

**OSBP**

Learning Series Webinar

National Aeronautics and  
Space Administration



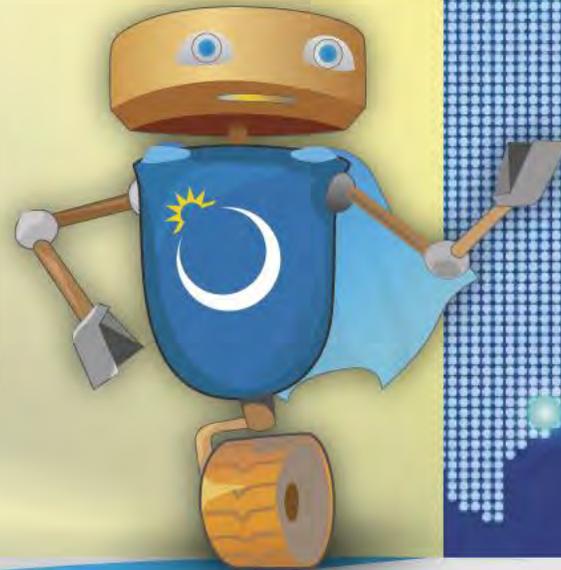
# PARTNERING WITH NASA: DOING BUSINESS WITH NASA SPACE CENTERS

**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](mailto:smallbusiness@nasa.gov) for assistance.



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# 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.



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# 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



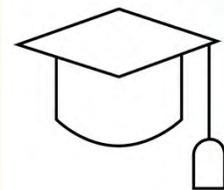
**Mr. Michael Vinje**  
SBIR Program Lead  
Kennedy Space Center  
NASA

# Welcome from OSBP Leadership

**Mr. Dwight D. Deneal**  
**Assistant Administrator**



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



**OSBP**

Learning Series Webinar

# Johnson Space Center

Office of Small Business Programs

Robert Watts

Small Business Specialist

MISSION STATEMENT: *LEAD HUMAN SPACE EXPLORATION*

# DARE | 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
<b>SIMULATION AND ADVANCED SOFTWARE SERVICES II</b>	541511	>\$100M	YES	FY'25	2 <sup>ND</sup> /FY'25	Yes
<b>MISSION TECHNICAL INTEGRATED CONTRACT</b>	541715	>\$100M	YES	FY'25	2 <sup>ND</sup> /FY'25	Yes
<b>JUST IN TIME OFFICE SUPPLIES</b>	524120	<\$1M	YES	FY'25	2 <sup>ND</sup> /FY'25	Yes
<b>LOGISTICS UTILIZING KEY ENTERPRISES CONTRACT</b>	493110	<\$10M	YES	FY'25	2 <sup>ND</sup> /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: [jsc-smallbusiness@mail.nasa.gov](mailto:jsc-smallbusiness@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: [jsc-smallbusiness@mail.nasa.gov](mailto:jsc-smallbusiness@mail.nasa.gov)

## \*\* LOCAL & REGIONAL OUTREACH EVENTS

# JSC OSBP Contact Information



**Robert E. Watts**  
**Small Business Specialist**  
[jsc-smallbusiness@mail.nasa.gov](mailto:jsc-smallbusiness@mail.nasa.gov)  
281.244.5811

**Monica Craft**  
**Small Business Specialist**  
[jsc-smallbusiness@mail.nasa.gov](mailto:jsc-smallbusiness@mail.nasa.gov)  
281.483.4134

**Nijua Heard**  
**Procurement Center Representative**  
[nijua.heard@sba.gov](mailto: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](mailto: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)



**3<sup>rd</sup> 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
<b>TSV</b>			\$4,372.2M	
<b>SB</b>	\$314.2M	\$770.1M	\$1,084.3M	25.8%
<b>SDB</b>	\$170.6M	\$121.1M	\$291.7M	6.7%
<b>WOSB</b>	\$117.3M	\$161.2M	\$278.5M	6.4%
<b>HUBZone SB</b>	\$13.0M	\$45.3M	\$58.3M	1.3%
<b>SDVO SB</b>	\$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 <sup>nd</sup> Qtr. FY25	3 <sup>rd</sup> Qtr. FY25
Engineering Services & Science Capability Augmentation II	Jacobs (Amentum Services Inc)	80MSFC18C0011	Full & Open	Full & Open	2 <sup>nd</sup> Qtr. FY25	3 <sup>rd</sup> 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:**

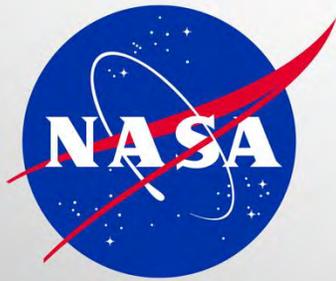
- “Doing Business at MSFC” web site: <https://doingbusiness.msfc.nasa.gov/>
- Acquisition planning tool: <https://doingbusiness.msfc.nasa.gov/apt/external>
- Acquisition forecast tool: <http://www.hq.nasa.gov/office/procurement/forecast/>
- Small Business Marketing Guide:  
<https://doingbusiness.msfc.nasa.gov/documents/3128625/3140174/SBMG.pdf>
- NASA Active Contract List: <https://www.nasa.gov/osbp/active-contract-listings>

# MSFC SMALL BUSINESS PROGRAM CONTACTS

CONTACT	TITLE	EMAIL	PHONE
David Brock	Small Business Specialist	<a href="mailto:david.e.brock@nasa.gov">david.e.brock@nasa.gov</a>	256-544-0267
Danielle R. Barnes	Small Business Specialist	<a href="mailto:danielle.r.barnes@nasa.gov">danielle.r.barnes@nasa.gov</a>	256-544-1134
Cheryl Webb	Contracts Administrator – Seventh Sense Consulting	<a href="mailto:cheryl.l.webb@nasa.gov">cheryl.l.webb@nasa.gov</a>	256-544-6263
Heather Dilworth-Schrimsher	Contracts Administrator – Seventh Sense Consulting	<a href="mailto:heather.dilworth-schrimsher@nasa.gov">heather.dilworth-schrimsher@nasa.gov</a>	256-544-3485
Chip Jones	Small Business Technical Advisor	<a href="mailto:chip.jones@nasa.gov">chip.jones@nasa.gov</a>	256-544-2701
Jason Johnston	SBA Procurement Center Representative	<a href="mailto:jason.johnston@sba.gov">jason.johnston@sba.gov</a>	205-749-0079

Location: Bldg. 4260/Rm. 155  
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:

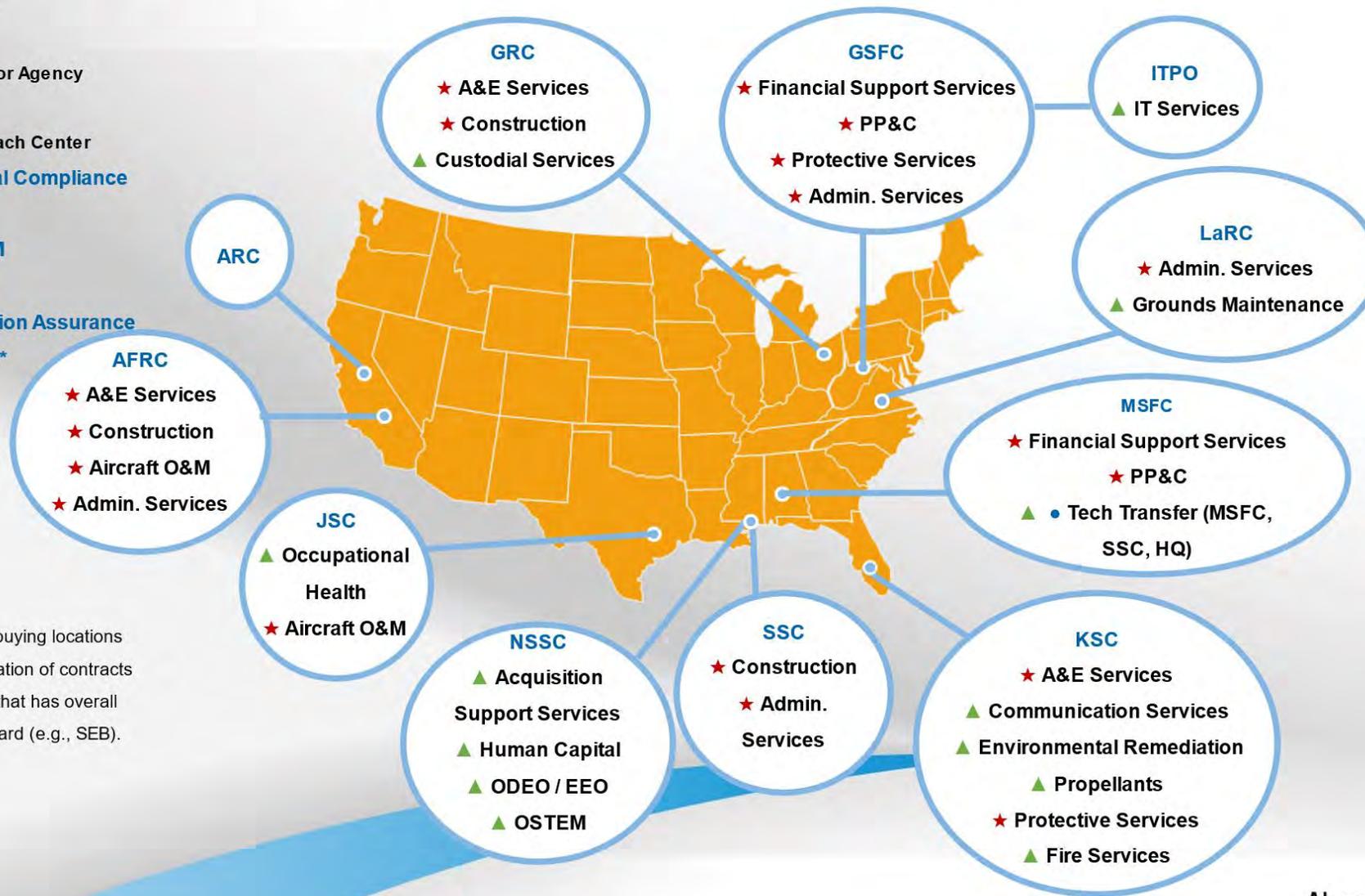
336414  
541712  
236210  
561210  
541330  
541512  
561612  
541380  
325120  
541519

# PSL Service Delivery Model



- ▲ Centralized: Procures for Agency
- ★ Regionalized
- Remains Localized at each Center

- Environmental Compliance
- Utilities
- Facilities O&M
- Engineering
- Safety & Mission Assurance
- Tech Transfer\*



Regionalized or centralized buying locations does not equate to consolidation of contracts. It is the Procurement Office that has overall responsibility of Contract Award (e.g., SEB).

# KSC Acquisitions

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

Requirement	Period of Performance	NAICS	Estimated 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 [ksc-smallbusiness@mail.nasa.gov](mailto:ksc-smallbusiness@mail.nasa.gov)

## 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 [KSC Prime Contractor Board](#) members
- Q&A session is included
- Schedule a session at: [ksc-smallbusiness@mail.nasa.gov](mailto:ksc-smallbusiness@mail.nasa.gov)

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

# NASA Small Business Specialists Around the Country



**Ames Research Center**  
Fundamental Aeronautics, Bio and  
Space Science Technologies  
Moffett Field, CA

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



**Jet Propulsion Laboratory**  
Robotic Exploration of the Solar  
System and Earth Explorations  
Pasadena, CA  
**Lynn M. Torres**



**Johnson Space Center**  
Human Space Exploration  
Houston, TX  
**Robert E. Watts**  
**Monica F. Craft**



**NASA Shared Services Center**  
Financial Management, Human Resources,  
Information Technology, and Procurement  
Bay St. Louis, MS

**Stennis Space Center**  
Rocket Propulsion Testing and Remote  
Sensing Technology  
Bay St. Louis, MS  
**Troy E. Miller**



**Glenn Research Center**  
Aero Propulsion and  
Communications Technologies  
Cleveland, OH  
**Eunice J. Adams-Sipp**

**Goddard Space Flight Center**  
Earth, Solar System, and Universe  
Observations, and Space  
Communications and Navigation  
Greenbelt, MD  
**Kandace P. Chappell**  
**Djaataa Onanuga**



**IT Procurement Office**  
Agency-wide IT Procurements  
and SEWP Program Office  
Washington, DC

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

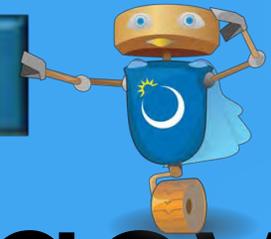


**Kennedy Space Center**  
Prepare and Launch Missions  
Around the Earth and Beyond  
Cape Canaveral, FL  
**Natalie B. Colvin**  
**Tamara A. Sims**



**Marshall Space Flight Center**  
Space Transportation and  
Propulsion Technologies  
Huntsville, AL  
**David E. Brock**  
**Danielle R. Barnes**

# Small Business Resources



# SAM.gov

## 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

- List procurement notices
- Searchable procurement opportunities
- Set your account for Searches and Notifications on SAM.gov
  - 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
- Federal Procurement Data System – FPDS
  - Multiple Data Points within FPDS
  - Registration not required for searches

# KSC OSBP Contact Information

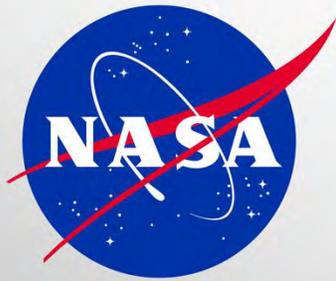


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**Tamara Sims**  
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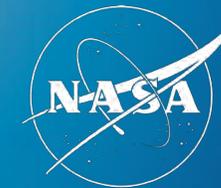
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**Contract Administrator**  
Seventh Sense Consulting, LLC  
[ksc-smallbusiness@mail.nasa.gov](mailto:ksc-smallbusiness@mail.nasa.gov)  
**321-867-7353**

**Location:** 7110 N. Courtenay Parkway  
**Office hours:** 8:00 a.m. – 4:30 p.m. (EST)  
**E-mail:** [ksc-smallbusiness@mail.nasa.gov](mailto:ksc-smallbusiness@mail.nasa.gov)



National Aeronautics and Space Administration

National Aeronautics and  
Space Administration



# Partnering with NASA

## Doing Business with NASA Space Centers

**Tabisa Kalisa**  
Chief of Business Operations,  
Office of Procurement,  
NASA

February 19, 2025

**EXPLORE**  
PROCUREMENT The cornerstone of NASA's current and future missions

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





# 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



**Tabisa Kalisa**  
Chief of Business  
Operations



**Jamiel Charlton**  
Executive Officer



**Steve Shiplett**  
E-Business Systems  
Office Director



**Rochelle Overstreet**  
Enterprise Pricing  
Office Director



**Andre Sheppard**  
Agency Deputy  
Competition  
Advocate & Office  
of Procurement  
Industry Liaison



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



Enterprise Service And  
Analysis Division (ESAD)  
**Geoffrey S. Sage**  
Division Director



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



**Nipa Shah**  
GSFC PO



**Bradley Niese**  
JSC PO



**Gerald Norris**  
KSC PO



**Kristina Parmenter**  
MSFC Acting PO



**Todd Pospisil**  
RESEARCH CENTER PO



**Kurt Straub**  
DPO



**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

## 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**

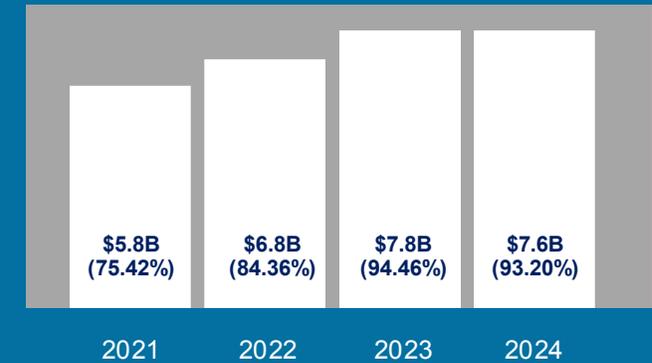
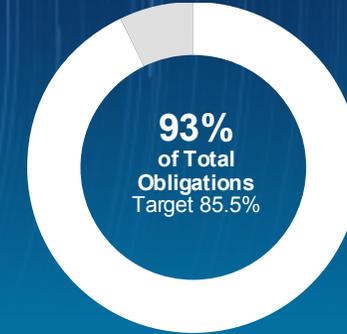
PAST TRENDS

Fiscal Year	Procurement Obligations (in billions)	Actions
2024	\$19,859.1	22,975
2023	\$20,945.8	24,927
2022	\$19,902.1	27,161
2021	\$19,171.8	25,555
2020	\$18,881.2	25,486

FY25

Category	Procurement Dollars Obligated	Actions
Large Business	\$3,334,704,434.1	2,795
Small Business	\$794,877,523.91	3,775
Small Disadvantaged	\$363,614,885.3	1,630
Woman-Owned	\$220,914,424.2	922
HUBZone	\$49,838,264.9	381

SPEND UNDER MANAGEMENT



\* As of February 18, 2025

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





JOHNSON  
SPACE  
CENTER

# 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

**150 people**  
across 6 divisions

**\$4.4B obligated**  
in FY24

Cumulative portfolio value of  
**~\$150B**

**2,300 transactions**  
Processed in FY24

## 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)

# Current JSC Acquisitions



## Current Significant Acquisitions

	<b>COSMOS Contract</b>	Contract for Organizing Spaceflight Mission Operations and Systems (COSMOS)	
	<b>HHPC2 Contract</b>	Human Health and Performance Contract 2 (HHPC2)	
	<b>LFS Contract</b>	Lunar Freezer System Contract (LFS)	
	<b>MTIC Contract</b>	Mission Technical Integration Contract (MTIC)	
	<b>NOIS3 Contract</b>	NASA Open Innovation Services 3 Contract (NOIS3)	
	<b>SASS2 Contract</b>	Simulation and Advanced Software Services II Contract (SASS2)	



# JSC Acquisition Trends & Resources

## HISTORICAL OBLIGATIONS BY FISCAL YEAR

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

## HISTORICAL ACTIONS BY FISCAL YEAR

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

## 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

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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**

# Kennedy Space Center Procurement Customers



**Institution**



**Launch Services Program**



**Exploration Ground Services Program**



**Gateway – Deep Space Logistics Project**



**Commercial Crew Program**



**Exploration R&T Programs**



**Artemis**

# 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



MARSHALL  
SPACE FLIGHT  
CENTER

# Marshall Space Flight Center by the Numbers FY25

\*As of February 18, 2025



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

# Marshall Space Historic Data



## 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/spacetechnologies/>

## MOON TO MARS ARCHITECTURE

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





## ADDRESS

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### Office of Procurement

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

## WEBSITE

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

## EMAIL

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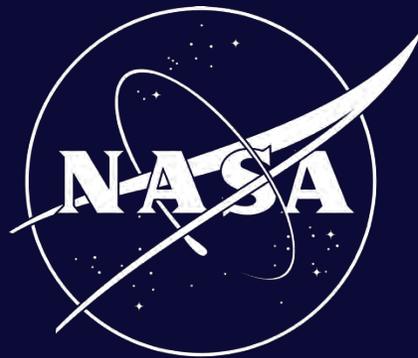
[hq-procurement@mail.nasa.gov](mailto:hq-procurement@mail.nasa.gov)

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/procurement/forecast/index.html>





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



Office of  
Procurement

National Aeronautics and Space Administration

National Aeronautics and  
Space Administration



# NAICS: FY24 and FY25

Office of Procurement

**Tabisa Kalisa**  
Chief of Business Operations,  
Office of Procurement,  
NASA

February 19, 2025

**EXPLORE**  
PROCUREMENT

The cornerstone of NASA's current and future missions

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





# NAICS

Fiscal Year 2024

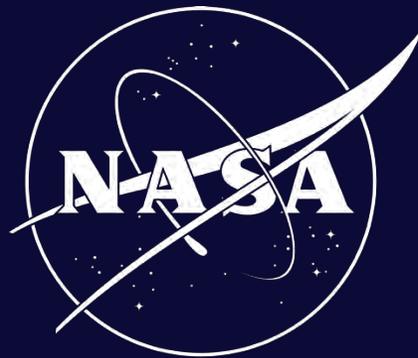
NAICS Code	NAICS Description
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)
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

Fiscal Year 2025

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
236210	INDUSTRIAL BUILDING CONSTRUCTION



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



Office of  
Procurement



# 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 *non-procurement 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 partner-developed 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

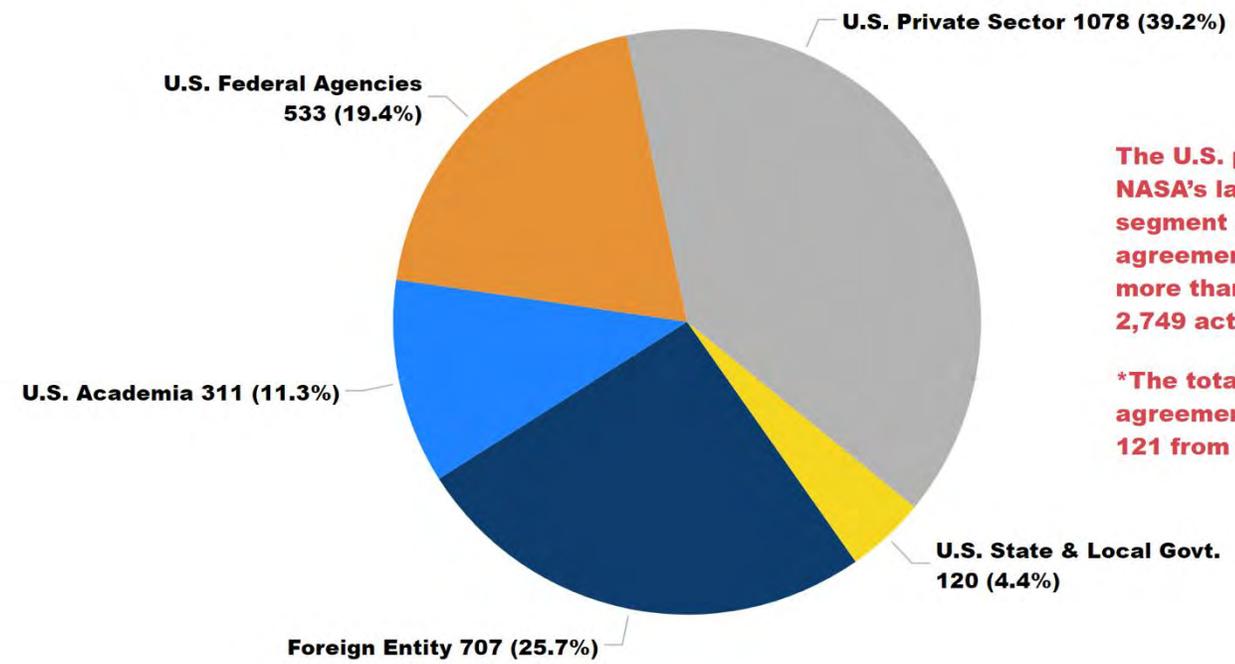
Source: NASA Partnership Agreement Maker (PAM) System as of 9/30/2024





# NASA Partnerships Portfolio

## Number of Active Agreements and % of Total by Partner Segment



**The U.S. private sector is NASA's largest partner segment by number of agreements, accounting for more than a third of NASA's 2,749 active agreements.**

**\*The total number of active agreements has increased by 121 from FY23.**

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 real-world 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/fd0e6d5d3c554de2a70cbd34fe80bbc3/vie>  
[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/ad273ca16c3a4068902797f07df543be/vie>  
[w](#)



# How Can I Learn More More About NASA Partnerships?



nasa.gov/partnerships

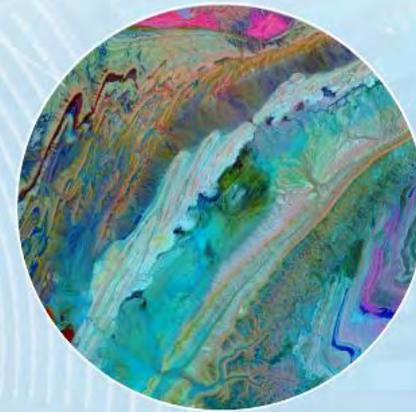
- Recent Partnership Examples
- Partnership Events & Opportunities
- Partnership Contacts & Capabilities
- Partnership Outreach
- Current Space Act Agreements
- Additional Resources

The screenshot shows the NASA Partnerships website interface. At the top, there is a navigation bar with links for Topics, Missions, Galleries, NASA TV, Follow NASA, Downloads, About, and NASA Audiences. Below the navigation is a main header area with the title 'NASA Partnerships' and a background image of an astronaut in space. A sidebar on the left contains a list of navigation options: Recent Partnership Examples, Partnership Events & Opportunities, Partnership Contacts & Capabilities, Partnership Frequently Asked Questions, Current Space Act Agreements, Partnership Outreach, Additional Resources, and Related Topics (All Topics A-Z). The main content area features several tiles: 'How to Partner With NASA' (describing NASA's 60 years of experience), 'Partnership Events & Opportunities', 'Recent Partnership Examples', 'Partnership Contacts and Capabilities' (with a map of NASA centers), 'Partnership Outreach', 'Partnership with NASA Video', 'Current Space Act Agreements', 'Frequently Asked Questions About NASA Partnerships', and 'Partnerships Sharepoint Portal (NASA Only)'. A red box highlights the sidebar navigation menu, and a red arrow points from it to the corresponding items in the list on the left.



# NASA Partnerships Video





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

Mike Vinje

NASA KSC SBIR Lead

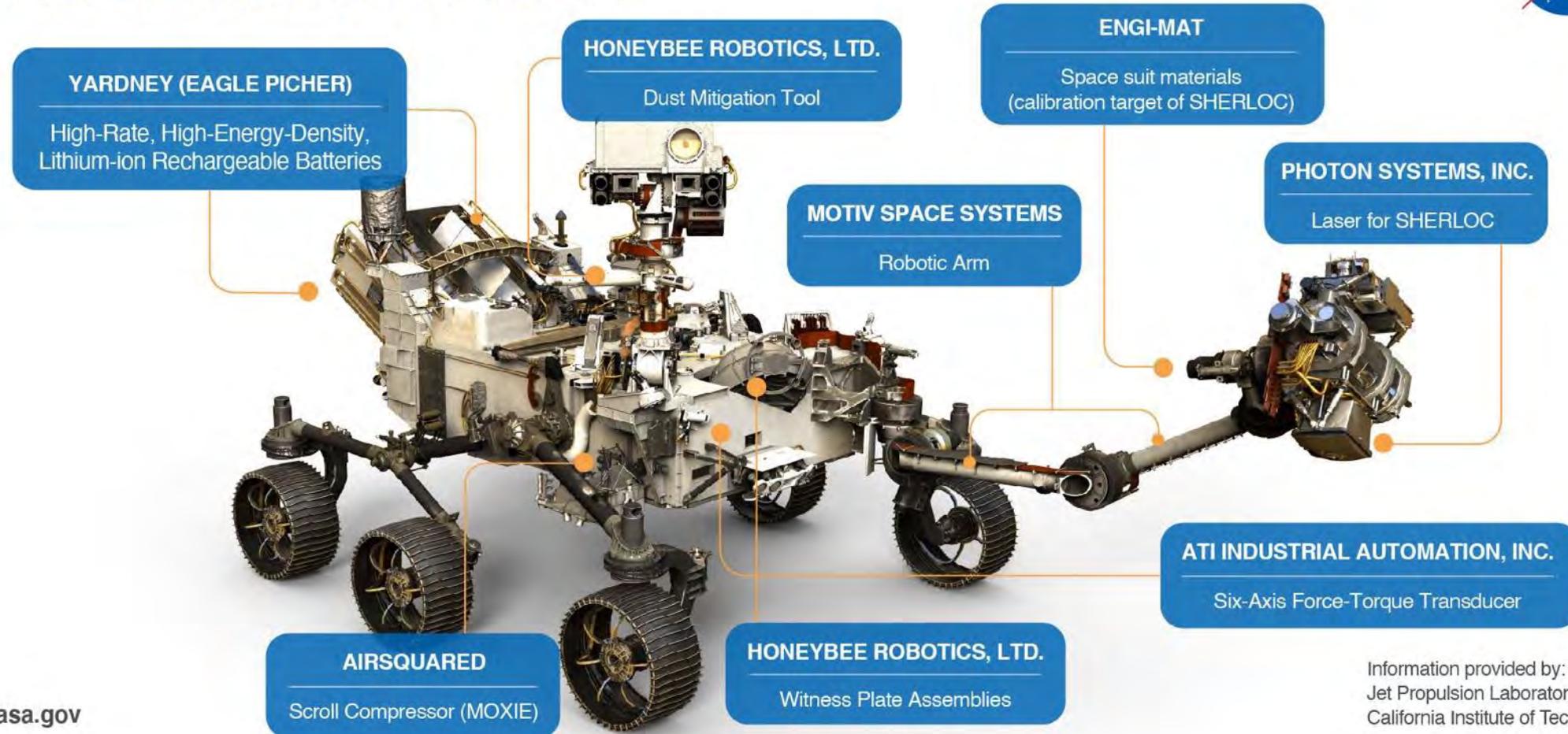
## NASA SBIR/STTR Program

[sbir.nasa.gov](http://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](http://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](http://sbir.gov/agencies-landing)

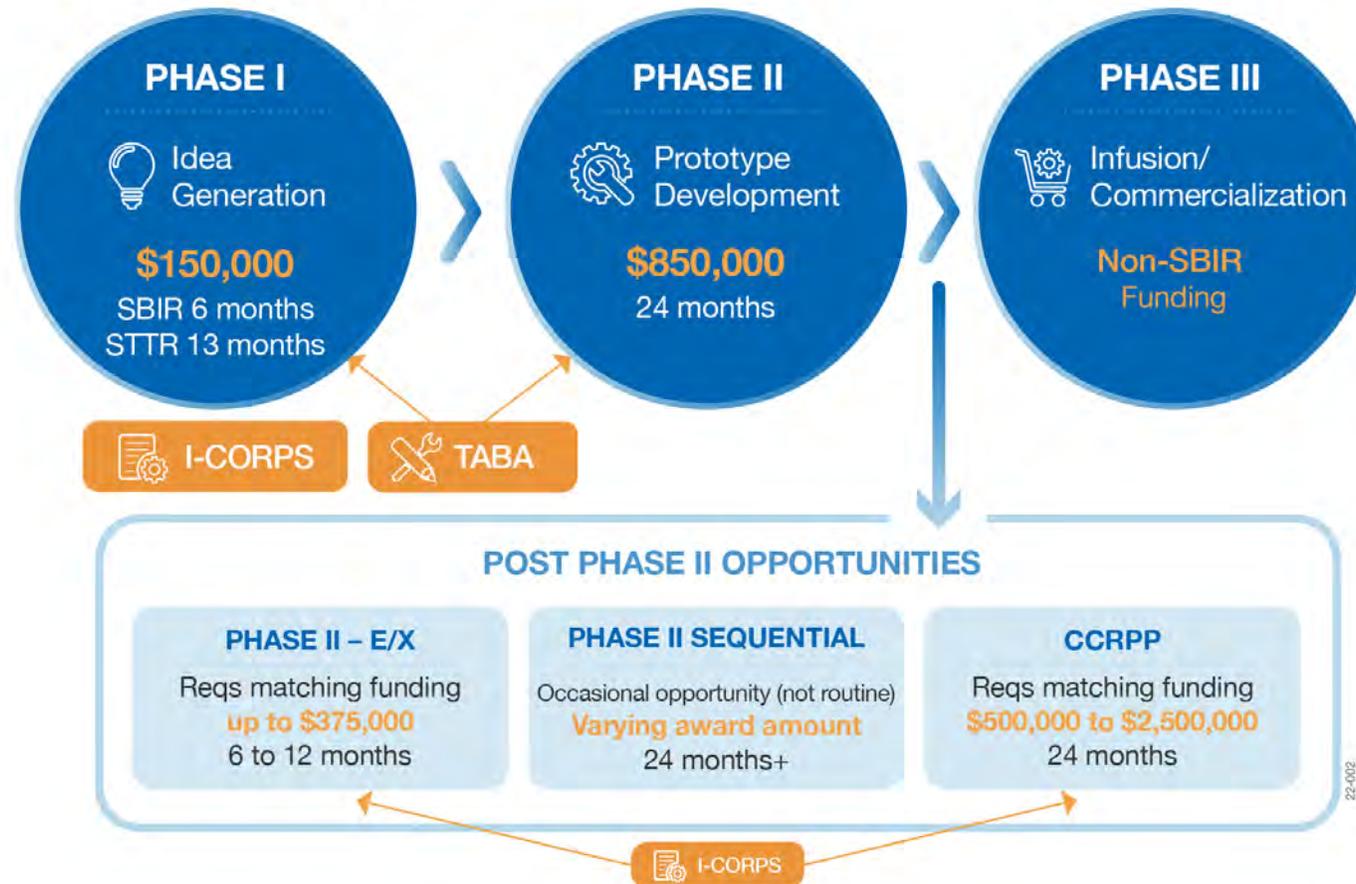
Approximately 80% of the small businesses we fund have less than 50 employees

# What exactly do you get?



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

## NASA SBIR/STTR PHASES



# 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?



## Solicitation Release

January 2023



## Proposal Submissions

January – March 2023



## Proposal Reviews and Selection

March – June 2023



## Phase I Selection Announcement

June 2023



## Contract Negotiations/Awards

June – August 2023



## Phase II Proposal Submission

Due by Phase I Contract End Date



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

Note: A Federal agency may enter into a Phase III agreement at any time with a Phase I or Phase II awardee.

# 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



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



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



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



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

# 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!



**NASA SBIR IGNITE**  
fuels the entrepreneurial community  
to help shape the aerospace market

[sbir.nasa.gov/ignite](https://sbir.nasa.gov/ignite)

### 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

The graphic features a background image of a blue, perforated metal structure, possibly part of an aircraft engine or a spacecraft component, with a bright orange glow emanating from a circular opening. The text is overlaid on a dark blue background.

# Where do you start?



- Sign up to receive our **emails**: [sbir.nasa.gov/info](https://sbir.nasa.gov/info)
- Monitor for SBIR/STTR and other NASA STMD **solicitations**:
  - [nasa.gov/stmd-solicitations-and-opportunities/](https://nasa.gov/stmd-solicitations-and-opportunities/)
  - Official SBIR/STTR solicitation postings are on [sam.gov](https://sam.gov)
- 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](https://youtu.be/Xqti9u_mgTM)
- Find **local assistance** in your state through the SBA's website [sbir.gov/local-assistance](https://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](https://nasa.gov/osbp)

# Questions?

Visit our website:  
[www.sbir.nasa.gov](http://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



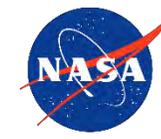
Department of Defense (DOD)



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)

# Q&A

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



# Johnson Space Center Marshall Space Flight Center

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

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



# Kennedy Space Center

Are there specific NAICS codes your agency prefers?

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



# Partnerships Office

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

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



# Office of Procurement

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

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



# 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?

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



# Marshall Space Flight Center

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

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



# Johnson Space Center

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

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



# Kennedy Space Center

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

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# Office of Procurement Kennedy Space Center

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

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# SBIR Program Office

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

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# Johnson Space Center Marshall Space Flight Center

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

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# Partnerships Office

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

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# OSBP Updates

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# LIFT-OFF!

## 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:





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National Aeronautics and  
Space Administration



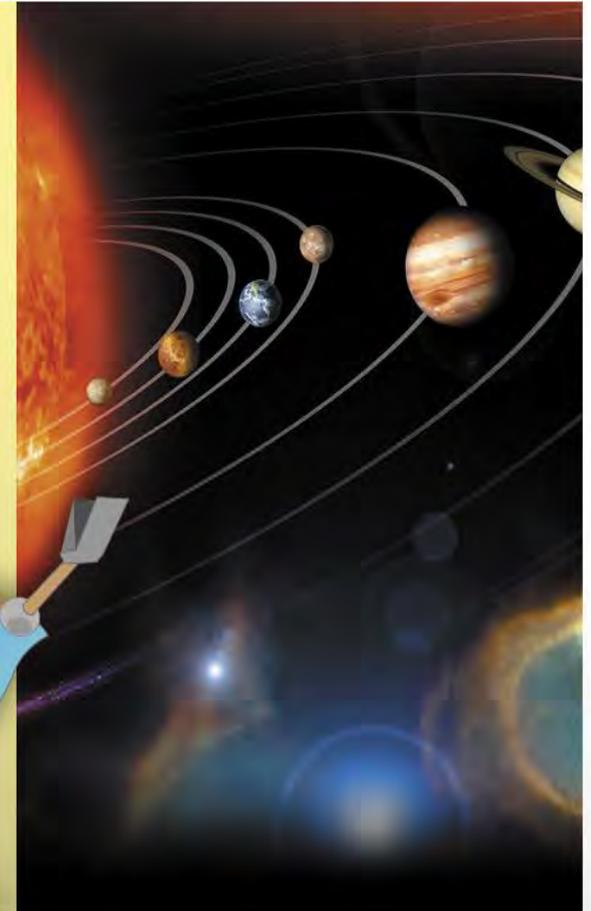
# UNLOCKING OPPORTUNITIES: DOING BUSINESS WITH NASA SCIENCE AND AGENCY RESOURCE CENTERS

**DATE:**

**March 19, 2025**

**TIME:**

**1:00 p.m.–2:30 p.m. ET**

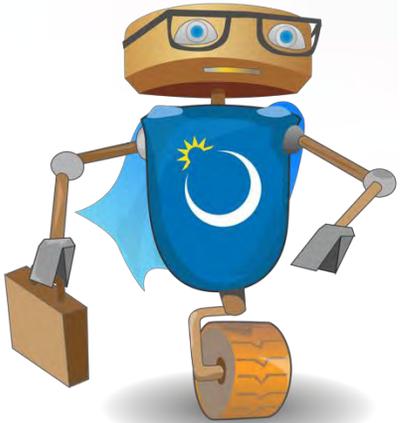


# Upcoming OSBP Learning Series



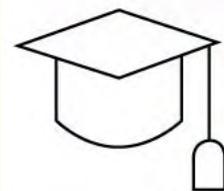
**March 19, 2025:** Doing Business w/NASA Science and Agency Resource Centers

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



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# 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)

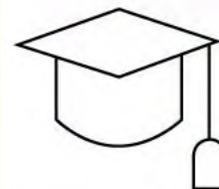
## Targeted NAICS

**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



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# 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/>

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OSBP is on LinkedIn!

<https://www.linkedin.com/showcase/105552037>



OSBP is on YouTube!

<https://youtube.com/playlist/NASA OSBP>



**OSBP Gets Social!  
Follow us!!**

# OSBP Publications



OSBP PROVIDES MANY RESOURCEFUL PUBLICATIONS TO THE SMALL BUSINESS COMMUNITY.



**THE SMALL BUSINESS GUIDE TO NASA**



**DOING BUSINESS WITH NASA: STEPS TO SUCCEED**



OTHER PUBLICATIONS



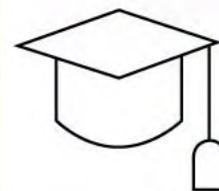
TO VIEW/DOWNLOAD, VISIT:



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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](mailto:smallbusiness@nasa.gov)!

# Learn more about NASA OSBP!

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

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