



# 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.

# Housekeeping Cont.

- 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!



Public Group Chat

Click here to join the public group chat.

# NASA OSBP

## Exhibit Hall

## Educational Sessions

LIVE

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# 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

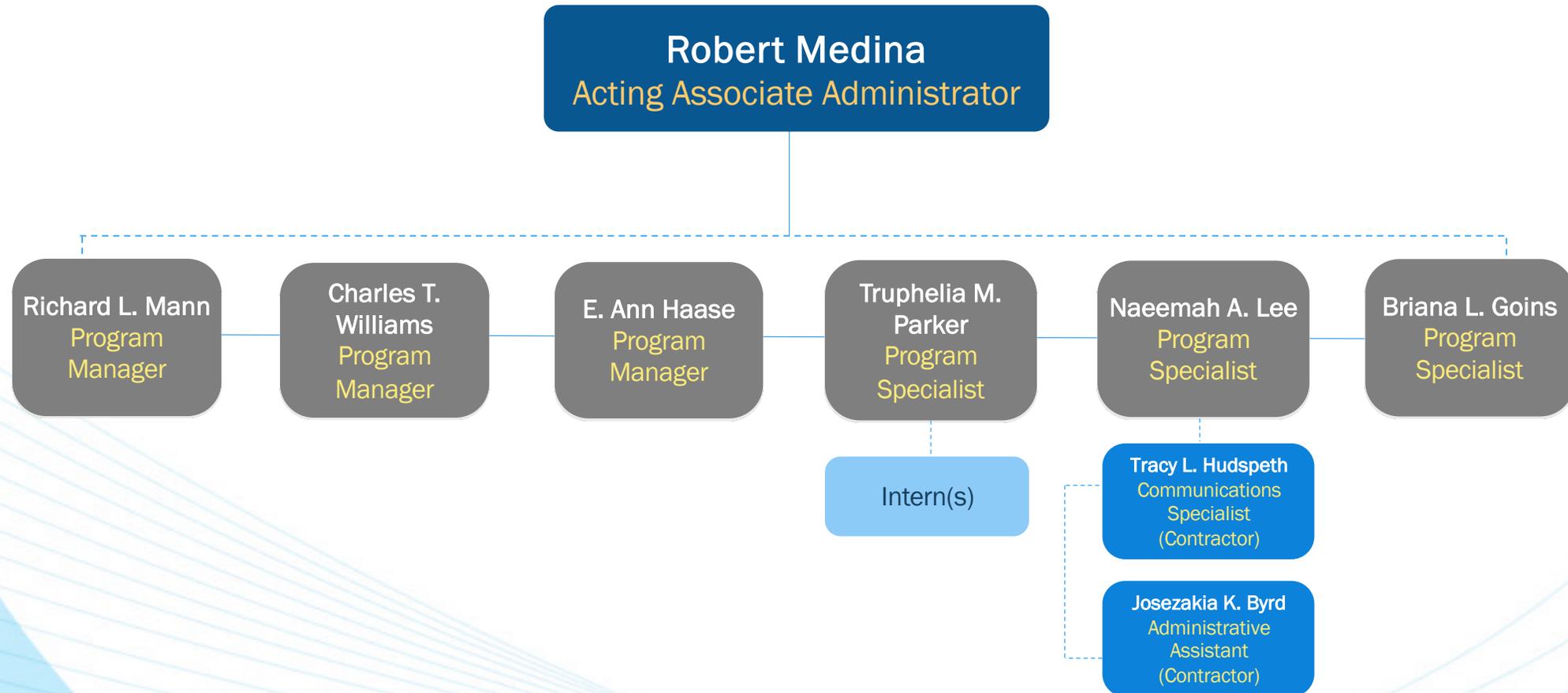


A person in a white protective suit stands in the center of a large, dark tunnel. The tunnel walls are lined with dark, curved panels. In the background, a large, yellow, hexagonal pattern is visible on the wall. The lighting is dim, creating a dramatic atmosphere.

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

# Office of Small Business Programs HQ Organizational Chart



# TOP 20 NASA PRIME CONTRACTORS FY 2023



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

VENDOR NAME AND WEBSITE		TOTAL DOLLARS
California Institute of Technology (JPL)	<a href="https://acquisitions.jpl.nasa.gov">https://acquisitions.jpl.nasa.gov</a>	\$2,922,677,243
Space Exploration Technologies Corp.	<a href="https://www.spacex.com/supplier/index.html">https://www.spacex.com/supplier/index.html</a>	\$2,250,758,731
The Boeing Company	<a href="http://www.boeingsuppliers.com/esd/getstart.html">http://www.boeingsuppliers.com/esd/getstart.html</a>	\$1,568,498,599
Northrop Grumman Systems Corp. (Includes Orbital Sciences and ATK)	<a href="https://www.northropgrumman.com/suppliers/">https://www.northropgrumman.com/suppliers/</a>	\$1,251,623,011
Lockheed Martin Corporation	<a href="https://www.lockheedmartin.com/en-us/suppliers.html">https://www.lockheedmartin.com/en-us/suppliers.html</a>	\$1,221,943,785
Jacobs Technology, Inc.	<a href="https://www.jacobs.com/suppliers/">https://www.jacobs.com/suppliers/</a>	\$946,316,790
KBR Wyle Services, Inc.	<a href="https://kbrsupplier.com/">https://kbrsupplier.com/</a>	\$722,587,900
Johns Hopkins University Applied Physics Laboratory LLC	<a href="https://hopkinsmedicine.org/business/index.html">https://hopkinsmedicine.org/business/index.html</a>	\$449,100,521
Blue Origin LLC	<a href="https://www.blueorigin.com/fly-with-us/become-a-supplier">https://www.blueorigin.com/fly-with-us/become-a-supplier</a>	\$440,849,404
Science Applications International Corporation	<a href="https://www.saic.com/who-we-are/suppliers-and-small-business">https://www.saic.com/who-we-are/suppliers-and-small-business</a>	\$426,436,260
Aerojet Rocketdyne of DE, Inc.	<a href="https://www.rocket.com/supplienet">https://www.rocket.com/supplienet</a>	\$418,618,993
Leidos	<a href="https://www.leidos.com/suppliers">https://www.leidos.com/suppliers</a>	\$359,353,430
Peraton, Inc.	<a href="https://www.peraton.com/suppliers/">https://www.peraton.com/suppliers/</a>	\$337,355,934
Bechtel National, Inc.	<a href="https://www.bechtel.com/suppliers/">https://www.bechtel.com/suppliers/</a>	\$308,679,000
L3Harris Technologies, Inc. (Includes Aerodyne-SGT Engineering Services LLC)	<a href="https://www.l3harris.com/supply-chain">https://www.l3harris.com/supply-chain</a>	\$285,184,931
Science Systems and Applications, Inc.	<a href="https://www.ssaihq.com/contact-us">https://www.ssaihq.com/contact-us</a>	\$241,109,133
Maxar Space, LLC	<a href="https://www.maxar.com/legal/suppliers">https://www.maxar.com/legal/suppliers</a>	\$178,315,215
Air Products and Chemicals, Inc.	<a href="https://www.airproducts.com/company/suppliers">https://www.airproducts.com/company/suppliers</a>	\$172,185,991
Syncom Space Services Llc	<a href="http://www.syncomspaceservices.com/">http://www.syncomspaceservices.com/</a>	\$146,326,084
Ball Aerospace & Technologies Corp.	<a href="https://www.ball.com/aerospace/about-aerospace/supplier-resources">https://www.ball.com/aerospace/about-aerospace/supplier-resources</a>	\$129,931,562

**TOTAL \$14,777,852,516**

# TOP 20

## NAICS

Total Dollars

# FY 2023

NAICS CODE AND DESCRIPTION		TOTAL DOLLARS
541710	Research and Development in the Physical, Engineering, and Life Sciences	\$10,625,868,284
541712	(Except Biotechnology)	
541715	(Except Nanotechnology and Biotechnology)	
336414	Guided Missile and Space Vehicle Manufacturing	\$2,908,592,217
481212	Nonscheduled Chartered Freight Air Transportation	\$1,220,167,210
541330	Engineering Services	\$1,156,868,118
561210	Facilities Support Services	\$608,837,119
541512	Computer Systems Design Services	\$573,967,728
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$534,262,099
236210	Industrial Building Construction	\$390,188,665
541519	Other Computer Related Services	\$323,287,079
517919	All Other Telecommunications	\$236,539,344
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	\$221,580,553
325120	Industrial Gas Manufacturing	\$215,733,617
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$151,008,860
236220	Commercial and Institutional Building Construction	\$131,724,274
561110	Office Administrative Services	\$122,100,326
541611	Administrative Management and General Management Consulting Services	\$112,134,363
333314	Optical Instrument and Lens Manufacturing	\$111,276,705
561612	Security Guards and Patrol Services	\$100,007,655
488190	Other Support Activities for Air Transportation	\$91,999,277
541990	All Other Professional, Scientific and Technical Services	\$84,777,912

**TOTAL \$19,920,921,406**

# NASA Small Business Specialists Around the Country



**Ames Research Center**  
Aerospace and Small Spacecraft  
Moffett Field, CA

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



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

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



**Johnson Space Center**  
Human Space Flight Operations  
Houston, TX

Robert E. Watts  
Monica F. Craft  
Tumarow Romain



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



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

**Glenn Research Center**  
Aeronautics and  
Spacecraft Technology  
Cleveland, OH

Eunice J. Adams-Sipp



**Goddard Space Flight Center**  
Science Missions and Telescopes  
Greenbelt, MD

Jennifer D. Perez  
Kandace P. Chappell  
Djaataa Onanuga



**Langley Research Center**  
Aviation and Space Research  
Hampton, VA  
Robert O. Betts



**Kennedy Space Center**  
Space Vehicle Launch and Landing  
Cape Canaveral, FL

Joyce C. McDowell  
Natalie B. Colvin

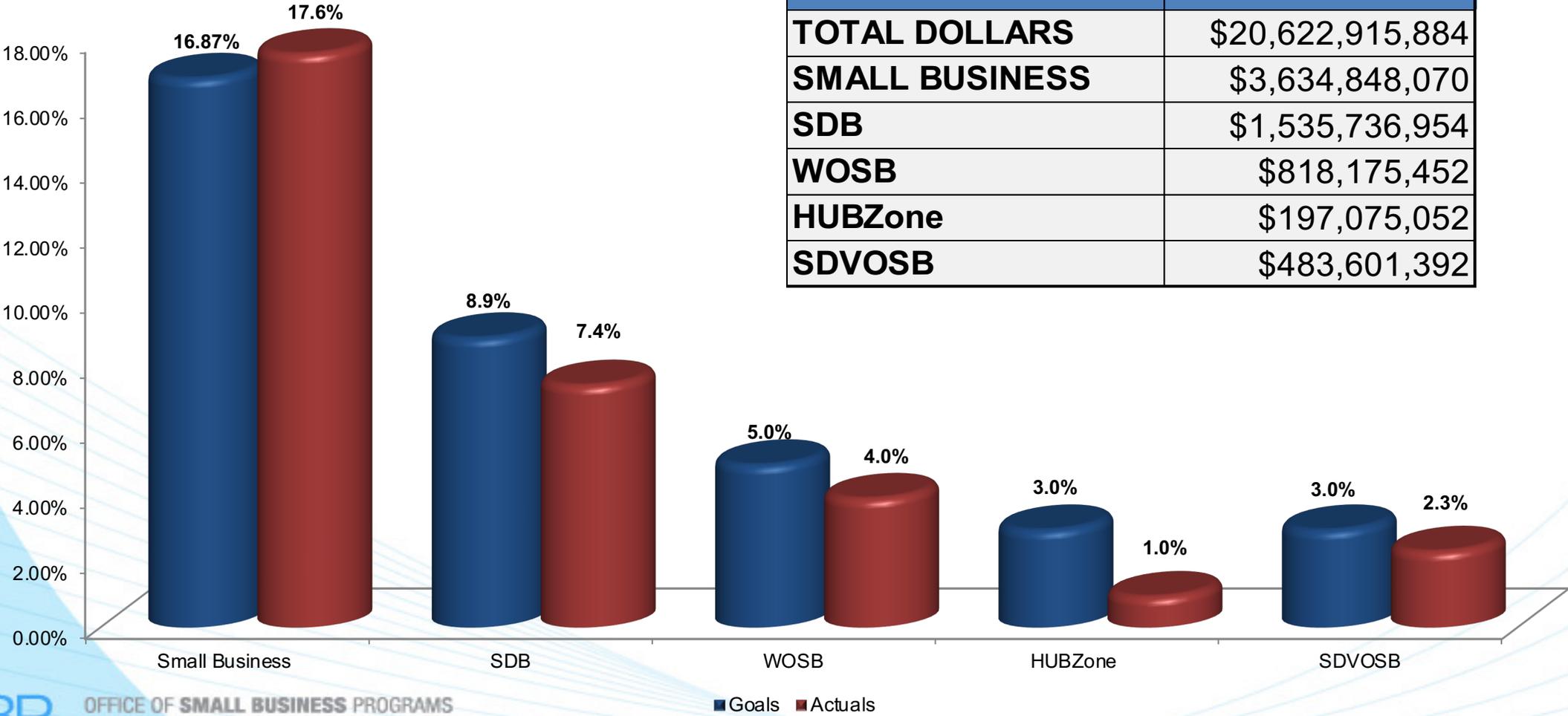


**Marshall Space Flight Center**  
Space Transportation, Propulsion  
Systems, Space Systems, and Science  
Huntsville, AL  
David E. Brock



# NASA Agency October - September FY23 Prime Goals vs. Actual Percentages

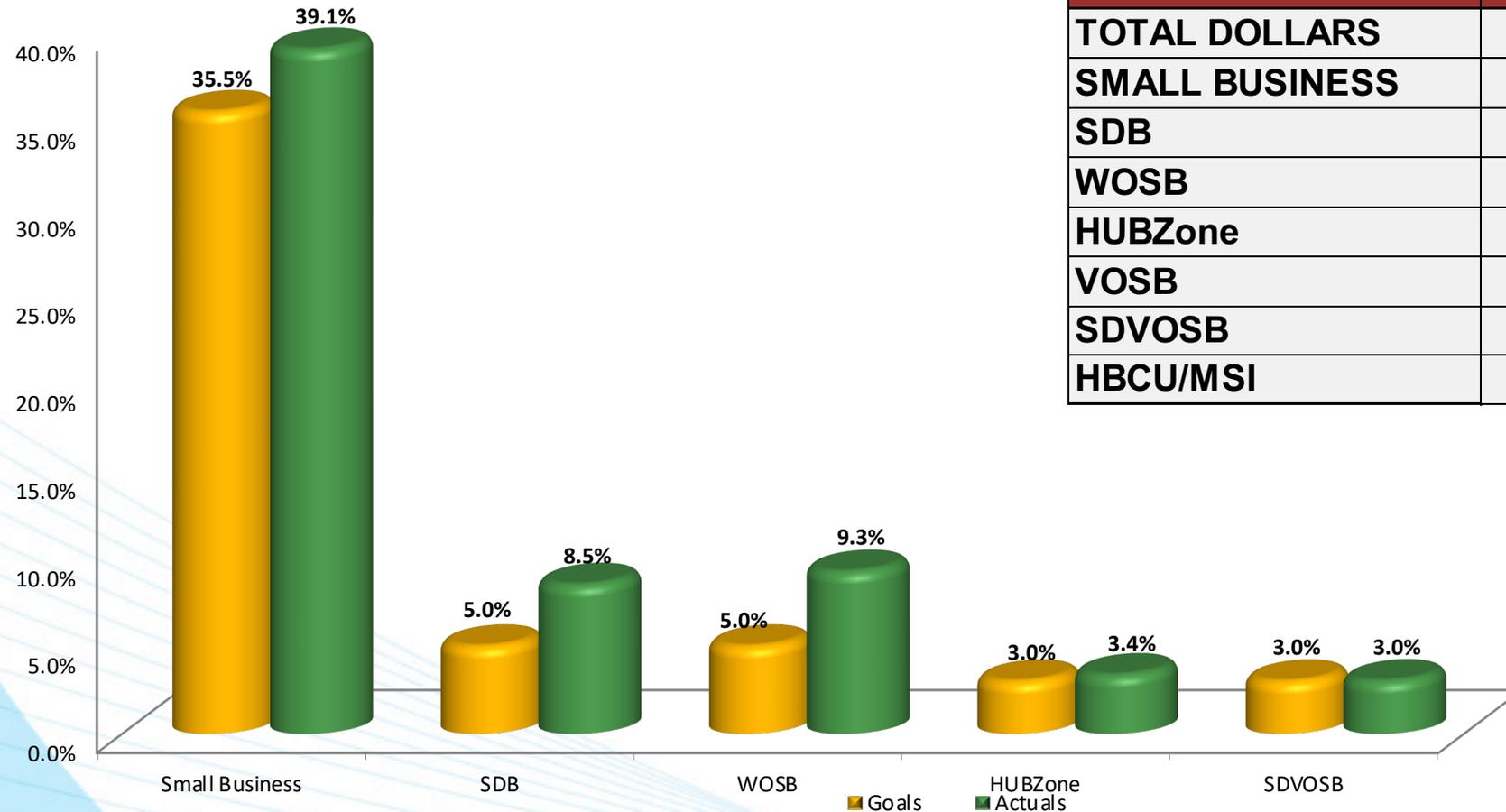
Data generated October 17, 2023 from SAM.GOV



CATEGORY	DOLLARS
TOTAL DOLLARS	\$20,622,915,884
SMALL BUSINESS	\$3,634,848,070
SDB	\$1,535,736,954
WOSB	\$818,175,452
HUBZone	\$197,075,052
SDVOSB	\$483,601,392

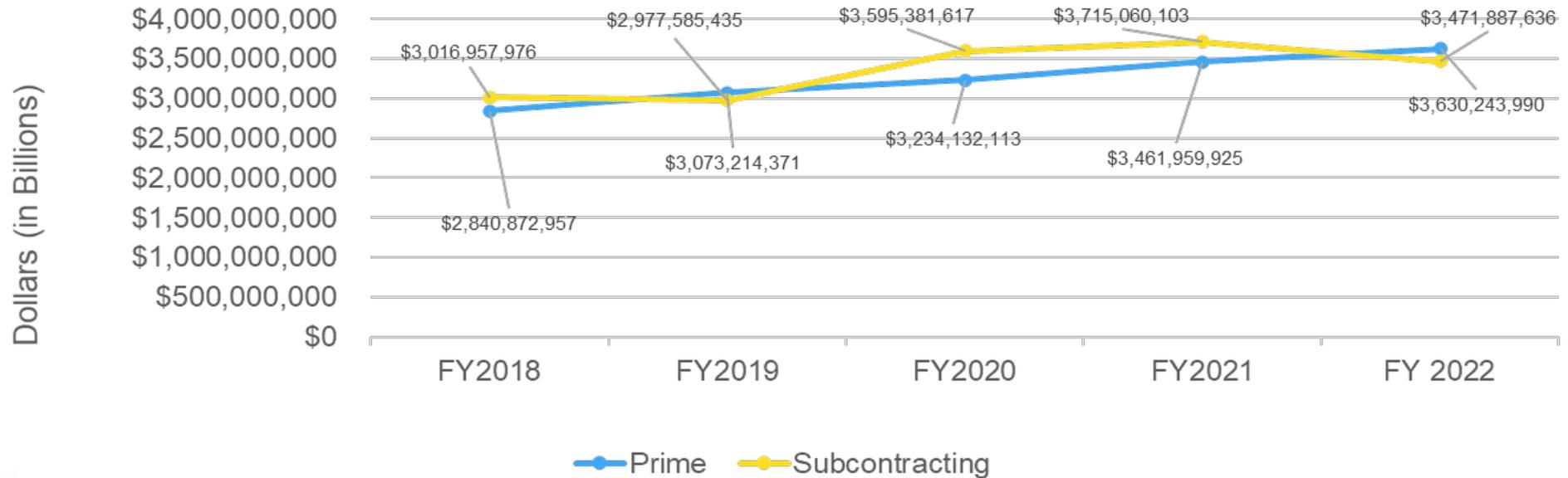
# NASA FY 22 Subcontracting Goals vs. Actual Percentages

Data pulled March 16, 2023 from eSRS



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

# FY18-FY22 OSBP Prime and Subcontracting Dollars Trend



	FY2018	FY2019	FY2020	FY2021	FY2022	Δ FY18-FY22 %	Δ FY18-FY22 \$	
<b>Prime</b>	\$2,840,872,957	\$3,073,214,371	\$3,234,132,113	\$3,461,959,925	\$3,630,243,990	27.8%	\$789,371,033	
<b>Subcontracting</b>	\$3,016,957,976	\$2,977,585,435	\$3,595,381,617	\$3,715,060,103	\$3,471,887,636	15.1%	\$454,929,660	
<b>Total SB</b>	\$5,857,830,933	\$6,050,799,806	\$6,829,513,730	\$7,177,020,028	\$7,102,131,626	21.2%	\$1,244,300,693	
<b>Total Spend</b>	\$17,045,387,176	\$17,666,905,370	\$18,426,228,532	\$19,044,727,743	\$19,710,919,937	15.6%	\$2,665,532,761	
						<b>Δ FY21-FY22 %</b>	<b>Δ FY21-FY22 \$</b>	
						Prime	4.9%	\$168,284,065
						Subcontracting	-6.5%	-\$243,172,467
						Total SB	-1.0%	-\$74,888,402

# 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>



# NASA Active Contract Listings

## ACTIVE CONTRACT LISTINGS (ACLs)

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

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

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

## NASA ACQUISITION FORECAST

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

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

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

### Sample Active Contract Listing

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

#### Center Acronym

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

# 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](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-protége-program>

**E-mail Address** [MSFC-NASAMentorProtegeProgram@mail.nasa.gov](mailto: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

# NASA SBIR/STTR

<https://sbir.nasa.gov/>

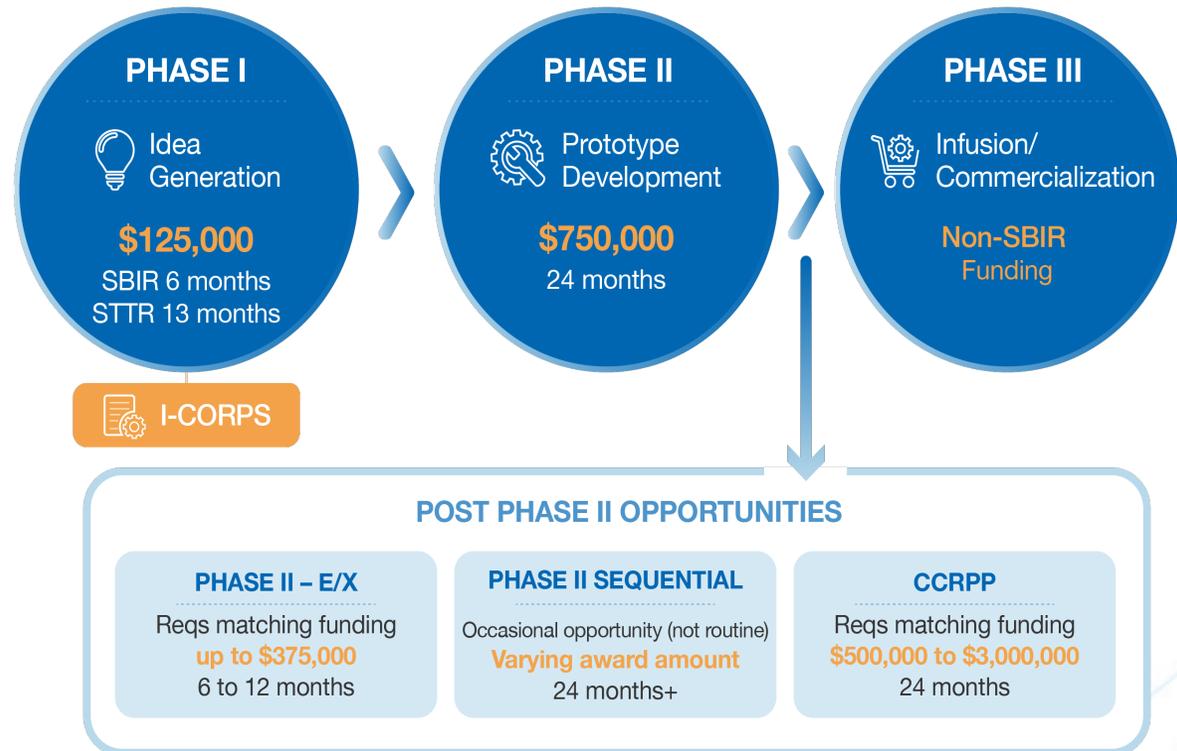
## Small Business Innovation Research (SBIR)

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

## Small Business Technology Transfer (STTR)

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

## NASA SBIR/STTR PHASES



20-002

# Save Searches and Set Up Notifications for Contract Opportunities in SAM.gov.



Search 541512

Search Results Saved 5 Actions

Select Domain All Domains

Filter By

Keywords

541512

Federal Organizations

080 - NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

8000 - NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

Status

Active

Inactive

Showing 1 - 24 of 24 results

Mission Enabling Services Contract (MES) Interested Parties List

Notice ID: 80JSC021MES3

The purpose of this Special Notice is to post the interested parties list as of March 29, 2021 for the Mission Enabling Services Contract (MES) ...

Department/Ind. Agency NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

Subtier NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

Office NASA JOHNSON SPACE CENTER

Contract Opportunities

Current Response Date Jul 21, 2021

Notice Type Original Special Notice

Updated Date Mar 29, 2021

Published Date Mar 29, 2021

NASA End-User Services and Technologies (NEST) Contract. Follow on to the ACES Contract.

Notice ID: 80NSSC18R0002

The National Aeronautics and Space Administration's (NASA) Shared Services Center (NSSC) plans to issue a Request for Proposal (RFP) for its Informati...

Department/Ind. Agency NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

Subtier NASA Shared Services Center (Orphan)

Office Agency Co

Contract Opportunities

Notice Type Updated Solicitation

Updated Date

Showing 1 - 2 of 2 results

Search Results Saved Searches

Name	Date Last Ran	Date Last Saved	Actions
IT	May 26, 2021	May 26, 2021	Actions
Construction	May 26, 2021	May 26, 2021	Actions

Results per page 25

1 of 1

Save Search?

Do you want to save this search?

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Actions

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# Contract Opportunities

[Print This Page](#) 

## 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 it 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.

Search: \_\_\_\_\_

Contract Holder Name
  All Fields

- Group A:**  All Contract Holders  WOSB  Small Business  
**Groups B,C,D:**  All Contract Holders  WOSB  HUBZone  SDVOSB  Small Business  EDWOSB
- All Contract Holders / All Groups  
 ISO-20243 Certified  
 SBA Certified WOSBs  
 COVID-19 FAR Clause Incorporated

Company	Contract(s)	Group(s)	Business Designation
<b>Group A:</b>			
NAICS Code: 334111			
<a href="#">ABBA Technologies, Inc. (ABBA Technologies)</a>	NNG15SC00B	A	Small Business
<a href="#">ABF Data Systems, Inc. dba Direct Systems Support (DSS)</a>	NNG15CD46B	A	Small Business
<a href="#">Alliance Technology Group, LLC (Alliance Technology)</a>			
<a href="#">Better Direct, LLC (Better Direct)</a>			



 Per Diem Lookup

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REAL ESTATE



BUY THROUGH US



SELL TO GOVERNMENT



TECHNOLOGY



<https://sewp.nasa.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%)**

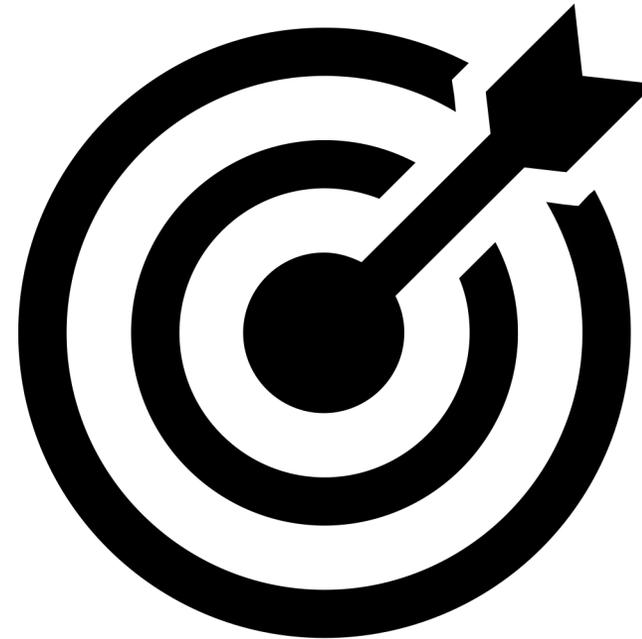
**FY 2021 – A (106.23%)**

**FY 2020 – A (104.57%)**

**FY 2019 – A (107.22%)**

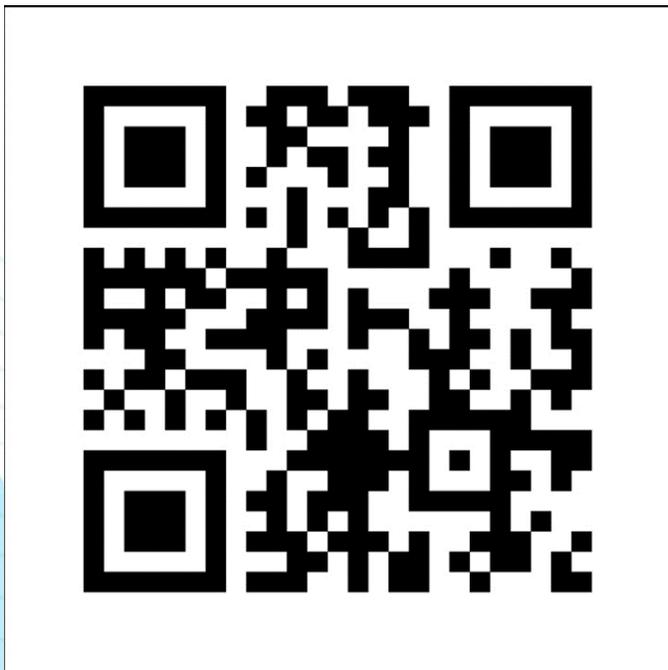
**FY 2018 – A (103.10%)**

**FY 2017 – A (105.64%)**



# nasa.gov/osbp

## NASA Office of Small Business Programs QR Code



### OSBP Areas and Programs



#### OSBP Mobile App

The updated mobile app has been released!

[OSBP Mobile](#)



#### Active Contract Listings

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

[Listings](#)



#### How to do Business with NASA

6 steps to get started!

[Business with NASA](#)



#### NASA Mentor-Protégé Program

NASA Mentor-Protégé Program

[MPP Program](#)



#### News and Events

Programs and Resources to Help You Do Business with the Federal Government - Wednesday | January 17, 2023 | 1:00 p.m. - 2:30 p.m. ET

[Calendar](#)



#### OSBP Leadership

Meet the OSBP Team.

[OSBP People](#)



#### NASA Vendor Database

Welcome to the NASA Vendor Database (NVDB). This database is open to all businesses, both large and small, who to work with NASA, as well as NASA employees who wish to view the landscape of prospective vendors.

[NVDB](#)



#### Small Business Resource Links

Small Business links to internal and external resources.

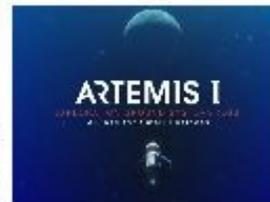
[Resources](#)



#### Awards

The NASA Office of Small Business Programs recognizes civil servant and industry achievement in, and in support of, the Agency's Small Business Program each fiscal year.

[OSBP Awards](#)



#### OSBP Publications

View the latest NASA OSBP Publications.

[Publications](#)



#### Top 20 Contractors FY23

A list of the Top 20 Prime Contractors for FY 2023.

[Read More](#)



#### Top 20 NAICS Codes FY23

Total dollars spent by NASA in FY2023.

[Read More](#)

# How to Do Business with NASA – Experienced Entrant



*Mr. Andre Sheppard*

**Acting Director, Procurement  
Strategic Operation Division**

**NASA Office of Procurement**



National Aeronautics and  
Space Administration



# EXPLORE 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](http://www.nasa.gov)



# Office of Procurement

## Mission and Vision

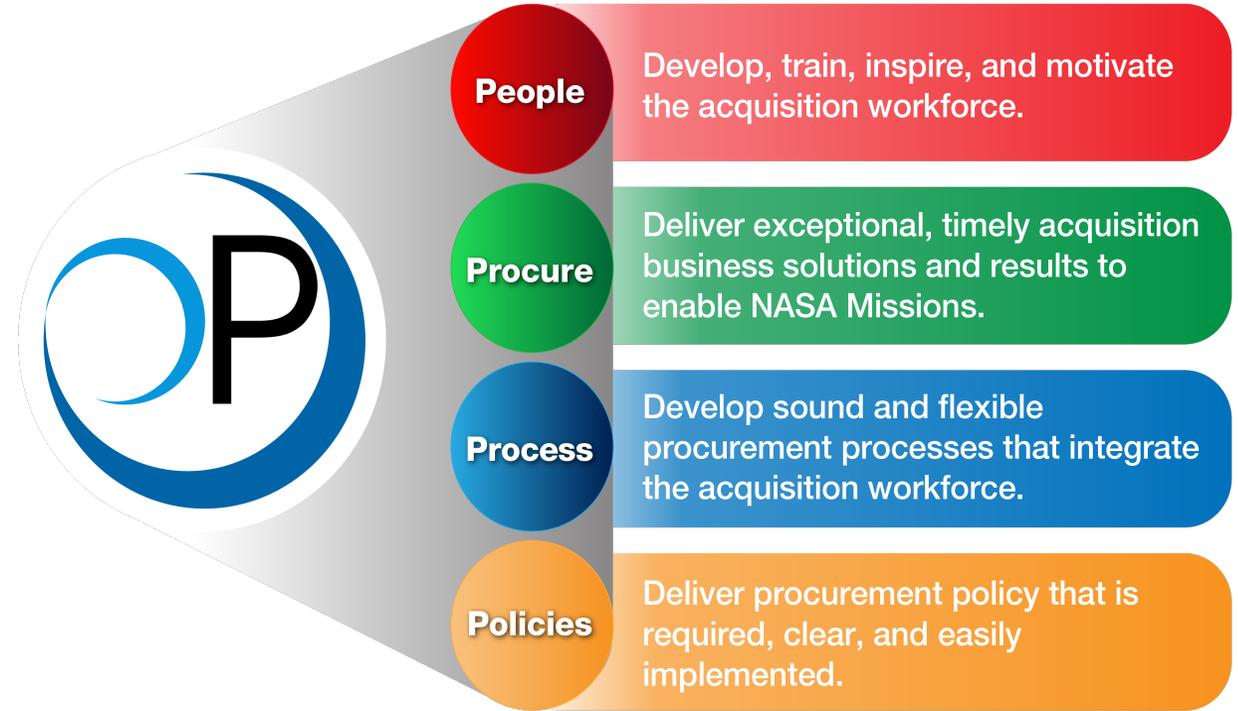


## VISION

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.



# 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



 Senior Executive Service



**Karla Smith Jackson**  
Assistant Administrator  
for Procurement



**Marvin L. Horne**  
Deputy Assistant  
Administrator for Procurement



**ENTERPRISE SERVICE AND  
ANALYSIS DIVISION (ESAD)**  
**Geoffrey S. Sage**  
Division Director



**PROCUREMENT STRATEGIC  
OPERATIONS DIVISION (PSOD)**  
**Andre Sheppard**  
Acting Division Director



**PROCUREMENT MANAGEMENT  
AND POLICY DIVISION (PMPD)**  
**Julia B. Wise**  
Division Director

## PROCUREMENT OFFICES



**Sarah Pollock**  
IPTO PO



**John Cannaday**  
MSFC PO



**Mary Stevens**  
GSFC PO



**Bradley Niese**  
Acting JSC PO



**Gerald Norris**  
KSC PO



**Eli Ouder**  
NSSC & SSC PO



**James Williams**  
NOJMO PO



**Research Center PO**  
**Todd Pospisil**



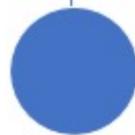
**Kurt Straub**  
DPO



**GRC Chief of  
Contracting**



**ARC Chief of  
Contracting**



**LaRC Chief of  
Contracting**



**James Eastman**  
AFRC Chief of  
Contracting

# Learn the NASA Contracting Locations



## OP Vision Statement: Acquisition Excellence in an Evolving Environment

### OP Enterprise



#### Headquarters OP

Provides stewardship of acquisition process to support successful accomplishment of mission objectives. Provide policy, oversight, optimization of procurement resources, and support Mission Directorate Acquisition Strategy Development to enable more efficient operations for NASA.



#### Information Technology (IT) Procurement Office

- Developed as a part of NASA's transformation to enable the Agency to leverage best practices related to IT, create standardization, and maintain pace with the constant change amongst the IT industry.



#### NASA Office of JPL Management and Oversight

- NOJMO ensures proper coordination of all the required operational functions associated with the management of the FFRDC, the JPL contract, and is the focal point for communication with upper management at the JPL and actively represents NASA in local outreach and educational events.

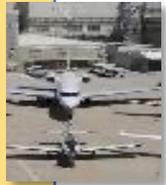


**NASA Shared Services Center** - Supports NASA's overall mission by providing core procurement services across the Agency; award /administration of grants and cooperative agreements; research & development contracts; complex, large dollar service contracts; and commercial item acquisitions.

### Research Centers



**Ames Research Center** - Specializes in research geared toward gaining new knowledge and creating new technologies that span the spectrum of NASA interests.



**Armstrong Flight Research Center** - As the lead Center for flight research, Armstrong continues to innovate in aeronautics and space technology. The newest, the fastest, the highest -- all have made their debut in the vast, clear desert skies over Armstrong.



**Glenn Research Center** - Glenn develops and transfers critical technologies through research, technology development, and systems development for safe and reliable aeronautics, aerospace, and space applications.



**Langley Research Center** - Langley continues to forge new frontiers in aviation and space research for aerospace, atmospheric sciences, and technology commercialization to improve the way the world lives.

### Space 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.

# NASA Mission Directorates (How We Do Business)



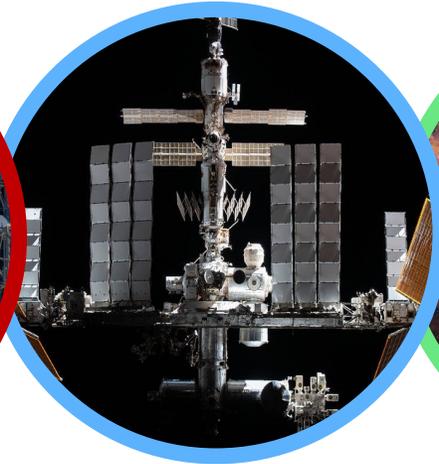
## AERONAUTICS RESEARCH

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



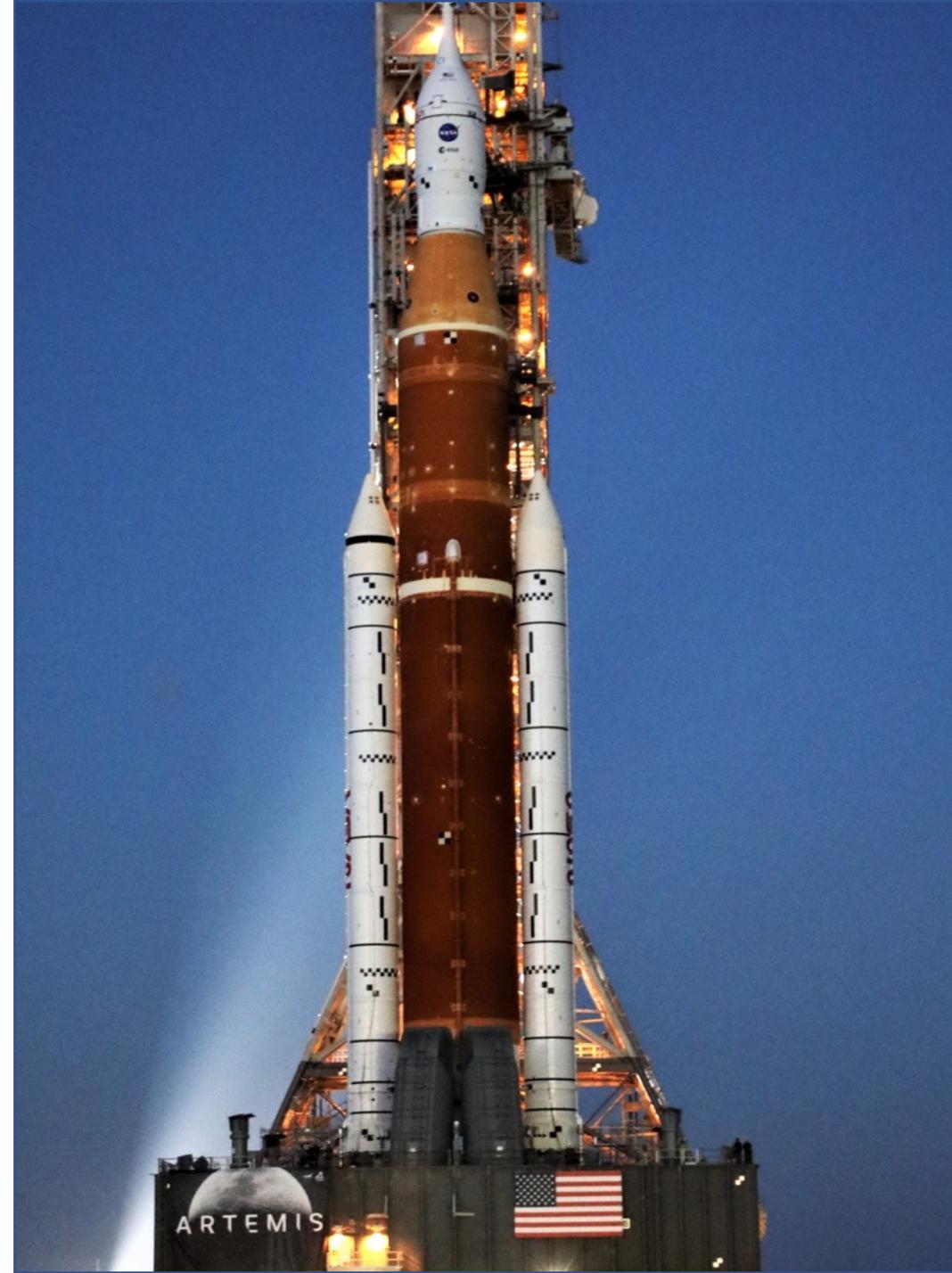
Date	Event	Organized by
January 25, 2024	<b>Small Business, Big Opportunities, Pathways to Procurement at NASA</b>	NASA Office of Small Business Programs
January 31, 2024	<b>ACT-IAC AI Acquisition Forum</b>	ACT-IAC
February 5, 2024	<b>NCMA Atlanta Chapter Roundtable</b>	National Contract Management Association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

# 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:***

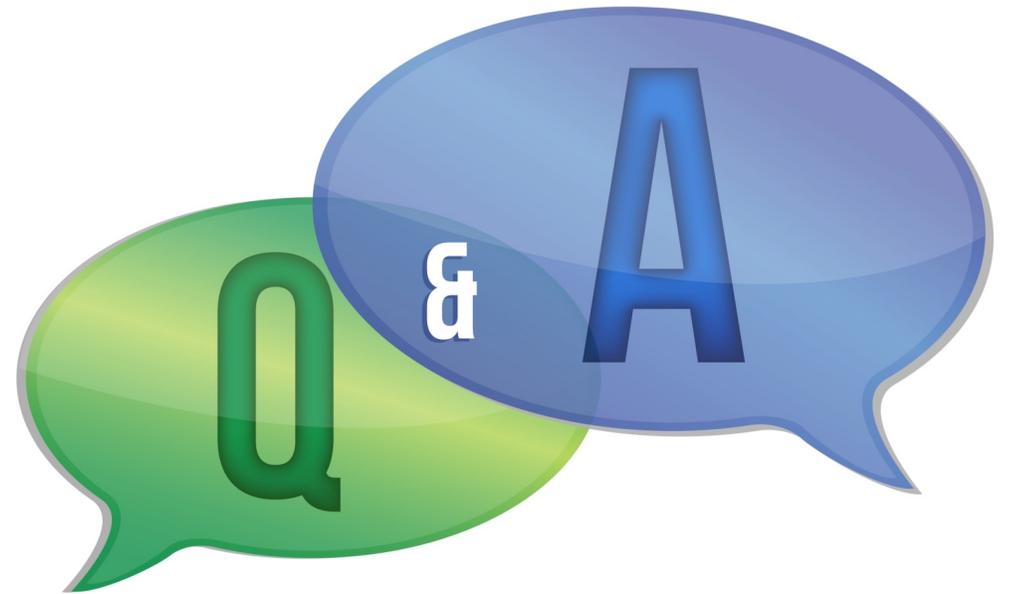
Ms. Briana L. Goins, Program Specialist  
*NASA Office of Small Business Programs*

## ***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 Event & Webinars



## Upcoming OSBP Learning Series Webinars

**February 16, 2024**

NASA Historically Black Colleges and Universities Opportunities

**March 20, 2024**

Women Changemakers and Small Business Success at NASA

## Upcoming OSBP Outreach Events

**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.



ENGAGEMENT AND  
COLLABORATION



FEEDBACK  
COLLECTION



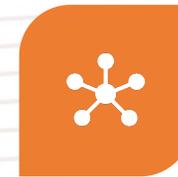
IDENTIFYING  
CHALLENGES AND  
OPPORTUNITIES



ENHANCING  
SUPPORT AND  
RESOURCES



PROMOTING EQUITY  
AND INCLUSION



BUILDING  
RELATIONSHIPS AND  
NETWORKS

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



# CONGRATULATIONS

**FY 2023 Small Business Advocate Awards**

## CENTER-LEVEL WINNERS!



### **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):** Tumarow 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, Cheryl Robertson, Sarah Yopek, Antanese Crank, Corey Walz, and Christian Diallo)
- **IT Procurement Office (ITPO):** Information Technology (IT) Procurements On-Demand (ITPOD) Procurement Team – (Seliste C. Acres, Learnon J. Comeaux, Michelle M. Downs, Bridgette C. Johnson, Kavina R. Patel, Wayne S. Plummer, Andrea MT. Ross, and Nikkole A. Stites)
- **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)
- **Langley Research Center (LaRC):** Research, Science, and Engineering Services (RSES) Procurement Team – (John H. Koelling, John J. Murray, Jared S. Fell, JaeSun K. Riley, Craig D. Jones, Terryl A. Wallace, Jonathan L. Gleason, and Ryan D. Bradley)
- **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, Creig Rhodes, Curtis Stephenson, Raymond Venegas, and Nirali 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



# CONGRATULATIONS

## FY 2023 Small Business Industry Awards

# CENTER-LEVEL WINNERS!



### FY 2023 Center-Level Winners

#### Small Business Prime Contractor of the Year

COMPANY: *Metis Flight Research Associates, LLC*

WEBSITE: [mfra-jv.com](http://mfra-jv.com)

CENTER: Ames Research Center (ARC)

COMPANY: *MSM Group Inc.*

WEBSITE: [msmgroupinc.com](http://msmgroupinc.com)

CENTER: IT Procurement Office (ITPO)

COMPANY: *Sierra Lobo, Inc.*

WEBSITE: [Sierralobo.com](http://Sierralobo.com)

CENTER: Johnson Space Center (JSC)

COMPANY: *MSM Group Inc.*

WEBSITE: [msmgroupinc.com](http://msmgroupinc.com)

CENTER: Langley Research Center (LaRC)

COMPANY: *Victory Solutions, Inc*

WEBSITE: [www.v-s-inc.com](http://www.v-s-inc.com)

CENTER: Marshall Space Flight Center (MSFC)

COMPANY: *Rocket Lab USA, Inc.*

WEBSITE: [www.rocketlabusa.com](http://www.rocketlabusa.com)

CENTER: Kennedy Space Center (KSC)

COMPANY: *Southeast Cherokee Construction, Inc.*

WEBSITE: [www.secherokee.com](http://www.secherokee.com)

CENTER: Stennis Space Center (SSC)

#### Center-Level Small Business Subcontractor of the Year

COMPANY: *Bay Systems Consulting*

WEBSITE: [www.baysystemsinc.com](http://www.baysystemsinc.com)

CENTER: IT Procurement Office (ITPO)

COMPANY: *Aegis Aerospace, Inc.*

WEBSITE: [www.Aegisaero.com](http://www.Aegisaero.com)

CENTER: Johnson Space Center (JSC)

COMPANY: *Aetos Systems, Inc.*

WEBSITE: [www.aetosystems.com](http://www.aetosystems.com)

CENTER: Kennedy Space Center (KSC)

COMPANY: *Waterfront Technical Services*

WEBSITE: [www.waterfronttechllc.com](http://www.waterfronttechllc.com)

CENTER: Marshall Space Flight Center (MSFC)

COMPANY: *Nvision Solutions Inc.*

WEBSITE: [www.nvisionsolutions.com](http://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](http://www.bastiontechnologies.com)

CENTER: Ames Research Center (ARC)

COMPANY: *KBR Wyle Services, LLC*

WEBSITE: [www.kbr.com](http://www.kbr.com)

CENTER: Goddard Space Flight (GSFC)

COMPANY: *Mori Associates, Incorporated*

WEBSITE: [moriassociates.com/](http://moriassociates.com/)

CENTER: IT Procurement Office (ITPO)

COMPANY: *KBR Wyle Services, LLC*

WEBSITE: [www.kbr.com](http://www.kbr.com)

CENTER: Johnson Space Center (JSC)

COMPANY: *Jacobs Technology*

WEBSITE: [www.jacobs.com](http://www.jacobs.com)

CENTER: Marshall Space Flight Center (MSFC)

COMPANY: *SpaceX*

WEBSITE: [SpaceX.com](http://SpaceX.com)

CENTER: Kennedy Space Center (KSC)

COMPANY: *Nokia of America Corporation*

WEBSITE: [www.nokia.com](http://www.nokia.com)

CENTER: Langley Research Center (LaRC)

#### Mentor-Protégé Agreement of the Year

COMPANY: *Jacobs Technology (Mentor)*

WEBSITE: [www.jacobs.com](http://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](http://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](http://www.ch2m.com)

CENTER: Marshall Space Flight Center (MSFC)

COMPANY: *KS Ware and Associates, LLC (Protégé)*

WEBSITE: <https://athenae.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



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LinkedIn page for  
OSBP updates!

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

# Closing Remarks



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NASA Office of Small Business  
Programs**

**Phone: (202)-358-2088**

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





# OSBP

OFFICE OF **SMALL BUSINESS** PROGRAMS



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