

The Small Business GUIDE TO NASA

This composite photograph, a combination of several distinct photographs, of Cuba, the Bahamas and southern Florida was captured as the International Space Station orbited 263 miles above the Caribbean Sea.



WELCOME MESSAGE FROM NASA OSBP LEADERSHIP



Welcome to the **Small Business Guide to NASA**, a resource designed to empower small businesses as they explore opportunities within NASA's dynamic and evolving ecosystem.

At NASA, we recognize that **small businesses are essential to our nation's success in space**

exploration, scientific discovery, and technological innovation. Our commitment is unwavering in **expanding supplier diversity, strengthening our supply chain, and building domestic capabilities** that will drive the future of aerospace, research, and engineering.

As we embark on this new fiscal year, **our focus remains on promoting and integrating small businesses into the industrial base of contractors and subcontractors that support the future of space exploration, scientific discovery, and aeronautics research**, ensuring that businesses of all sizes—including those in **under-resourced and rural communities**—have access to NASA contracts and initiatives. Through **targeted outreach, enhanced procurement forecasting, and strategic partnerships**, we are working to **connect small businesses with meaningful opportunities** that support NASA's mission and fuel economic growth.

We encourage you to leverage this guide to navigate NASA's procurement landscape, discover available resources, and position your business for success. Whether through **mentorship programs, research collaborations, or subcontracting opportunities**, NASA is dedicated to fostering **innovation and inclusion across the small business community.**

Thank you for your interest in working with NASA. Together, we will continue to advance cutting-edge technologies, support the national supply chain, and build a stronger future through small business excellence.

Mr. Dwight D. Deneal

Assistant Administrator

NASA Office of Small Business Programs



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 NASA Vendor Database

 OSBP YouTube

 OSBP Mobile App, available on iOS and Android devices

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PURPOSE OF THE GUIDE + WHY SMALL BUSINESSES MATTER

This guide is designed to help small businesses understand how to successfully engage with NASA and become valuable contributors to its mission. It outlines key entry points, resources, and strategies for navigating the agency's procurement process—whether as a prime contractor, subcontractor, or research partner. With a focus on new opportunities and NASA's small business goals, this guide highlights how innovation, collaboration, and readiness can position small businesses for long-term success in the aerospace industry and beyond.

Small Businesses are the backbone of the American economy and play a very critical role in propelling our nation forward into a new space age. Hundreds of small businesses have contributed to some of NASA's most premier space exploration missions, from the Space Launch System (SLS) to the James Webb Space Telescope. Small Businesses not only support science and technology tasks across a wide range of disciplines, but many also provide critical program management functions that keep our projects within budget and on schedule.

NASA's Office of Small Business Programs primary mission since its inception has been to increase the representation of small businesses in NASA's contracting efforts. Our efforts encompass all federally recognized small business categories and we work hard to make sure each type of business gets a fair chance to work with NASA. We will continue to advocate for small businesses and hope we have shared some light on how important of a role they play in supporting NASA's mission to explore the universe.

The Gateway space station hosts the Orion spacecraft in a polar orbit around the Moon, supporting scientific discovery on the lunar surface during the Artemis IV mission.

NASA'S COMMITMENT TO SMALL BUSINESS

Vision

Improvement, intensification, and sustainment of all small business concerns within NASA supply chains.

Mission

Promote and integrate small businesses into the industrial base of contractors and subcontractors that support the future of space exploration, scientific discovery, and aeronautics research.

NASA OSBP Goals and Priorities

- **Targeted Outreach & Advocacy** – Industry-specific engagement and advocacy partnerships
- **Enhanced Procurement Forecasting** – Increased transparency in contract opportunities
- **Center-level Accountability** – Performance tracking and action plans for NASA centers
- **Supplier Development** – Expanding the Mentor-Protégé Program and SBIR/STTR opportunities
- **Data-driven Decision Making** – Real-time analytics and procurement goal tracking

Key Programs and Resources

- **NASA OSBP**
Connecting businesses to procurement opportunities
- **SBIR/STTR**
Funding innovation in small businesses
- **Mentor-Protege Program**
Strengthening supplier capacity
- **NASA Vendor Database**
Registering for future opportunities
- **NASA Acquisition Forecast**

The Artemis Orion crew module test article (CMTA) is in view in the high bay inside the Launch Equipment Test Facility at NASA's Kennedy Space Center in Florida on March 18, 2022.

PATH TO ACHIEVING NASA'S GOALS

Targeted Outreach and Advocacy

To support the achievement of NASA's goals, the OSBP is implementing a focused strategy of targeted outreach and advocacy. This includes hosting industry engagement events specifically tailored to NASA's top North American Industry Classification System (NAICS) codes and Product Service Codes (PSCs), ensuring small businesses are aligned with NASA's current procurement priorities. Strengthening partnerships with key advocacy groups in the aerospace and defense sectors is also a top priority, fostering collaboration and increasing visibility for small businesses within NASA's supply chain. Additionally, OSBP is committed to creating more opportunities for meaningful connections through both virtual and in-person matchmaking sessions, where small businesses can engage directly with NASA decision-makers to explore potential contracting and partnership opportunities.

Enhanced Procurement

NASA's Office of Procurement is enhancing its forecasting efforts to provide small businesses with greater visibility into upcoming prime and subcontracting opportunities. These detailed forecasts now include a broader focus on emerging sectors like aerospace manufacturing and research & development, helping businesses align their capabilities with NASA's future needs.

**Explore current forecasts
and opportunities:**

nasa.gov/procurement/



Center-Level Accountability

OSBP fosters an environment of commitment and dedication to NASA's mission. NASA's small business specialists (SBS) work to connect small businesses with meaningful prime and subcontracting opportunities. The SBSs are accountable for conducting internal and external training and for engaging industry through outreach efforts and strategic partnerships.

- Bi-weekly status meetings between SBSs and ASO PM to monitor progress on open actions, address questions, advise and guide SBSs. Review Bi-weekly report to be submitted to AA OSBP.
- Bi-weekly reporting to the AA OSBP enables tracking of training activities, outreach events, upcoming acquisitions, and procurement strategy meetings.
- 90-day outreach forecast calendar is utilized to monitor and ensure full SBS participation as an attendee, speaker and/or conducting matchmaking sessions.
- Quarterly performance reviews at each NASA center conducted to track small business engagement.

Supplier Development

NASA's Office of Small Business Programs (OSBP) is expanding its Mentor-Protégé Program (MPP) to better equip small businesses to meet the agency's evolving mission needs. Through intentional partnerships with experienced NASA prime contractors, the program fosters technical growth, operational readiness, and innovation—focusing on high-impact areas like R&D, aerospace manufacturing, and emerging technologies.

With insights from NASA's Supply Chain Resiliency Board and mission directorates, the enhanced MPP is more targeted than ever, helping small businesses scale strategically and support long-term initiatives like Artemis and space sustainability.

PATH TO ACHIEVING NASA'S GOALS cont.

Doing Business with NASA: Steps to Succeed

- Connect with OSBP
- Match your Company's Primary NAICS code to the Center NAICS Code
- Locate and Contact the Appropriate Small Business Specialist
- Identify Procurement Opportunities
- Participate in NASA's Enhanced Mentor-Protege Program
- Attend NASA Outreach Events
- Do the Homework!

Ready to Grow with NASA?

Learn more and explore how your business can participate:

nasa.gov/osbp/mentor-protege-program

Data-Driven Decision Making

NASA's Office of Small Business Programs (OSBP) is harnessing the power of real-time analytics to track small business participation and drive more informed, accountable decision-making across the agency. By integrating agile, data-driven tools into daily operations, OSBP empowers leaders, Small Business Specialists, and acquisition teams to identify performance gaps, align resources, and forecast opportunities with precision.

At the heart of this effort is OSBP's new interactive dashboard, powered by Microsoft Power BI, which provides a clear, up-to-date view of progress toward small business goals. With filters by Center, fiscal year, and goal category, users can spot trends, target outreach, and export data for strategic use—reinforcing NASA's commitment to transparency, equity, and continuous improvement.

Explore the dashboard and learn how NASA is maximizing small business impact: nasa.gov/osbp



Artemis II crew members inspect their Orion crew module inside the high bay of the Neil A. Armstrong Operations and Checkout Building at NASA's Kennedy Space Center in Florida, on Aug. 7, 2023.



The Vehicle Assembly Building (VAB) at NASA's Kennedy Space Center in Florida. (NASA/Ben Smegelsky)



NASA's Worm logo is displayed in front of the agency's headquarters in Washington, D.C. (NASA)



Artist concept of the X-59 in flight overland. (NASA)

It takes time to secure a partnership with NASA. While contracts are not guaranteed, it can take approximately 18 to 24 months to build a relationship with the Agency acquisition personnel.

At NASA, the Simplified Acquisition Threshold (SAT) Team, at the NASA Shared Services Center (NSSC), provides Agency leadership with unprecedented insight into simplified acquisition purchasing activity of the Agency by consolidation SAT purchases.

As a reminder, the NSSC processes all SAT purchases at or below \$250,000, within scope in the shared services environment.

NASA is committed to providing all categories of small businesses with an opportunity to participate in both NASA prime contracts and subcontracts. To do this, we need to ensure that the lines of communication are open and effective. This publication is key to that open communication.

In order to do business with NASA, here are a few “First Steps” that you will want to explore. ➔

STEPS TO DOING BUSINESS WITH NASA

1 Connect with OSBP

NASA Vendor Database

<https://www.nasa.gov/osbp/vendor-database/>

OSBP Mobile App

<https://www.nasa.gov/osbp/mobile/>

OSBP YouTube <https://go.nasa.gov/3V78nvD>

2 Locate and Contact the Appropriate Small Business Specialist

OSBP Center Locations

<https://www.nasa.gov/osbp/center-locations>

3 Match your Company's Primary NAICS Code to the Center NAICS Code

NAICS (North American Industry Classification System)

<https://www.census.gov/naics>

OSBP About NASA Centers

<https://www.nasa.gov/osbp/about-nasa-centers>

4 Identify Procurement Opportunities

Contract Opportunities

<https://sam.gov/>

Acquisition Forecast

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

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

NSPIRES <https://nspires.nasaprs.com/external/>

5 Attend NASA OSBP Outreach Events

OSBP Outreach

<https://www.nasa.gov/osbp/regional-outreach>

OSBP Calendar

<https://go.nasa.gov/45n7Pb0>

6 Do the Homework!

Government contracting can be complex, especially for small businesses getting involved for the first time! Homework for small businesses includes lots of research.

1. Connect with OSBP

NASA Vendor Database

<https://www.nasa.gov/osbp/vendor-database/>

OSBP Mobile App

<https://www.nasa.gov/osbp/mobile/>

OSBP YouTube

<https://go.nasa.gov/3V78nvD>



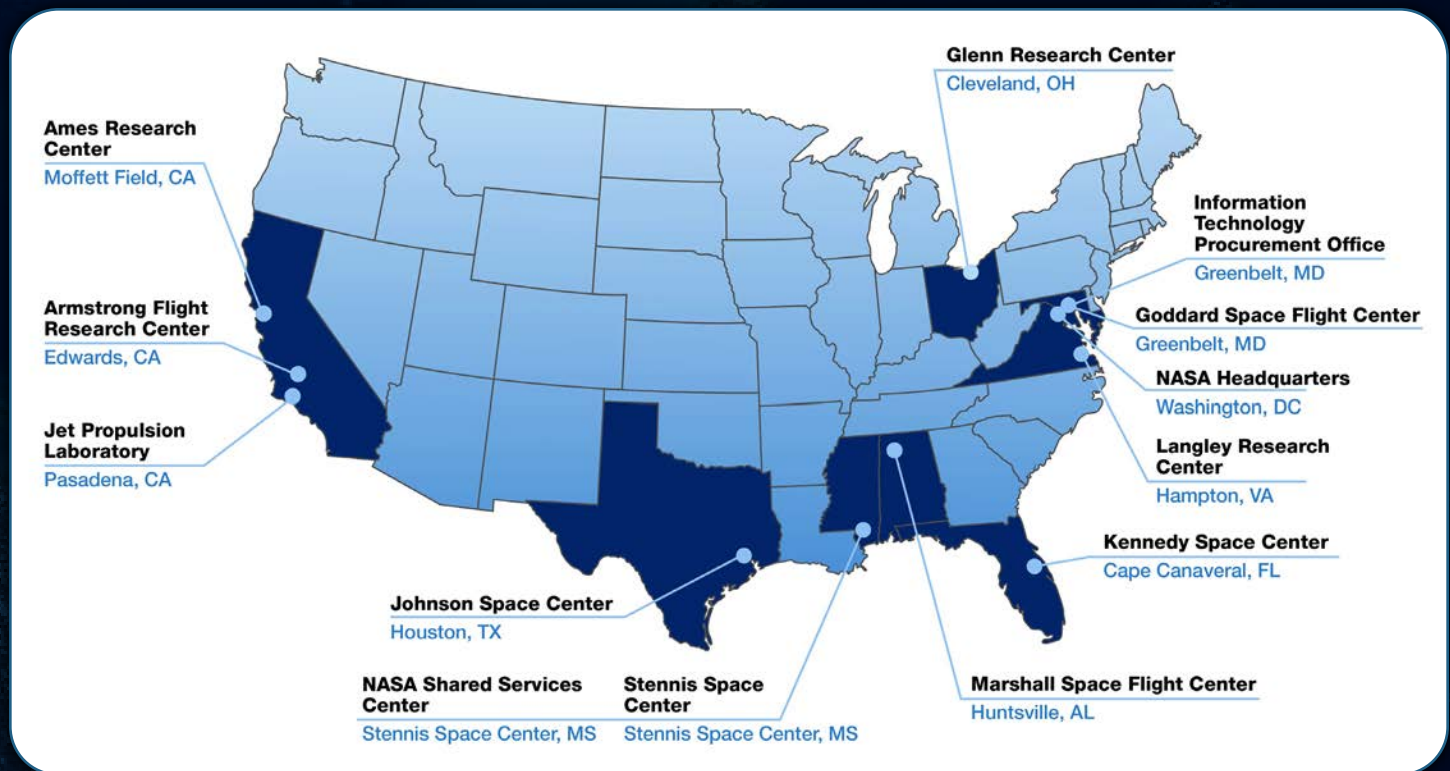
2. Locate and Contact the Appropriate Small Business Specialist

Center Locations

<https://www.nasa.gov/osbp/center-locations>

NASA Centers and the JPL facility locations are listed below.

Industry councils exist at each center.
For more information, reach out to the Small Business Specialists.



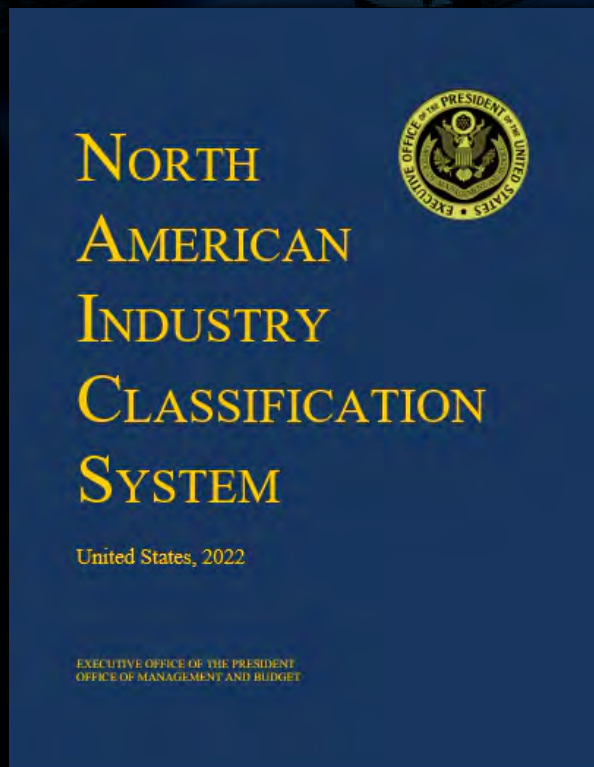
3. Match your Company's Primary NAICS Code to the Center NAICS Code

NAICS (North American Industry Classification System)

<https://www.census.gov/naics>

OSBP About NASA Centers

<https://www.nasa.gov/osbp/about-nasa-centers>



4. Identify Procurement Opportunities

Contract Opportunities

<https://sam.gov/>



Acquisition Forecast

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

SBIR/STTR

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

NSPIRES

<https://nspires.nasaprs.com/external/>



5. Attend NASA OSBP Outreach Events

OSBP Outreach

<https://www.nasa.gov/osbp/regional-outreach>

OSBP Calendar

<https://go.nasa.gov/45n7Pb0>

The screenshot displays a Google Calendar interface for January 2026. The calendar grid shows dates from Sunday, January 28 to Thursday, January 31. A red box highlights the date January 21, which has a blue dot indicating an event. A yellow arrow points from this event to a detailed pop-up window. The pop-up window contains the following information:

- Event Title:** NASA OSBP Town Hall: Unlocking Small Business Competition for a New Space Economy
- Date:** Wednesday, January 21 - 2:00 - 3:30pm
- Location:** Virtual
- Description:** Join us for the NASA OSBP Town Hall: Unlocking Small Business Competition for a New Space Economy! The NASA Office of Small Business Programs (OSBP) is excited to host its Annual Town Hall, featuring Assistant Administrator Mr. Dwight D. Deneal. This dynamic session will convene leaders and innovators from NASA and the small business community, focusing on how small businesses can thrive in the evolving space economy.
- Event Highlights:** Unlocking Small Business Competition for a New Space Economy: Mr. Dwight D. Deneal,
- Buttons:** More details, Copy to my calendar

At the bottom of the calendar interface, there is a section titled "Office of Small Business Programs Events" with a link to "Add to Google Calendar".

The poster for the NASA OSBP Annual Town Hall features the following information:

- OSBP OFFICE OF SMALL BUSINESS PROGRAMS** ...Above and Beyond Goals
- NASA OSBP ANNUAL TOWN HALL:** Unlocking Small Business Competition for a New Space Economy
- WEDNESDAY JANUARY 21, 2026** 1:00 p.m. to 2:30 p.m. ET
- Register today at:** <https://NASA-OSBP-Town-Hall.eventbrite.com>
- Guest Speakers:** Mr. Dwight Deneal (Assistant Administrator, Office of Small Business Programs, NASA) and Holly Miller (Federal Liaison, Office of STEM Engagement, NASA).
- A QR code is provided for registration.

6. Do the Homework!

Government contracting can be complex, especially for small businesses getting involved for the first time!
Homework for small businesses includes lots of research.

Explore More with **OSBP Publications**

<https://www.nasa.gov/osbp/osbp-publications/>



Payment Assistance for Small Businesses

The NASA Office of Small Business Programs is available to assist small business prime or subcontractors with resolving invoicing or payment matters. Contact OSBP at smallbusiness@nasa.gov.

OSBP Enterprise Leadership



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Above and Beyond Goals

Artemis II Core Stage Transport to VAB

After completing its journey from NASA's Michoud Assembly Facility in New Orleans aboard the Pegasus barge, teams with Exploration Ground Systems (EGS) transport the agency's powerful SLS (Space Launch System) core stage into the transfer aisle inside Kennedy Space Center's Vehicle Assembly Building in Florida on Wednesday, July 24, 2024. In the coming months, SLS will be prepared for integration atop the mobile launcher ahead of the Artemis II launch. (NASA/Isaac Watson)



TO LEARN MORE ABOUT THE SMALL BUSINESS PROGRAM AT NASA:

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

 202-358-2088

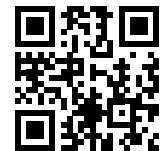
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