



PARTNERING WITH NASA: DOING BUSINESS WITH NASA SPACE CENTERS

DATE:

February 19, 2025

TIME:

1:00 p.m.-2:30 p.m. ET





Housekeeping: Navigating Microsoft Teams

- Mute/Unmute: All attendees will remain on mute for the duration of the webinar.
- Camera: Attendee video feed is turned off for the duration of the webinar.
- Chat or Q&A: Use the chat or Q&A to ask questions or share comments.
- Technical Support: Contact (202) 358-2088 or smallbusiness@nasa.gov for assistance.



PARTNERING WITH NASA: DOING BUSINESS WITH NASA SPACE CENTERS



Housekeeping: How to Engage During the Webinar

• Q&A:

- Drop your questions in the chat or Q&A at any time.
- We'll have a dedicated Q&A segment.

Chat Etiquette:

- Stay professional and relevant.
- Use respectful language.
- Recording Notice: This session is being recorded for later access.



PARTNERING WITH NASA: DOING BUSINESS WITH NASA SPACE CENTERS



Housekeeping: How to Participate in Attendee Poll

How did you learn about this webinar?

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

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

Select the industry(ies) below that applies to your company. Multiple industries may be selected if applicable.

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

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

Step #1: Access the Conference.io platform.



 Scan QR Code or Click Link in Chat.

Step #2: Answer Poll questions.

Step #3: Click submit!

PARTNERING WITH NASA: DOING BUSINESS WITH NASA SPACE CENTERS



Featured Speakers

PARTNERING FOR INNOVATION: DOING BUSINESS WITH NASA SPACE CENTERS



Mr. Robert Watts
Small Business
Specialist
Johnson Space Center
NASA



Mr. David Brock
Small Business
Specialist
Marshall Space Flight
Center
NASA



Ms. Natalie Colvin Small Business Kennedy Space Center NASA



Ms. Tabisa Taliwaku
Kalisa
Chief of Business
Operations
Office of Procurement
NASA



Mr. Joe Kroener
Director
Partnerships Office
NASA



Ms. Ashley McQueen
Deputy Director
Partnerships Office
NASA



Mr. Michael Vinje SBIR Program Lead Kennedy Space Center NASA

Welcome from OSBP Leadership

Mr. Dwight D. Deneal Assistant Administrator



PARTNERING FOR INNOVATION: **DOING BUSINESS WITH** NASA SPACE CENTERS







Johnson Space Center

Office of Small Business Programs

Robert Watts

Small Business Specialist

MISSION STATEMENT: LEAD HUMAN SPACE EXPLORATION

DARÉ UNITE EXPLORE

NASA JOHNSON SPACE CENTER

WE **DARE** TO EXPAND FRONTIERS.

WE **UNITE** WITH OUR PARTNERS TO COMPLETE BOLD MISSIONS.

WE **EXPLORE** SPACE TO BENEFIT HUMANITY.

Major JSC Programs

- International Space Station (ISS)
- Low Earth Orbit (LEO) Commercialization
- Gateway Program
- Commercial Lunar Payloads Services (CLPS)
- EVA System and Lunar Surface Mobility









NASA Johnson Space Center Capabilities



JOHNSON SPACE CENTER AND WHITE SANDS TEST FACILITY

- Human Spaceflight Design,
 Development, Systems Integration and
 Mission Operations
- ISS Coordination and Access
- Crew Training and Mission Planning
- Life Support Systems
- Space Suits
- Human Health and Safety in Space
- Orbital Debris
- Facility Available for High-Pressure
 Oxygen Systems, Materials and Rocket
 Propellant Testing

TOP NAICS CODES:

332510

336419

481212

541330

541511

541611

541620

541715

541990



JSC Office of Procurement Buying Offices: (The Managers)

- International Space Station & Commercial LEO Office Jessica Miller
- Projects Procurement Office Steve Janney
- Institutional & Procurement Operations Office Kristi Fryer
- Lunar & Planetary Exploration Programs Office John Trahan
- Operations Support Office Charles Bell
- Exploration Systems Office Jeremy Pierre



JSC Upcoming Major Procurements

Name of Procurement	NAICS Code	Estimated Dollar Value	Set-Aside (Y/N)	Solicitation Release Fiscal Year Qtr.	Estimated Award Fiscal Year Qtr.	Recompete
SIMULATION AND ADVANCED SOFTWARE SERVICES II	541511	>\$100M	YES	FY'25	2 ND /FY'25	Yes
MISSION TECHNICAL INTEGRATED CONTRACT	541715	>\$100M	YES	FY'25	2 ND /FY'25	Yes
JUST IN TIME OFFICE SUPPLIES	524120	<\$1M	YES	FY'25	2 ND /FY'25	Yes
LOGISTICS UTILIZING KEY ENTERPRISES CONTRACT	493110	<\$10M	YES	FY'25	2 ND /FY'25	Yes



JSC OSBP Outreach Opportunities

JOHNSON SPACE CENTER COURTESY VISITS

- One on One session w/ Industry
- Via Conference Line In Person or Virtual
- Schedule a session at: jscsmallbusiness.mail.nasa.gov

JOHNSON SPACE CENTER JOINT COUNSELING SESSIONS

- Held the 2nd Tuesday each month
- 3-4 Small Businesses present their capabilities to JSC Small Business Specialists, JSC Prime Council and SBA PCR
- Q&A session is included
- Schedule a session at: <u>jsc-smallbusiness.mail.nasa.gov</u>

** LOCAL & REGIONAL OUTREACH EVENTS



JSC OSBP Contact Information



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281.483.4134

Nijua Heard Procurement Center Representative nijua.heard@sba.gov

Location: 2101 NASA Parkway

Office hours: 8:00 a.m. - 5:00 p.m. (CST)

E-mail: jsc-smallbusiness@mail.nasa.gov









NASA OSBP Learning Series: Doing Business with NASA

David E. Brock Lead Small Business Specialist NASA Mentor-Protégé Manager February 19, 2025

MARSHALL AT A GLANCE

Marshall is an engine of opportunity for its community and beyond.



\$8.3B (\$4.3B)

Total economic impact (Alabama impact)



3rd largest

employer in the Huntsville - Madison county area



> 7,000 employees at Marshall



4.6 million

square feet of space occupied in Huntsville



MAF

2.2M square feet of manufacturing space at Michoud Assembly Facility in New Orleans



We are the NASA/Marshall Space Flight Center (MSFC)

MSFC is NASA's home in Huntsville, Alabama. We are a leader in human spaceflight and space science. We believe that space exploration, discovery, and innovation can make the world a better place. From rocket engines to 3-D printing in space, MSFC capabilities and experience are essential to nearly every facet of NASA's mission of exploration and discovery.

MSFC's legacy in rocket engineering includes providing the Saturn rockets that powered Americans to the moon and the Lunar Roving Vehicle that aided exploration of the moon; managing the development of Skylab, America's first space station; developing space shuttle propulsion systems and experiments, including Spacelab; building the Hubble Space Telescope and the Chandra X-ray Observatory; and building the International Space Station's laboratory modules and experiment facilities and operating station science experiments.

Today The Marshall team is leading development of NASA's Space Launch System — the most powerful rocket ever built — to carry human explorers, their equipment and science payloads deeper into space than ever before.

The center's experience building elements of the International Space Station and managing the astronauts' work on the growing number of science programs in orbit is advancing the technology and knowledge about living and working in space that are vital for deep-space missions and a journey to Mars.

MSFC is also developing safe, affordable space vehicles, telescopes, instruments and other systems that use the unique vantage point of space to look back at Earth and out into the universe. All these efforts increase understanding and create real benefits for life on Earth, while preparing the way for long-term, high-value research and discovery missions in deep space.

The Center is also home to the Human Landing System (HLS) program, responsible for the development of spacecraft that will land the next American astronauts on the Moon and return them safely to lunar orbit. While US industry is leading the design and development of the HLS, MSFC is providing critical insight and expertise, particularly in the area of propulsion. The human landing systems in development by both SpaceX and the Blue Origin-led team will require significant technology development in key areas such as engine development, cryogenic fluid management, and propellant transfer. NASA's HLS team is working closely with both companies to ensure they are benefiting from MSFC's propulsion expertise and testing capabilities.



MSFC KEY CENTER CAPABILITIES AND SERVICES

Propulsion

- Liquid Propulsion Technology and Development
- Propulsion Industrial Base Sustainment
- Solid Propulsion Technology and Development
- Propulsion Testing
- Advanced Propulsion Technology and Development

Materials and Manufacturing

- Materials Diagnostics and Fracture/Failure Analysis
- Materials Technology and Development
- Additive Manufacturing
- Large-Scale Manufacturing

Space Systems

- Payload Systems
- Mission Operations
- Life Support Systems Design and Development
- Environmental Test
- Space Weather and Natural Environments

Scientific Research

- Earth Science
- Planetary Science
- Heliophysics
- High-Energy Astrophysics
- Optical Systems

Space Transportation Systems

- Advanced Concepts and Systems Analysis
- Structural System Design and Analysis
- Structural Testing
- Thermal and Fluid Systems
- Avionics and Electrical Systems
- Guidance, Navigation, and Control
- Flight Software



MSFC Office of Procurement Portfolio of Contracts

Services:

- Administrative services.
- Communication services.
- Engineering services
- Environmental Services.
- Facility, Logistics, and Construction Services.
- Financial Support Services.
- Program and project support services.
- Protective Services.
- Safety and Mission Assurance services
- Technology Transfer Services.

R&D:

- Space Launch System (SLS) Core Stage, Boosters, Launch Vehicle Stage Adapter, RS25 & RL10 Engines, Exploration Upper Stage, Interim Cryogenic Propulsion Stage, and Universal Stage Adapter.
- Human Landing System.
- International Space Station Payload and Operations Support.
- Science and Technology science research and projects, exploration technologies, and planetary missions (Dragonfly, Solar Cruiser, etc.).



Top NAICS Codes

NAICS Codes	Description
336415	Guided Missile and Space Vehicle Propulsion Units and Propulsion Unit Parts Manufacturing
541715	Research and Development in the Physical, Engineering, and Life Sciences
541330	Engineering Services
561220	Facility Support Services



MSFC FY24 Cumulative Small Business Dollars

CATEGORIES	DIRECT\$	SUBCONTRACT\$	CUMULATIVE \$	% ACHIEVED
TSV			\$4,372.2M	
SB	\$314.2M	\$770.1M	\$1,084.3M	25.8%
SDB	\$170.6M	\$121.1M	\$291.7M	6.7%
WOSB	\$117.3M	\$161.2M	\$278.5M	6.4%
HUBZone SB	\$13.0M	\$45.3M	\$58.3M	1.3%
SDVO SB	\$82.8M	\$33.6M	\$116.4M	2.7%



NEARING COMPETITION

TITLE	INCUMBENT	CONTRACT	PREVIOUS COMPETITION	PROJECTED COMPETITION	DRAFT RFP RELEASE	RFP RELEASE
Consolidated Program Support Services Program Planning and Control II	Aeyon	80MSFC21DA007	SB Set-aside	SB Set-aside	2 nd Qtr. FY25	3 rd Qtr. FY25
Engineering Services & Science Capability Augmentation II	Jacobs (Amentum Services Inc)	80MSFC18C0011	Full & Open	Full & Open	2 nd Qtr. FY25	3 rd Qtr. FY25



MAKING THE CONNECTION and MARKETING RESEARCH

Making the Connection:

- In-house one-on-one counseling sessions via Microsoft Teams.
- Tag Team Wednesdays.
- Joint Counseling sessions featuring Small Business service providers, machine shop/fabricators.
- MSFC hosted outreach events.

Marketing Resources:

- "Doing Business at MSFC" web site: https://doingbusiness.msfc.nasa.gov/
- Acquisition planning tool: https://doingbusiness.msfc.nasa.gov/apt/external
- Acquisition forecast tool: http://www.hq.nasa.gov/office/procurement/forecast/
- Small Business Marketing Guide:

https://doingbusiness.msfc.nasa.gov/documents/3128625/3140174/SBMG.pdf

NASA Active Contract List: https://www.nasa.gov/osbp/active-contract-listings



MSFC SMALL BUSINESS PROGRAM CONTACTS

CONTACT	TITLE	EMAIL	PHONE
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Heather Dilworth- Schrimsher	Contracts Administrator – Seventh Sense Consulting	heather.dilworth- schrimsher@nasa.gov	256-544-3485
Chip Jones	Small Business Technical Advisor	chip.jones@nasa.gov	256-544-2701
Jason Johnston	SBA Procurement Center Representative	jason.johnston@sba.gov	205-749-0079

Bldg. 4260/Rm. 155 Location:

Office hours: 8:00 a.m. - 5:00 p.m. (CST)









Kennedy Space Center

Office of Small Business Programs

Natalie Colvin

Small Business Specialist

Kennedy Space Center Vision: Igniting space exploration and discovery for all.



Mission: Provide continuous access to space from Earth's premier spaceport through creativity and innovation.



NASA Kennedy Space Center Capabilities



KENNEDY SPACE CENTER

- Launch and Landing Capabilities and Technologies
- Available Land
- Vehicle, Payload, Spacecraft and Small Satellite Processing
- Integration and Testing
- Plant Research and Production

TOP NAICS CODES:

336414

541712

236210

561210

541330

541512

561612

541380 325120

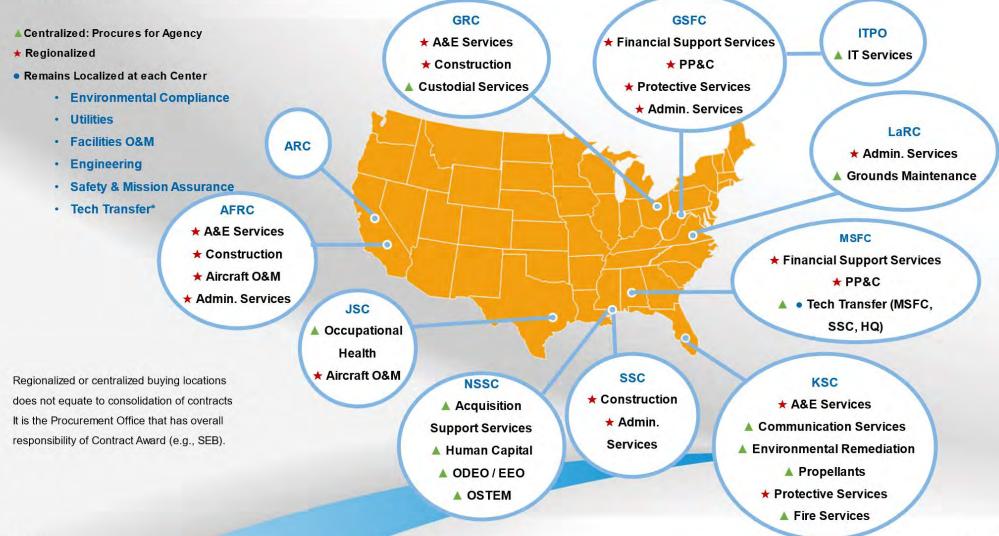
541519





PSL Service Delivery Model National Aeronautics and Space Administration





April 30, 2023

KSC Acquisitions

- ▲ Centralized Agencywide
- ★ Regionalized Regional Agency
- Localized Center

Requirement	Period of Performance	NAICS	Estimate d Value	Type of Competition	Status
Spaceport Operations and Center Services (SOCS)	4.5 Year Base with 4 Two-Year Option Periods	561210	TBD	F&O Competition	Black Out
NASA Environmental Support Services (NESS)	10 Year BPA	541620	TBD	F&O with SB Reserves	Black Out
NASA Protective Services Southeast Region (NPSC-SR) ★	Current Contract Expiration 9/30/26 5 Year PoP	561612	\$200M	8(a) Competitive	Acquisition Planning Q2 FY 25
NASA Fire Services Contract (NFSC) ▲	Current Contract Expiration 9/30/26 5 Year PoP	561990	\$200M	8(a) Competitive	Acquisition Planning Q2 FY 25
Expendable Launch Vehicle Integrated Support IV (ELVIS IV) ■	Current Contract Expiration 9/30/26 5 Year PoP	541330	\$500M	F&O Competition	Acquisition Planning Q2 FY 25
Small Task Order Construction Contracts (STOCC) ●	Current Contract Expiration 6/10/26 5 Year PoP	236220	\$150M	8(a) Competitive	Acquisition Planning Q2 FY 25
Southeast Regional A&E (SERAE)★	Current Contract Expiration 9/9/26 5 Year PoP	541330	\$150M	F&O with SB Reserves	Acquisition Planning Q2 FY 25



KSC OSBP Outreach Opportunities

KENNEDY SPACE CENTER VIRTUAL OUTREACH

- Held the 1st Tuesday each month
- Events feature guests from NASA, various Federal agencies and others.
- Request Eventbrite registration link at <u>ksc-smallbusiness.mail.nasa.gov</u>

KENNEDY SPACE CENTER JOINT COUNSELING SESSIONS

- Held the 4th Tuesday each month
- Virtual 30-minute slots
- Small Businesses present their capabilities to KSC's Small Business Specialists and <u>KSC Prime Contractor</u> <u>Board</u> members
- Q&A session is included
- Schedule a session at: <u>ksc-</u> <u>smallbusiness.mail.nasa.gov</u>

KSC OSBP Virtual One-on-One Counseling (Tuesdays)



NASA Small Business Specialists Around the Country



Small Business Resources

NASA Acquisition Forecast

- Expected contract opportunities in a downloadable spreadsheet format
 - By Center
 - By Quarter and Fiscal Year

Active Contract Listings (ACLs)

- Record NASA recurring acquisitions in the categories of:
 - Accounting Financial Business Services
 - Administrative Services
 - Environmental Services and Remediation
 - Facilities Maintenance
 - IT
 - Multiple Award Construction
 - Occupational Health
 - Protective Services

SAM.gov

- List procurement notices
- Searchable procurement opportunities
- Set your account for <u>Searches and Notifications on SAM.gov</u>
 - NAICS, Agency or Word search
- Sources Sought Announcements (SSA) and Requests For Information (RFI)
 - Respond to the announcement as stated
 - Assist in making SB Set-aside decisions
- <u>Federal Procurement Data System –</u>
 <u>FPDS</u>
 - Multiple Data Points within FPDS
 - Registration not required for searches

KSC OSBP Contact Information



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Laurie Boehm
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321-867-7353

Location: 7110 N. Courtenay Parkway Office hours: 8:00 a.m. – 4:30 p.m. (EST)

E-mail: ksc-smallbusiness@mail.nasa.gov









Partnering with NASA

Doing Business with NASA Space Centers

Tabisa Kalisa

Chief of Business Operations, Office of Procurement, NASA

February 19, 2025







Tabisa Kalisa

Chief of Business Operations Office of Procurement



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.



People

Develop, train, inspire, and motivate in the acquisition workforce.

Procure

Deliver exceptional, timely acquisition business solutions and results to enable NASA missions.

Process

Develop sound and flexible procurement processes that integrate the acquisition workforce.

Policies

Deliver procurement policy that is required, clear, and easily implemented.



Office of Procurement

Leadership Structure



Senior Executive Service



Karla Smith Jackson Assistant Administrator for Procurement



Operations

Chief of Business Executive Officer



E-Business Systems Office Director



Enterprise Pricing

Office Director

Agency Deputy Competition Advocate & Office of Procurement Industry Liaison



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



Procurement Strategic Operations Division (PSOD) Kameke P. Mitchell **Division Director**



Procurement & Grants Policy Division (PGPD) Julia B. Wise **Division Director**



PROCUREMENT OFFICERS



Eli Ouder NSSC/SSC PO



Sarah Pollock ITPO PO



Enterprise Service And

Geoffrey S. Sage

Division Director

Analysis Division (ESAD)

Nipa Shah GSFC PO



Bradley Niese JSC PO



Gerald Norris KSC PO



Kristina Parmenter MSFC Acting PO



Todd Pospisil RESEARCH CENTER PO





James Eastman **APO**



Beth **Bradley** SSC coco



Lewis Hansen NSSC COCO



Jennifer Stock AFRC COCO



Lauren Johnson ARC COCO



Leahmarie Koury GRC COCO



Teresa Hass LaRC COCO



James Williams NOJMO COCO

FY 2025 Procurement Initiatives

P)

Focus Areas



Innovation and Industry Engagement



Data and Analysis



Acquisition Workforce and Training



Internal Agency Collaboration



NASA by the Numbers

Enterprise-Wide

FY25 YEAR TO DATE*

Over \$5.6 Billion
Total Dollars Obligated

9,874
Total Number of Actions

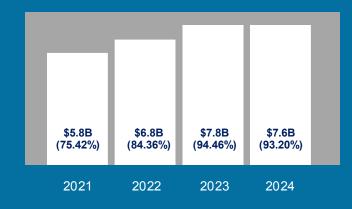
PAST TRENDS

FY25

Fiscal Year	Procurement Obligations (in billions)	Actions	Category	Procurement Dollars Obligated	Actions
2024	\$19,859.1	22,975	Large Business	\$3,334,704,434.1	2,795
2023	\$20,945.8	24, 927	Small Business	\$794,877,523.91	3,775
2022	\$19,902.1	27,161	Small Disadvantaged	\$363,614,885.3	1,630
2021	\$19,171.8	25,555	Woman-Owned	\$220,914,424.2	922
2020	\$18,881.2	25,486	HUBZone	\$49,838,264.9	381





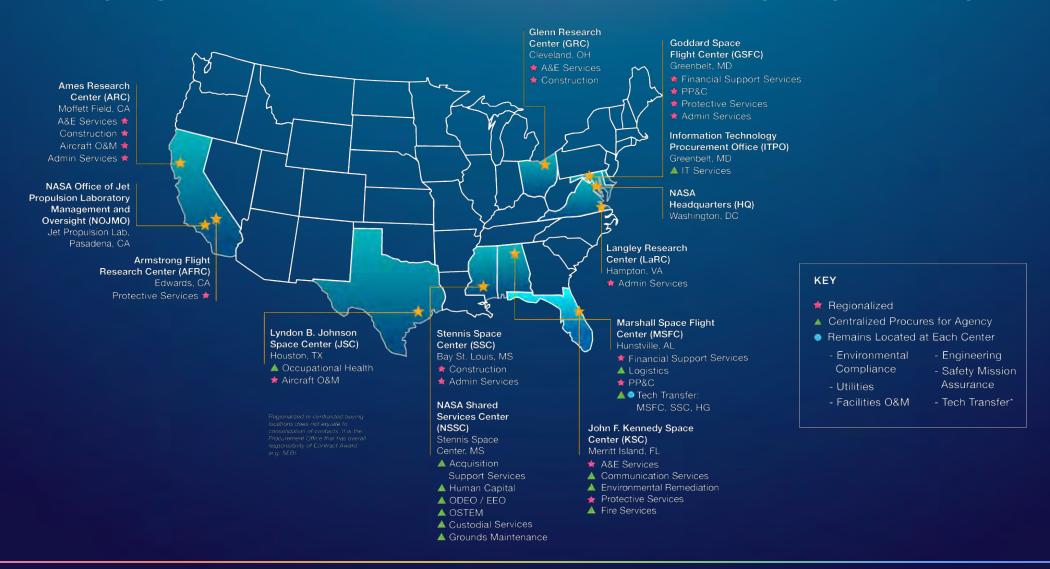


* As of February 18, 2025



NASA Buying Locations and Product Service Line (PSL) Delivery Model







Johnson Space Center Procurement Overview



~11,000 Total Employees

at JSC and WSTF

~3,000 Civil Servants at JSC and WSTF

75% Technical Civil Servants

25% Mission Support Civil Servants

LARGEST JSC CONTRACTORS BY FY24 SPEND

Contractor	Contract	FY24 Spend
Lockheed Martin	Orion	\$927M
KBR Wyle	HHPC, FOD	\$488M
Northrup Grumman	ISS, CRS, Gateway	\$419M
Boeing	ISS	\$347M
Jacobs	JETS	\$327M

~\$728M direct prime to small business in FY24 (SDB, WOSB, SDVOSB, HUBZone)

150 people

across 6 divisions

\$4.4B obligated

in FY24

Cumulative portfolio value of

~\$150B

2,300 transactions

Processed in FY24



Current JSC Acquisitions



Current	Significant Acquisitions		
	COSMOS Contract	Contract for Organizing Spaceflight Mission Operations and Systems (COSMOS)	9
2	HHPC2 Contract	Human Health and Performance Contract 2 (HHPC2)	9
	LFS Contract	Lunar Freezer System Contract (LFS)	•
	MTIC Contract	Mission Technical Integration Contract (MTIC)	9
	NOIS3 Contract	NASA Open Innovation Services 3 Contract (NOIS3)	•
3	SASS2 Contract	Simulation and Advanced Software Services II Contract (SASS2)	9





HISTORICAL OBLIGATIONS BY FISCAL YEAR

Fiscal Year	Grants/Agreements	Procurement	Total
2024	\$18,450,000	\$4,415,729,867	\$4,434,179,867
2023	\$18,633,000	\$4,637,455,849	\$4,656,088,849
2022	\$24,499,600	\$4,778,460,804	\$4,802,960,405
2021	\$21,303,382	\$4,573,975,168	\$4,595,278,550
2020	\$16,200,000	\$4,768,013,930	\$4,033,063,507

HISTORICAL ACTIONS BY FISCAL YEAR

Fiscal Year	Grants/ Agreements	Procurement	Total
2024	10	2,326	2,336
2023	14	2,585	2,599
2022	32	2,836	2,868
2021	13	2,518	2,531
2020	13	2,457	2,470

FY25 YEAR TO DATE

Over \$743.81M Total Dollars Obligated 422 Total Number of Actions

NASA Federal Acquisition Regulation Supplement

Appendix A - Enterprise Procurement Strategies

APPENDIX A ENTERPRISE PROCUREMENT STRATEGIES

TABLE OF CONTENTS

A-100	Purpose.
A-101	Definitions.
A-102	Enterprise Procurement Strategies.
A-102.1	Acquisition of helium, hydrogen, nitrogen, oxygen, other
	propellants and aerospace fluids.
A-102,2	Information Technology Services.
A-102.3	Protective Services.
A-102.4	Acquisition Support Services.
A-102.5	Subscription Purchases.
A-102.6	Human Capital Services.
A-102.7	Aircraft Operational Support Services.
A-102.8	Financial Support Services.
A-102.9	Project Planning and Control Services.
A-102.10	Custodial Services.
A-102.11	Grounds Maintenance Services.
A-102.12	Logistics Services.





Kennedy Space Center Procurement Customers





Institution



Launch Services Program



Exploration Ground Services Program



Gateway – Deep Space Logistics Project



Crew Program







Kennedy Space Center Acquisition Overview

Obligated \$2.46B in FY24 / executed 1,521 actions

12% increase over FY23 / \$2.8B projected for FY25

Cumulative contract portfolio value ~\$47.5B

Largest KSC contractors by FY24 spend

SpaceX

Jacobs Technology Inc.

Bechtel National, Inc.

Air Products and Chemicals, Inc.

Amentum Spaceport LLC

Small businesses awarded \$227M in FY24





Kennedy Space Center Procurement Acquisition Trends







KSC Acquisitions



Enterprise Contracts	Kick-Off	Award
NASA Environmental Support Services (NESS)	Q2 FY24	Q2 FY25
Agency-wide Helium Contract	Q2 FY24	Q1 FY26
Agency-wide Natural Gas Contract	Q4 FY24	Q1 FY26
Agency-wide Hydrogen Contract	Q4 FY24	Q1 FY26
NASA Protective Services Contract – South Region (NPSC-SR)	Q2 FY24	Q4 FY26
NASA Fire Services Contract (NFSC)	Q2 FY24	Q4 FY26

KSC Contracts	Kick-Off	Award
Spaceport Operations and Center Services Contract (SPOC)	Q1 FY24	Q3 FY25
Expendable Launch Vehicle Integrated Support (ELVIS)	Q2 FY25	Q4 FY26
Construction and A&E (KSC Only)	Kick-Off	Award
Small Task Order Construction Contract (STOCC)	Q2 FY25	Q3 FY26
Southeast Regional A&E (SRAE)	Q2 FY25	Q4 FY26







FY25 OBLIGATIONS AND ACTIONS*

\$1,144,236,206.98

Obligations

571

Actions

PRODUCT OBLIGATIONS AND ACTIONS

\$93,923,949

Product Obligations

31

Actions

SERVICE OBLIGATIONS AND ACTIONS

\$1,050,312,257.98

Product Obligations

540

Actions



Marshall Space Flight Center Top Vendors FY25



Vendor Name	Obligations
The Boeing Company	\$254,989,170
The Johns Hopkins University Applied Physics Laboratory LLC	\$189,617,907
Boeing Company, The	\$128,843,098
Aerojet Rocketdyne of DE, INC	\$125,234,004
Northrop Grumman Systems	\$105,512,000



Marshall Space Historic Data

P

OBLIGATIONS (2020-2024)

Year	Vendor
2020	\$3,535,595,015
2021	\$4,053,402,747
2022	\$4,204,780,718
2023	\$4,731,011,793
2024	\$4,493,367,928

ACTIONS (2020-2024)

Year	Vendor
2020	1,912
2021	2,127
2022	2,539
2023	2,101
2024	1,836

TOP VENDORS (2020-2024)

Year	Vendor
2020	The Boeing Company
2021	The Boeing Company
2022	The Boeing Company
2023	Space Exploration Technologies Corp.
2024	Space Exploration Technologies Corp.



NASA's Technology Needs and Gaps



CIVIL SPACE SHORTFALLS

https://www.nasa.gov/spacetechpriorities/

MOON TO MARS ARCHITECTURE

https://www.nasa.gov/MoonToMarsArchitecture/





ADDRESS

Office of Procurement

National Aeronautics and Space Administration Mary W. Jackson NASA Headquarters Building 300 Hidden Figures Way SW Washington DC 20546-0001

WEBSITE

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

EMAIL

hq-procurement@mail.nasa.gov

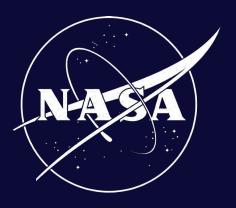
For two years in a row, the NASA Acquisition Forecast received a score of "Good" – the highest ranking in terms of evaluation against the 15 key attributes of a business forecast!



Scan to view the NASA Acquisition Forecast, or visit https://www.hq.nasa.gov/office/p rocurement/forecast/index.html







nasa.gov





NAICS: FY24 and FY25

Office of Procurement

Tabisa Kalisa

Chief of Business Operations, Office of Procurement, NASA

February 19, 2025





NAICS

P

Fiscal Year 2024

NAICS Code	NAICS Description
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)
541330	ENGINEERING SERVICES
481212	NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION
541710	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES
336415	GUIDED MISSILE AND SPACE VEHICLE PROPULSION UNIT AND PROPULSION UNIT PARTS MANUFACTURING
561210	FACILITIES SUPPORT SERVICES
541512	COMPUTER SYSTEMS DESIGN SERVICES
541519	OTHER COMPUTER RELATED SERVICES



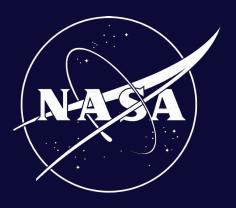
NAICS

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561210	FACILITIES SUPPORT SERVICES
541512	COMPUTER SYSTEMS DESIGN SERVICES
236210	INDUSTRIAL BUILDING CONSTRUCTION





nasa.gov





NASA Non-Procurement Partnerships

NASA Office of Small Business Programs Learning Series Webinar

"Partnering For Innovation: Doing Business With NASA Space Centers"

Joe Kroener and Ashley McQueen
NASA Partnership Office
HQ Mission Support Directorate
February 19, 2025



What are Partnerships?

- NASA regularly engages in a wide range of activities with a multitude of external entities; in a broad sense, all of these activities can be considered "partnerships"
- "Space Act Agreements (SAAs)" are the most common type of <u>non-procurement</u> partnership agreement used by NASA.
- An SAA is a specific type of partnership instrument done under NASA's "other transactions" authority under the Space Act
- Other partnering authorities used by NASA include:
 - Commercial Space Launch Act
 - Federal Technology Transfer Act
 - Economy Act (interagency agreements)
 - Enhanced Use Lease authority
 - ...and more!



What are the Main Types of Partnerships?

- Partnership agreements such as SAAs are not procurement instruments; NASA does not procure goods or services for Agency requirements through partnership agreements
- NASA partnership agreements are typically one of the following types—
 - Reimbursable partner reimburses NASA for access to unique NASA resources
 - **Non-reimbursable** No-exchange-of-funds collaborations for mutually beneficial activities
 - Funded NASA provides funding to the partner to help advance a technology or area of interest relevant to NASA's missions, but not to meet a direct NASA requirement (limited to domestic partners)
 - **Unfunded** NASA provides resources other than funding (such as access to technical experts or facilities) to the partner to help advance a technology or area of interest relevant to NASA's missions, but not to meet a direct NASA requirement (limited to domestic partners)



Why Does NASA Engage in Partnerships?

- Facilitates collaborative opportunities with domestic and international partners
- Helps NASA resolve gaps in technical capabilities that are important to meeting the Agency's mission objectives
- Supports U.S. economic innovation and industrial competitiveness
- Serves as a tool for meeting NASA's mandate under the Space Act of stimulating the "fullest commercial use of space" and transferring NASA-developed technologies
- Helps maintain essential NASA expertise and facilities
- Facilitates NASA's STEM and public engagement goals



How do Partners Benefit?

- Access to unique NASA assets (e.g., launch infrastructure, specialized clean room, testing facilities/equipment) without having to incur a large capital expenditure
- Access to unique NASA technical expertise (e.g., specialized consulting and analyses), software, and licensing opportunities
- Opportunity to leverage resources to advance technologies of mutual interest, while retaining commercial IP rights to partnerdeveloped technologies
- NASA brand recognition (although cannot endorse commercial products or services)



Non-Federal Partners



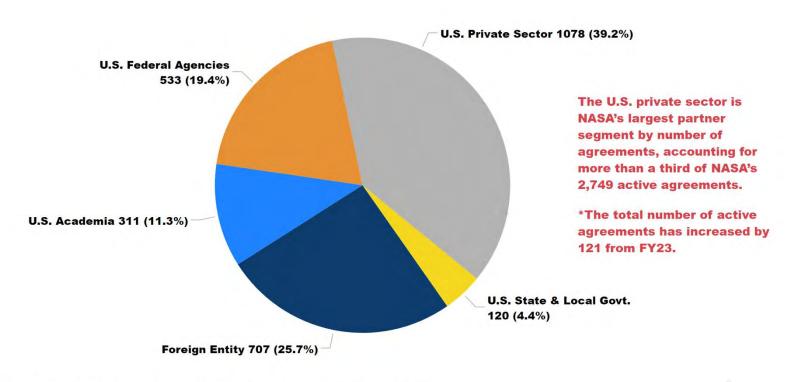
- Active partnership agreements with 511 different non-Fed Partners based across the U.S.
- Partnerships in 48 of 50 states (all states except Alaska and Maine)
- 105 different NASA partners in California alone (21% of total NASA partner population)
- Top 6 states (California, Texas,
 Virginia, Florida, Alabama,
 Ohio) collectively account for
 59% of the total current NASA
 partner population

Source: NASA Partnership Agreement Maker (PAM) System as of 9/30/2024





Number of Active Agreements and % of Total by Partner Segment



Source: Partnership Agreement Maker (PAM) system and NASA System for International and External Relations Agreements (SIERA) database as of 9/30/2024.

Data excludes Real Property Agreements.



Examples of Recent Commercial Space Partnerships



NASA Johnson Space Center entered into a Space Act Agreement (SAA) with the Texas A&M System that will enable students enrolled in Texas A&M will benefit from educational outreach opportunities and gain realworld experience while working with NASA subject matter experts. This agreement will also allow the Texas A&M System and NASA to work collaboratively to facilitate joint research, technology development, and educational and outreach initiatives. These goals will be pursued through undergraduate and graduate programs and joint research programs focusing on science and technology topics of interest to NASA.







Current Competitive Partnership Opportunities

Announcement for the Lunar Volatiles Science Partnership (LVSP) with NASA's VIPER Rover:

On February 3, 2025, NASA published an Announcement for Partnership Proposals (AFPP) inviting proposals from parties interested in partnering with NASA to obtain science data with NASA's Volatiles Investigating Polar Explorer Rover (VIPER) by landing it on the Moon, operating it, and sharing the science results.

https://sam.gov/opp/fd0e6d5d 3c554de2a70cbd34fe80bbc3/vi ew





Announcement for Astrobee Free-flying Robotics System Operations and Sustaining Engineering:

On February 11, 2025, NASA published an Announcement for Partnership Proposals (AFPP) inviting proposals for the operation, sustaining engineering, and utilization of the Astrobee free-flying robotic system aboard the ISS.

https://sam.gov/opp/ad273ca16 c3a4068902797f07df543be/vie w



How Can I Learn More More About NASA Partnerships?

nasa.gov/partnerships

Recent Partnership Examples

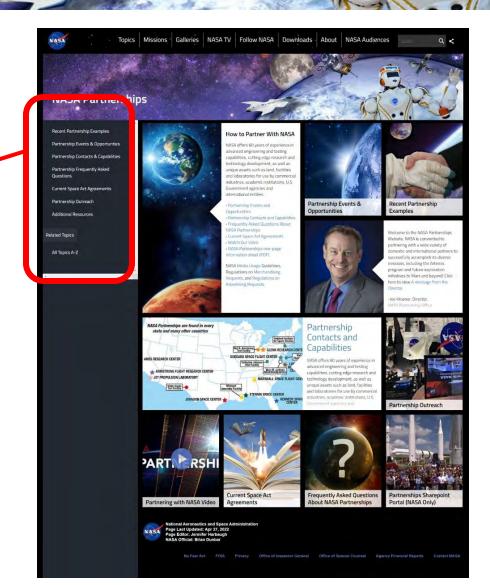
Partnership Events & Opportunties

Partnership Contacts & Capabilities

Partnership Outreach

Current Space Act Agreements

Additional Resources





NASA Partnerships Video









Small Business Innovation Research/Small Business Technology Transfer (SBIR/STTR) Program Overview

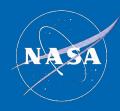
NASA SBIR/STTR Program

Mike Vinje

NASA KSC SBIR Lead

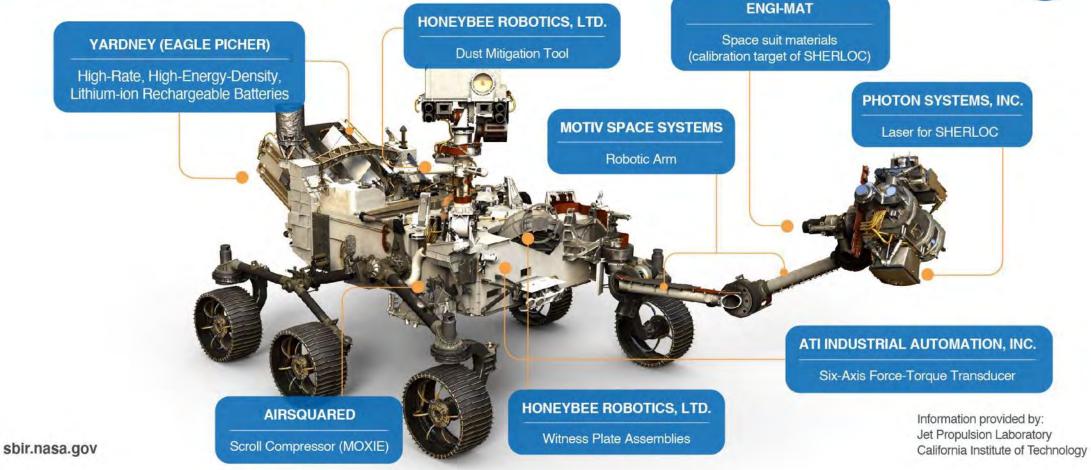
sbir.nasa.gov

Infusion into NASA's missions



SBIR TECH ON-BOARD MARS 2020 PERSEVERANCE ROVER





Who can join?



- The SBIR/STTR program's focus is on R&D, funding ideas that have the potential
 to solve some of NASA and the nation's most pressing challenges
- You must be a Small Business Concern (SBC) with 500 employees or less and legally established in the U.S. (visit sbir.gov for the full criteria)
- For STTR, the partnering research institution must be in the U.S. and be a nonprofit college or university, domestic nonprofit research organization, or a federally funded R&D Center (FFRDC)
- If NASA is not the right fit, there are 10 other government agencies that have SBIR/STTR programs that you may want to explore: sbir.gov/agencies-landing

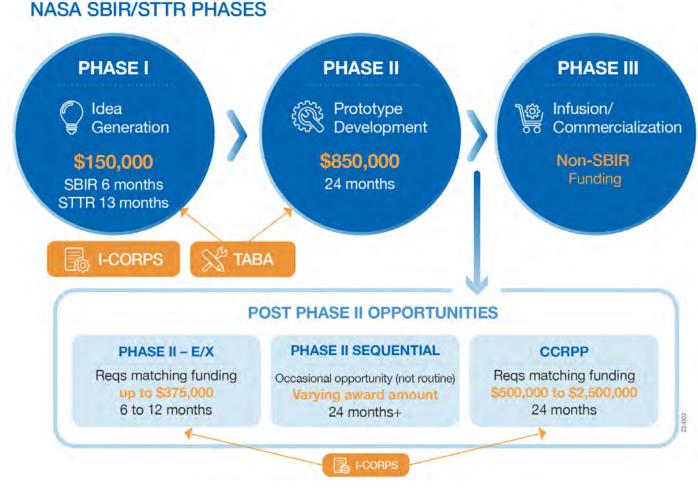
Approximately 80% of the small businesses we fund have less than 50 employees

What exactly do you get?



78

Up to \$1 million for Phase I and II and \$3 million or more for Post Phase II opportunities!



NASA SBIR/STTR Program | sbir.nasa.gov

What do we provide small businesses?





Early-stage funding for research & development (R&D)



Up to \$1 million during your first three years, plus up to \$3 million or more through Post Phase II opportunities



We take zero equity, and you keep your intellectual property



The **experience** of working with NASA experts on your technology



The **opportunity** to join us on one of our many ambitious missions



A **network** of diverse entrepreneurs and innovators



A door into potential work with NASA programs and other government agencies



A way to hone your **business skills** to complement your technical skills



A way to **de-risk your technology** as you work to mature it



A **reputation** that comes with working with an agency known for expanding the physical and mental boundaries of humanity

What do we provide research institutions?





For RIs:

- A path to turn **cutting-edge research** from the lab to **life-changing technology** in the market
- The credibility that comes from working alongside NASA's researchers and experts
- A federal funding mechanism to advance research in your area of interest



For Professors:

- Research data for potential publication in the future
- A way to expose students to exciting projects that could lead to employment
- An approach to foster entrepreneurship and innovation in students
- A differentiator when marketing your institution to potential students



For Students:

- The opportunity to work on pioneering research projects
- Experience that could lead to employment
- The inspiration to start your own company

How does it work?





agreement at any time with

a Phase I or Phase II

awardee.

Note: Dates are subject to change. For the latest dates, please visit our website's "Schedule & Awards" page.

What is the difference between SBIR and STTR?



- The STTR program exists to unlock the power and innovative thinking of the country's research institutions
- The primary difference is that for STTR, the small business must formally partner with a research institution (RI)
- Topics in SBIR support NASA's mission directorates, whereas the STTR topics are derived from the specific needs of NASA's ten centers
- The period of performance for a Phase I is longer for STTR due to the nature of the academic calendar for universities
- SBIR: Principal Investigator (PI) must be more than 50% employed by the small business
- STTR: Principal Investigator (PI) can be employed by either the small business or the research institution

Who received 2023 Phase I awards?



249 small businesses and 39 research institutions (RIs) selected to receive a total of \$45 million to develop 300 technology proposals



Awardees spread across 38 states and Washington, DC



25% of selected companies are women-owned, veteran-owned, disadvantaged, and/or HUBzone small businesses



20% of selected RIs are Minority Serving Institutions (MSIs)



30% of the companies selected are first-time NASA SBIR/STTR recipients



4 STTR awardees previously received M-STTR planning grants – now part of MPLAN – which were created to incentivize partnerships between MSIs and small businesses before Phase I submission

What is SBIR Ignite?



- NASA SBIR Ignite Pilot Solicitation offers an additional SBIR funding opportunity that:
 - Encourages participation from product-driven companies not looking at NASA as their primary customer
 - Places a heavy emphasis on commercial viability during review and scoring
 - Streamlines the application process by shortening the solicitation and the proposal requirements
 - Features the same three phases and funding levels as the main NASA SBIR/STTR solicitations
- Stay tuned for more information about 2024 Catalyst events! Solicitation anticipated this summer!



Awardee Highlights

- ✓ 12 companies selected for Phase I awards in 2022; all selected for Phase II awards in 2023
- ✓ 10 companies selected for Phase I awards in 2023

Where do you start?



- Sign up to receive our emails: sbir.nasa.gov/info
- Monitor for SBIR/STTR and other NASA STMD solicitations:
 - nasa.gov/stmd-solicitations-and-opportunities/
 - Official SBIR/STTR solicitation postings are on <u>sam.gov</u>
- Watch our Dissecting the Solicitations webinar recording for advice you can use year-round to prepare for the next Phase I solicitations: youtu.be/Xqti9u_mgTM
- Find local assistance in your state through the SBA's website sbir.gov/local-assistance
- Explore another path for working with NASA through Office of Small Business Programs (OSBP); ideal for small businesses without an R&D focus nasa.gov/osbp

Questions?

Visit our website: www.sbir.nasa.gov





Appendix

What is the SBIR/STTR Program?



 Highly competitive program that encourages domestic small businesses to engage in Federal Research/Research and Development (R/R&D) with the potential for commercialization

Small Business Technology Transfer (STTR)

- Established in the 1990s; created to facilitate cooperative R&D between small businesses and U.S. research institutions (RIs)
- NASA is 1 of 6 participating agencies

Small Business Innovation Research (SBIR)

- Has been around since 1980s
- NASA is 1 of 11 participating agencies

Approximately \$3 billion invested per year by participating agencies

SBIR + STTR Programs







Department of Health and Human Services (HHS)



Department of Energy (DOE)



National Aeronautics and Space Administration (NASA)



National Science Foundation (NSF)



Department of Agriculture (USDA)

SBIR Program Only



Department of Education (ED)



Department of Transportation (DOT)



Environmental Protection Agency (EPA)



Department of Homeland Security (DHS)



Department of Commerce (DOC)





Johnson Space Center Marshall Space Flight Center

How does your center/agency typically engage with new vendors?



Kennedy Space Center

Are there specific NAICS codes your agency prefers?



Partnerships Office

Will NASA engage small businesses to solve specific problems related to moon habitation?



Office of Procurement

What types of products or services does your agency frequently contract for?



SBIR-Program Office

How can a small business increase its chances of winning an SBIR Phase I award, and what common pitfalls should be avoided?



Marshall-Space Flight Center

How does a small business that does Computer Numerical Control (CNC) machining work with NASA?



Johnson Space Center

How do I best present my capability brief to NASA Government Officials?



Kennedy Space Center

What advice would you give a first-time SDVOSB looking to do business with your agency?



Office of Procurement **Kennedy Space Center**

How should I effectively align my services with your goals and mission?



SBIR-Program Office

What opportunities exist for transitioning from an SBIR Phase II project to a commercial contract with NASA or its prime contractors?



Kennedy Space Center

What advice would you give a first-time SDVOSB looking to do business with your agency?



Johnson Space Center Marshall Space Flight Center

What is the appropriate way to reach out to small business offices at each Center?



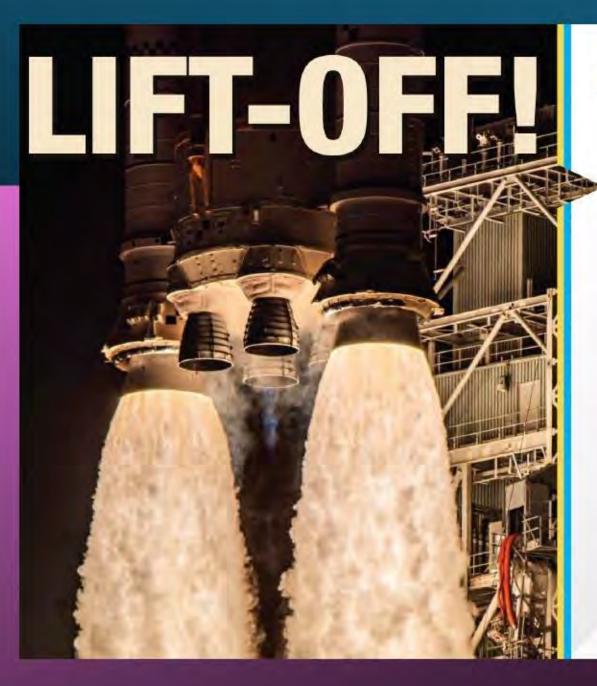
Partnerships Office

What are the key steps for a small business or university to establish a partnership with NASA?



OSBP Updates





NASA Mentor-Protégé Program Relaunch

PEOPLE • PROCESSES • PERFORMANCE

Needs-Based Program: The revamped MPP will now be more needs-based, that targets NASA supply chain gaps.

Contracts Under Strategic NAICS Codes: The program will prioritize subcontracts to proteges under specific NAICS codes that align with the Space Technology Mission Directorate (STMD) technology taxonomies, ensuring a direct connection to mission-critical needs and supply chain gaps.

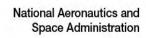
All small businesses are now eligible to participate as protégés, as well as AbilityOne, Historically Black Colleges and Universities (HBCUs), and Minority Serving Institutions (MSIs). This expansion is aimed at fostering a more inclusive environment for a diverse range of small businesses to collaborate with NASA and its prime contractors. These updates ensure that more small businesses can contribute to NASA's mission and benefit from this impactful program.

Scan for more info:











UNLOCKING OPPORTUNITIES: DOING BUSINESS WITH NASA SCIENCE AND AGENCY RESOURCE CENTERS

DATE:

March 19, 2025

TIME:

1:00 p.m.-2:30 p.m. ET





Register today at: https://bit.ly/3WGFZ42

OFFICE OF **SMALL BUSINESS** PROGRAMS ... Above and Beyond Goals

Upcoming OSBP Learning Series





March 19, 2025: Doing Business w/NASA Science and Agency Resource Centers

April 16, 2025: Demystifying the FAR: A Guide to Federal Acquisition Regulations





NASA Vendor Database

Joining the NASA Vendor Database offers several benefits to users.

Here are a few reasons why YOU should join!

- Access to valuable information (e.g., procurement opportunities, market research data, etc.)
- Collaboration opportunities (e.g., network with NASA acquisition personnel and other vendors.
- Enhanced visibility and exposure to NASA acquisition personnel
- Improved efficiency and productivity (e.g., NASA users to vendor direct email capability)
- Compliance and security (e.g., NVDB data is synced with SAM.gov)
- Network expansion (e.g., Joining the NEW NVDB can help expand your professional networks)

Targeted NAICS

541715 Research and Development

336414 Guided Missile and Space Vehicles

481212 Nonscheduled Chartered Freight Air Transportation

541330 Engineering Services

561210 Facilities Support Services

541512 Computer Systems Design Services

336415 Guided Missile and Space Vehicle Propulsion Unit

Manufacturing

236210 Industrial Building Construction

541519 Other Computer-Related Services

517810 All Other Telecommunications





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 userfriendly 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 is on X!

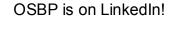
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THE SMALL BUSINESS
COMMUNITY.

THE SMALL BUSINESS GUIDE TO NASA DOING BUSINESS WITH NASA: STEPS TO SUCCEED



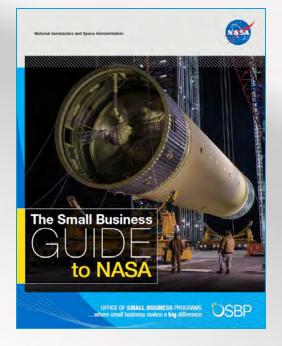




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OSBP Learning Series: CALL FOR NEW TOPICS!! NASA's Office of Small Business Programs is NOW ACCEPTING new topics ideas for our monthly OSBP Learning Series Webinars!

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



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