



Learning Series Webinar

National Aeronautics and  
Space Administration



# How to Do Business *with* NASA *Featuring* Agency Research Centers

Wednesday, March 15, 2023  
1:00 p.m. ET

# Housekeeping

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



# Do Your Homework!

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

**EXAMPLE**



Participants (322)

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

More options

Close

Participants

Chat

More options

3

# Webex Closed Captioning is Available!

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

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

Participants (1) Chat

Captions

Captions

**Captions**

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

1 2 3

Select CC to enable

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

# Polling Questions

## 1. How did you learn about this webinar?

- a. OSBP Website
- b. Constant Contact
- c. Social Media
- d. Eventbrite email
- e. Other

## 2. Is this the first webinar hosted by the NASA Office of Small Business Programs that you have attended?

- a. YES
- b. NO

# Polling Questions Cont.

## 3. Which of the following classifications applies to your institution/organization/company?

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

# Polling Questions Cont.

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

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

# #WomentakeupSpace



- Highlight women at NASA and OSBP via social media
- Amplify Women-Owned Small Business success at NASA
- Feature women leaders at NASA and OSBP
- Amplify women's voices by inviting as guests at OSBP Learning Series
- Pay tribute to women throughout history at NASA

 @NASASmallBusiness

 @NASA\_OSBP



A person is standing in the center of a large, dark tunnel, looking towards a large, hexagonal window. The window is composed of several smaller hexagons, creating a honeycomb pattern. The tunnel walls are made of dark, metallic panels. The lighting is dim, with a bright glow coming from the window, creating a dramatic effect. The person is wearing a light-colored shirt and dark pants.

# 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

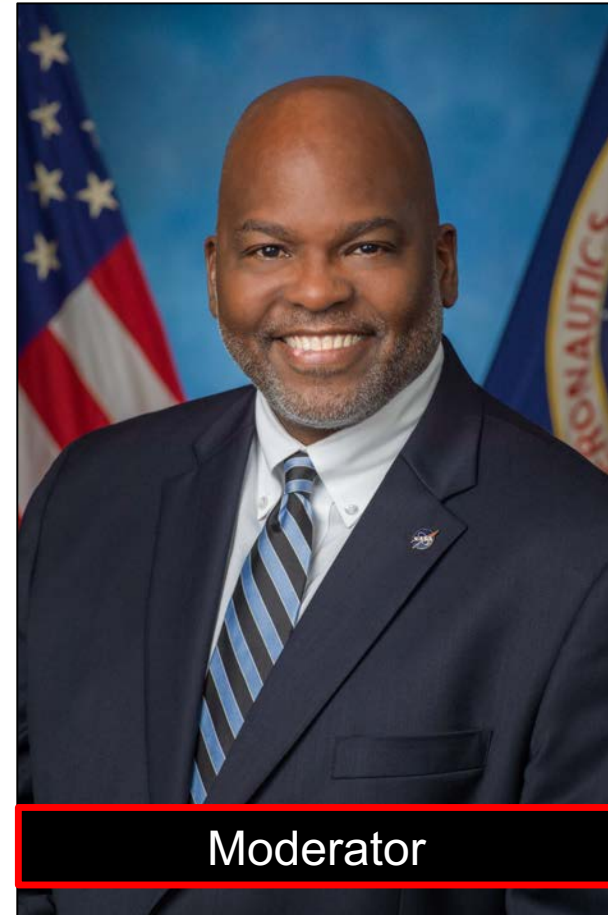
- NASA's Office of Small Business Programs (OSBP) primary mission since its inception has been to increase the representation of small businesses in NASA's contracting efforts.
- Headquartered in Washington, D.C., OSBP is under the leadership of Associate Administrator Glenn A. Delgado.
  - **INCLUSION** - 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.

# Mr. Charles T. Williams, Program Manager NASA Office of Small Business Programs

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 Advisory's 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.



# How to Do Business *with* NASA *Featuring* Agency Research Centers



## Overview

NASA Ames  
Research Center

NASA Armstrong  
Flight Research  
Center



Learning Series Webinar



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

# Meet Our Speaker

## **Ms. Christine Munroe**

Small Business Specialist  
Ames Research Center  
Armstrong Research Center

**Ms. Christine Munroe** is the Small Business Specialist for the NASA Ames Research Center is located in the heart of Silicon Valley, CA and NASA Armstrong Flight Research Center at Edwards Air Force Base,

She is responsible for promoting and integrating small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautic research. She assists in assuring that universities, non profits, large and small businesses in all socio-economic categories receive adequate consideration in the procurement process.

Additionally, she represents the Agency at various events sponsored by the NASA Office of Small Business Programs (OSBP), the Small Business Administration (SBA), and other Government organizations, counseling small businesses on how to compete for Government contracts.

Ms. Munroe has more than 30 years of experience as a contracting professional and has advised several Source Evaluation Boards as a Contracting Officer in the procurement process. She is Federal Acquisition Certification in Contracting (FAC-C) Level III certified contracting professional. She also graduated from the San Francisco Executive Board Leadership Program.

Ms. Munroe holds a Masters' of Science Degree in Systems Management. Notre Dame de Namur University, Belmont, CA. Ms. Munroe holds a Bachelor's of Science in Human Services emphasis in Counseling College of Notre Dame, Belmont, CA.



# NASA's Armstrong Flight Research Center Edwards Air Force Base (AFB), California

Year-round  
flying weather

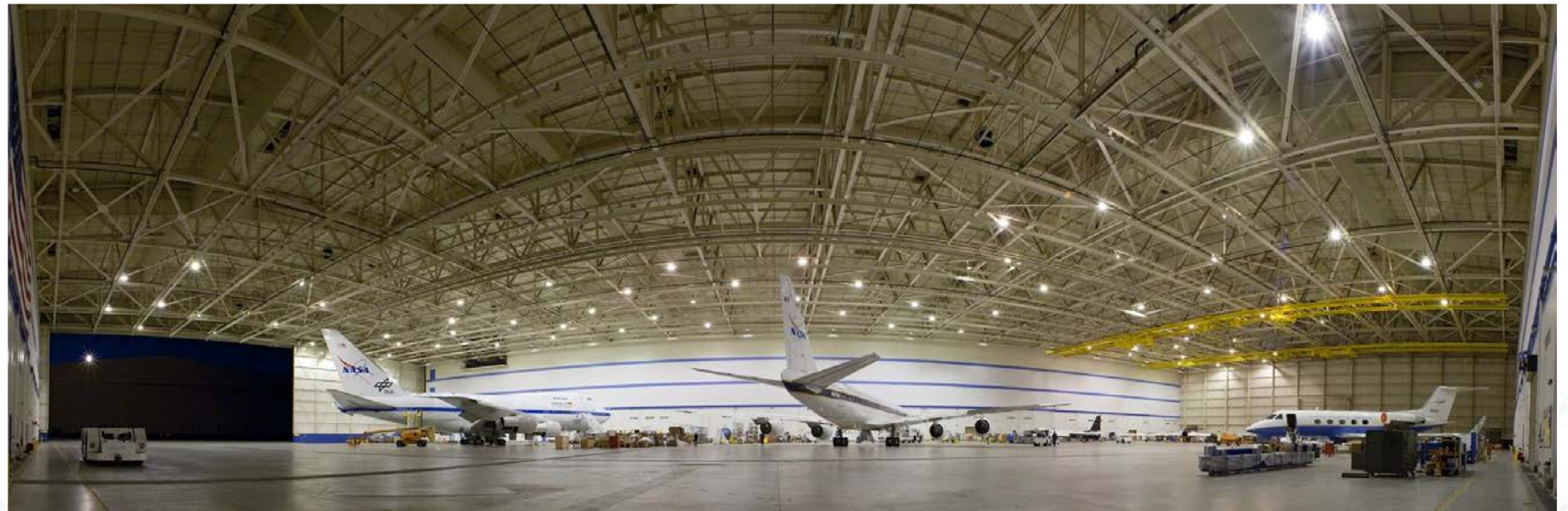
301,000 acres  
remote area

- Varied topography
- 350 testable days per year
- Extensive range airspace
- 29,000 feet of concrete runways
- 68 miles of lakebed runways
- Supersonic corridor
- U.S. Air Force (USAF) Alliance



# NASA Armstrong Science Operations Building 703 Palmdale, California

- Boeing 747
- C-20A
- ER-2
- DC-8



# NASA Armstrong Mission

## Advancing Technology and Science Through Flight

1. Perform flight research and technology integration to revolutionize aviation
2. Validate space exploration concepts
3. Conduct airborne remote sensing and science observations



X-57



Traveler



# AFRC Core Competencies

## Life Support, Research and Engineering, Flight Operations, Dryden Aeronautical Test Range , Fiber Optic Sensing and Mission



# ARC Center Overview

## Ames Today



### Occupants

- ~1,300 civil servants
- ~1,900 on-site contractors
- ~2,400 NRP workforce
- ~700 summer students in 2019

### FY21 Budget

~\$1B (includes reimbursable/EUL)

### Real Property

- ~1,900 acres
- 400 acres security perimeter
- 5M building ft<sup>2</sup>
- Airfield with ~9,000 and 8,000 ft. runways

# ARC Center Overview

## Ames Today (NASA Research Park)



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- ~1,300 civil servants
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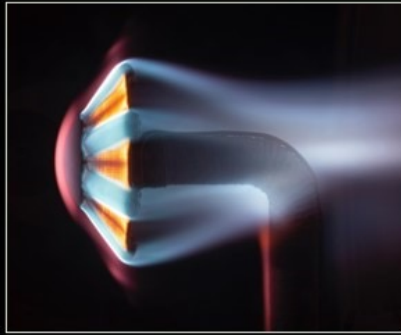
# ARC Center Overview

## Major Research Facilities

Wind Tunnels



Arc Jet Complex



Simulators



Supercomputing



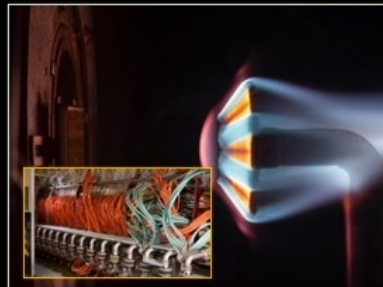
# ARC Center Overview

## Core Competencies

Air Traffic Management



Entry Systems



Advanced Computing & IT



Intelligent / Adaptive Systems



Cost-Effective Space Missions



Aerosciences



Astrobiology & Life Science



Space & Earth Sciences





NASA Ames Visitor Center



Educational  
Programs and  
Activities



Community  
Engagement



Youth Professional Development

# WHERE TO FIND UPCOMING REQUIREMENTS AND OTHER RESOURCES

# EXPLORE SMALL BUSINESS

## ARC/AFRC FY23-24 UPCOMING MAJOR PROCUREMENTS

Name of Procurement	NAICS Code	Estimated Dollar Value* (From the Acquisition Forecast)	Set-Aside (Y/N) If yes, also list category of set-aside	Solicitation Release Fiscal Year Qtr.	Estimated Award Fiscal Year Qtr.	Re-compete (Y/N)
Aircraft Systems and Spaceflight Engineering Support Services (ASSESS)	541715	\$50M - \$100M	Y/SB set aside	Q1/Q23	Q3/Q24	Y
Western Regional Multiple Award Construction Contracts (WRMACC)	236220	>\$100M	Y/SB set aside	Q4/Q23	Q4/Q24	Y
Other Opportunities at AFRC – <i>Currently purchased by Support Contractors</i> <b>Aircraft Parts – Various Platforms</b> <b>IT and Range Equipment</b>	<b>336413</b> <b>334511</b> <b>334210</b>	<u>Contractor</u> <b>Kay and Associates</b> <b>InuTeq</b>	<u>Email</u> <a href="mailto:anthony.p.rodgers@nasa.gov">anthony.p.rodgers@nasa.gov</a>			



# “Making the Connection”

## Centers

One on one Meetings with the SBS via telecom or virtually

Doing Business with ARC/AFRC Small Business Upcoming Events

<https://www.nasa.gov/centers/ames/business/index.html>

Ames Contractor Council Contractor Information

<http://www.amescontractorcouncil.org/contractorinfo.html>

Armstrong Contractor Council Contractor Information

<https://www.nasa.gov/centers/armstrong/employment/contractor-opportunities/index.html>

NASA Research Park <http://www.nasa.gov/centers/ames/researchpark/home/#.VvMOA0bJSFg>

Moffett Air Field Goggle <https://sites.google.com/a/pv-nuq.com/nuq/>

Armstrong Virtual Tours [Armstrong Virtual Tours | NASA](#)

# How to Do Business *with* NASA *Featuring* Agency Research Centers



## Overview

# NASA Glenn Research Center



Learning Series Webinar



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

# Meet Our Speaker

## **Ms. Eunice Adams- Sipp**

Small Business Specialist  
Glenn Research Center

**Ms. Eunice Adams-Sipp** is the Small Business Specialist for the NASA Glenn Research Center is located in Cleveland, Ohio

She is responsible for promoting and integrating small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautic research. She assists in assuring that small businesses in all socio-economic categories receive adequate consideration in the procurement process.

Additionally, she represents the Agency at various events sponsored by the NASA Office of Small Business Programs (OSBP), the Small Business Administration (SBA), and other Government organizations, counseling small businesses on how to compete for Government contracts with NASA.

Ms. Adams-Sipp has over 30 years of experience as a contracting professional and has advised several Source Evaluation Boards as a Contracting Officer in the procurement process. She earned her Master of Business Degree from the University of Phoenix and a Bachelor of Arts Degree in Economics from Cleveland State University.



## Mission

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We drive research, technology, and systems to advance aviation, expand human presence across the solar system, enable exploration of the universe, and improve life on Earth.



## Strategic Goals

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- Expand Human Knowledge Through New Scientific Discoveries
- Extend Human Presence to the surface of the Moon and onto Mars for Sustainable Long-Term Exploration, Development, and Utilization
- Catalyze Economic Growth and Drive Innovation to address National Challenges
- Enhance Capabilities and Operations to catalyze current and future mission success

# Core Competencies

Aircraft Propulsion

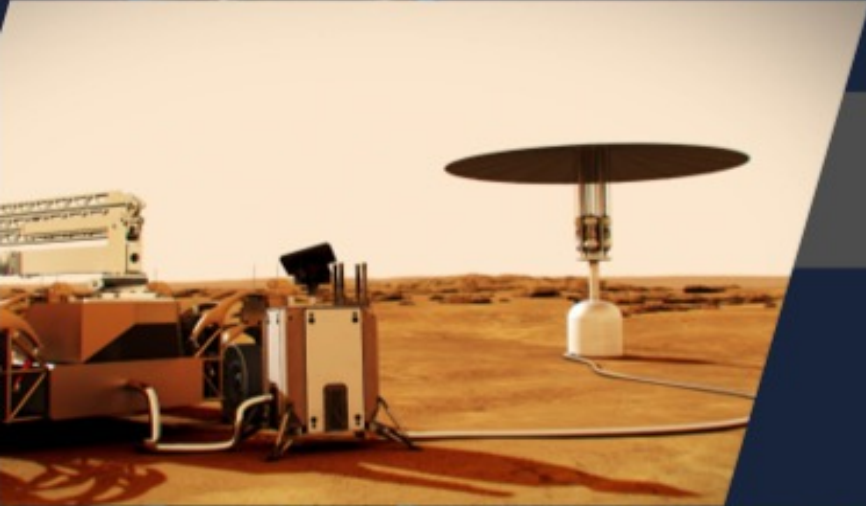
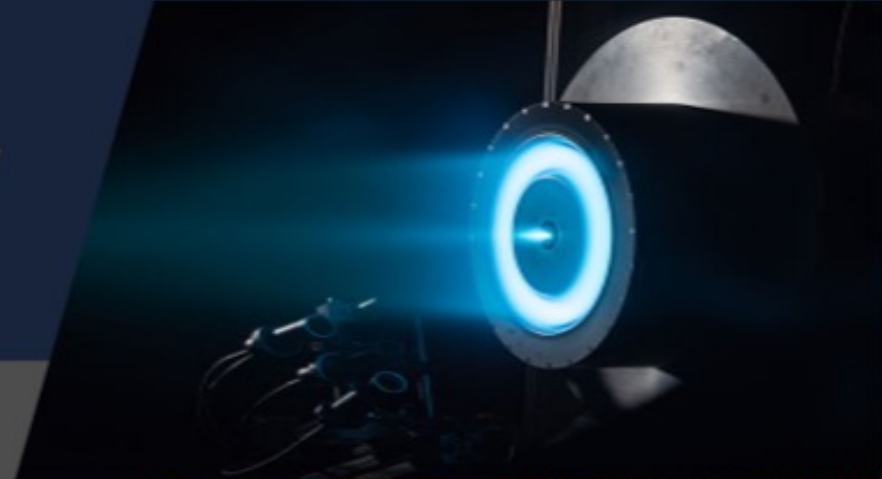
In-Space Propulsion & Cryogenics

Power, Energy Storage & Conversion

Materials & Structures for Extreme Environments

Communications Technology

Physical Sciences & Biomedical Tech



# GRC CAMPUS OVERVIEW



## Major NASA Centers



6,400 acres



Lewis Field (Cleveland)

- 342 acres
- 1546 civil servants and 1560 contractors

342 acres



Neil A. Armstrong Test Facility (Sandusky)

- 6400 acres
- 18 civil servants and 97 contractors



Vacuum Chambers



Mechanical Vibration Facility

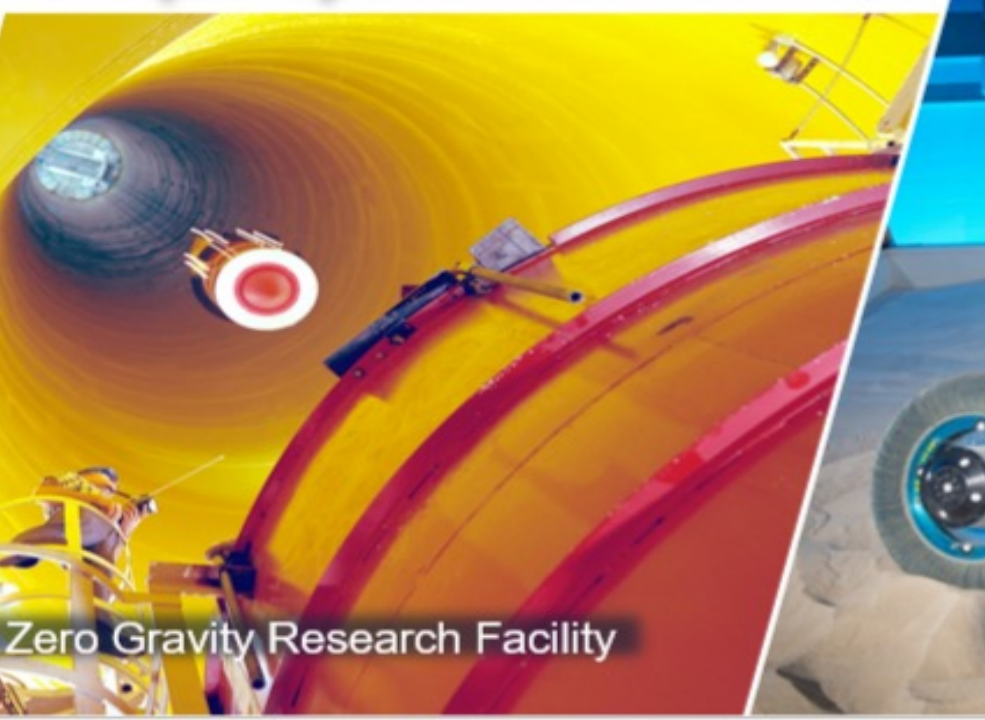


Reverberant Acoustic Test Facility

Unique Space Test Facilities



Glenn's Extreme Environment Rig (GEER)



Zero Gravity Research Facility



Simulated Lunar Operations (SLOPE) Facility

# GRC FY 23 Major Procurements

Name of Procurement	NAICS Code	Estimated Dollar Value* (From the Acquisition Forecast)	Set-Aside (Y/N) If yes, also list category of set-aside	Estimated Award Fiscal Year Qtr.	Re-compete (Y/N) Consolidation (Y/N)
Technical Workforce Education and Expertise Development Services (TWEEDS)	611430	\$5M - \$50M	Y8(a)	3 <sup>rd</sup> FY23	Y/Y
Glenn Logistics and Metrology (GLAM)	TBD	\$50M+	TBD	4 <sup>th</sup> FY23	N/N
Environmental Safety Health and Mission Assurance (ESHMA)	541715	>\$100M	Y (TSB)	3 <sup>rd</sup> FY23	Y/Y
Space Flight Systems Development and Operations Systems Contract III (SPACEDOC III)	541715	>\$100M	Y(TSB)	3 <sup>rd</sup> FY23	Y/N
Construction Management, Inspection, Surveying, & Inspection (CMIST-2)	541330	\$5M - \$50M	Y(8a)	TBD	Y/N

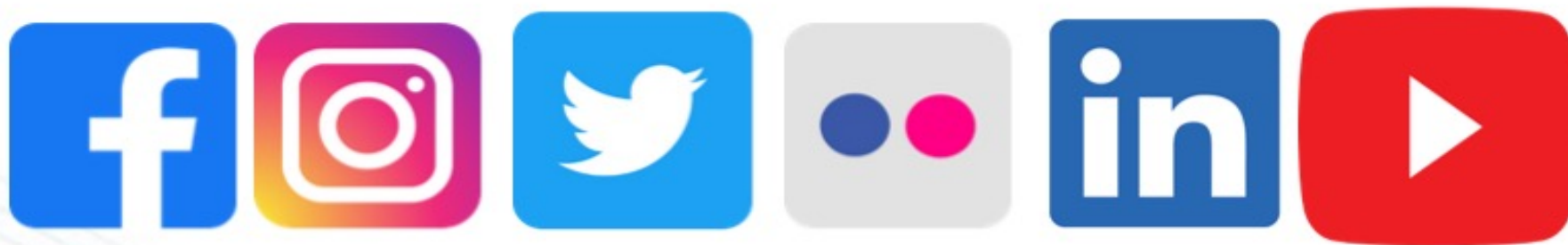


# “Making the Connection”

- Capability Briefings: in-person one on one meetings, virtual, telecom
- Joint Counseling Session featuring Small Business Service Providers
- Outreach Events (Regional & Local)
- Doing Business with GRC  
<https://www.nasa.gov/centers/glenn/business/index.html>
- GRC Small Business Advisory Council: <https://grcsbac.com/>
- GRC Contractor Information:  
[https://www.nasa.gov/sites/default/files/atoms/files/local\\_os\\_ns\\_contractor\\_listing\\_02222023\\_0.pdf](https://www.nasa.gov/sites/default/files/atoms/files/local_os_ns_contractor_listing_02222023_0.pdf)

# Learn More about Glenn

- Virtual Tours: <https://www.nasa.gov/glennvirtualtours>
- Guided Virtual Tours: <https://www.nasa.gov/nasaglenntours>
- Social Media:



# GRC SBS Contact Information

NASA Office of Small Business Programs Eunice Adams-Sipp,  
Small Business Specialist, (216) 433-6644

E-mail: [GRC-SmallBusiness@mail.nasa.gov](mailto:GRC-SmallBusiness@mail.nasa.gov)

Website: <https://www1.grc.nasa.gov/>

HQ Office of Small Business Programs

E-mail: [smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov)

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

Thank You!

# How to Do Business *with* NASA *Featuring* Agency Research Centers



## Overview

# NASA Langley Research Center



Learning Series Webinar



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# Meet Our Speaker

**Mr. Robert O. Betts**  
Small Business Specialist  
Langley Research Center

Mr. Robert O. Betts is a Small Business Specialist in the NASA Office of Small Business Program supporting the Information Technology Procurement Office and Langley Research Center. As a Small Business Specialist, Mr. Betts plans, implements, monitors, and manages the small business programs for both organizations. He also serves as the advisor for both organizations on all small business matters.

Mr. Betts is an Air Force veteran with over 38 years of combined military and civil service. Mr. Betts is a Level III certified Contracting professional and served as a Contracting Officer for 20 years prior to his selection as the Small Business Specialist for NASA Langley in 2018.

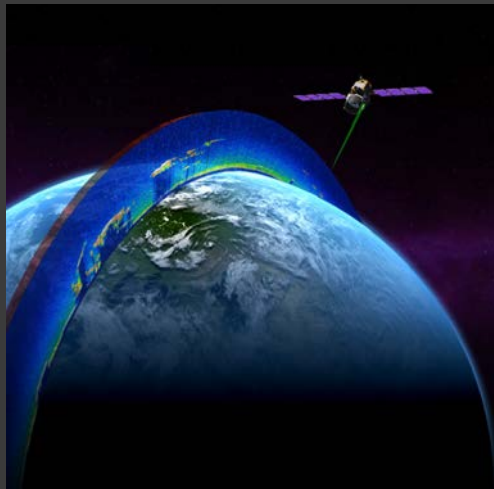
Mr. Betts holds a Bachelor of Arts degree in Business Administration with a specialty in Management Information Systems from Saint Leo University.





# WHAT WE DO

## SCIENCE



Science here and  
on other worlds

## AERONAUTICS



Make air transport  
cleaner, faster, safer

## SPACE EXPLORATION

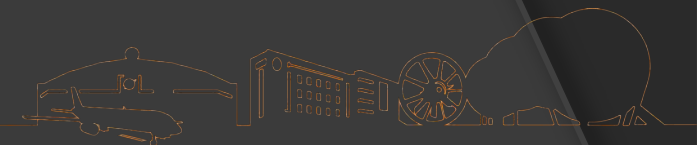


Create building blocks  
for deep space missions

## STEM ENGAGEMENT

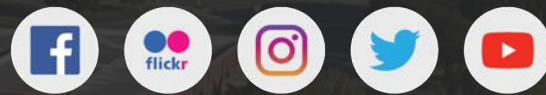


Expand ideas  
of what's possible





Learn more at  
[www.nasa.gov/langley](http://www.nasa.gov/langley)  
and  
<https://virtualltour.larc.nasa.gov>





# UPCOMING OPPORTUNITIES

Name of Procurement	NAICS Code	Set-Aside	Est. RFP/RFQ Release	Remarks
Reliance Consolidated Models (RECOM) VI	541715	SB	TBD	RFI issued 12/2/22 (RECOM_VI_RFI-SS) POC: Sherri Kopczynski ( <a href="mailto:Larc-recom6@mail.nasa.gov">Larc-recom6@mail.nasa.gov</a> )
Force Measurements Support Services	334511	TBD	TBD	RFI issued 1/5/23 (FMSSIII) POC: Ambreen Sanchez ( <a href="mailto:Larc-fmss3@mail.nasa.gov">Larc-fmss3@mail.nasa.gov</a> )
Langley Logistics Support Services 2 (LSS2)	541614	TBD	TBD	RFI issued 1/26/23 (LSS2-Sources-Sought_RFI) POC: Kimberly Wilson ( <a href="mailto:Kimberly.c.Wilson@nasa.gov">Kimberly.c.Wilson@nasa.gov</a> )
Administrative Services	561110	TBD	TBD	RFI issued 9/9/22 (80LARC23RFIADMNSVS) POC: Lakhassia McCoy ( <a href="mailto:larc-neas@mail.nasa.gov">larc-neas@mail.nasa.gov</a> )
Center Maintenance, Operations, and Engineering (CMOE) II	561210	TBD	June 2023	RFI issued 5/27/22 (CMOE_II_RFI_SS) POC: Ola Charles ( <a href="mailto:larc-cmoe-ii@mail.nasa.gov">larc-cmoe-ii@mail.nasa.gov</a> )

# MAKING THE CONNECTION

- One-on-one meetings with SBS and SB Technical Advisor
  - Via telecom or virtually
- Participate in business forums and NASA outreach events (<https://www.nasa.gov/osbp/regional-outreach>)
- Attend learning opportunities (<https://www.nasa.gov/osbp/learning-series>)
- Langley Contractors Steering Council (<https://www.larccsc.com/>)

# CONTACT INFORMATION & LINKS

**Robert Betts**

Small Business Specialist

NASA Office of Small Business Programs – IT Procurement Office & Langley Research Center

Tel: (757) 864-6074

Email: [larc-SmallBusiness@mail.nasa.gov](mailto:larc-SmallBusiness@mail.nasa.gov)

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

2022 NASA Langley Research Center Annual Report: <https://oh.larc.nasa.gov/oh/annual-report/2022/>

NASA Partnerships: [www.nasa.gov/partnerships](http://www.nasa.gov/partnerships)

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

NASA SBIR/STTR: [www.sbir.nasa.gov](http://www.sbir.nasa.gov)

NASA Spinoff 2023: <https://spinoff.nasa.gov/sites/default/files/2023-01/NASA-Spinoff-2023.pdf>



NASASmallBusiness



@NASA\_OSBP



NASA Vendor Database

# How to Do Business *with* NASA *Featuring* Agency Research Centers



## Women-Owned Small Business Spotlight

## Herndon Solutions Group



Learning Series Webinar



OFFICE OF **SMALL BUSINESS** PROGRAMS  
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# Meet Our Speaker

## **Ms. Christine Herndon**

President and CEO  
Herndon Solutions Group

As founder of HSG, Christine serves as the president and chief executive officer (CEO). Under her guidance and leadership, she has grown the company from one employee to more than 170 team members and has defined HSG as a business focused on quality, teamwork, and customer satisfaction. Her 20-year background includes providing environmental compliance, due diligence, and site assessment services, as well as emergency preparedness and risk management services to the water sector.

In 2013, she coauthored the Environmental Compliance Guidebook: Beyond U.S. Water Quality Regulations, published by the American Water Works Association (AWWA). Her leadership, compassion, and expertise continue to drive HSG's growth while surpassing client expectations and adapting HSG to the ever-changing requirements of the industry. Christine earned a BS in Environmental Management from Elmhurst College and an MS in Environmental Science from the University of Nevada, Las Vegas. Originally from the Detroit area, she is an avid sports fan and played collegiate basketball. She and her husband reside in Henderson, Nevada, with their daughter, Ava.



# Who We Are

HSG, LLC (d/b/a Herndon Solutions Group) is a woman-owned business founded in 2008.

**Mission:** To develop and maintain strong client relationships and customer satisfaction while providing full-service business solutions. We focus on our core values—integrity, commitment, and teamwork—and integrate these values into each solution to ensure that customer goals and objectives are achieved.



## Environmental Services

HSG is passionate about solving complex environmental challenges and provides innovative solutions through compliance audits, site assessments, ecological monitoring, records administration, and environmental management systems.



## Emergency Planning and Preparedness

HSG is committed to providing professional services to assist clients with identifying risks, mitigating those risks through planning and training, developing effective emergency response and recovery plans, and demonstrating compliance.



## Occupational Health and Safety

HSG is dedicated to a healthy worksite as an integral part of mission success and delivers collaborative solutions in workplace safety, industrial hygiene, health physics, sanitation and public health, wellness and health promotion, and medical services.

# #howitstartedvshowitsgoing

- 2008 – started business
- 2010 – through networking, started environmental compliance audits at MSFC
- 2013 – introduced to a graduating small business
- 2014 – formed populated JV (51% owner)
- 2015 – awarded first NASA prime (KEMCON)
- 2017 – awarded NASA prime at LaRC (ESS)
- 2018 – awarded NASA prime at GRC (MFS)
- 2020 – awarded NASA re-compete (NEMCON)

# Challenges

- 2008 – started business
- 2010 – achieved SBA 8(a)
- 2013 – awarded first onsite contract
- 2013 – Gov't shutdown
- 2015 – awarded first NASA prime
- 2018 – Gov't shut down (35 days)
- 2020 – won re-compete
- 2020 – COVID...(no one is looking for jobs)
- 2021 – COVID...
- 2022 – Challenging hiring (everyone wants remote)
- 2023 – hanging in there....



# Awards

## Achievements

- 2022** SBA Nevada *8(a) Graduate of the Year*
- 2022** SBA Region IX *8(a) Graduate of the Year*
- NASA Glenn Research Center Small Business *Prime Contractor of the Year*
- Environmental Business Journal *Gold Award >\$10 Million*
  
- 2019** Environmental Business Journal *Business Achievement Award*
- 2019** NASA Langley Research Center Small Business *Prime Contractor of the Year*
  
- 2017** KSC Small Business *Prime Contractor of the Year* (HSG was the managing member of the award winner, Integrated Mission Support Services [IMSS])
  
- 2016** Environmental Business Journal *Business Achievement Award*
  
- 2014** Environmental Business Journal *Business Achievement Award*
  
- 2013** Environmental Business Journal *Business Achievement Award*

# Working with NASA Primes

- Do your homework
- Research what NASA is buying through prime contracts
- Identify your value proposition and it shouldn't be that you're a small business
- Specifically target prime contractors with your value proposition statement
- Bring value to the customer and prime

# Points of Contact

- Happy to hear from you!
- Bring a value added proposition statement to [contracts@herndon-group.com](mailto:contracts@herndon-group.com)

# How to Do Business *with* NASA *Featuring* Agency Research Centers



## Women-Owned Small Business Resource Spotlight

### U.S. Women's Chamber of Commerce



Learning Series Webinar



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

# Meet Our Speaker

## **Ms. Charmagne Manning** President U.S. Women's Chamber of Commerce

Charmagne Manning is the President of the U.S. Women's Chamber of Commerce (USWCC). Through her position at the U.S. Women's Chamber of Commerce ([uswcc.org](http://uswcc.org)), Ms. Manning has effectively leveraged her professional experience which includes extensive Local Government knowledge and personal business ownership to assist women and other small business owners grow their interests. No matter which hat she's wearing, her goal is simple – to empower small business leaders to start and develop successful businesses while advancing related government policy.

Charmagne brings more than 20 years of experience relevant to any small business or entrepreneur. Ms. Manning's previous contributions include vast experience in developing and operating various service-related businesses in several markets – from construction management, hospitality, and personal care service, to governmental services and non-profits. Additionally, Ms. Manning enjoyed a lengthy career while serving in multiple positions within Local Government. With her wealth of entrepreneurial experience coupled with her vast knowledge of the interworking of local government, she is able to extend a steady and knowledgeable hand to assist business owners and stakeholders toward the advancement of small businesses.

Ms. Manning attended the John Scott Daily Institute of Government at Florida State University where she became an Internationally Certified Municipal Clerk. In the course of personal business development over the years, additional education was obtained through Santa Fe College and North Florida Technical College.

Charmagne is a Florida native, born in West Palm Beach, FL who later relocated to Gainesville, FL as the youngest child of her large 11-member family and the proud mother of 2 bright children.



# HOW CAN WE HELP YOU?

Let us know.



## Charmagne Manning

President, U.S. Women's Chamber of Commerce

V.P. Gov't Affairs, American Small Business Chamber of Commerce

**Visit:** [uswcc.org](http://uswcc.org), [asbcc.org](http://asbcc.org), [sbagc.org](http://sbagc.org)

**Chat:** LiveChat

**Call:** (202) 607-2488



U.S. Women's  
Chamber of Commerce

[USWCC.org](http://USWCC.org)



The American Small Business  
Chamber of Commerce

[ASBCC.org](http://ASBCC.org)



**SBAGC**

[SBAGC.org](http://SBAGC.org)

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Government Suppliers.*

# SMALL BUSINESS

## Contracting Leadership

### The American Small Business Chamber of Commerce

- Restoring the vibrancy, innovation, profitability and community strength of America's small businesses.

### U.S. Women's Chamber of Commerce

- The National Economic Development Organization for Women driving economic growth for women and small businesses.

### Small Business Alliance of Government Contractors

- A joint council of The American Small Business Chamber of Commerce and the U.S. Women's Chamber of Commerce.



U.S. Women's  
Chamber of Commerce  
[USWCC.org](http://USWCC.org)



The American Small Business  
Chamber of Commerce  
[ASBCC.org](http://ASBCC.org)



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# INDEPENDENT NON-CAPTIVE

## Small Business Leaders

### We Support Small Business Contractors

- The ASBCC and USWCC are Uniquely Positioned as Non-Captive and Independent Trade Associations
- We work free from corporate and political influence and are committed solely to advancing economic opportunities for small businesses
- We partner through our joint council (SBAGC) to bring the best opportunities for advancement to our members



U.S. Women's  
Chamber of Commerce  
[USWCC.org](http://USWCC.org)



The American Small Business  
Chamber of Commerce  
[ASBCC.org](http://ASBCC.org)



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# INDEPENDENT NON-CAPTIVE

## Small Business Leaders

It is through your membership that we are able take action to protect small businesses access to contracts, capital and other business related needs by:

- Remaining Independent & Non-Captive
- Positioning Small Businesses for Growth
- Leveraging Our Scale through our partnership build influence to drive results
- Being the Watchdog for Transparency and Accountability
- Driving Legislation on key issues impacting small businesses and federal contractors



U.S. Women's  
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The American Small Business  
Chamber of Commerce

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**USWE**  
U.S. Women's  
Chamber of Commerce  
[USWCC.org](http://USWCC.org)

**ASBC**  
The American Small Business  
Chamber of Commerce  
[ASBCC.org](http://ASBCC.org)

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Force Advancing  
America's Small Business  
Government Suppliers.*



# STRONG BENEFITS

## For Government Suppliers

Our associations provide strong, focused benefits aimed at advancing small business government suppliers including:

### Supplier Member Benefits

- BidMatch System
  - Meeting Discounts
  - Metro Offices Discount
  - CMMC Support Services
  - Supplier Council and Public Policy Council
  - Agency & Prime ConnectWorks
  - FedCon Optimization
- 
- We drive legislation to ensure access to contracts
  - Provide: News, Reports, Education & Connections
  - USWCC provides SBA 3rd-party certification for federal WOSB & EDWOSB set-asides

# Certification Services Options

The U.S. Women's Chamber of Commerce is the leading gateway for women in business seeking access to federal markets.

## USWCC provides TWO certification services options:

### Service Option #1: **Third-Party Certification Application and Exam**

*Formal, Certification Application Submission and Examination Service*

As an SBA authorized third-party certifier for the federal WOSB and EDWOSB set-aside programs, the **USWCC | Certification Examination Team** must follow strict federal guidelines for the intake and exam of your documents and application.

- When a firm makes an application for third-party examination, the USWCC | Certification Examination Team cannot consult with you regarding your firm's eligibility. We may **ONLY review the documents and application you submit and render a decision regarding your firm's eligibility.**

### Service Option #2: **USWCC | Certification Assist**

*Certification Assist is a Certification Application Preparation Service*

If you are seeking a certification with a third-party certifier like the U.S. Women's Chamber of Commerce or direct with the SBA, the **USWCC | Certification Assist Team** supports you **before** you formally apply for certification. We help you to:

- Organize your documents and prepare the application.
- Troubleshoot potential issues with preparation and eligibility.
- Answer questions and concerns before you formally apply for certification.

## Which is best for your firm?

### GO STRAIGHT TO THE EXAM PROCESS?



### OR, USE OUR PREPARATION SERVICE FIRST?



Get Started:  
<http://uswcc.org/certification>

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- ◆ Troubleshoot potential issues with preparation and eligibility.
- ◆ Answer questions and concerns before you formally apply for certification.

[Learn about Certification Regulation and which option is best for you!](#)



**Small Business Alliance of  
Government Contractors**

## **The Leading Independent Force Advancing America's Small Business Government Suppliers**

**The Small Business Alliance of Government Contractors™** – a joint council of The American Small Business Chamber of Commerce® and the U.S. Women's Chamber of Commerce® – is the strong, independent force working to open the doors to small business contracts and assure government accountability for small business suppliers.

Alliance Members give voice to the hundreds of thousands of America's small business suppliers – inclusive of all socio-economic categories. SBAGC works every day breaking down barriers to opportunity, making connections, providing access to news and resources, holding government leaders accountable and advocating for the advancement of America's small business suppliers

SBAGC Council Members are comprised of Supplier Level Members of The American Small Business Chamber of Commerce and the U.S. Women's Chamber of Commerce.

**Join today - <https://www.sbagc.org/membership>**

# SupplierPLACE

On-Demand Resources for  
Small Business Government suppliers

SupplierPLACE is a dedicated small business supplier community that provides exclusive on-demand education, resources, and content for Members of the Small Business Alliance of Government Contractors.

To access SupplierPLACE, join one of our Alliance Partners as Supplier Level Members: The American Small Business Chamber ([asbcc.org](http://asbcc.org)) or the U.S. Women's Chamber of Commerce ([uswcc.org](http://uswcc.org)).

**Inform – Connect – Advocate – Position – Empower – Propel**





U.S. Women's  
Chamber of Commerce  
[USWCC.org](http://USWCC.org)



The American Small Business  
Chamber of Commerce  
[ASBCC.org](http://ASBCC.org)



**SBAGC**

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# 2023 Meetings & Events

## National Small Business Federal Contracting Summits and Agency Outreach:

- **March 23, 2023**  
[GSA & USWCC Meet and Match | Virtual](#)
- **March 28 - 29, 2023**  
[National Small Business Federal Contracting Summit | Hybrid Spring \(DC Area\)](#)
- **June 13 – 14, 2023**  
[13<sup>th</sup> Annual Small Business Federal Contracting Summit | Live \(Charleston, SC\)](#)
- **July 19, 2023**  
[National Small Business Federal Contracting Summit | Hybrid Summer \(DC Area\)](#)
- **October 10 - 11, 2023**  
[National Small Business Federal Contracting Summit | Hybrid Fall \(DC Area\)](#)



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# LEVERAGE YOUR CHAMBER

**Your Role = ENGAGE!**

**Take an active role in YOUR chamber:**

Let us know how we can help you grow your business:

- What are your barriers to growth?
- What contacts do you need?
- What policy changes or issues affect opportunities for your business?
- How can we best serve you?
  
- Please complete the 2023 Member Survey -  
<https://form.jotform.com/212234739047152>



# How to Do Business *with* NASA *Featuring* Agency Research Centers



## Q & A Session



Learning Series Webinar



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# How to Do Business *with* NASA *Featuring* Agency Research Centers



# Updates



Learning Series Webinar



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# NASA Vendor Database

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

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

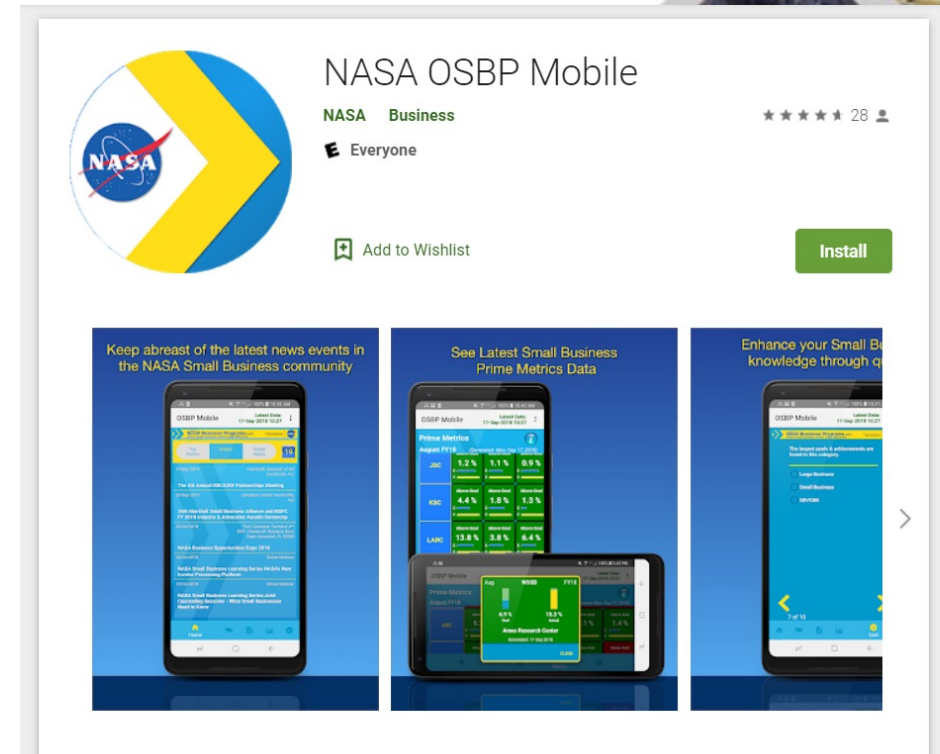
For more information, visit: <https://www.nasa.gov/osbp/nasa-vendor-database>



# OSBP Mobile App

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

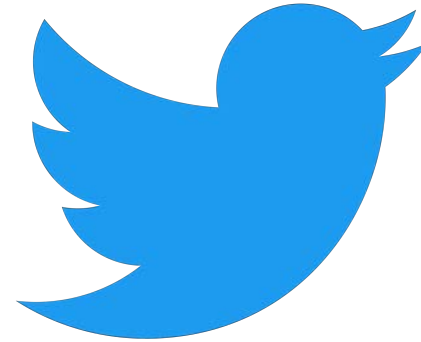
- OSBP Mobile is designed to help:
  - Provide active contract listings and requests for proposals
  - Network with Small Business Specialists at each NASA Center
  - Explore the latest Agency prime metrics data
  - Inform you of the latest small business news and events



**Come make a BIG difference at NASA!**

# OSBP Gets Social!

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



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

# OSBP Publications

## Coming Soon!

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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NASA ARTEMIS

ARTEMIS I  
EXPLORATION GROUND SYSTEMS (EGS)  
A Case for Small Business

ARTEMIS I  
EXPLORATION GROUND SYSTEMS (EGS)  
A Case for Small Business

Publication Now Available

www.nasa.gov



# Upcoming OSBP Outreach Events & Webinars

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

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

## OSBP Learning Series

**April 19, 2023**

Update from the NASA Office of Procurement:  
Opportunities & Product Service Lines

**May 17, 2023**

How to do Business with NASA Science and  
Research Centers

**June 21, 2023**

Annual Small Business Town Hall

**July 19, 2023**

NASA SEWP Update

## OSBP Outreach Events

**April 27, 2023 (In-person)**

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

**July 20, 2023 (Virtual)**

NASA Small Business Conference and  
Networking

# NASA and Partners Small Business and HBCU Summit

April 27, 2023 - New Orleans, LA



## NASA AND PARTNERS SMALL BUSINESS AND HBCU SUMMIT

THE CAMPUS OF SOUTHERN UNIVERSITY, NEW ORLEANS

THURSDAY, APRIL 27, 2023

8:30 A.M to 5:15 P.M. CT

REGISTER TODAY!

 <https://bit.ly/NASASmBizHBCUSummit>



OR Scan the QR code to register



OFFICE OF SMALL BUSINESS PROGRAMS





OFFICE OF **SMALL BUSINESS** PROGRAMS

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



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

NASA's Office of Small Business Programs is NOW  
ACCEPTING new topic ideas for our monthly OSBP  
Learning Series Webinars!

We would LOVE to hear from you!!

Please submit your topic ideas to [smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov)!

# Learn more about NASA OSBP!

Visit OSBP online:  
[www.nasa.gov/osbp](http://www.nasa.gov/osbp)



# Contact Information

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NASA Office of Small  
Business Programs  
(202) 358-2088

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





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