Small Business, BIG Opportunities: Pathways to Procurement at NASA

January 25, 2024 • 1:00 p.m. ET
Housekeeping

• If you have any questions during the presentation, please enter them into the Q&A box. We will do our best to answer them in the order in which they are received.

• Other comments, like technical difficulties, please visit the Help Desk in the lobby of the virtual environment.

• Ensure a stable connection, we highly recommend that you utilize Google Chrome for the best attendee experience. In addition, close unnecessary applications and browser tabs to optimize your computer's performance.

• Today’s presentation WILL be recorded. Attendees will receive an email once those materials (PPT and recording) are made available online.

• We will have a series of five (5) poll questions. When that time permits, please take the time to fill out the poll questions accordingly.
• Please fill out the post-event survey that will be sent to your email, via Eventbrite, at the conclusion of today’s event.

• In the main event space, located at the top left of the control bar, there should be an icon that looks like a briefcase. When you click on it, there are preloaded materials. As you go through today’s virtual exhibit booths, you can click on all the information and add it to your briefcase, so when you’re ready you can view or download the content now or at a later time.

• In the lobby, you will see a “Public Group Chat” button. You can use this chat to network or share information about your business with fellow attendees. If you have a question about the virtual environment, please use the event's Help Desk, accessible via the menu bar at the top of your screen.

• Engage with us on social media during today’s event (“X”: @NASA_OSBP and Facebook: @NASASmallBusiness) and share your thoughts, experiences, & key takeaways!
Poll 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
Poll 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
Poll 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?
   {Text Responses}
Welcome from OSBP

Mr. Robert Medina
Acting Associate Administrator
NASA Office of Small Business Programs
How to Do Business with NASA – New Entrant

Ms. Jennifer D. Perez
Lead Business Specialist
NASA Goddard Space Flight Center
“How to Do Business with NASA – New Entrant”

Jennifer D. Perez
Lead Small Business Specialist
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.
<table>
<thead>
<tr>
<th>VENDOR NAME AND WEBSITE</th>
<th>TOTAL DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>California Institute of Technology (JPL)</td>
<td>$2,922,677,243</td>
</tr>
<tr>
<td>SpaceX Exploration Technologies Corp.</td>
<td>$2,250,758,731</td>
</tr>
<tr>
<td>The Boeing Company</td>
<td>$1,568,498,599</td>
</tr>
<tr>
<td>Northrop Grumman Systems Corp. (Includes Orbital Sciences and ATK)</td>
<td>$1,251,623,011</td>
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<tr>
<td>Lockheed Martin Corporation</td>
<td>$1,221,943,785</td>
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<tr>
<td>Jacobs Technology, Inc.</td>
<td>$946,316,790</td>
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<td>KBR Wyle Services, Inc.</td>
<td>$722,587,900</td>
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<td>Johns Hopkins University Applied Physics Laboratory LLC</td>
<td>$449,100,521</td>
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<td>Blue Origin LLC</td>
<td>$440,849,404</td>
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<tr>
<td>Science Applications International Corporation</td>
<td>$426,436,260</td>
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<tr>
<td>Aerojet Rocketdyne of DE, Inc.</td>
<td>$418,618,993</td>
</tr>
<tr>
<td>Leidos</td>
<td>$359,353,430</td>
</tr>
<tr>
<td>Peraton, Inc.</td>
<td>$337,355,934</td>
</tr>
<tr>
<td>Bechtel National, Inc.</td>
<td>$308,679,000</td>
</tr>
<tr>
<td>L3Harris Technologies, Inc. (Includes Aerodyne-SGT Engineering Services LLC)</td>
<td>$285,184,391</td>
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<tr>
<td>Science Systems and Applications, Inc.</td>
<td>$241,109,133</td>
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<tr>
<td>Maxar Space, LLC</td>
<td>$178,315,215</td>
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<tr>
<td>Air Products and Chemicals, Inc.</td>
<td>$172,185,991</td>
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<tr>
<td>Syncom Space Services Llc</td>
<td>$146,326,084</td>
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<tr>
<td>Ball Aerospace &amp; Technologies Corp.</td>
<td>$129,931,562</td>
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**TOTAL DOLLARS** | **$14,777,852,516**
<table>
<thead>
<tr>
<th>NAICS CODE</th>
<th>NAICS DESCRIPTION</th>
<th>TOTAL DOLLARS</th>
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</thead>
<tbody>
<tr>
<td>541710</td>
<td>Research and Development in the Physical, Engineering, and Life Sciences</td>
<td>$10,625,868,284</td>
</tr>
<tr>
<td>541712</td>
<td>(Except Biotechnology)</td>
<td></td>
</tr>
<tr>
<td>541715</td>
<td>(Except Nanotechnology and Biotechnology)</td>
<td></td>
</tr>
<tr>
<td>336414</td>
<td>Guided Missile and Space Vehicle Manufacturing</td>
<td>$2,908,592,217</td>
</tr>
<tr>
<td>481212</td>
<td>Nonscheduled Chartered Freight Air Transportation</td>
<td>$1,220,167,210</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
<td>$1,156,868,118</td>
</tr>
<tr>
<td>561210</td>
<td>Facilities Support Services</td>
<td>$608,837,119</td>
</tr>
<tr>
<td>541612</td>
<td>Computer Systems Design Services</td>
<td>$573,967,728</td>
</tr>
<tr>
<td>336415</td>
<td>Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing</td>
<td>$534,262,099</td>
</tr>
<tr>
<td>236210</td>
<td>Industrial Building Construction</td>
<td>$390,188,685</td>
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<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
<td>$323,287,079</td>
</tr>
<tr>
<td>517819</td>
<td>All Other Telecommunications</td>
<td>$236,539,344</td>
</tr>
<tr>
<td>336419</td>
<td>Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing</td>
<td>$221,580,553</td>
</tr>
<tr>
<td>325120</td>
<td>Industrial Gas Manufacturing</td>
<td>$215,733,617</td>
</tr>
<tr>
<td>334511</td>
<td>Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing</td>
<td>$151,008,860</td>
</tr>
<tr>
<td>236220</td>
<td>Commercial and Institutional Building Construction</td>
<td>$131,724,274</td>
</tr>
<tr>
<td>561110</td>
<td>Office Administrative Services</td>
<td>$122,100,326</td>
</tr>
<tr>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
<td>$112,134,363</td>
</tr>
<tr>
<td>333314</td>
<td>Optical Instrument and Lens Manufacturing</td>
<td>$111,276,705</td>
</tr>
<tr>
<td>561612</td>
<td>Security Guards and Patrol Services</td>
<td>$100,007,655</td>
</tr>
<tr>
<td>488190</td>
<td>Other Support Activities for Air Transportation</td>
<td>$91,999,277</td>
</tr>
<tr>
<td>541990</td>
<td>All Other Professional, Scientific and Technical Services</td>
<td>$84,777,912</td>
</tr>
</tbody>
</table>

TOTAL $19,920,921,406
NASA Small Business Specialists Around the Country

Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA
Christine L. Munroe

Armstrong Flight Research Center
Atmospheric Research and Testing
Edwards, CA
Charles E. Bray, Jr.
Mary Helen Ruiz
Matthew B. Christian
Tara A. Every
Anna N. Hovano

Jet Propulsion Laboratory
Deep Space Robotic Rovers and Networks
Pasadena, CA
Jennifer D. Perez
Kandace P. Chappell
Djaataa Onanuga

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

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

Goddard Space Flight Center
Science Missions and Telescopes
Greenbelt, MD
Robert O. Betts

Langley Research Center
Aviation and Space Research
Hampton, VA
Joyce C. McDowell
Natalie B. Colvin

Kennedy Space Center
Space Vehicle Launch and Landing
Cape Canaveral, FL
Robert E. Watts
Monica F. Craft
Tumarrow Romain

OSBP OFFICE OF SMALL BUSINESS PROGRAMS
...where small business makes a BIG difference
NASA Agency October - September FY23
Prime Goals vs. Actual Percentages
Data generated October 17, 2023 from SAM.GOV

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
</tr>
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<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$20,622,915,884</td>
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<tr>
<td>SMALL BUSINESS</td>
<td>$3,634,848,070</td>
</tr>
<tr>
<td>SDB</td>
<td>$1,535,736,954</td>
</tr>
<tr>
<td>WOSB</td>
<td>$818,175,452</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$197,075,052</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$483,601,392</td>
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</tbody>
</table>

Goals vs. Actual Percentages:
- Small Business: 16.87% vs. 17.6%
- SDB: 8.9% vs. 7.4%
- WOSB: 5.0% vs. 4.0%
- HUBZone: 3.0% vs. 1.0%
- SDVOSB: 3.0% vs. 2.3%
NASA FY 22 Subcontracting Goals vs. Actual Percentages
Data pulled March 16, 2023 from eSRS

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

Percentages:
- Small Business: 35.5%
- SDB: 5.0%
- WOSB: 5.0%
- HUBZone: 3.0%
- SDVOSB: 3.0%
FY18-FY22 OSBP Prime and Subcontracting Dollars Trend

<table>
<thead>
<tr>
<th></th>
<th>FY2018</th>
<th>FY2019</th>
<th>FY2020</th>
<th>FY2021</th>
<th>FY2022</th>
<th>Δ FY18-FY22%</th>
<th>Δ FY18-FY22$</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prime</td>
<td>$2,840,872,957</td>
<td>$3,073,214,371</td>
<td>$3,234,132,113</td>
<td>$3,461,959,925</td>
<td>$3,630,243,990</td>
<td>27.8%</td>
<td>$789,371,033</td>
</tr>
<tr>
<td>Subcontracting</td>
<td>$3,016,967,976</td>
<td>$2,977,585,435</td>
<td>$3,595,381,617</td>
<td>$3,715,060,103</td>
<td>$3,471,887,636</td>
<td>15.1%</td>
<td>$454,929,660</td>
</tr>
<tr>
<td>Total SB</td>
<td>$5,857,830,933</td>
<td>$6,050,799,806</td>
<td>$6,829,513,730</td>
<td>$7,177,020,028</td>
<td>$7,102,131,626</td>
<td>21.2%</td>
<td>$1,244,300,693</td>
</tr>
<tr>
<td>Total Spend</td>
<td>$17,045,387,176</td>
<td>$17,666,905,370</td>
<td>$18,426,228,532</td>
<td>$19,044,727,743</td>
<td>$19,710,919,937</td>
<td>15.0%</td>
<td>$2,665,532,761</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Δ FY21-FY22%</th>
<th>Δ FY21-FY22$</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prime</td>
<td>4.9%</td>
<td>$168,284,065</td>
</tr>
<tr>
<td>Subcontracting</td>
<td>-6.5%</td>
<td>-$243,172,467</td>
</tr>
<tr>
<td>Total SB</td>
<td>-1.0%</td>
<td>-$74,888,402</td>
</tr>
</tbody>
</table>
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
ACTIVE CONTRACT LISTINGS (ACLs)

- NASA Employees Click Here
- Vendors Click Here

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

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

NASA ACQUISITION FORECAST

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

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

Sample Active Contract Listing

<table>
<thead>
<tr>
<th>Center</th>
<th>NAICS</th>
<th>Contract Name</th>
<th>Contractor Name</th>
<th>Contract #</th>
<th>Type of Competition</th>
<th>Potential Value</th>
<th>Ultimate Contract End Date</th>
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<tbody>
<tr>
<td>AFRC</td>
<td>561210</td>
<td>Facilities Operations and Maintenance Services</td>
<td>Helix Management Services, LLC NND:3AD53C</td>
<td>(a) Competitive</td>
<td>$44.9 M</td>
<td>5/31/2021 Last Date to Order</td>
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<tr>
<td>ARC</td>
<td>561210</td>
<td>Safety and Mission Assurance</td>
<td>Bastion Technologies, Inc. 80AR020D9012</td>
<td>Full &amp; Open</td>
<td>$66.6 M</td>
<td>10/31/2024 Last Date to Order</td>
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<tr>
<td>GRC</td>
<td>561720</td>
<td>Janitorial Services</td>
<td>Creative Management Technology 80GRC02000077</td>
<td>SB Set-Aside</td>
<td>$15.4 M</td>
<td>7/31/2025</td>
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<td>KSC</td>
<td>561210</td>
<td>Base Operations and Spaceport Services (BOSS)</td>
<td>PAE-SGT Partners, Inc. 80KSC018C0017</td>
<td>Full &amp; Open</td>
<td>$609 M</td>
<td>3/31/2023</td>
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<tr>
<td>KSC</td>
<td>561730</td>
<td>Grounds and Landscaping Maintenance and Pest Control II</td>
<td>S.C. Jones Services, Inc. 80KSC019C0020</td>
<td>HUBZone Set-Aside</td>
<td>$10.9 M</td>
<td>9/30/2023</td>
<td></td>
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</table>

To view: https://www.nasa.gov/osbp/active-contract-listings
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
Build a Relationship with Prime Contractors through the NASA Mentor-Protégé Program (MPP)

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

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

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

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

Approved Mentors (as of Jan 2023)

- a.i. Solutions, Inc.
- AECOM
- Amentum Services, Inc. (New Mentor)
- Bastion Technologies, Inc. (New Mentor)
- Bechtel National, Inc. (New Mentor)
- Blue Origin (New Mentor)
- CACI, Inc. – Federal (New Mentor)
- CH2M Hill, Inc. (New Mentor)
- Deloitte & Touche, LLP (New Mentor)
- Enterprise Services, LLC
- General Dynamics Information Technology, Inc. [GDIT] (New Mentor)
- Honeywell International, Inc. (Aerospace-Glendale)
- Jacobs Technology, Inc
- Jones Edmunds & Associates, Inc. (New Mentor)
- Leidos Innovations Corporation
- LJT & Associates, Inc.
- Lockheed Martin
- Northrop Grumman
- PAE Applied Technologies, LLC
- Peraton, Inc. (New Mentor)
- Raytheon Company
- REI Systems, Inc. (New Mentor)
- Science Applications International Corporation (SAIC)
- Sierra Lobo, Inc.
- Southwest Research Institute
- Teledyne Brown Engineering, Inc.
- The Boeing Company
- Wyle Laboratories, Inc. d/b/a KBRWyle
Small Business Innovation Research (SBIR)
- A set-aside program for small business concerns to engage in Federal R&D with potential for commercialization
- Currently, 3.2% of Federal agencies’ extramural R&D budgets >$100M per year

Small Business Technology Transfer (STTR)
- A sister set-aside program to facilitate cooperative R&D between small business concerns and U.S. research institutions with potential for commercialization
- Currently, 0.45% of the extramural research budget for all agencies with a budget >$1B per year
Save Searches and Set Up Notifications for Contract Opportunities in SAM.gov.
### NASA SEWP Contract Holders

- Select the Company Name to display the detailed information page for the specified Contract Holder.
- Select the column heading 'Company' or 'Contract' to sort the table by that column - select again to reverse the sort.
- Select a group below to only show Contract Holders within the specified group.
- Enter text in the search field to search within the table. Select from the radio buttons above the field to restrict your search. Select clear search to clear the search field.

#### Group A:
- All Contract Holders
- WBOS
- Small Business

#### Groups R.C.D.:
- All Contract Holders
- WBOS
- HUBZone
- SDVOSB
- Small Business

- SEEDOSB

#### ISO-20428 Certified
- SSA Certified WOSB
- COVID-19 PPEua

<table>
<thead>
<tr>
<th>Company</th>
<th>Contract(s)</th>
<th>Group(s)</th>
<th>Business Designation</th>
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</thead>
<tbody>
<tr>
<td>ARBA Technologies, Inc. (ARBA)</td>
<td>NOS15500B</td>
<td>A</td>
<td>Small Business</td>
</tr>
<tr>
<td>ABF Data Systems, Inc. (ABF)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Alliance Technology Group, LLC (Alliance Technology)</td>
<td></td>
<td></td>
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<tr>
<td>Better Direct, LLC (Better Direct)</td>
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<td></td>
</tr>
</tbody>
</table>

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### U.S. General Services Administration

#### Buy Through Us
- Sell to Government
- Real Estate
- Policy & Regulations
- Small Business
- Travel
- Technology
- About Us

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[https://sewp.nasa.gov/](https://sewp.nasa.gov/)

[https://www.gsa.gov/](https://www.gsa.gov/)
Getting a Contract w/NASA Takes Time:

Setting Expectations

- Building a relationship with federal agencies takes time
  - Find an advocate – Small Business Specialist
  - Attend outreach events (E.g., In-person and virtual)
  - Build coalitions with other companies at NASA
    - Reach out to industry Small Business Liaison Officers (SBLO)
  - Take advantage of business-to-business networking opportunities
- Research and/or join Center Industry Councils
- Be open to NASA Mentor-Protégé Program opportunities
- Remember the process is long term if you want success
  - Adjust your business strategy as needed
Getting a Contract w/NASA Takes Time:

Setting Expectations

- Learn about NASA's various missions
  - Each NASA Center has different Missions
  - Varied mix of products and services
- Respond to and review NASA Sources Sought and Request for Information solicitations
- Use Small Business resources:
  - NASA Acquisition Forecast and Active Contract Listings
    - NASA OSBP Mobile App and OSBP Website
  - APEX Accelerators (formerly Procurement Technical Assistance Centers) and Small Business Development Centers (SBDC)
  - Small Business Administration (SBA) and Service Corps of Retired Executives (SCORE)
Small Business Procurement Scorecard Achievement

FY 2022 – A (102.49%)
FY 2021 – A (106.23%)
FY 2020 – A (104.57%)
FY 2019 – A (107.22%)
FY 2018 – A (103.10%)
FY 2017 – A (105.64%)
NASA Office of Small Business Programs QR Code
How to Do Business with NASA – Experienced Entrant

Mr. Andre Sheppard
Acting Director, Procurement Strategic Operation Division
NASA Office of Procurement
The cornerstone of NASA’s current and future missions

Pathway to Procurement at NASA

January 17, 2023

Mr. Andre Sheppard
Acting Director
NASA HQ Procurement Strategic Operations Division

www.nasa.gov
Office of Procurement
Mission and Vision

VISION
Explore and execute innovative, effective, and efficient acquisition business solutions to optimize capabilities and operations that enable NASA’s missions.

MISSION
Acquisition excellence in an evolving environment.
The cornerstone of NASA's current and future missions

FY 2024 Procurement Initiatives

Focus Areas

Maintain a Robust Procurement Enterprise and Data Analytics

Reinvigorate Contract Administration (Peer Reviews & Pricing)

Strengthen Grants/Cooperative Agreements (Policy & Operations)

Amplify Industry Engagement & Innovation (NAIL & Vendor Comms)

Acquisition Excellence Through Better Acquisition Outcomes
Office of Procurement Leadership

The cornerstone of NASA’s current and future missions
Learn the NASA Contracting Locations

OP Vision Statement: Acquisition Excellence in an Evolving Environment

**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 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.

**Space Centers**

- **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.

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

AERONAUTICS RESEARCH
Research directly benefits today’s air transportation system, the aviation industry, and the passengers and businesses who rely on aviation every day.

EXPLORATION SYSTEMS DEVELOPMENT
Responsible for the progress in designing and building capabilities to explore a variety of deep space destinations.

SPACE OPERATIONS
Responsible for enabling sustained human exploration missions and operations in our solar system. NASA’s Space Operations Mission Directorate (SOMD) manages NASA’s current and future space operations in and beyond low-Earth orbit, including commercial launch services to the International Space Station.

SCIENCE
Engages the Nation’s science community, sponsors scientific research, and develops and deploys satellites and probes in collaboration with NASA’s partners around the world.

SPACE TECHNOLOGY
Technology drives exploration to the Moon, Mars and beyond. NASA’s Space Technology Mission Directorate (STMD) develops transformative space technologies to enable future missions.

MISSION SUPPORT DIRECTORATE
Provide effective and efficient institutional support to enable successful accomplishment of NASA mission objectives.
Acquisition Governance

- **Competition In Contract Act (CICA)**
- **FAR – Federal Acquisition Regulations**
  - Codifies uniform policies for acquisition of supplies/services for executive agencies
  - 52 parts – plus numerous clauses/provisions
- **Agency FAR Supplement (i.e., NFS, DFARS, etc.)**
  - Supplements FAR requirements to reflect unique NASA/Agency policy. Several agencies have their own internal supplement.
- **2 Code of Federal Regulations (CFR) Title 2 – Grants and Agreements**
  - 2 CFR 200.24: Cooperative Agreement
  - 2 CFR 200.51: Grant Agreement
Acquisition Process

- Fundamentals of the Acquisition Process
  - Define Requirement
  - Prepare Statement of Objectives (SOO), Statement of Work (SOW) or Performance-based Work Statement (PWS)
  - Obtain funding
  - Perform market research
  - Determine acquisition strategy
  - Procurement/Contracting Process (negotiations/award)
  - Performance
  - Closeout
  - Deliverables
Takeaways

- It is a business decision to enter into the Federal Government Acquisition Process!
  - Ensure you have the right “expertise” on the team
- Know the business, check these sites daily:
  - https://sam.gov
  - https://nspires.nasaprs.com
  - https://www.grants.gov
- Be responsive if contacted by a federal agency!
- Ensure you have the appropriate systems to perform the work
Takeaways

- Get out there!
  - Go to Pre-Proposal Conferences/Vendor/Pitch Days (not only meet industry, but meet the Agency players).
  - Don’t wait for industry or Government agency to come to you

- Invest in Training and Continuing Education
  - Train the business team; get certified!
  - Maintain certifications through continuing education courses.
  - Take advantage of Webinars
### Upcoming External Engagements

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<tr>
<th>Date</th>
<th>Event</th>
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<tr>
<td>January 25, 2024</td>
<td>Small Business, Big Opportunities, Pathways to Procurement at NASA</td>
<td>NASA Office of Small Business Programs</td>
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<tr>
<td>January 31, 2024</td>
<td>ACT-IAC AI Acquisition Forum</td>
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<tr>
<td>February 5, 2024</td>
<td>NCMA Atlanta Chapter Roundtable</td>
<td>National Contract Management Association</td>
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<tr>
<td>February 5 - 7, 2024</td>
<td>The National 8(a) Association National Small Business Conference</td>
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<td>February 14 - 15, 2024</td>
<td>ASCENDxTexas: Pathways for Our Success: Breaking Barriers &amp; Accelerating the Space Ecosystem</td>
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<td>February 26, 2024</td>
<td>NASA Forum at CIAA</td>
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<td>February 27 - 28, 2024</td>
<td>AMADS Conference</td>
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<td>March 3 - 6, 2024</td>
<td>NCMA Nexus Conference</td>
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<td>March 25 - 27, 2024</td>
<td>Americas Procurement Leaders Congress 2024</td>
<td>Procurement Leaders</td>
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<td>April 8 - 11, 2024</td>
<td>39th Space Symposium</td>
<td>Space Foundation</td>
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<td>April 16-18, 2024</td>
<td>NASA HBCU/MSI Technology Infusion Road Tour at at Clark Atlanta</td>
<td>NASA Office of Stem Engagement</td>
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<td>April 28-30, 2024</td>
<td>PSC Annual Conference 2024</td>
<td>PSC</td>
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<tr>
<td>TBD 2024</td>
<td>United States Pan Asian American Chamber of Commerce (USPAACC) Innovation Symposium</td>
<td>USPAACC</td>
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<tr>
<td>May 14-16, 2024</td>
<td>World Procurement Congress 2024</td>
<td>Procurement Leaders</td>
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<td>June 4, 2024</td>
<td>Procurement and Supply Chain Live New York</td>
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<tr>
<td>July 21-24,2024</td>
<td>NCMA World Congress</td>
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Scan to view the NASA Acquisition Forecast, or visit:
https://www.hq.nasa.gov/office/procurement/forecast/index.html

Thank You
Ask Me Anything with NASA

**Moderator:**
Ms. Briana L. Goins, Program Specialist
NASA Office of Small Business Programs

**Panelists:**
Kandace P. Chappell, Small Business Specialist
NASA Goddard Space Flight Center
Kay S. Doane, Small Business Specialist
NASA Stennis Space Center
Andre Sheppard, Supervisory Procurement Analyst
NASA Office of Procurement
OSBP UPDATES
Upcoming OSBP Outreach Events

February 16, 2024
NASA Historically Black Colleges and Universities Opportunities

March 20, 2024
Women Changemakers and Small Business Success at NASA

April 2024
NASA and Partners Small Business and HBCU Summit: Create, Connect & Collaborate (In-Person)
Howard University Washington, DC

July 2024
Additional information coming soon….
“NASA and Partners Small Business and HBCU Summit: Connect, Collaborate, and Create” Outreach Event (In-Person)

Date: Friday, April 5, 2024
Time: 8:00am - 3:00pm ET
Location: Howard University School of Business (HUSB)

The Summit is an exclusive opportunity to explore federal contracting opportunities with NASA and its partners while fostering collaboration with Historically Black Colleges and Universities (HBCUs). The "NASA and DCSBDC Small Business and HBCU Summit" is a dynamic event designed as the gateway for small businesses and educational institutions to forge valuable connections within the aerospace and technology sectors.

Attendees can expect to directly engage with other “like-minded” industry counterparts, NASA representatives, and various small business experts. Attendees will also gain insight and participate in interactive sessions led by NASA procurement specialists, where you'll receive valuable information on navigating the federal contracting process in addition to curated breakout sessions.
NASA Small Business Listening Session Series

NEW in FY24!!

The NASA Office of Small Business Programs (OSBP) Small Disadvantaged Business (SDB) listening session series is a collaborative platform aimed at promoting dialogue, understanding challenges, exploring opportunities, and strengthening support mechanisms to empower small disadvantaged businesses in their engagement with NASA's procurement activities.

For more information, visit: https://www.nasa.gov/osbp/osbp-outreach-events/
FY 2023 Center-Level Winners
Small Business Specialist of the Year
- Ames Research Center (ARC): Christine L. Munroe
- Armstrong Flight Research Center (AFRC): Christine L. Munroe
- Glenn Research Center (GRC): Eunice J. Adams-Sipp
- Goddard Space Flight Center (GSFC): Kandace P. Chappell
- IT Procurement Office (ITPO): Robert O. Betts
- Johnson Space Center (JSC): Tumarrow Romain
- Kennedy Space Center (KSC): Joyce C. McDowell
- Langley Research Center (LaRC): Robert O. Betts
- Marshall Space Flight Center (MSFC): David E. Brock
- Stennis Space Center (SSC): Kay S. Doane

Small Business Technical Advisor/Coordinator of the Year
- Ames Research Center (ARC): Carlos Torrez
- Armstrong Flight Research Center (AFRC): Mark Davis
- IT Procurement Office (ITPO): Kathy Y. Rice
- Johnson Space Center (JSC): Elizabeth Kluksdahl
- Langley Research Center (LaRC): Kathlina M. Little
- Marshall Space Flight Center (MSFC): Clyde “Chip” Jones

Procurement Person or Team of the Year
- Ames Research Center (ARC): Patricia Finnell-Mendoza
- Headquarters (HQ): OP/OSBP Equity Action Plan Team – (Julia Wise, Robert Medina, Truphelia Parker, Chery I. Robertson, Sarah Yopec, Antanese Crank, Corey Walz, and Christian Diallo)
- Johnson Space Center (JSC): Comprehensive Aircraft Readiness, Lifecycle, Engineering, and Support (CHARLES) – (Alyson Hickey, Darrell Compton, David Elliott, Scott Henricks, Taylor McCanna, Alice Pursell, Michele Collins, and Tyrone Wright)
- Kennedy Space Center (KSC): KSC OP-CS – (Randall A. Gumke and LaCorshal D. Noel)
- Marshall Space Flight Center (MSFC): Dana N. Justice

Technical Person (or Team) of the Year
- Johnson Space Center (JSC): Center Operations Constructions and A&E Small Business Team – (Caroline Root, Andrea Browne, William Long, Todd Pryor, Craig Rhodes, Curtis Stephenson, Raymond Venegas, and Niral Patel)
- Kennedy Space Center (KSC): KSC Small Business and HBCU/MSI Collaboration Team – (Natalie B. Colvin, Michael E. Vinje, Hetal Miranda, and Delvin VanNorman)
- Marshall Space Flight Center (MSFC): Karen Dugard Lawler
CENTER-LEVEL WINNERS!

Center-Level Small Business Subcontractor of the Year
COMPANY: Bay Systems Consulting
WEBSITE: www.baysystemscal.com
CENTER: IT Procurement Office (ITPO)
COMPANY: Aegis Aerospace, Inc.
WEBSITE: www.aegisairc.com
CENTER: Johnson Space Center (JSC)
COMPANY: Aetos Systems, Inc.
WEBSITE: www.aetosystems.com
CENTER: Kennedy Space Center (KSC)
COMPANY: Waterfront Technical Services
WEBSITE: www.waterfronc.com
CENTER: Marshall Space Flight Center (MSFC)
COMPANY: Nvision Solutions Inc.
WEBSITE: www.nvisionsolutions.com
CENTER: Stennis Space Center (SSC)

Center-Level Large Business Prime Contractor of the Year
COMPANY: Bastion Technologies, Inc.
WEBSITE: www.bastiontechnologies.com
CENTER: Ames Research Center (ARC)
COMPANY: KBR Wyle Services, LLC
WEBSITE: www.kbr.com
CENTER: Goddard Space Flight (GSFC)
COMPANY: Mori Associates, Incorporated
WEBSITE: www.moriassociates.com
CENTER: IT Procurement Office (ITPO)
COMPANY: KBR Wyle Services, LLC
WEBSITE: www.kbr.com
CENTER: Johnson Space Center (JSC)
COMPANY: Jacobs Technology
WEBSITE: www.jacobs.com
CENTER: Marshall Space Flight Center (MSFC)
COMPANY: SpaceX
WEBSITE: www.spacex.com
CENTER: Kennedy Space Center (KSC)
COMPANY: Nokia of America Corporation
WEBSITE: www.nokia.com
CENTER: Langley Research Center (LaRC)

Mentor-Protégé Agreement of the Year
COMPANY: Jacobs Technology (Mentor)
WEBSITE: www.jacobs.com
CENTER: Johnson Space Center (JSC)
COMPANY: McLaurin Aerospace (Protégé)
WEBSITE: https://mclaurin.aero/
CENTER: Johnson Space Center (JSC)
COMPANY: Jacobs - Tidewater Operations Group (Mentor)
WEBSITE: www.jacobs.com
CENTER: Langley Research Center (LaRC)
COMPANY: Analytical Services & Materials, Inc. (AS&M) (Protégé)
WEBSITE: https://www.asm-usa.com/
CENTER: Langley Research Center (LaRC)
COMPANY: CH2M HILL, Inc. (Mentor)
WEBSITE: www.ch2m.com
CENTER: Marshall Space Flight Center (MSFC)
COMPANY: KS Ware and Associates, LLC (Protégé)
WEBSITE: https://www.athenea.com/
CENTER: Marshall Space Flight Center (MSFC)
OSBP Publications

OSBP provides many resourceful publications to the small business community.

The Small Business Guide to NASA
Small Business Industry Awards
NASA OSBP Spotlight
Other Publications

To view/download, visit:
https://www.nasa.gov/osbp/osbp-publications
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NASA Office of Small Business Programs - NASA OSBP

Check out NASA's LinkedIn page for OSBP updates!
Learn more about NASA OSBP!

www.nasa.gov/osbp
Closing Remarks

Ms. Briana L. Goins

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NASA Office of Small Business Programs

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