states, Washington, D.C., Puerto Rico, Guam, the U.S. Virgin Islands, the Commonwealth of Northern Marianas, and in regions established by the Bureau of Indian Affairs in the U.S. Department of the Interior.**
- **<https://www.apexaccelerators.us/#/>**



APEX Accelerators provide critical assistance to new and existing businesses interested in government contracting to foster a diverse and resilient domestic industrial base that can deliver preeminent solutions to the military and other government users. The purpose of these goals and metrics is to incentivize and drive performance, and not to exist as a performance requirement.

- **Goal 1. Cultivate the Defense Industrial Base (DIB) and Government Industrial Base (GIB).**
- **Goal 2. Increase Equity and Inclusion.**
- **Goal 3. Increase Awareness of and Compliance with Foreign Ownership, Control, or Influence (FOCI)**
- **Goal 4. Improve Cybersecurity of the DIB and GIB.**
- **Goal 5. Facilitate Innovation for the DIB and GIB.**
- **Goal 6. Strengthen the Supply Chain.**
- **Goal 7. Capture Market Data in Key Industries**



Virginia APEX Accelerator Introduction

- **Headquartered at George Mason University in Fairfax, VA, our statewide network of expert counselors and trainers covers Virginia's major metropolitan areas**
- **Virginia PTAC provides timely, relevant assistance in doing business with government at the Federal, State and Local Levels**
- **Counselors are experts and former representatives from industry including federal, state and local government and large primes**
- **Assistance includes one-on-one counseling sessions, electronic tools, and training seminars on how to do business with the government.**
- **Help is targeted toward small businesses, especially veteran-owned businesses, women and minority entrepreneurs, and businesses located in economically depressed HUBZones.**
- **Large businesses benefit, too, from training and identification of qualified subcontractors.**



Virginia APEX Accelerator Introduction

Your local PTAC can help you with the following:

- **Determining Suitability for Contracting:** The government marketplace poses unique challenges that can overwhelm or even ruin a company that does not have the maturity or resources to meet them.
- **Securing Necessary Registrations:** Your PTAC can help make sure you are registered with the various databases necessary for you to participate in the government marketplace
 - ✓ GSA's System for Award Management (SAM)
 - ✓ SBA's Dynamic Small Business Search
 - ✓ Other government vendor databases
- **8(a), WOSB/EDWOSB, HUBZone, VOSB/SDVOSB and other certifications:** As a small businesses you may be eligible for preferred status in some government solicitations. A PTAC counselor can help you determine if your company is eligible for any of these certifications and guide you through the steps necessary to secure them.



Virginia APEX Accelerator Introduction

Your local PTAC can help you with the following topics:

- **Marketing:** Identify which offices and individuals are most likely to need your product and what is the best way to connect with them.
- **Researching Procurement Histories:**
 - ✓ “What agencies have bought products like yours in the past?”
 - ✓ Which companies have been awarded these contracts?
 - ✓ How much have they been paid?”
 - ✓ Answers to questions like these are necessary to guide your marketing strategy and give you a competitive edge.
- **Networking:** Most PTACs sponsor regular “matchmaking” events, providing critical opportunities to connect with agency buying officers, prime contractors and other businesses that may offer teaming or subcontracting opportunities.



Virginia APEX Accelerator Introduction

Your local PTAC can help you with the following:

- **Identifying Bid Opportunities:** A PTAC can make sure that you are notified — on a daily basis — of government contract opportunities that your company is eligible to bid on through our Bid Match Services subscription.
- **Proposal Preparation:** A procurement specialist can help you navigate even the most difficult solicitation package, including how to secure necessary specifications and drawings and understanding pricing considerations.
- **Contract Performance Issues:** Even after you've been awarded a contract, your PTAC may be able to help with certain contract performance issues, such as:
 - ✓ Production and Quality Systems
 - ✓ Accounting system requirements, contract payments and payment systems such as Wide Area Workflow and iRapt
 - ✓ Packaging and Transportation
 - ✓ Subcontracting
 - ✓ Property Disposition



Virginia APEX Accelerator Introduction

Your local PTAC can help you with the following:

- **Preparing for Financial Review or Audit:** When its time for your contract audit, your PTAC can help you know what to expect, and what you will need to have all documentation in order.
- **Training:** PTACs offer and sponsor educational seminars and webinars covering a variety of procurement topics provided by industry experts, government representatives and procurement counselors.

Find Your PTAC! – <https://www.aptac-us.org/>

HOME ABOUT US GOVERNMENT CONTRACTING ASSISTANCE APTAC PARTNERS PTAC LOGIN CONTACT US

Find a PTAC

Find a Procurement Technical Assistance Center
Click on the map below or select your state above to find the Procurement Technical Assistance Center nearest you.
[Find American Indian PTACs »](#)

ASSISTANCE FOR SMALL BUSINESSES

GET THE TRAINING YOU NEED TO SUCCEED

PTAC CLIENT SUCCESSES

Special announcements and links

- ▶ Defense Logistics Agency (DLA) touts PTAC help for Small Businesses and Government agencies
- ▶ See *PTACs in the News* for PTAC activities and accomplishments across the nation.

HELP FOR GOVERNMENT CONTRACTING

Procurement Technical Assistance Centers (PTACs)

Free Help with SAM Registration – and other government contracting issues.

System for Award Management (SAM) registration *is FREE*, and your PTAC can help you with this *and everything else you need* to sell to federal, state and local government agencies at little or no charge

- ▶ **Workshops and Matchmaking Events** teach you what you need to know and connect you with other businesses and agency buyers.
- ▶ **One-on-One Counseling** tailored to your specific needs – *always free* of charge!

[Find your PTAC now! »](#)

see also APTAC's *Government Contracting Intelligence* blog.

Find National PTAC Day Events in Your Area

Hurricane/Disaster Contracting Resources

- ▶ Blog post: *Hurricane Disaster Contracting – Steps to take now*
- ▶ Federal Emergency Management Agency (FEMA) website

Contracting Success

In 2019, PTAC clients were awarded

\$24 BILLION IN CONTRACTS

with over

57,000 businesses receiving assistance.

[Learn More ▶](#)

APTAC Partners

APTAC and NIST-MEP Enter Partnership to Help Expand Industrial Base [\(read more\)](#)

[Learn More ▶](#)

Business Ready



Are You Business Ready For The Federal Market?

Business Ready

Key factors to consider in order to be business ready:

- **Legal and Regulatory Compliance - Ensure that your business is in compliance with all relevant laws, regulations and requirements related to federal contracting.**
 - ✓ **Licenses and certifications**
 - ✓ **Registering with the appropriate government agencies**
 - ✓ **Knowledge and understanding of FAR and DFAR regulations**
- **Financial Stability - Have the financial stability and ability to support your business operations and meet the financial requirements of government contracting.**
 - ✓ **Working capital**
 - ✓ **Financial management system capable of maintaining accurate financial records – DCAA Compliance**
 - ✓ **Understanding the financial aspects of government contracting**

Business Ready

Key factors to consider in order to be business ready:

- **Capability To Perform – Demonstrate that your business has the necessary expertise, experience and resources to perform.**
 - ✓ **Past performance and experience**
 - ✓ **Qualified personnel with the necessary skills and training**
 - ✓ **Required facilities and equipment**
- **Contract Administration - Have the administrative systems and processes in place to execute and manage contracts effectively.**
 - ✓ **Project management framework**
 - ✓ **Quality control measures**
 - ✓ **Clear communication channels with the government agency**
 - ✓ **Invoicing and reporting processes**



Business Ready

Key factors to consider in order to be business ready:

- **Risk Management – Identify and manage potential risks associated with contracting with the federal government.**
 - ✓ **Contract performance**
 - ✓ **Financial risks**
 - ✓ **Legal risks**
 - ✓ **Risk management and contingency plans**
 - ✓ **Appropriate insurance coverage**

Procurement Ready



Are You Procurement Ready For The Federal Market?



Procurement Ready

- **SAM Profile**
 - ✓ **Up To Date**
 - ✓ **Contact Information**
 - ✓ **NAICS That Represent Your Core Competencies, Capabilities and Product Offerings**
 - ✓ **Product Service Codes (PSC) and/or Federal Supply Codes (FSC) that Represent Your Services or Commodities**
 - ✓ **Correctly State Your Business Status and Certifications**
- **SBA DSBS Profile (Small Business Only)**
 - ✓ **Capability Narrative That Describes Your Capabilities and/or Products**
 - ✓ **Link To Your Capability Statement**
 - ✓ **Keywords That Describe Your Capabilities and/or Products**
 - ✓ **Current SBA Small Business Designations**
 - ✓ **Past Performance References**



Procurement Ready

- **Capability Statement**
 - ✓ **Informative, Not Wordy**
 - ✓ **Tailored For Specific customers, Partners or Pursuits**
 - ✓ **Key Information**
 - **Branded (Logo and Colors)**
 - **Company Introduction**
 - **Contact Information**
 - **Core Competencies**
 - **Differentiators**
 - **NAICS**
 - **SB Designation**
- **Website**
 - ✓ **Consistent with SAM and SBA Profiles**
 - ✓ **Expands From Capability Statement**
 - ✓ **Government Page – Contains a Link for Your Capability Statement**
- **Other Social Media Presence (LinkedIn, Facebook, Twitter)**

Business Development and Marketing Plan





Business Development and Marketing Plan

Business Development and Marketing Strategy

- **Must Be Manageable, Measurable and PROACTIVE**
 - ✓ **Targets (Agencies, Customers, Potential Teaming Partners)**
 - ✓ **Market Knowledge**
 - ✓ **Competitive Intelligence**
 - ✓ **Opportunity/Lead Screening Process**
 - ✓ **Pipeline Development Process**
 - ✓ **Capture Strategy**
 - ✓ **Procurement Response Resources - Proposal, RFI, Sources Sought, RFQ Response Process**
 - ✓ **Lessons Learned Process**



Business Development and Marketing Plan

Elements of a BD/Marketing Plan

- **Identify Your Target Customer or Agency**
 - ✓ **Agency's Mission**
 - ✓ **Organization**
 - ✓ **Key Contacts INCLUDING the Small Business Office**
 - ✓ **Budget**
 - ✓ **Procurement Process**
 - Are they procuring your capability or product?
 - What vehicles are they using?
 - ✓ **Sponsors and Influencers**
 - ✓ **Top Players ("Competimates")**
 - Large Primes
 - Small Business Primes
 - ✓ **Key Opportunities**
 - New
 - Expiring
 - Recompetes



Business Development and Marketing Plan

Elements of a BD/Marketing Plan

- **Identify Your Target Customer or Agency**
 - ✓ **Contact Plan**
 - Telephone Call
 - Email
 - Attending Industry and Vendor Outreach Sessions
 - ✓ **Messaging**
 - General Introduction
 - Specific Opportunity Inquiry
 - Specific Capability that meets a strategic need
 - ✓ **Opportunity Pipeline**
 - Gather and Record Information
 - Research and Verify (Is it real?)
 - Qualify (Your Company)
 - Action Items
 - Go/No Go or Bid/No Bid Decision Points



- ✓ Your “one stop” shop for Government Contracting and SLED assistance
- ✓ Register for free counseling:
- ✓ Full training calendar: virginiaptac.org & [useful links](#)
- ✓ <https://virginiaptac.org/services/counseling/>
- ✓ Reach us at ptac@gmu.edu or 703-277-7750

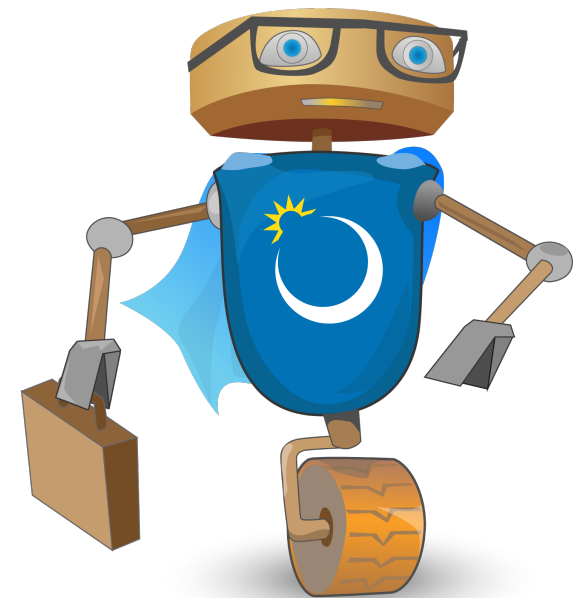




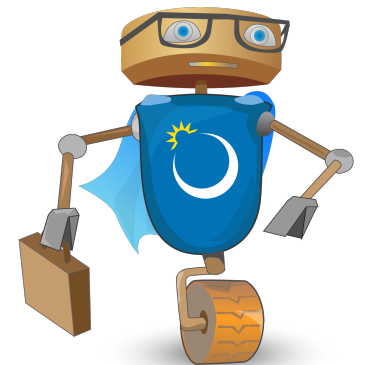
PROGRAMS & RESOURCES
TO HELP YOU
DO BUSINESS
with the
FEDERAL GOVERNMENT



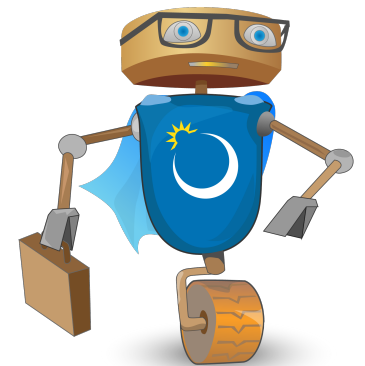
Ask and Answer Session



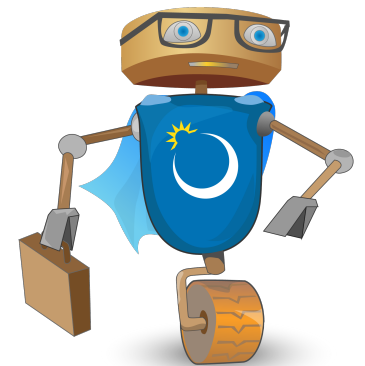
Could you elaborate on some of the specialized programs and certifications highlighted in the webinar that are specifically tailored for small businesses, minorities, and women-owned enterprises?



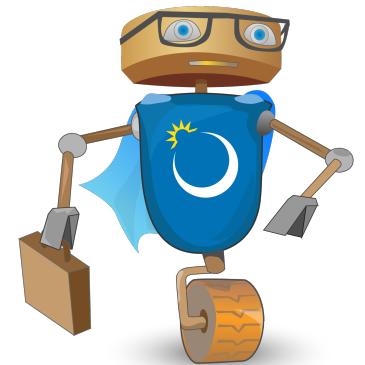
For businesses looking to identify and pursue contracting opportunities, what techniques or tools for market research and forecasting are recommended to enhance their chances of success?



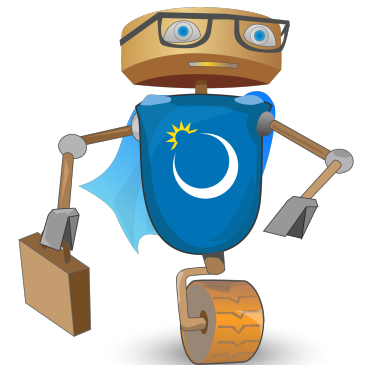
How do I get a government contract?



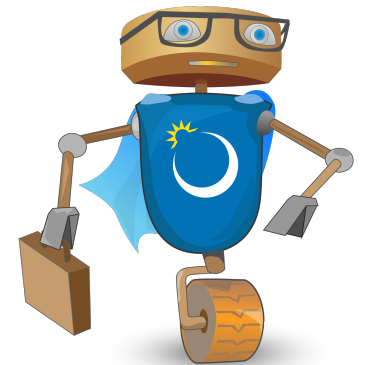
Can you provide examples of specific resources and assistance programs mentioned in the webinar that can greatly aid businesses in securing and successfully managing contracts?



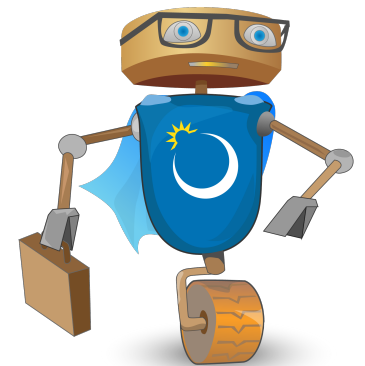
In what ways can businesses leverage the information, strategies, and resources provided in the webinar not just for immediate success but for sustained growth and long-term partnerships?



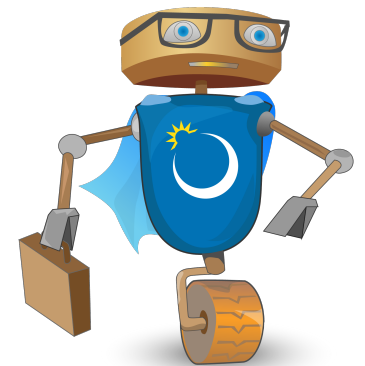
Are there networking opportunities or platforms that businesses can utilize to connect with other contractors, share experiences, and potentially collaborate on future contracts?



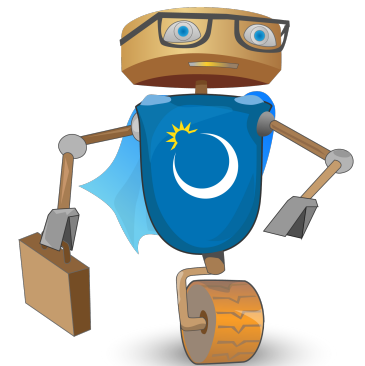
How should I structure my business plan?



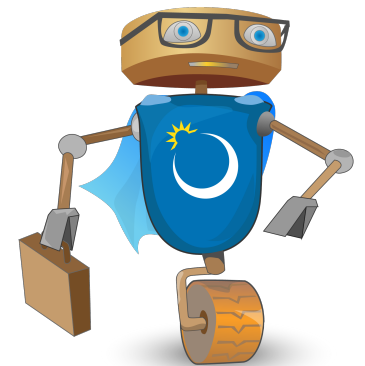
Are there additional resources to finding the contracts that are available to sign up for?



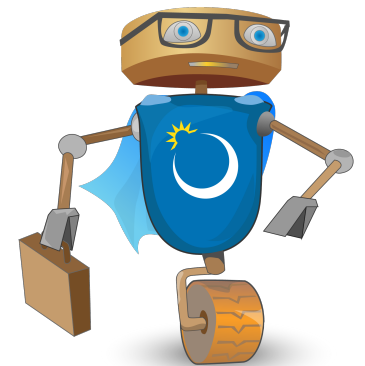
How much money should we invest to start one small business?



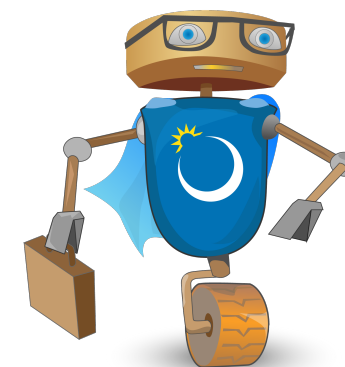
Can an active federal employee aspire for federal contracts?



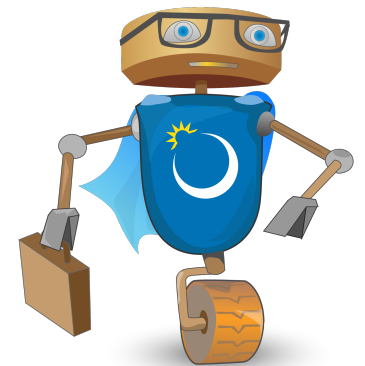
Do you have any local organizations can join in the Los Angeles Area to mentor and/or network?



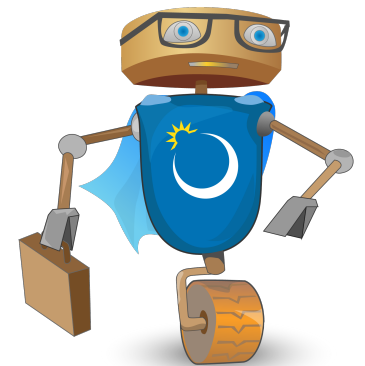
For firms never worked on federal contracts, is there any assistance to help getting through the procurement processes?



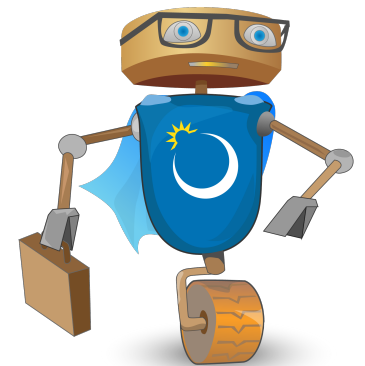
How does a small business file or register to be a contractor for Federal Government? What are steps to making proposals and creating contracts negotiated?



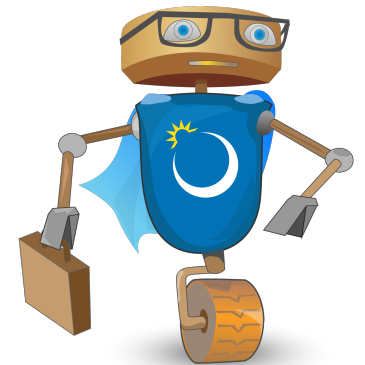
How does the small business compete when the big businesses get massive all-encompassing contracts. Doesn't it make more sense to subcontract from the big businesses that already have the contracts?



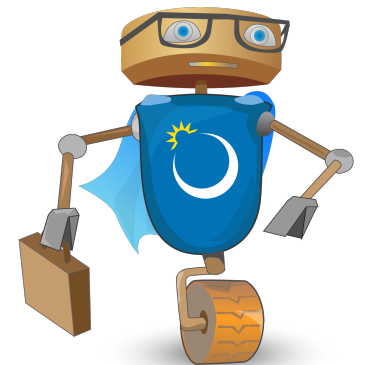
How small will a small business be to participate? I'm not earning much yet nor do I have any employees.



Is a security clearance needed in most instances
when working with the Government?



Is it necessary to have past experience with State or Federal level projects in order to be shortlisted or awarded a project for State/Federal level projects?

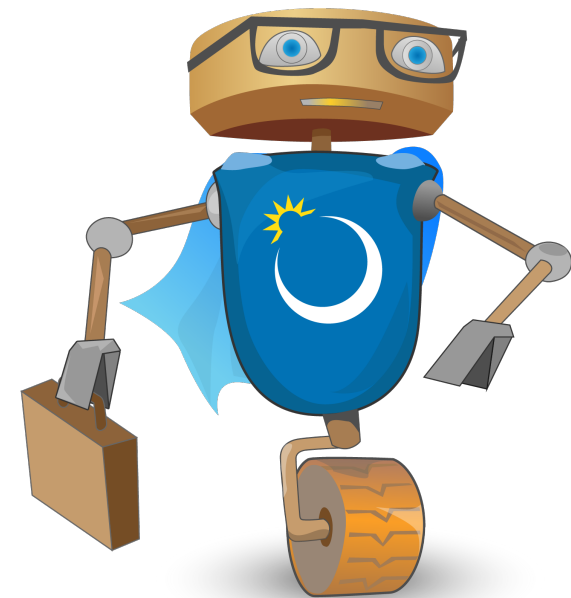




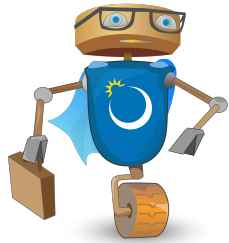
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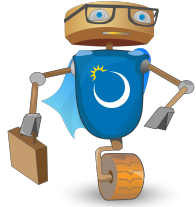
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February 16, 2024

NASA Historically Black Colleges and Universities Opportunities

March 20, 2024

Women Changemakers and Small Business Success at NASA

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Small Business, BIG Opportunities: Pathways to Procurement at NASA (Virtual)

April 5, 2024

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The New NASA OSBP Mobile App

The OSBP Mobile app has been **UPDATED!**

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

The app is available for download at the [iTunes App Store](#) or [Google Play](#).

Privacy Policy

NASA OSBP Mobile's Privacy Policy can be viewed at [NASA OSBP Mobile Privacy Policy](#).

OSBP Mobile (iOS) and Android Update Available!!

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

The new version has the following features:

- New dashboard layout for your OSBP Mobile experience
- New Small Business Specialist layout
- New presentation for Top Stories, Events, Contracts, and RFPs



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A graphic with a blue and yellow background. On the left is a yellow alarm clock. The text is in white with a blue outline. The OSBP logo is at the bottom left of the graphic.

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Marshall Space Flight Center
Space Transportation and Propulsion Technologies
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Goddard Space Flight Center
Earth, Solar System, and Universe Observations, and Space Communications and Navigation
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Kandace P. Chappell
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Washington, DC

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Robert O. Betts

Kennedy Space Center
Prepare and launch missions around the Earth and beyond
Cape Canaveral, FL
Joyce C. McDowell
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