



NASA Information Technology Procurement Office (ITPO)



SMALL BUSINESS MARKETING GUIDE

September 2024

INTRODUCTION

The NASA Information Technology Procurement Office (ITPO) is based at NASA Goddard Space Flight Center in Greenbelt, MD with their personnel spread across various NASA centers throughout the US.

ITPO Small Business Marketing Guide Overview:

- **Purpose:** The ITPO Small Business Marketing Guide serves as a valuable resource for small businesses seeking procurement opportunities with ITPO.
- **Contents:**
 - **Marketing Information:** The guide contains essential marketing details to help businesses understand the ITPO marketplace.
 - **Target Audience:** Small businesses aiming to market their product and service offerings to ITPO and ITPO prime contractors.
 - **Key Information:**
 - NASA small business points of contact (POCs)
 - Prime contractor contacts
 - Small business technical advisors
 - A list of prime contractors
 - ITPO contract portfolio details
 - Guidance on accessing procurement information via various acquisition search tools.
 - **Assistance:** The ITPO Small Business Specialist can offer suggestions on how to effectively use this guide for marketing purposes.
 - **Contact:** If you'd like to learn more about ITPO, feel free to reach out to the ITPO Small Business Specialist at hq-itpo-smallbusiness@mail.nasa.gov.

Feel free to explore the guide and connect with the ITPO Small Business Specialist for further assistance!

1.0 ITPO AT A GLANCE

The NASA Headquarters **Information Technology (IT) Procurement Office** has Agency-wide responsibility for providing guidance and support to NASA Centers, geographically dispersed across the United States, Headquarters Mission Directorates, and Mission Support Offices in planning, conducting, and processing IT procurement actions above the Simplified Acquisition Threshold.

The portfolio is comprised of four primary areas:

- Enterprise IT Contracts
 - Covers End-User IT services, Cybersecurity, Communications, and Application services.
- Commercial IT Contracts
- Enterprise Software Procurements
- Solutions for Enterprise-Wide Procurement (SEWP) Program
 - Government-wide Acquisition Contract (GWAC) consisting of pre-competed Prime Contract Holders providing a variety of IT products and services to all federal agencies.

2.0 SMALL BUSINESS PROGRAM CONTACTS

2.1 NASA Office of Small Business Programs (<https://www.nasa.gov/osbp>)

Contact	Title	Phone	E-Mail
Dwight Deneal	Assistant Administrator	202-358-2088	smallbusiness@nasa.gov
Robert Medina	Deputy Assistant Administrator	661-276-2088	smallbusiness@nasa.gov
Richard Mann	Program Manager	202-358-2088	smallbusiness@nasa.gov
Charles Williams	Program Manager	202-358-2088	smallbusiness@nasa.gov
Elizabeth Haase	Program Manager	202-358-2088	smallbusiness@nasa.gov
Truphelia Parker	Program Specialist	202-358-2088	smallbusiness@nasa.gov
Naeemah Lee	Program Specialist	202-358-1367	smallbusiness@nasa.gov
Briana Goins	Program Specialist	202-358-3989	smallbusiness@nasa.gov
Tracy Hudspeth	Program Analyst (Contractor)	202-358-5213	smallbusiness@nasa.gov

2.2 Center Small Business Specialists (<https://www.nasa.gov/osbp/center-locations>)

NASA CENTER	CONTACT	PHONE	E-MAIL ADDRESS
Ames Research Center (ARC) /	Christine Munroe	650-604-4695	arc-smallbusiness@mail.nasa.gov

Armstrong Flight Research Center (AFRC)			
Glenn Research Center (GRC)	Eunice Adams-Sipp	216-433-6644	grc-smallbusiness@mail.nasa.gov
Goddard Space Flight Center (GSFC) and HQ Acquisition Branch	Kandice Chappell Djaataa Onanuga	301-286-8136 301-286-9083	gsfc-smallbusiness@mail.nasa.gov
Information Technology Procurement Office (ITPO)	Robert Betts	757-864-6074	Hq-itpo-smallbusiness@mail.nasa.gov
Jet Propulsion Laboratory (JPL)	Dr. Charles Bray Matthew Christian	818-354-5620 818-354-2760	smallbusiness.programsoffice@jpl.nasa.gov
JPL NASA Management and Oversight	Lynn Torres	818-354-1685	Lynn.m.torres@nasa.gov
Johnson Space Center (JSC)	Robert Watts Monica Craft Tumarow Romain	281-244-5811 281-483-4134 281-483-2824	jsc-smallbusiness@mail.nasa.gov
Kennedy Space Center (KSC)	Natalie Colvin Laurie Boehm	321-867-4773 321-867-7353	ksc-smallbusiness@mail.nasa.gov
Langley Research Center (LaRC)	Robert Betts	757-864-6074	larc-smallbusiness@mail.nasa.gov
Marshall Space Flight Center (MSFC)	David Brock Danielle Barnes Cheryl Webb	256-544-0267 256-544-6263	msfc-smallbusiness@mail.nasa.gov
NASA Shared Services Center (NSSC)	Troy Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov
Stennis Space Center (SSC)	Kay Doane	228-668-1720	ssc.smallbusiness@mail.nasa.gov

2.3 ITPO Small Business Program Contacts

CONTACT	TITLE	PHONE	E-MAIL ADDRESS
Robert Betts	ITPO Small Business Specialist	757-864-6074	Hq-itpo-smallbusiness@mail.nasa.gov
Kathy Rice	ITPO Small Business Technical Advisor (SBTA)	256-544-2647	kathy.y.rice@nasa.gov
Shaquanda Williams	Small Business Administration (SBA) Procurement Center Representative (PCR)	240-278-4735	Shaquanda.Williams@sba.gov

3.0 ITPO PRIME CONTRACTORS

The ITPO Prime Contractor List is a valuable marketing resource for businesses seeking subcontracting opportunities with ITPO's major small and large business prime contractors. These contractors, listed on the ITPO Prime Contractor List, provide services for ITPO programs and projects. Leveraging the contacts available at each prime contractor location will significantly improve a business's ability to market itself for subcontracting opportunities within ITPO.

ASRC Federal Data Solutions LLC

Contacts :

Pedro Medelius pedro.j.medelius@nasa.gov 321-432-7036

Linda Jassmann-Lane linda.j.jassmann-lane@nasa.gov 321-607-4584

Contracts:

80ARC020D0006: Ames Consolidated Information Technology Services (ACITS) 4

AT&T

Contact:

Tom Bisaga thomas.bisaga@att.com 571-216-1692

Contract:

GS00Q17NSD3000: Enterprise Infrastructure Solutions (EIS) (Mission)

Booz Allen Hamilton, Inc.

- businessregistration@bah.com

Contact :

Ashley Burton burton_ashley@bah.com 281-792-2187

Contract:

80TECH22DA002: Cybersecurity and Privacy Enterprise Solutions and Services (CyPrESS)

BQMI-Peerless Technologies JV, Inc.

Contact:

Gail Hall ghall@b-pjv.com 440-202-9022

Contract:

80TECH21DA001: Professional Administrative Computational and Engineering Services (PACE) V

CACI, Inc.

Contact:

Yadira Beltre yadira.beltre@caci.com 571-332-6233

Contract:

80TECH24CA002: 80TECH24CA002: NASA Consolidated Applications and Platform Services (NCAPS)

FCN Inc

Contact:

Richard Isley richard.isley@fcnit.com

Sterling Computers Corp

Contact:

Lynette Lambing lynette.lambing@sterling.com

Contract:

80TECH24FA006: NASA Cisco Enterprise Blanket Purchase Agreement

Thundercat Technology, LLC

Contact:

Carter Wyant cwyant@thundercattech.com

Contract:

80TECH23AA002: NASA Cisco Enterprise Blanket Purchase Agreement

4.0 ITPO CONTRACT PORTFOLIO

4.1 INTRODUCTION

The ITPO Repetitive Requirements List compiles recurring NASA IT services. This information is invaluable for businesses interested in monitoring upcoming acquisitions and seeking procurement opportunities within ITPO. The list organizes requirements chronologically by the period of performance (POP) expiration date.

4.2 ITPO PRIME CONTRACT PORTFOLIO

Ultimate Contract End Date	Incumbent	Contract Number	NAICS Code	Potential Value	Previous Competition
Enterprise Application Service Technologies (EAST) 2 – Provides all services necessary to operate NASA’s Web Services Office (WSO), the Agency Applications Office (AAO), and Center-specific services supporting Center Applications.					
10/31/24	SAIC <u>Contact:</u> Courtney Raley Courtney.l.raley@saic.com 703-676-7852 smallbusiness@saic.com	NNX16MB01C	541512	\$860M	Full & Open
Solutions for Enterprise-Wide Procurement (SEWP) V – Government-Wide Acquisition Contract (GWAC) providing the latest in Information and Communications Technology (ICT) and Audio-Visual (AV) products and services for all Federal Agencies and their approved contractors. Please go to https://www.sewp.nasa.gov/ for more information.					
04/30/25	Multiple Awards	Multiple Contract Numbers	541519 & 334111	Varies	Varies
Professional Administrative Computational and Engineering Services (PACE) V – Provides information technology solutions for Glenn Research Center.					
07/31/25	BQMI-Peerless Technologies JV <u>Contact:</u> Gail Hall ghall@b-pjv.com	80TECH21DA001	541519	\$473M	SB Set-Aside

	440-202-9022				
Ames Consolidated Information Technology Services (ACITS) 4 – Provides comprehensive information technology services; including governance support for cloud computing, security, network and communications systems, application management, scientific computing systems, innovation, and emerging technologies for Ames Research Center.					
10/31/25	ASRC Research & Technology Solutions Contact: Pedro Medelius pedro.j.medelius@nasa.gov 321-432-7036 Linda Jassmann-Lane linda.j.jassmann-lane@nasa.gov 321-607-4584	80ARC020D0006	541512	\$338M	8(a) Comp.
Solutions for Enterprise-Wide Procurement (SEWP) Information Technology Support Services (SITSS) – Supports the NASA SEWP Program in a wide range of advanced information technology and customer services in managing the SEWP network including business support, program level support, customer support, contract holder relationship management, procurement/acquisition, and IT support.					
11/30/26	Halvik Corp Contact: Vijay Bathula info@halvik.com 703-592-4444	80TECH22FA001 47QRAD20D8115	541330	\$149M	8(a) Comp. under GSA Schedule 70
NASA Cisco Enterprise Blanket Purchase Agreement (BPA) – Multiple award BPAs to provide Cisco products and services.					
07/13/28	Thundercat Technology Contact: Carter Wyant cwyant@thundercattech.com	80TECH23AA002	541519	\$235M	SB Set-Aside under SEWP
07/13/28	FCN, Inc Contact: Richard Isley richard.isley@fcnit.com	80TECH23AA003	541519	\$235M	SB Set-Aside under SEWP
07/13/28	Sterling Computers Contact: Lynette Lambing lynette.lambing@sterling.com	80TECH23AA004	541519	\$235M	SB Set-Aside under SEWP
NASA Cloud Services – Provide enterprise-wide solutions for cloud services fulfilling needs for Amazon Web Services, Microsoft Azure, Google Cloud Platform, Oracle Cloud Infrastructure, and IBM Cloud.					
01/31/29	Four Points Technology Contact: Jason Elam jelam@4points.com 571-353-7260	80TECH24FA015	541519	\$641M	SB Set-Aside under SEWP
NASA End-User Services and Technologies (NEST) – Provides all resources to acquire, install, test, manage, plan, design, integrate, upgrade, operate, secure, and maintain all NASA-approved hardware and software in support of NASA's End User Computing hardware, Agency standard software suite, mobile IT services, printers and multi-functional devices (MFDs), NASA service catalog of IT services and accessories, Tier 2 and 3 customer service support, priority services (VIP), enhances support services, and supporting infrastructure for all services as delineated in the NEST contract.					
08/31/29	Leidos, Inc. Contacts: Dawn Dunlop Dawn.J.Dunlop@leidos.com Tregnel Thomas tregnel.k.thomas@leidos.com	80NSSC19D0001	541512	\$2.9B	Full & Open

	https://www.leidos.com/suppliers				
Cybersecurity and Privacy Enterprise Solutions and Services (CyPrESS) – Designed to include broad scope for all government required cybersecurity service delivery, from technical activities such as network monitoring, incident response, vulnerability analysis, cybersecurity engineering, and penetration testing, to regulatory compliance support of security controls assessment and continuous monitoring activities leading to Authority to Operate (ATO) completion, as well as Agency-level IT Security Program policy development, and Agency-level compliance reporting support.					
03/31/2031	Booz Allen Hamilton Contact: Ashley Burton burton_ashley@bah.com 281-792-2187 businessregistration@bah.com	80TECH22DA002	541519	\$651M	Full & Open
Enterprise Infrastructure Solutions (EIS) – Task orders under GSA schedule: <u>Mission</u> – NASA Communications (NASACOM) mission network services consisting of a mix of NASA and commercial carrier-managed services.					
09/30/30	AT&T Contact: Tom Bisaga thomas.bisaga@att.com 571-216-1692	GS00Q17NSD3000	517110		Full & Open under GSA Schedule
<u>Regional</u> – Provide access arrangements, optical wavelength services with Ethernet interfaces. <u>Session Initiation Protocol (SIP)</u> - Provide access to Public Switched Telephone Network (PSTN) services.					
09/30/29	Lumen Technologies Government Solutions Contact: Douglas Hoffman douglas.hoffman1@lumen.com	GS00Q17NSD3006	517110		Full & Open under GSA Schedule
Enterprise Multimedia and Integrated Technical Services (eMITS) – Provides related information technology management services; customer collaboration and support services; information management services, and digital communications services including television and multimedia production, social media, and digital exhibits.					
07/31/2031	Rothe Ares JV, LLC (ROAR JV) Contact: Eduardo Guerrero eguerrero@rothe-enterprises.com 210.648.3131	80TECH23DA001	541519	\$861M	SB Set-Aside
Advanced Enterprise Global Information Technology Solutions (AEGIS) – Provides telecommunications, conferencing and conference room solutions, cloud, and data center services across all NASA centers and facilities. Designed to provide a seamless communications infrastructure that encompasses both wide-area and center local-area networks while supporting cybersecurity, collaboration tools, emergency and early warning systems, telephony, cabling, and radio systems.					
04/30/2032	Leidos, Inc. Contact: Dawn Dunlop Dawn.J.Dunlop@leidos.com	80TECH21DA002	541512	\$2.5B	Full & Open
NASA Consolidated Applications and Platform Services (NCAPS) - Provides all services necessary to operate NASA's Web Services Office (WSO), the Agency Applications Office (AAO), and Center-specific services supporting Center Applications.					
07/01/2032	CACI, Inc – Federal Contact: Yadira Beltre yadira.beltre@caci.com 571-332-6233	80TECH24CA002	541512	\$2B	Full & Open

5.0 ITPO TOP NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS) CODES UTILIZED (FY2023)

The North American Industry Classification System (NAICS) codes, along with corresponding size standards, are assigned to every item or service procured by the Federal Government. This is done to establish competition parameters for setting aside acquisitions for small business participation, as well as to determine business classifications for all types of businesses competing in full and open competitions. The table below presents a list of the primary NAICS codes utilized at ITPO. You can find the relevant Small Business Administration (SBA) Size Standard for each NAICS at <https://www.sba.gov/document/support-table-size-standards>.

CODE	TITLE
541512	Computer Systems Design Services
541519	Other Computer Related Services
518210	Data Processing, Hosting, and Related Services
541330	Engineering Services
517110	Wired Telecommunications Carriers
541511	Custom Computer Programming Services
334516	Analytical Laboratory Instrument Manufacturing
423710	Hardware Merchant Wholesalers
336413	Other Aircraft Parts and Auxiliary Equipment Manufacturing
334513	Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables
335999	All Other Miscellaneous Electrical Equipment and Component Manufacturing
541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)
334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing
443120	Computer and Software Stores
333316	Photographic and Photocopying Equipment Manufacturing
334111	Electronic Computer Manufacturing

6.0 IDENTIFYING OPPORTUNITIES

6.1 System for Award Management (SAM)

The System for Award Management (SAM.gov) is your gateway to business with the U.S. Government.

- **Free Access:** Use SAM.gov at no cost for all services.
- **Business Registration:** Register your business to become a U.S. Government contractor.

- **Entity Management:** Update, renew, or check your entity's registration status.
- **Record Search:** Look up entity registration and exclusion records.
- **Resource Search:** Find assistance listings, wage determinations, contract opportunities, and contract data reports.
- **Report Submission:** Submit Bio Preferred and Service Contract Reports.
- **Award Data:** Access and analyze publicly available award data.

For all your government contracting needs, visit www.SAM.gov.

6.2 NASA Active Contract List (ACL)

The NASA Active Contract Listings (ACL) is a tool for business opportunities.

- **Purpose:** Tracks recurring acquisitions to aid businesses in planning and pursuing future work.
- **Categories:** Organized by NAICS codes into:
 - Accounting & Financial Business Services
 - Administrative Services
 - Environmental Services & Remediation
 - Facilities Maintenance
 - Information Technology
 - Multiple Award Construction
 - Occupational Health
 - Protective Services
- **Benefits:**
 - **Strategic Planning:** Use ACL data on competition type, potential value, and contract end dates to strategize for upcoming bids.
 - **Subcontracting:** Discover subcontracting chances and potential partners for collaboration.

For the latest opportunities and detailed insights, visit NASA's ACL at <https://www.nasa.gov/osbp/active-contract-listings/>.

6.3 NASA Acquisition Forecast

NASA follows a structured policy of preparing an annual forecast and a semiannual update regarding expected contract opportunities for each fiscal year. This forecast consolidates anticipated procurements (above the simplified acquisition threshold) at each NASA Center. Its purpose is to provide industries with advance knowledge of NASA requirements, thereby enhancing competition in the procurement process.

The NASA Acquisition Forecast outlines procurements expected to be solicited in the current fiscal year and beyond, based on the best available information at the time of publication. However, it's important to note that all projected procurements are subject to potential revision or cancellation. Final decisions

regarding aspects such as the extent of competition, small or disadvantaged business set-asides, estimated value, etc., will only be made once each procurement is initiated. Therefore, this data is for planning purposes only and does not serve as a presolicitation synopsis, invitation for bid, or request for proposal. Additionally, it does not represent a commitment by the Government to purchase the described supplies and services.

We encourage you to regularly check SAM.gov under Contract Opportunities for the actual notice of pending contract actions.

For the latest NASA Acquisition Forecast, please visit:
<https://www.hq.nasa.gov/office/procurement/forecast/>.

6.4 NASA Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR) Program (<https://sbir.nasa.gov/>)

The NASA SBIR/STTR program offers funding opportunities for the research, development, and demonstration of innovative technologies that align with NASA's needs, as outlined in annual solicitations. These technologies hold significant potential for successful commercialization. If you are a small business concern with 500 or fewer employees or a non-profit research institution such as a university or research laboratory, we encourage you to consider exploring this program as a potential source of seed funding for your innovations.

A great starting point is to review the research topics outlined in the most recent solicitations, which are available at <https://sbir.nasa.gov/solicitations>. While these topics may change yearly, they provide valuable insight into NASA's current interests and whether your technology idea or research area aligns with them. For further details, please visit <https://sbir.nasa.gov/>.

The NASA Technology Transfer program plays a vital role in ensuring that innovations developed for exploration and discovery are widely accessible to the public, thereby maximizing national benefit. To explore opportunities within NASA's Technology Transfer program, you can visit <https://technology.nasa.gov/>. Annually, NASA scientists, engineers, and developers create software packages for various purposes, such as managing space missions, testing spacecraft, and analyzing vast amounts of data produced by agency research satellites. As part of the Technology Transfer program, many of these software programs are now available for free download through NASA's Software Catalog. You can explore the catalog online at <http://software.nasa.gov/>.

To learn more about Strategic Partnerships and other non-traditional programs, please visit: <https://www.nasa.gov/partnerships.html>.

6.5. NASA Solicitation and Proposal Integrated Review and Evaluation System (NSPIRES)

Supporting research in science and technology is a cornerstone of NASA's overarching mission. To this end, NASA regularly solicits research proposals across a wide range of science and technology disciplines by issuing various research announcements. These announcements undergo evaluation and selection through a rigorous peer review process.

Researchers contribute significantly to NASA's efforts in achieving national research objectives by submitting proposals and conducting research projects that are awarded funding.

For further details and to explore opportunities to participate in NASA research initiatives, please visit: <https://nspires.nasaprs.com/external/>.

6.6. NASA TechPort

TechPort is a platform designed to showcase NASA's diverse range of active and completed technology projects. The TechPort team collects technology investment data from across the Agency to promote collaboration and partnerships, analyze how NASA addresses mission needs, and provide visualizations of critical technology drivers that inform decision-making processes.

For more information about NASA TechPort, please visit: <https://techport.nasa.gov/home>.

6.7. NASA Mentor Protégé Program

The NASA Mentor-Protégé Program encourages NASA prime contractors to support eligible protégés. This assistance enhances the protégés' capabilities to fulfill NASA contracts and subcontracts, fosters long-term business relationships between protégés' and NASA prime contractors, and increases the overall number of these entities receiving NASA contract and subcontract awards.

For information about the NASA Mentor-Protégé Program and a list of approved mentors, please visit: <https://www.nasa.gov/osbp/mentor-protege-program>.

7.0. NASA OSBP TOOLS

7.1. NASA OSBP Mobile Application

The NASA OSBP Mobile app is available for both iOS and Android devices. It's designed to be a user-friendly tool for learning how to do business with NASA,

providing all the necessary resources conveniently accessible on your smartphone or tablet.

Key features include the ability to easily contact NASA Center Small Business Specialists, view Active Contract Listings, and stay informed about upcoming networking events.

You can download the app from the iTunes App Store or Google Play.

7.2 NASA Vendor Database (NVDB)

The NASA Vendor Database (NVDB) serves the purpose of compiling a comprehensive list of vendors, regardless of size, who are interested in conducting business with NASA. This database is utilized by NASA's Office of Small Business Programs (OSBP) for outreach communications and by the Office of Procurement (OP) for market research and acquisition planning. Additionally, industry members can utilize the database to search for capabilities to support subcontracting opportunities or for networking purposes. Vendors can also include a capability statement and sign up to receive email alerts for NASA procurement notices posted on Sam.gov for contract opportunities.

By registering your business in the NVDB, you express your interest in conducting business with NASA and agree to share key information and capabilities of your business with NASA's OSBP, NASA's OP personnel, and other registered vendors.

To register your business in the NVDB, please visit the following website:
<https://apps.nasa.gov/nvdb/>

8.0 OUTREACH AND TRAINING

8.1 Outreach

The NASA Office of Small Business Programs (OSBP) is dedicated to promoting small business awareness and participation by employing innovative techniques at nontraditional venues, particularly in geographically targeted areas, to enhance engagement across all categories of small businesses. NASA OSBP engages in both in-person and virtual outreach events.

For updates on upcoming outreach events, please visit the OSBP Outreach Calendar at <https://www.nasa.gov/osbp/osbp-outreach-events/>.

8.2 Training

The NASA Office of Small Business Programs provides a series of webinars offering in-depth training tailored to small businesses. These webinars offer

participants the chance to ask questions directly to key points of contact within the Agency.

For information about our upcoming training opportunities, please visit <https://www.nasa.gov/osbp/learning-series>.

9.0 ITPO CONTRACTOR STEERING COUNCIL (CSC)

The ITPO Contractor Steering Council (CSC) was established in November 2022 with the aim of enhancing the productivity and quality of IT services and products provided by contractors for the overall success of NASA. The CSC serves as a platform for providing timely information and advice on enterprise-wide issues of mutual interest and facilitates ad hoc communications between NASA and the contractor community. Its primary focus is on maintaining open lines of communication between NASA and contractor managers and representatives.

The CSC convenes on the 2nd Wednesday of each month and welcomes participation from all interested parties. If you represent a small business, you can contact the CSC to arrange a 10-minute capability presentation in the Small Business Spotlight.

For any inquiries, please reach out to the CSC at ITPO.CSCinfo@gmail.com.