

Women
Changemakers
and
Small Business
SUCCESS
at NASA

National Aeronautics and
Space Administration



OSBP Learning Series Webinar



March 20, 2024 • 1:00 p.m. ET

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

 OSBP



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 ...

Participants Chat ... 3

Webex Closed Captioning is Available!

The screenshot shows a Webex meeting interface. At the top, there's a header with 'Webex (Moderated unmute mode)', 'Webinar Info', and 'Hide Menu Bar'. Below that is a menu bar with 'File', 'Edit', 'Share', 'View', 'Audio & Video', 'Participant', 'Webinar', 'Breakout Sessions', and 'Help'. The main content area displays the NASA logo. On the right side, there's a sidebar with three panels: 'Participants (1)', 'Chat', and 'Captions'. The 'Captions' panel is highlighted with a red box and contains a 'Captions' button and a green signature. At the bottom, there's a toolbar with 'Unmute', 'Start video', 'Share', 'Record', and a 'CC' button. A red box highlights the 'CC' button and the 'Captions' panel.

Select CC to enable

1

3

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

2

Polling Questions

1. How did you learn about this webinar?

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

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

- a. YES
- b. NO

Polling Questions Cont.

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

- a. Small Business (SB)
- b. Small Disadvantaged 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 and Universities (HBCU)
- k. Minority-Serving Institutions (MSI)
- l. Nonprofit or Community-based Organization
- m. Federal Government Agency/Department
- n. State or Local Government Agency/Department
- o. Other

Polling Questions Cont.

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

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

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



Introducing OSBP Assistant Administrator Mr. Dwight D. Deneal



Meet OSBP Assistant Administrator

Mr. Dwight D. Deneal

Assistant Administrator
NASA Office of Small Business Programs

Dwight Deneal is the assistant administrator for the Office of Small Business Programs at NASA Headquarters in Washington. In this role, Deneal provides executive leadership, policy direction, and management for programs that help ensure small businesses are given a fair chance to work with the agency.

Having joined NASA Feb. 14, 2024, Deneal brings over a decade of experience leading small business and federal acquisition programs to the agency. Prior to his arrival at NASA, he served as the director for the Defense Logistics Agency's Office of Small Business Programs, where he supervised all small business programs and contracting activities.

Prior to that, Deneal also served as the director for the Small Business and Industry Liaison Programs at the U.S. Coast Guard, part of the U.S. Department of Homeland Security. In this capacity, he led all small business and socio-economic related guidelines, policies, regulations, and was the authority for planning and carrying out acquisition activities in support of small business programs. Deneal's experience also includes supporting the Department of Health and Human Services, the Department of Education, and U.S Department of Navy.

In addition to his NASA role, Deneal serves as the vice chairman of the Federal Interagency Office of Small and Disadvantaged Business Utilization Directors Council. This organization of federal small business program officials meet regularly to exchange and discuss information on small business methods, issues, and strategies.

A native of Columbia, South Carolina, Deneal graduated from Hampton University in Hampton, Virginia, where he earned a bachelor's in Business Management. He also is a graduate of Harvard University's Kennedy School of Government Executive Education program. Deneal was the recipient of the 2018 U.S. Department of Homeland Security Chief Procurement Officer Excellence in Industry Engagement Award. He is married and has two children.



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OSBP Learning Series Webinar



Meet Our Featured Speakers

Meet the Speaker

Ms. Denise Navarro

President and CEO
Logical Innovations, INC.

Denise S. Navarro is the President/CEO of Logical Innovations, Inc., a business she has grown from a one-person office based in Houston, Texas, to an organization with operations across the country.

While earning an associate in applied science (AAS) in computer data processing from College of the Mainland (COM) in Texas City, Texas, followed by a Bachelor of Arts (BA) in computer information systems and a Master of Business Administration (MBA), both from the University of Houston – Clear Lake (UHCL) in Houston, Texas, Denise also dedicated herself to a career that began in 1984 supporting the federal government, before launching Logical Innovations, Inc. in November 2006. Logical Innovations specializes in providing its federal and commercial clients with financial and acquisition services, event/exhibits management, strategic communications/ outreach, training/education, information technology, administrative services, and logistical support.

Logical Innovations was recognized in 2023 as a Legacy Business by the U.S. Small Business Administration (SBA) and by its NASA customers as the FY19 NASA Agency Level Small Business Prime Contractor of the Year. Within supported NASA Centers, Logical Innovations has received numerous awards and recognition, including the Johnson Space Center FY2015 and FY2021 Small Business Prime Contractor of the Year, and Armstrong Flight Research Center as FY2016, FY2017, FY2019, FY2021 and FY2022 Small Business Prime Contractor of the Year. As a testimony to its focus on employees, Logical Innovations was recognized in 2023 as an Iconic Honoree as “One of Houston’s Best and Brightest Companies to Work For” with annual recognition in 2012 through present. For its community involvement and focus on education for future generations with its many scholarships and programs, Logical Innovations was honored with the University of Houston – Clear Lake (UHCL) 2017 Community Partnership Award and the UHCL 2019 Philanthropy Award. Denise Navarro was also named the 2022 SBA Small Business Person of the Year for the State of Texas. Ms. Navarro serves on several boards of directors and councils in support of community in the areas of education, industry, economic development, and small business.



Logical Innovations, Inc.



Denise S. Navarro
President/CEO

Logical Innovations, Inc.

Logical Innovations, Inc. is a small business, minority-owned small business and woman owned small business – serving as a value-added provider of business, technical and creative services for the federal government and private industry. Fully operational in 2006 and headquartered in Houston, Texas, Logical Innovations has evolved and expanded our Logical Innovations family in locations throughout the United States.

- ✓ With a career that began as a NASA contractor in 1984, President/CEO Denise Navarro had the opportunity to grow professionally within this great agency and establish Logical Innovations.
- ✓ Experience at NASA Centers/locations:
 - ✓ Ames Research Center (ARC)
 - ✓ Armstrong Flight Research Center (AFRC)
 - ✓ Goddard Space Flight Center (GSFC)
 - ✓ Wallops Flight Facility (WFF)
 - ✓ Headquarters (HQ)
 - ✓ Johnson Space Center (JSC)
 - ✓ Kennedy Space Center (KSC)
 - ✓ Marshall Space Flight Center (MSFC)
 - ✓ Michoud Assembly Facility (MAF)
 - ✓ Stennis Space Center (SSC)



Logical Innovations, Inc. is a value-added provider of business, technical and creative services for the federal government and private industry

- ✓ Established December 1999; fully operational November 2006
- ✓ Small Business (SB), Woman Owned Small Business (WOSB)
 - ✓ August 2016 graduate of the Small Business Administration (SBA) 8(a) Program (SBA's developmental program)
- ✓ Strategically located across the country
- ✓ Specialize in financial and acquisition services, event/exhibits management, strategic communications/outreach, training/education, administrative services, and logistical support
- ✓ Official SBA-approved mentor to other small businesses
- ✓ Informal mentor to other small businesses
 - ✓ Investments for expansion
- ✓ Established partnerships

Forming Logical Innovations, Inc.

- The how and why of forming Logical Innovations, Inc.
 - Followed my dream
 - Planning!
 - Solid advice from trusted parties
 - Strong network
 - Mentors
- What has made it successful?
 - Values, ethics, beliefs
 - Network / Support team
 - Employees
 - Customers
 - Business Partners
 - Community

Social Responsibility - Logical Innovations partners with the communities we serve, fostering relationships and future generations

- **University of Houston – Clear Lake Partnership**
 - Logical Innovations Hawk Advantage Scholarship - Partnership/endowment for legacy company sponsored/funded 4-year scholarship
 - Established STEM Educator Hispanic Serving Institution Internship Endowment, which supports future STEM educators-in-training
 - Sponsorship of the UHCL Center for Autism and Developmental Disabilities (CADD) Graduate Assistantship
 - Donor for President's Excellence Scholarship Endowment
 - Sponsorship of the UHCL chapter of the SuperGirls SHINE Foundation STEM Club
 - Serve on President's Council and College of Education Advisory Board
- **College of the Mainland (COM) Partnership**
 - Annual company sponsored/funded 2-year scholarship
 - Endowment for 2-year scholarship
 - Serve on COM Foundation Board and School of Business Advisory Board
- **Prairie View A&M University Partnership**
 - Endowed scholarship – The Dr. Hubert Darnell Glover Memorial Scholarship
- **Student sponsorships**
 - STEM chapters, STEM events, Sports, Youth programs, Internships
- **Serve on Board of Directors for various community organizations – educational, economic, and industry**

- 2023 – Honored by SBA with Recognition as a Legacy Business
- 2023 – Best and Brightest Iconic Winner Houston
- 2022 – SBA Small Business Person of the Year for the State of Texas and Houston District; 2016 – Houston District
- 2021 – Top 30 Influential Women of Houston
- 2021 – Super Lady for STEM by SUPERGirls SHINE Foundation
- FY2019 NASA Agency Level Small Business Prime Contractor of the Year
- FY2021, FY2015 NASA Johnson Space Center Small Business Prime Contractor of the Year
- FY2022, FY2021, FY2019, FY2016, FY2017 NASA Armstrong Flight Research Center Small Business Prime Contractor of the Year
- 2019-present – National Best and Brightest Companies to Work For Award
- 2012 through present - Voted one of Houston's Best and Brightest Companies to Work For *by our employees*
 - *Elite Awards in categories of Diversity and Inclusion and Employee Enrichment, Engagement and Retention*
- 2019-2023 Voted one of San Francisco Region's Best and Brightest Companies to Work For
- UHCL – May 2019 Commencement Speaker
- UHCL 2019 Philanthropy Award
- 2019 – Hispanic Lifestyle Latina of Influence Award
- 2018 SBA Region 6 (Texas, Oklahoma, New Mexico, Louisiana, Arkansas) and Houston District Office 8(a) Graduate of the Year
- UHCL 2017 Community Partnership Award
- UHCL 2017 Distinguished Alumna
- 2017 – Houston Technology Center Entrepreneurial Lifetime Achievement Award
- 2017 – NASA OSBP Congressional Report Feature
- 2016 – COM Distinguished Alumna



- ✓ Logical Innovations focuses on and values its customer bases – clients and employees
- ✓ Logical Innovations partners with other like-minded companies and the communities we serve, fostering relationships and future generations, with a ‘pay it forward’ mindset.
- ✓ Building a company takes hard work and determination – it may not happen overnight but with the right planning, persistence, partnerships, values, ethics and passion, it can!



dnavarro@logical-i2.com

LinkedIn: <https://www.linkedin.com/in/dnavarroli2/>

Meet the Speaker

Ms. Nga Pham

CEO

Jenlyn Solutions

Ms. Pham serves as an IT Consultant within the EAST2 program at the NASA Langley Research Center (LaRC) in Hampton. In this capacity, she offers specialized advice, guidance, and assistance to the IT development team.

Her professional journey began in May 2000 as an application developer under the BAMIS contract. In this role, she was responsible for the development, testing, deployment, and optimization of business applications for various entities, including the Office of the Chief Financial Officer (OCFO) and Office of the Chief Information Office (OCIO). Her passion for IT projects propelled her into a management role, initially as a task lead and eventually transitioning to project manager by 2010.

In 2017, Ms. Pham took the entrepreneurial leap and established Jenlyn Solutions, a small business dedicated to providing strategic IT solutions and services characterized by integrity and accountability. As the Founder & CEO, she balances her commitment to supporting her team at NASA Langley with the day-to-day operations of her company.

Ms. Pham is a graduate of Old Dominion University, holding a Bachelor of Science degree in computer engineering, and George Washington University, where she earned a Master of Science degree in engineering management.

Outside of her professional endeavors, Ms. Pham resides in Williamsburg, VA, with her husband and two daughters, Jenny and Katelyn. They share a passion for travel and cherish quality time spent together as a family.



A person in a blue suit is holding a smartphone. The screen of the phone is overlaid with a grid of hexagonal icons representing various business and technology concepts such as a cloud, Wi-Fi, gears, a lightbulb, a wrench, a pie chart, a globe, a hard hat, a person, a truck, a computer monitor, and a person silhouette. The background is a blurred image of a person in a blue suit.

Jenlyn Solutions

More than solutions, we develop relationships

About Us

Our Profile

Years in Business

- 6 ½ years

Federal Subcontractor

- Enterprise Applications Service Technologies 2 (EAST 2) – **(Feb 2021 – current)**
- Langley Information Technology Enhanced Services (LITES II) – **(Nov 2017 – Jan 2021)**

Social-Economic Types

- Women-Owned Small Business
- Small Disadvantaged Business (EDWOSB) **(Nov 2022)**



*More than solutions, we develop
relationships*

Our Capabilities

What We Do?

More than solutions, we develop relationships



01. Project Management

Utilize project management methodologies to plan, organize, execute and control ensuring projects are completed efficiently, effectively and successfully.

02. Software Development

Develop and deploy software solutions that align with the requirements and strategic objectives of both the end users and stakeholders.

03. IT Security

Implement security protocols to safeguard data and assets against unauthorized access, cyber threats and other security risks

04. COTS Integration

Enable customers to leverage existing software solutions to accelerate development, reduce costs and improve functionality and performance.

Our Customers

NASA



NESC

NASA Engineering & Safety Center



OCE

Office of the Chief Engineer



CODIS

Center Operations Directorate Information Systems



OCIO

NASA Office of the Chief Officer (HQ, Langley, Goddard)



ESDMD

Exploration Systems Development Mission Directorate



SOMD

Space Mission Operations Directorate

NESC PORTAL
ONE PLACE TO FIND NESC RESOURCES

 NESC Integrated Knowledge Sharing

NRD
NESC Request Database





NEN NASA ENGINEERING NETWORK

 **NESC Academy**
NASA Engineering and Safety Center

focus on the numbers

 **HATS**

IBM Rational

-  Jira Software
-  Confluence
-  Bamboo
-  Crowd

Contact Us

Company Info

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UEI: N5T6YLFBBZ96

NAICS Codes: 541511, 541512, 541519, 541611, 541690, 541990

Website: <https://jenlynsolutions.com>



*More than solutions, we develop
relationships*

A person in a blue suit is holding a tablet. The tablet screen displays a grid of various icons, including a cloud, Wi-Fi symbol, lightbulb, gears, wrench and screwdriver, pie chart, world map, hard hat, truck, person on a motorcycle, and a person sitting. The background is a blurred image of a person in a blue suit.

Thank You.

Meet the Speaker

Ms. Charmagne Manning

President; U.S. Women's Chamber of Commerce
VP Government Affairs; The American Small Business Chamber of Commerce.

Charmagne Manning is the President of the U.S. Women's Chamber of Commerce® (uswcc.org) and VP of Gov't Affairs at The American Small Business Chamber of Commerce (ASBCC). Charmagne brings more than 20 years of relevant experience to the table for any small business or entrepreneur. Ms. Manning's previous 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 abilities coupled with her vast knowledge of the interworking of government, she is able to extend a steady and knowledgeable hand toward the advancement of small businesses. Her goal is simple – to empower small business leaders to start and develop successful businesses while advancing related government policy.



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

Chat: LiveChat

Call: (202) 607-2488



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USWE

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

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U.S. Women's Chamber of Commerce Uniquely Positioned

THE National Economic Development organization advancing the economic status for women and small businesses.

- **Strength:** 501(c)(6) not-for-profit, non-partisan trade association based in DC , with over 500,000 members nationally comprised of individuals, small businesses and small business advocates.
- **Bottom Line Outcomes:** Committed to real progress with a 360-degree strategy to drive change
- **Independent & Non-Captive:** USWCC is not funded by large corporate or political sponsors who would use us as a marketing and political channel. We speak for you only.
- **Economic growth:** For women workers AND women business owners. USWCC is the only organization to have bridged the gap.
- **Resources** to drive small business growth
- **Connected:** Works with agency and large prime representatives to reach qualified, capable small businesses.



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STRONG: Benefits for Government Suppliers

National Leaders for Small Businesses Seeking Access to Government Contracts

- USWCC SBA 3rd-party certification for WOSB & EDWOSB
- Drive legislation to ensure access to contracts
- News, Reports, Education & Connections
- Supplier Member Benefits

Agency & Prime ConnectWorks Web Meetings

- BidMatch System
- CMMC Support Services
- Directories
- ED/WOSB Certification Services
- Meeting Discounts (Matchmaking Opportunity)
- Metro Offices Discount
- Supplier Place



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ED/WOSB Eligibility Requirements

Women's contracting program eligibility requirements

To be eligible for the women's contracting program (WOSB), your business must:

- Be a [small business](#)
- Be at least 51% owned and controlled by women who are U.S. citizens
- Have women manage day-to-day operations and also make long-term decisions

To qualify as an economically disadvantaged business (EDWOSB) within the women's contracting program, your business must:

- Meet all the requirements of the women's contracting program
- Be owned and controlled by one or more women, each with a personal net worth less than \$850,000
- Be owned and controlled by one or more women, each with \$400,000 or less in adjusted gross income averaged over the previous three years
- Be owned and controlled by one or more women, each \$6.5 million or less in personal assets



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ED/WOSB Eligibility Requirements

Women's contracting program eligibility requirements

Additional Details:

- Small: Meet the small business size standard for the primary NAICS code and contract
- Owned & Controlled: Be at least 51% unconditionally and directly owned by women who are U.S. citizens (provisions in business documents/agreements which limit this control in anyway, and supermajority voting requirements – **are not allowed**)
- Manage: Women must manage the day-to-day operations – and have the skill and experience to do so
- Women must make the long-term decisions for the business
- A woman must the hold highest officer position in the business (and act as such)
- This woman must work at the business full-time during normal working hours
- No minimum amount of time for the business to be operational
- We must secure information regarding all affiliated firms (legal, tax, financial documents) to confirm the applicant firm qualifies as “small” and is independent.



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ED/WOSB Changes

Other Program Changes

- **Highlights of additional program changes**
 - Allows participation from firms certified by the U.S. Department of Veterans Affairs Center of Verification and Evaluations, provided they meet all eligibility requirements; (requires additional documentation to prove women's ownership and control in addition to the CVE)
 - Eliminates the self-certification option from certify.sba.gov, effective October 15, 2020;
 - Eliminates the appeal process for denials and requires firms to wait 90 days before applying again.
 - Annual Attestation the SBA requires you to attest annually that your WOSB Status has not changed. – **UPDATE: Requirement Eliminated**
 - Recertification required every three years. Must start the process within 120 days of your anniversary date. – SBA's system not ready.
 - **Get Certified at USWCC:** <https://www.uswcc.org/certification/>
 - SBA: <https://wosb.certify.sba.gov/>



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Our Commitment: 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
- Driving Legislation on key issues impacting small businesses and federal contractors.



* Category Management Reform

* Women-Owned Small Business Regulations



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Legislative Action

WOSB / EDWOSB PROGRAM

- **1994:** Federal Acquisition Streamlining Act (FASA) sets WOSB contracting goal of 5%.
- **December 2000:** Equity in Contracting for Women Act signed into law giving agencies the ability to limit certain competitions to women-owned small businesses.
- **October 2004:** The U.S. Women's Chamber of Commerce brings suit against the SBA for its failure to implement the program (and won).
- **April 2011:** Program goes live.
- **June 2013:** USWCC WOSB/EDWOSB Snap Survey finds contracting officers responsible for verifying Self Certified WOSBs are not using program. Sends Report to Congresswoman Nydia Velasquez.



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Legislative Action

WOSB / EDWOSB PROGRAM

- **June 2013:** Congresswoman Velazquez, along with five co-sponsors, introduce HR 2452 the Women's Procurement Program Equalization Act to mirror the other socioeconomic set-aside programs. Removes Self Certification, adds sole source and provides for accountability.
- **December 2014:** NDAA signed into law removing Self-Certification, adding Sole Source and Accountability (however, SBA implements the Sole Source feature, but does not implement the end of self-certification).
- **May 11, 2020:** SBA publishes final regulations to update the ED/WOSB program and end self-certification.



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Legislative Action

CATEGORY MANAGEMENT HISTORY

- **May 24, 2018:** Forum with full range of government leaders
- **Followed by:** Creation of the Category Management Task Force
- **June 13, 2018:** House Small Business Committee Hearing with USWCC Member Beth Strum (IT Works) providing testimony.
- **November 2020:** the U.S. Government Accountability Office (GAO) reported on Category Management GAO-21-40 (<https://www.gao.gov/assets/720/710938.pdf>). Included in the report “Of the tens of thousands of contracts eliminated by category management, 53% of them were small business contracts.”
- **March 4, 2020:** the U.S. Women’s Chamber of Commerce® published a flash report that found that small businesses had an overall loss of 21% in federal contracts, and the U.S. Women’s Chamber of Commerce® joined forces with The American Small Business Chamber of Commerce and brought the following message to our Congressional Leaders.



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[ASBCC.org/NASBC](https://www.asbcc.org/nasbc)

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U.S. Women’s
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[USWCC.org](https://www.uswcc.org)

Legislative Action

CATEGORY MANAGEMENT HISTORY

- **May 4, 2021:** the U.S. Women's Chamber of Commerce released a report entitled Stop the Loss of Small Business Federal Suppliers (<http://uswcc.org/stop-the-loss>) which highlights the impact the U.S. government's unregulated purchasing practice known as "Category Management" through "Best-In-Class" contracts has had on small business participation as federal suppliers.
- **June 17, 2021:** Federal Network News, reported on the issue of Category Management. Mr. Tom Temin, Federal Drive interviewed Margot Dorfman, CEO and Co-Founder.
- **Followed by:** Call to Action of Membership



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Legislative Action

CATEGORY MANAGEMENT HISTORY

- **September 2021:** As a result of the U.S. Women's Chamber of Commerce efforts, the House Small Business Committee is introducing language into the H.R. 4350 - National Defense Authorization Act for Fiscal Year 2022 to provide small business inclusion in federal contracting regardless of contracting vehicles used.
- **December 2021: USWCC Wins Battle: Category Management Procurement is Opened to Small Business Suppliers. President Biden Signs Executive Order M-22-03** to adjust category management practices to boost contracting opportunities for small businesses.

USWCC gains small business inclusion in Category Management / Best-In-Class contracts!



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Strong Partnerships

Thank you!! To Our Agency & Prime Representatives



We greatly appreciate your ongoing support!



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**Small Business Alliance of Government
Contractors**

**2023 Small Business Contracting
AWARD WINNERS**

**Loyne Ford, Chief Executive Officer
Arlo Solutions**

"She operates with an unmatched level of integrity and professionalism. Unlike most companies, Loyne runs her business with the employees in mind.

"Her commitment to others stands out most. She pushes you to be your best, but also supports whatever you need in order to be your best."

"Loyne is an incredible human being. She has inspired me as a female leader, and I consider her a strong mentor and role model."

Highlights:

Certifications: 8a Stars III, ED/WOSB Certified, SDVOSB Certified Firm.

Revenues: 2021: 8.6 million; 2022: 16.7 million; 2023: 20 million as of mid-year
Currently, Arlo has approximately 17 active federal contracts.

Since 2019, the employee count has more than tripled; they currently have over 100 employees and in February 2021 the employee count was in the low 30s. From 2021 to 2023 they've averaged 54% YoY growth and maintained a win ratio of 60% for bidded contracts. Their largest contract to date has been \$32 million over 5 years. Their partnership highlight is a Mentor-Protégé JV with Deloitte. They've also worked with Booz Allen and Accenture.

GROWTH PRO



sbagc.org



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U.S. Women's
Chamber of Commerce

USWCC.org

**Small Business Alliance of Government
Contractors**

**2023 Small Business Contracting
AWARD WINNERS**

**Jo-Anne "Josie" Dressendofer, Founder & President
SLICE Wireless Solutions**

"Josie has always shown the highest level of professionalism and support. I am proud to count her as both a colleague and friend."

"Josie is extremely knowledgeable about her field. She is a true trailblazer."

"Josie is a visionary that has developed a culture of innovation and continual improvement within her firm and industry."

Highlights:

Certifications: SLICE is a registered M/WBE and retains minority ACDBE status. There are over 40 full and part time employees working on projects around the country.

Revenues: SLICE has designed and/or manages Wi-Fi networks that each provide coverage for 3-15 million visitors or passengers annually. These include having served large scale governmental public Wi-Fi installations and have a total project value of over 150 million with over 100 million Wi-Fi users under management when completed over 15 years.

Patent pending platform called WiSNET® (wireless supernetwork) designed specifically for densely populated areas such as airports. WiSNET's technology and success at Baltimore Washington Thurgood Airport (BWI) has published this year by Wiley Publishers as a new leading technology. SQR Airport also rated SLICE a 97 out of 100 in their proposal scoring where WiSNET is also installed and SLICE acting as the PRIME contractor in both cases over AT&T, T-Mobile and Verizon.

**INNOVATION &
PERFORMANCE**



sbagc.org



National Association
of Small Business Contractors

ASBCC.org/NASBC

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2024

Meetings & Events

National Small Business Federal Contracting Summits and Agency Outreaches:

- **March 26 – 27, 2024** – National Small Business Federal Contracting Summit | DC Area (Hybrid) – Celebrating Women’s History Month
- **April 9, 2024** – Women Owned Small Business Contracting Summit: Information, Innovation & Emerging Technologies (Hybrid) - Celebrating Women’s History Month
- **June 11 - 12, 2024** – 14th Annual National Small Business Contracting Summit | Southeast 2024 (Charleston, SC) LIVE



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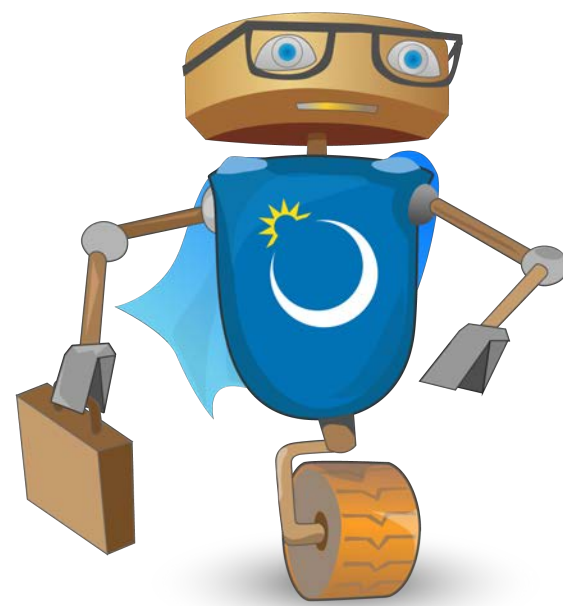
USWCC.org



Women
Changemakers
and
Small Business
SUCCESS
at NASA



Ask and Answer Session

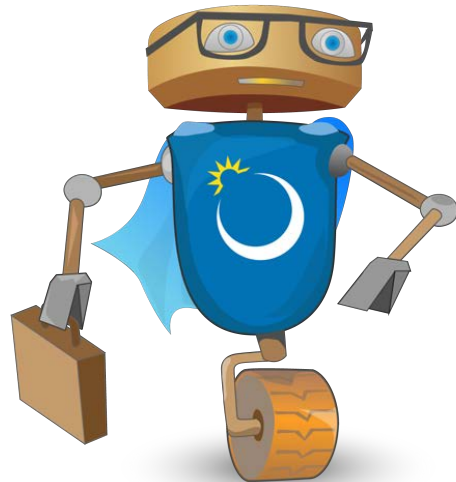




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What are some key challenges that women entrepreneurs face in the space industry, and how can they be overcome?

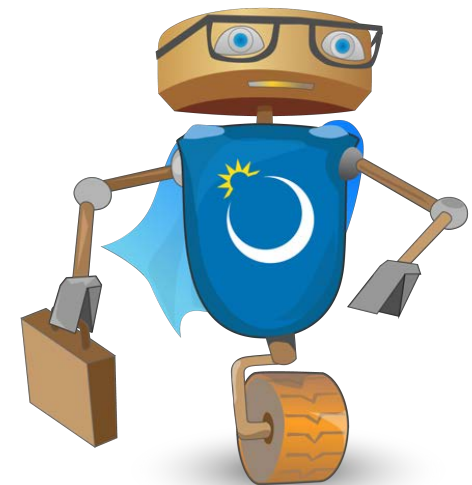




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Could you elaborate on specific strategies or initiatives that NASA has implemented to support women entrepreneurs and small business owners that have been successful?

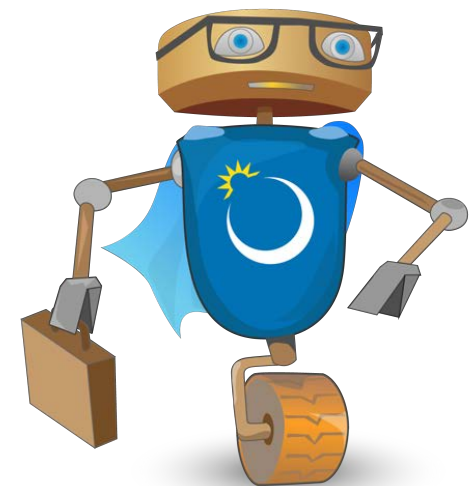




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How does NASA foster diversity and inclusion within its programs and partnerships, particularly for women entrepreneurs and small business owners?

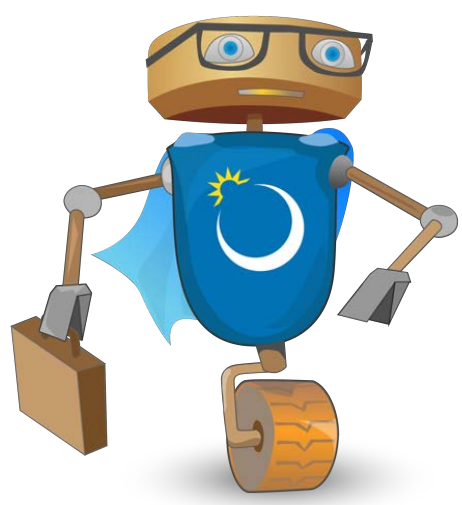




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What advice would you give to aspiring women entrepreneurs who are interested in entering the space industry or collaborating with NASA?

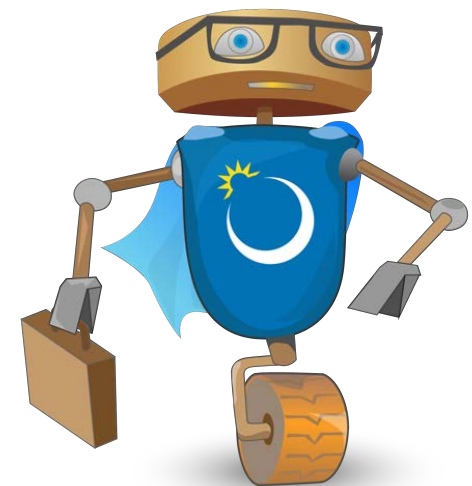




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at NASA



How does NASA ensure that women-owned businesses are provided maximum opportunities to participate in its procurement opportunities and contracts?

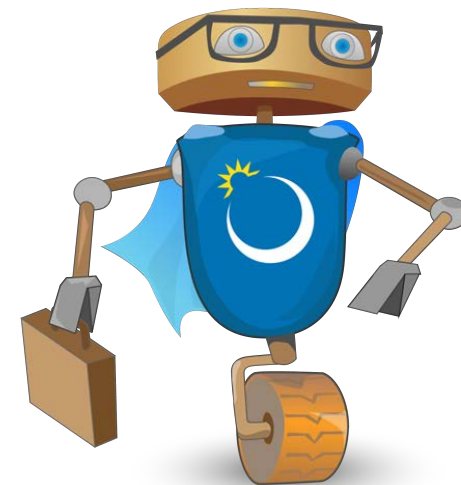




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How can women in small business effectively navigate and leverage emerging technologies to drive sustainable growth and create meaningful social change?

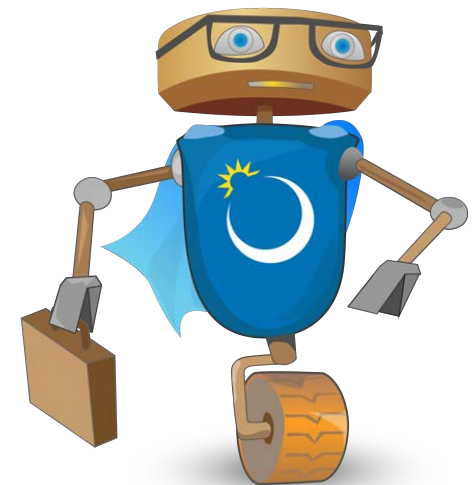




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What advice do you have for women that are at the very beginning of the WOSB journey?

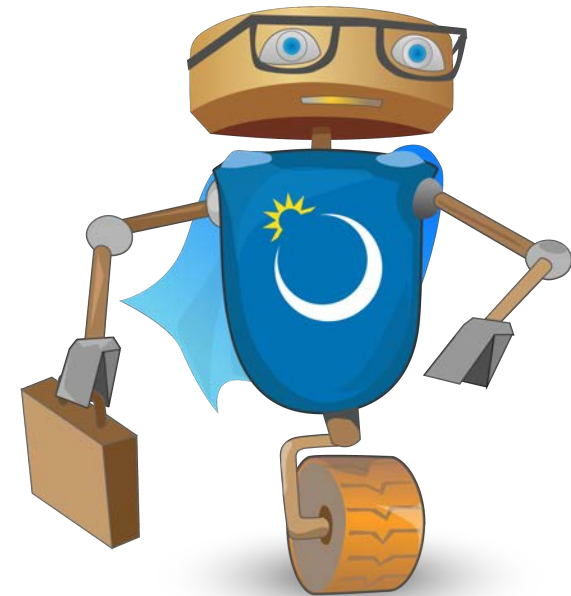




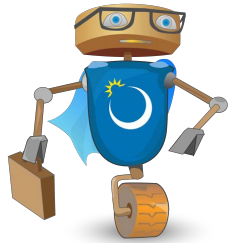
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OSBP Updates



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/listening-sessions/>

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OSBP Learning Series Webinar

Register Today!



How to SECURE Federal Government FUNDING

National Aeronautics and Space Administration 

 OSBP Learning Series Webinar



April 17, 2024 • 1:00 p.m. ET

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



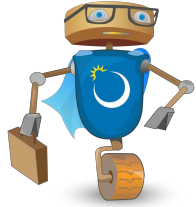
SCAN ME

Scan this QR code to register for the NASA OSBP Learning Series or click the link below.

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OSBP Learning Series Webinar



Upcoming OSBP Learning Series



Upcoming OSBP Learning Series Webinars

April 17, 2024

How to Secure Federal Government Funding

May 15, 2024

Successful Small Business Stories at NASA



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OSBP Learning Series Webinar

The New NASA OSBP Mobile App

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

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

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

Privacy Policy

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

OSBP Mobile (iOS) and Android Update Available!!

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

The new version has the following features:

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



Download at:
<https://play.google.com/>
https://apps.apple.com



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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OSBP Learning Series Webinar

Calling ALL WOSBs!!



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Scan this QR code to register for the new NASA Vendor Database or click the link below.

OSBP

WOMEN-OWNED SMALL BUSINESSES...

YOU'RE INVITED TO REGISTER FOR THE NASA VENDOR DATABASE!

What is the NASA Vendor Database?...

This database is open to all businesses (large and small), and Colleges/Universities, who desire to work with NASA, as well as NASA employees who wish to view the landscape of prospective vendors.

Benefits of registering...

- The NVDB is solely utilized for information sharing
- Market research
- Acquisition planning
- Used by industry when searching for capabilities to support subcontracting opportunities or for networking purposes.

What's required to register...

- Vendors are required to upload a capability statement when they register.
- Vendors registered in the current NVDB, MUST re-register in the NEW database.

How to register...

SCAN ME  <https://apps.nasa.gov/nvdb/> 



OSBP Gets Social! Follow us!!



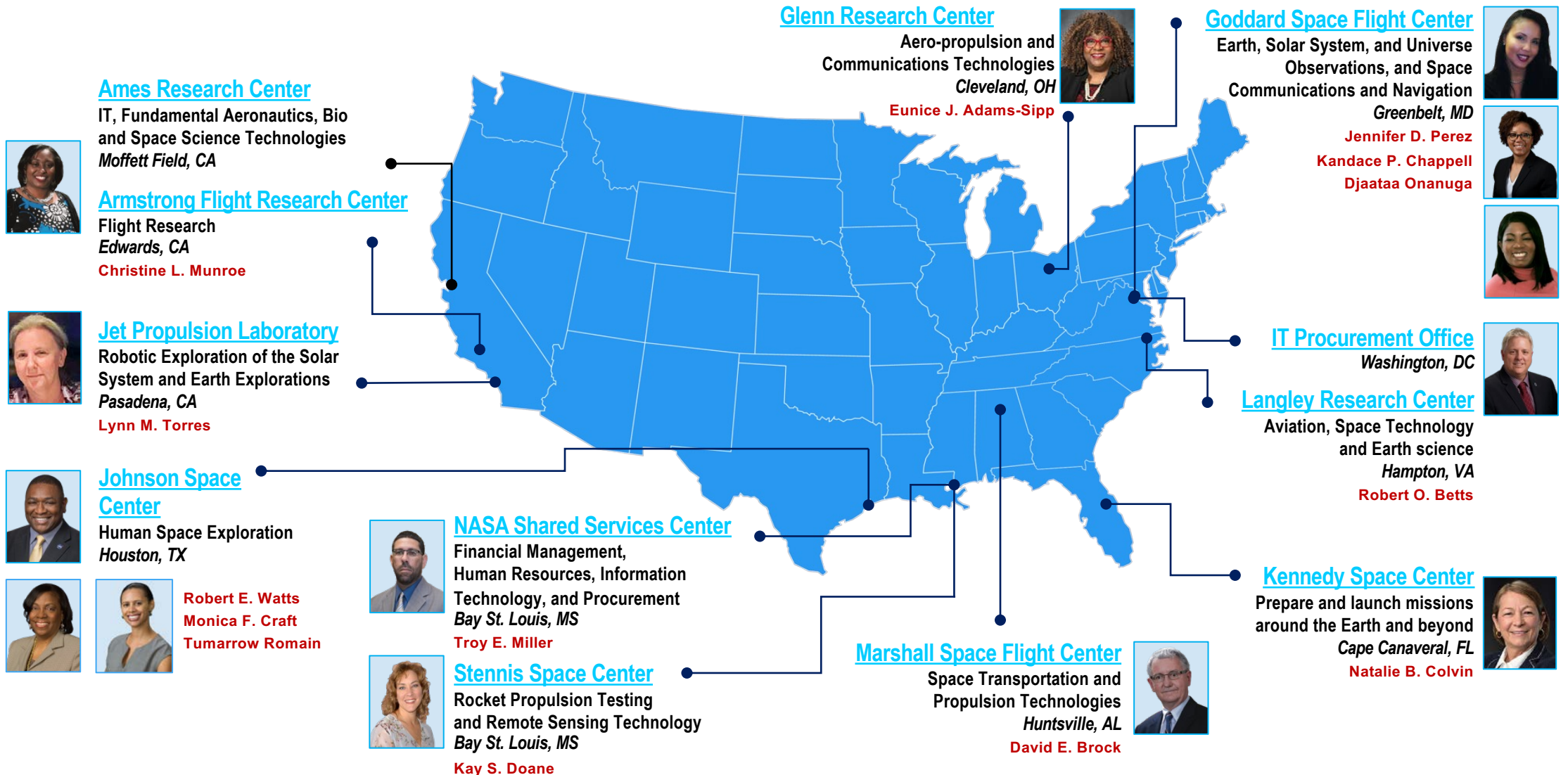
[@NASA OSBP](https://twitter.com/NASA_OSBP)



Check out NASA's
LinkedIn page for
OSBP updates!



NASA Small Business Specialists Around the Country



NASA Small Business Specialists

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Robert O. Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Natalie Colvin	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Jennifer D. Perez	301-286-4379	Gsfc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Lynn M. Torres	818-354-1685	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	Information Technology Procurement Office	Robert O. Betts	757-864-6074	hq-itpo-smallbusiness@mail.nasa.gov
	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov



**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!

Learn more about NASA OSBP!

www.nasa.gov/osbp



Contact Information

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NASA Office of Small
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(202) 358-2088

smallbusiness@nasa.gov



