National Aeronautics and Space Administration



OFFICE OF SMALL BUSINESS PROGRAMS

Richard Mann Small Business Program Manager May 2023





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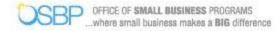
...where small business makes a BIG difference

NASA SMALL BUSINESS SPECIALISTS AROUND THE COUNTRY



NASA SMALL BUSINESS SPECIALISTS

Center Category	Center	Name	Phone	Email
	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
RESEARCH CENTERS	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Robert O. Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
0	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Jennifer D. Perez	301-286-4379	Gsfc-smallbusiness@mail.nasa.gov
Agency-Wide Resource Center	Information Technology Procurement Office	Robert O. Betts	757-864-6074	<u>hq-itpo-smallbusiness@mail.nasa.gov</u>
	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov



National Aeronautics and Space Administration **Small Business**





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Armstrong Flight Research Center (AFRC) Mark Davis P.O. Box 273

MS 4800/1100 Edwards, CA 93523-0273 Tel: 661-276-2241 mark.c.davis@nasa.gov

Glenn Research Center (GRC)

Contact Being Identified



Goddard Space Flight Center (GSFC) and Headquarters Acquisition Branch Jerome Bennett 8800 Greenbelt Road, 005:C232 Greenbelt, MD 20771 Tel: 301-286-8623 ierome.d.bennett@nasa.dov

Johnson Space Center (JSC)

2101 E NASA Parkway, EA13

elizabeth.kluksdahl-1@nasa.gov

Houston, TX 77058

Tel: 281-483-6484

Elizabeth (Betsy) Kluksdahl



Jet Propulsion Laboratory (JPL) Dr. Charles E. Bray, Jr.

4800 Oak Grove Drive Pasadena, CA 91109 Tel: 818-354-5620 cebray@jpl.nasa.gov

Kennedy Space Center (KSC) **Michael Vinie**

Kennedy Space Center, FL 32899 Tel: 321-861-3874 michael.e.vinje@nasa.gov



Langley Research Center (LaRC) Kenny Nichols

MS 151 Hampton, VA 23681-001 Tel: 757-864-5805 kenny.Lnichols@nasa.gov



4221:1203 Marshall Space Flight Center, AL 35812 Tel: 256-544-2701 chip.jones@nasa.gov



NASA Shared Services Center (NSSC) **Christopher Canary**

NSSC:XF010, 111:371E Stennis Space Center, MS 39529 Tel: 228-813-6224 christopher.m.canary@nasa.gov

Stennis Space Center (SSC) **Thomas Stanley**

8301:113 Stennis Space Center, MS 39529 Tel: 228-688-7779

thomas.m.stanley@nasa.gov



O @NASA_OSBP NASASmallBusiness

NASA Vendor Database





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NAICS	CODE AND DESCRIPTION	TOTAL DOLLARS
541710 541712 541715	Research and Development in the Physical, Engineering, and Life Sciences ——— (Except Biotechnology) ——— (Except Nanotechnology and Biotechnology)	\$ 9,813,964,104
336414	Guided Missile and Space Vehicle Manufacturing	\$2,968,605,992
481 212	Nonscheduled Chartered Freight Air Transportation	\$1,315,562,518
541330	Engineering Services	\$927,936,728
561210	Facilities Support Services	\$660,102,000
541512	Computer Systems Design Services	\$651,272,118
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$458,232,193
541611	Administrative Management and General Management Consulting Services	\$237,883,842
517919	All Other Telecommunications	\$224,038,263
541519	Other Computer Related Services	\$205,030,660
236210	Industrial Building Construction	\$182,483,190
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	\$174,673,186
333314	Optical Instrument and Lens Manufacturing	\$169,514,110
561110	Office Administrative Services	\$158,031,468
541513	Computer Facilities Management Services	\$138,600,264
236220	Commercial and Institutional Building Construction	\$137,340,003
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$131,795,860
561612	Security Guards and Patrol Services	\$124,383,15
541713	Research and Development in Nanotechnology	\$115,928,66
488190	Other Support Activities for Air Transportation	\$115,575,91

NAICS Total Dollars FY 2022

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OFFICE OF SMALL BUSINESS PROGRAMS ...where small business makes a BIG difference TOTAL \$18,910,954,226

NASA WORK IN WYOMING FY 2022

- Outdoor Leadership and Team Building
 - National Outdoor Leadership School (Lander, WY) (non-profit)
- SBIR Phase I Neuromorphic Electronics that Rethinks Verifiable Efficiency on Spacecraft (NERVES)
 - Exploration Institute, LLC (Cheyenne, WY)
- SBIR PHASE I Computational Fluid Dynamics
 - Scientific Simulations, LLC (Laramie, WY)

Enables the Agency's mission and execute contracts in support of programmatic, institutional, and operational needs

OP Vision Statement: Acquisition Excellence in an Evolving Environment

OP Enterprise



Headquarters OP

Provides stewardship of acquisition process to support successful accomplishment of mission objectives. Provide policy, oversight, optimization of procurement resources, and support Mission Directorate Acquisition Strategy Development to enable more efficient operations for NASA.



Information Technology (IT) Procurement Office

Developed as a part of NASA's transformation to enable the Agency to leverage best practices related to IT, create standardization, and maintain pace with the constant change amongst the IT industry.



NASA Office of JPL Management and Oversight

NOJMO ensures proper coordination of all the required operational functions associated with the management of the FFRDC, the JPL contract, and is the focal point for communication with upper management at the JPL and actively represents NASA in local outreach and educational events.



NASA Shared Services Center

Supports NASA's overall mission by providing core procurement services across the Agency; award administration of grants and cooperative agreements; research & development contracts; complex, large dollar service contracts; and commercial item acquisitions.

Research Centers

Ames Research Center

Specializes in research geared toward gaining new knowledge and creating new technologies that span the spectrum of NASA interests.

Armstrong Flight Research Center

As the lead Center for flight research, Armstrong continues to innovate in aeronautics and space technology. The newest, the fastest, the highestall have made their debut in the vast, clear desert skies over Armstrong.

Glenn Research Center

Glenn develops and transfers critical technologies through research, technology development, and systems development for safe and reliable aeronautics, aerospace, and space applications.

Langley Research Center

Langley continues to forge new frontiers in aviation and space research for aerospace, atmospheric sciences, and technology commercialization to improve the way the world lives.

Space and Space Flight Centers



Goddard Space Flight Center

Goddard's mission is to expand knowledge about Earth and its environment, the solar system, and the universe through observations from space.



Marshall Space Flight Center

Kennedy Space Center



Marshall is the world's leader in the access to space and the use of space for research and development to benefit humanity.

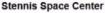


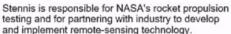
Kennedy is "America's Gateway to the Universe"leading the world in preparing and launching missions around Earth and beyond.





Leads NASA's efforts in human space exploration, from the early Gemini, Apollo, Skylab and space shuttle programs to today's International Space Station and Orion programs.





PSL SERVICE DELIVERY MODEL



*Consolidated Agency Technology Transfer Services (CATTS) contract will replace the current Technology Transfer Services Agency Contract expiring July 2023. Participating centers include HQ, MSFC, SSC with other Centers having the option to join at a later date.



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ACTIVE CONTRACT LISTINGS



- Recurring contracts
- Long-term planning purposes
- <u>https://www.nasa.gov/osbp/active-contract-listings</u>
 - Accounting/Financial/Business Services
 - Administrative Services
 - Environmental Services and Remediation
 - Facilities Maintenance
 - IT
 - Multiple Award Construction
 - Occupational Health
 - Protective Services



ACTIVE CONTRACT LISTINGS

NASA FACILITIES CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
ARC	561210	Safety & Mission Assurance	Bastion Technologies, Inc. 80ARC020D0012	Full & Open	\$66.6 M	10/31/2024 Last Date to Order
ARC	561210	Aerospace Testing & Facilities O&M (ATOM-5)	Jacobs Technology 80ARC022DA011	Full & Open	\$298 M	6/21/2027 Last Date to Order
ARC	561210	Logistics Management Services (LMS)	Lockwood Hills, LLC 80ARC017C0001	SB Set-Aside	\$54.6 M	5/14/2024
ARC	561210	Ames Facilities Maintenance Support Services (AFSS)	Jacobs Technology NNA15BB23C	Full & Open	\$232 M	10/12/2025
GRC	561720	Janitorial Services	Creative Management Technology 80GRC020C0007	SB Set-Aside	\$15.4 M	7/31/2025
GRC	561210	Technical, Facilities, O&M, & Engineering (TFOME)	HX5 Sierra, LLC NNC15BA02B	SB Set-Aside	\$379.9 M	5/31/2025
GSFC	561210	O&M for IV&V Facility	West Virigina University Research Corporation 80GSFC19C0074	Sole Source	\$25 M	9/30/2025
GSFC	561210	Facilities Operations and Maintenance Services (FOMS) III	AKIMA Support Operation, LLC 80GSFC18C0054	8(a) Competitive	\$142.3 M	5/14/2023
GSFC	561720	Custodial, Landscaping, and Recycling Services	Melwood Horticultural Training Center, Inc. 80GSFC20C0098	Ability One	\$27.8 M	6/30/2025
GSFC	561210	Northern Latitude Sounding Rocket Launch Site	University of Alaska-Fairbanks 80GSFC20C0023	Sole Source	\$30 M	11/30/2029
GSFC/WFF	561730	Landscaping & Trash and Recycling Removal at WFF	Didlake, Inc. 80GSFC20D0010	Ability One	\$4.1 M	4/19/2025 Last Date to Order



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NASA SBIR/STTR

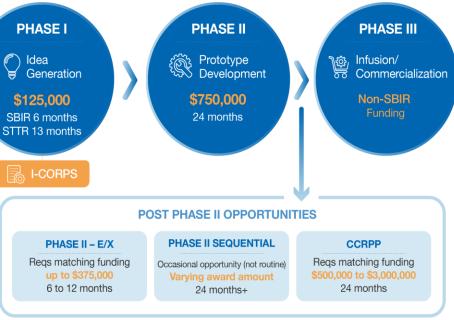
https://sbir.nasa.gov/

Small Business Innovation Research (SBIR)

- A set-aside program for small business concerns to engage in Federal R&D with potential for commercialization
- Currently, 3.2% of Federal agencies' extramural R&D budgets >\$100M per year

Small Business Technology Transfer (STTR)

- A sister set-aside program to facilitate cooperative R&D between small business concerns and U.S. research institutions with potential for commercialization
- Currently, 0.45% of the extramural research budget for all agencies with a budget >\$1B per year



NASA SBIR/STTR PHASES

20-002

NSPIRES – BROAD AGENCY ANNOUNCEMENTS AND NASA RESEARCH ANNOUNCEMENTS (NRA)

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NSPIRES

Solicitations | Help | NASA Web Sites | Misconduct Policy

NASA Research Opportunities

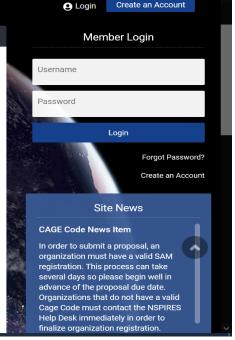
Registration Information

Supporting research in science and technology is an important part of NASA's overall mission. NASA solicits this research through the release of various research announcements in a wide range of science and technology disciplines. NASA uses a peer review process to evaluate and select research proposals submitted in response to these research announcements. Researchers can help NASA achieve national research objectives by submitting research proposals and conducting awarded research.

Solicitations

NSPIRES now allow users to <u>SEARCH</u> for and view Proposals and NOIs <u>due in 30 days</u>, <u>FUTURE</u>, and <u>OPEN</u>, <u>CLOSED/PAST</u> NASA research announcements. The full text of the Solicitation Announcements and information about selected proposals, if available, can be viewed and downloaded.

	Proposals/NOI	Due in the Next 30 days			
Showing 1 to 26 of 26 e	ntries	Search:			
Title ↑↓	Number	1 Sponsor Org 1	∫↓ NOI Due †↓	Prop Due † ↓	
MUREP Space Technology Artemis Research (M-STAR)	NNH23ZHA001N-MSTAR	NASA:HQ:OSE:INTE:MUSE	-	04/10/2023	
C.19 Development					



NSPIRES Phone: (202) 479-9376, M - F, 8 AM to 6 PM EST/EDT

Email: nspires-help@nasaprs.com



SEWP – IT VARs

All Fields

Q Contract Holder



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sa.gov Customer Support Center

Search:

Contract Holder Name

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NASA SEWP Contract Holders

- · Select the Company Name to display the detailed information page for the specified Contract Holder.
- Select the column heading 'Company' or 'Contract' to sort the table by that column select it again to reverse
 the sort.
- Select a group below to only show Contract Holders within the specified group.
- Enter text in the search field to search within the table. Select from the radio buttons above the field to restrict your search. Select clear search to clear the search field.

Group A: O All Contract Holders O WOSB O Small Business

Groups B,C,D: O All Contract Holders O WOSB O HUBZone O SDVOSB O Small Business O EDWOSB

- All Contract Holders / All Groups
- ISO-20243 Certified
- SBA Certified WOSBs
- COVID-19 FAR Clause Incorporated

Company	Contract(s)	Group(s)	Business Designation
Group A:			NAICS Code: 334111
ABBA Technologies, Inc. (ABBA Technologies)	NNG15SC00B	А	Small Business
ABF Data Systems, Inc. dba Direct Systems Support (DSS)	NNG155D46R	۸	Small Rueinace

Alliance Technology Group, LLC (Alliance Technology Better Direct, LLC (Better Direct) GSA

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Per Diem Lookup



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Search GSA.gov

FY 2022 SMALL BUSINESS METRICS



Total Dollars*

\$19.7 Billion

Total Dollars to Small Business \$ 7.1 Billion ...of that:

Prime Small Business
Subcontract Small Business

\$ 3.63 Billion

\$ 3.47 Billion

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NA	SA
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FY 2	



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VENDOR NAME AND WEBSITE	т	OTAL DOLLARS
California Institute of Technology (JPL)	https://acquisitions.jpl.nasa.gov	\$2,658,468,662
Space Exploration Technologies Corp.	https://www.spacex.com/supplier/index.html	\$2,087,826,290
The Boeing Company	http://www.boeingsuppliers.com/esd/getstart.html	\$1,709,462,775
Lockheed Martin Corporation	https://www.lockheedmartin.com/en-us/suppliers.html	\$1,333,926,482
Northrop Grumman Systems Corp. Includes Orbital Sciences and ATK)	https://www.northropgrumman.com/suppliers/	\$1,130,538,409
Jacobs Technology, Inc.	https://www.jacobs.com/suppliers/	\$958,920,809
KBR, Inc. (Includes Wyle and SGT)	https://kbrsupplier.com/	\$766,344,995
Science Applications International Corporation	https://www.saic.com/who-we-are/suppliers-and-small- business	\$467,709,748
Aerojet Rocketdyne of DE, Inc.	https://www.rocket.com/suppliernet	\$408,090,107
Johns Hopkins University (5111)	https://hopkinsmedicine.org/business/index.html	\$344,760,958
Leidos	https://www.leidos.com/suppliers	\$331,560,600
Science Systems and Applications, Inc.	https://www.ssaihq.com/contact-us	\$257,249,220
Peraton, Inc.	https://www.peraton.com/suppliers/	\$253,792,456
Raytheon Technologies Corp.	https://www.rtx.com/suppliers	\$197,892,100
Maxar Space, LLC	https://www.maxar.com/legal/suppliers	\$169,595,813
Syncom Space Services, LLC	http://syncomspaceservices.com/	\$167,564,964
Universities Space Research Association	https://www.aura-astronomy.org/	\$161,907,607
Ball Aerospace & Technologies Corp.	https://www.ball.com/aerospace/about-aerospace/supplier- resources	\$148,348,200
Sierra Nevada Corp.	https://www.sncorp.com/suppliers/doing-business-with-snc/	\$140,477,554
Astrobotic Technology, Inc.	https://www.astrobotic.com/	\$117,176,864

TOTAL \$13,811,614,612

NASA MENTOR-PROTÉGÉ PROGRAM



The NASA MPP encourages NASA prime contractors to assist eligible Protégés, thereby enhancing the Protégés' capabilities to perform on NASA contracts and subcontracts, fostering the establishment of long-term business relationships between these entities and NASA prime contractors, and increasing the overall number of these entities that receive NASA contract and subcontract awards.

Webpage: https://www.nasa.gov/osbp/mentor-protege-program

E-mail Address <u>MSFC-NASAMentorProtegeProgram@mail.nasa.gov</u>

Approved Mentors (as of Jan 2023)

- a.i. Solutions, Inc.
- AECOM
- Amentum Services, Inc. (New Mentor)
- Bastion Technologies, Inc. (New Mentor)
- Bechtel National, Inc. (New Mentor)
- Blue Origin (New Mentor)
- CACI, Inc. Federal (New Mentor)
- CH2M Hill, Inc. (New Mentor)
- Deloitte & Touche, LLP (New Mentor)
- Enterprise Services, LLC
- General Dynamics Information Technology, Inc. [GDIT] (New Mentor)
- Honeywell International, Inc. (Aerospace-Glendale)
- Jacobs Technology, Inc
- Jones Edmunds & Associates, Inc. (New Mentor)

- Leidos Innovations Corporation
- LJT & Associates, Inc.
- Lockheed Martin
- Northrop Grumman
- PAE Applied Technologies, LLC
- Peraton, Inc. (New Mentor)
- Raytheon Company
- REI Systems, Inc. (New Mentor)
- Science Applications International Corporation (SAIC)
- Sierra Lobo, Inc.
- Southwest Research Institute
- Teledyne Brown Engineering, Inc.
- The Boeing Company
- Wyle Laboratories, Inc. d/b/a KBRWyle

GETTING A CONTRACT TAKES TIME



- Research opportunities
- Build relationships
 - Research Center Industry Councils
 - Mentor-Protégé Program
- Be persistent but not a stalker
- Prepare for upcoming opportunities **18 to 24 months** in advance of solicitation
- Respond to and review NASA Sources Sought and Request for Information solicitations
- Phone call vs. Email



Upcoming Outreach Events & Webinars



July 20, 2023 NASA Small Business Conference and Networking (Virtual)



October 12, 2023 (tentatively) Washington, DC area In-person

ONLINE: <u>HTTPS://WWW.NASA.GOV/OSBP/REGIONAL-</u> <u>OUTREACH</u> ONLINE: <u>HTTPS://WWW.NASA.GOV/OSBP/LEARNING-</u> SERIES



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OSBP – LEARNING SERIES

<u>1:00 p.m 2:30 p.m. ET</u>	For Registration https://www.nasa.gov/osbp/learning-series
May 17, 2023	How to Do Business with NASA featuring Agency Science and Resource Centers
	(Goddard Space Flight Center, NASA Shared Services Center)
June 21, 2023	Annual Small Business Town Hall
July 19, 2023	NASA SEWP Update
August 16, 2023	How to Build a Relationship with Agency Primes: A One-on-one Conversation with Small Business Liaison Officers
September 20, 2023	How to Write Winning Proposals and Impactful Capability Statements
Archive	https://www.nasa.gov/osbp/learning-series-archive
August 17, 2022	NASA Mentor-Protégé Program Update <u>https://youtu.be/ot9llNMbzrE</u>
September 21, 2022	HUBZone Program Update and Resources for Small Business <u>https://youtu.be/d3KjeU8SzuM</u>
October 19, 2022	How to do Business with the NASA Information Technology (IT) Procurement Office <u>https://youtu.be/WFEYgsIIzp0</u>
November 16, 2022	How to Do Business with NASA featuring Agency Space Centers <u>https://youtu.be/VzGcHQcOtyw</u>
December 21, 2022	NASA Mission Equity: Tribal Consultation Plan Update
January 18, 2023	NASA SBIR/STTR Program Update
February 15, 2023	How to Do Business with NASA featuring Agency Research Centers
	(Ames Research Center, Armstrong Flight Research Center, Glenn Research Center, Langley Research Center)
March 15, 2023	Resources and Best Practices from NASA Federal Partners and Trade Associations
April 19, 2023	Update from the NASA Office of Procurement: Opportunities & Product Service Lines

HELPFUL REFERENCES

NASA Office of Small Business Programs	www.nasa.gov/osbp
OSBP – Active Contract Listings	www.nasa.gov/osbp/active-contract-listings
NASA Field Centers Webpage	www.nasa.gov/osbp/about-nasa-centers
NASA Consolidated Acquisition Forecast	www.hq.nasa.gov/office/procurement/forecast/
NASA Vendor Database	NASA Vendor Database NASA
NASA FOIA Reading Rooms	http://www.nasa.gov/FOIA/NASA-Centers.html
Solutions for Enterprise-Wide Procurement (SEWP)	https://sewp.nasa.gov/
SBA Dynamic Small Business Search	https://dsbs.sba.gov/search/dsp_dsbs.cfm
APEX Accelerators The Procurement Technical Assistance Program (PTAP) or PTAC is now under the management of the Department of Defense (DOD) Office of Small Business Programs (OSBP) and has changed its name to APEX Accelerators.	Apex Accelerators
SAM.gov	www.sam.gov/content/home
	<u>w</u>

OSBP is proud to present... Osby the Robot! Hello! I'm Osby! A new member

Hi, I'm Osby the Robot. I'm here to support the OSBP's efforts as they aide NASA's mission. As a robot, I represent different areas of NASA's research like robotics innovation and space exploration.



Osby helps amplify the importance of small business at NASA and to the U.S. Economy.

The "O" on Osby's chest lets you know he is a part of the OSBP team! Osby's wheel keeps him on the go and symbolizes small business contributions as NASA explores the unknown in air and space, innovates for the benefit of humanity, and inspires the world through discovery.

CONTACT INFO



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