



OSBP Learning Series: Small Business Town Hall

Featured Speaker

Mr. Glenn A. Delgado,
OSBP Associate Administrator

June 16, 2021



Housekeeping

- If you have any questions during the presentation, please enter them into the Q&A Box.
 - **NOTE:** If possible, include the speaker whom your question is directed if multiple speakers are presenting.
- Other comments, like technical difficulties, please input them in the Chat Box.
- We will have a formal Q&A after the final presenter concludes, using questions from the Q&A Box.
- Please keep your computers on mute when not speaking.
- The presentation **WILL** be recorded. Attendees will receive an email once those materials are made available online.
- Please fill out the survey sent at the end of this presentation.



Do Your Homework!

- **Start** with a Small Business Specialist (SBS) at each NASA Center
 - Build relationships with the Center SBS and the Industry Small Business Liaison Office (SBLO)
- Learn about NASA 's various missions
 - Each NASA Center has different Missions
 - Varied mix of products and services
- Respond to Sources Sought Synopses / Request for Information
- Use Small Business resources:
 - Agency Acquisition Forecast
 - Procurement Technical Assistance Center (PTAC)
 - Small Business Administration (SBA)
 - Trade associations
 - Outreach Events

EXAMPLE



Participants (322)

Search

> Panelist: 22

> Attendee: 300 (7 displayed)

Chat

Hi Truphelia -- will you please add Vikram from SpaceX to the panelist group? He's logged in as "V Kothari (SPACEX)"

To: All Attendees

Enter chat message here

> Q&A

> Polling

Unmute Start video Share ...



Participants Chat ...

Polling

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

- a. YES
- b. NO

2. How did you learn about this webinar?

- a. OSBP Website
- b. Communication from a NASA Center
- c. Marketing email from OSBP
- d. Marketing email from NASA Office of Procurement
- e. Social Media
- f. Eventbrite email
- g. Other (if you select other, tell us where in the CHAT BOX)

Polling

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

- a. Small Business (SB)
- b. Large Business (LB)/Other than Small Business (OTS)
- c. Women-Owned Small Business (WOSB)
- d. Economically Disadvantaged Women-Owned Small Business (EDWOSB)
- e. Veteran-Owned Small Business (VOSB)
- f. Service-Disabled Veteran-Owned Small Business (SDVOSB)
- g. Historically Underutilized Business Zone (HUBZone)
- h. 8(a) Business Development Program Participant (8a)
- i. Historically Black College or University (HBCU)
- j. Minority-Serving Institution (MSI)
- k. Nonprofit or Community-based Organization
- l. Federal Government Agency/Department
- m. State or Local Government Agency/Department
- n. Small Disadvantage Business (SDB)
- o. Other

About the NASA Office of Small Business Programs

The NASA Office of Small Business Programs (OSBP) is located at Headquarters in Washington, D.C. and is under the leadership of Associate Administrator Glenn A. Delgado.

Our vision is to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.

The NASA OSBP webinar series offers in-depth training relevant to small businesses; and provide the opportunity to ask questions directly to key points of contacts at the Agency.

Meet the Featured Speaker



Mr. Glenn A. Delgado is the Associate Administrator (AA) of the Office of Small Business Programs at the National Aeronautics and Space Administration. As the AA, Mr. Delgado provides executive leadership and policy direction for developing and implementing initiatives throughout NASA, to ensure that all categories of small businesses are afforded opportunities to compete for Agency contracts.

Since Mr. Delgado arrived at NASA, the dollars awarded to small businesses have increased significantly from fiscal year FY 2007. At the end of FY 2018, NASA awarded \$2.8 billion directly to small businesses, a \$300 million dollar increase over the last 3 years. The Small Business Administration (SBA) has recognized several new policies/procedures that NASA implemented for its small business program as a Federal Government Best Practice.

Throughout his 40-year government career, Mr. Delgado has received several noteworthy accolades such as the Presidential Rank Award (Meritorious Service), and the Congressional Black Caucus Small Business Champion Living Legends Award. In addition, Mr. Delgado received two NASA Outstanding Leadership Medals and the NASA Exceptional Service Medal.

Mr. Delgado earned his B.S. from the University of New Hampshire, his M.B.A. from Marymount University.

Meet the Guest Speakers



Mr. Robert Medina is Program Manager at NASA's Office of Small Business Programs in the Headquarters office.

Previously, Mr. Medina served as a Senior Procurement Analyst and Small Business Specialist at NASA Armstrong Flight Research Center (formerly Dryden Flight Research Center), Edwards, California. He has been Armstrong's Small Business Specialist's since Dryden became a NASA center in March 1994.

Mr. Medina is a native of Las Cruces, New Mexico and graduated from New Mexico State University in 1979 with a Bachelor's of Accounting degree. After graduation he continued to work with NASA. He began his career with NASA in 1977 as cooperative education student.

During his forty-one years with NASA, Mr. Medina has worked in many different procurement positions and different NASA Centers. He has worked as a purchasing agent, price analyst, contract specialist, contracting officer, procurement analyst, and small business specialist. In addition to his procurement background, he worked three years at NASA Headquarters in the Office of Aeronautics and Space Technology as an Institutional Program Manager having institutional oversight of NASA's three Research Centers (Ames, Langley, and Glenn). Most recently, Mr. Medina served on a detail to NASA Headquarters' Office of Small Business Programs from December 2016 through December 2017 serving as a Small Business Program Manager with oversight of the small business programs at NASA Stennis Space Center, NASA Shared Services Center, and NASA Armstrong Flight Research Center.

Mr. Medina has been a long-time supporter and member of National Contract Management Association. He is a NCMA Fellow and has held several NCMA chapter office positions as well as national functional positions. Mr. Medina also is a member of DoD Western Regional Council for Small Business Education and Advocacy and has served on the Executive Board of the Council and as Chairperson of the council's Interface Committee. In 2008 and 2013 he was selected as NASA's Small Business Specialist of the Year.

Meet the Guest Speakers



Mr. Richard Mann joined the NASA HQ Office of Small Business Programs (OSBP) as a Small Business Program Manager in March 2009. Currently, Mr. Mann is the Program Manager for, Marshall Space Flight Center, Stennis Space Center, the NASA Shared Services Center, and the NASA Management Office for the Jet Propulsion Laboratory.

He also has OSBP responsibility for small business prime and subcontracting Goaling and Metrics (FPDS-NG and eSRS). From 2003-2009, Mr. Mann worked in various roles at NASA John C. Stennis Space Center in Mississippi, including Contracting Officer, Procurement Analyst, and Small Business Specialist. He has also been a Contracting Officer for the Defense Logistics Agency/Defense Energy Support Center and for the US Agency for International Development.

Mr. Mann is a Certified Professional Contracts Manager (CPCM), has an MBA w/ a Concentration in Contracting from the Florida Institute of Technology, and a bachelor's degree from Louisiana State University.

Meet the Guest Speakers



Mr. David Brock currently serves as the Small Business Specialist at the NASA Marshall Space Flight Center (MSFC) in Huntsville, Alabama.

In his role as small business specialist, he provides strategic guidance and direction in the planning, coordination, and implementation of the NASA Small Business Programs at MSFC and to industry.

Brock entered the Federal sector in December 1984 when he joined the NASA family as a Procurement Analyst assigned to the Office of Procurement. He has been actively involved in the NASA Small Business programs for 32 of his 34 years of service.



NASA Small Business Town Hall

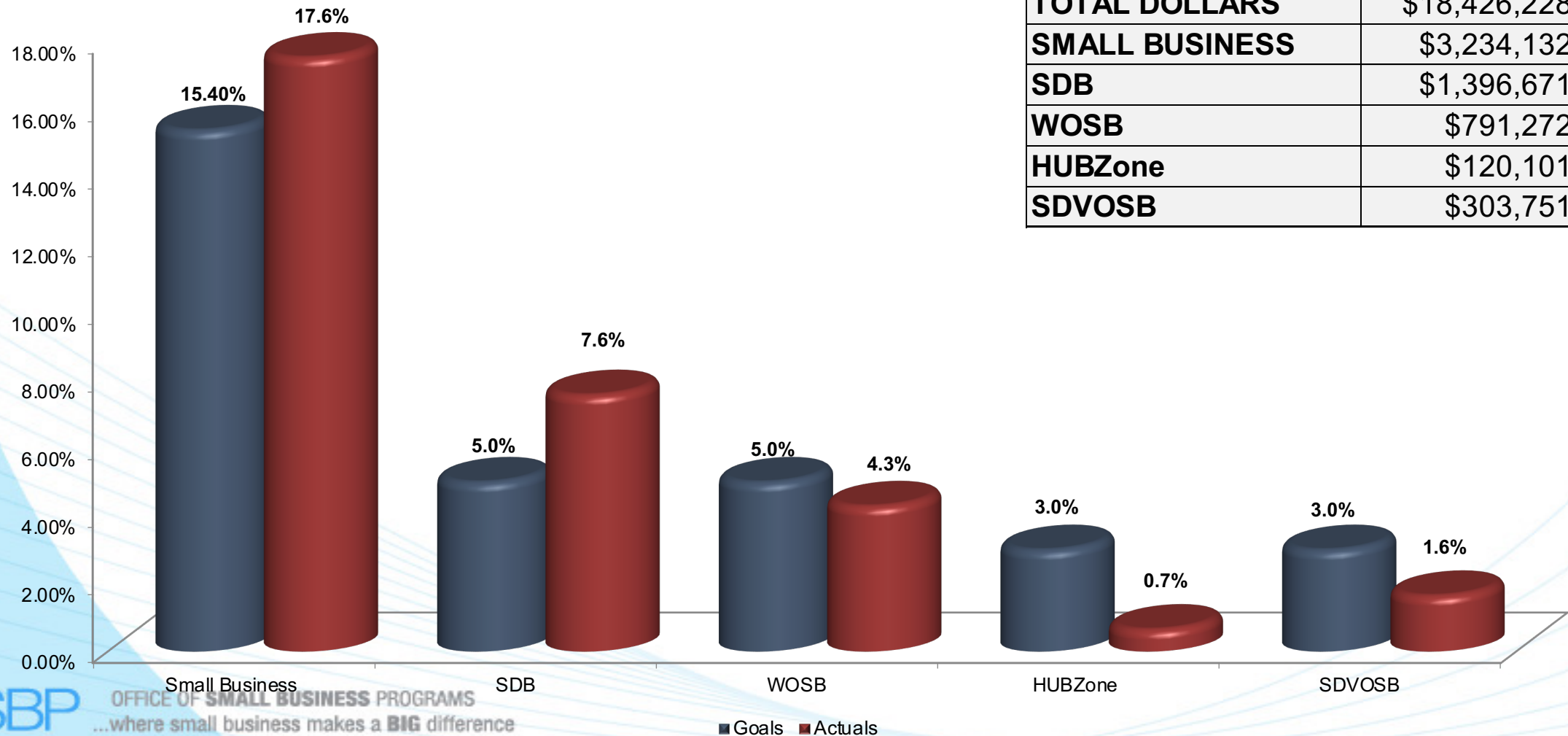
Glenn A. Delgado, Associate Administrator
NASA Office of Small Business Programs

June 16, 2021



NASA Agency FY20 Prime Goals vs. Actual Percentages

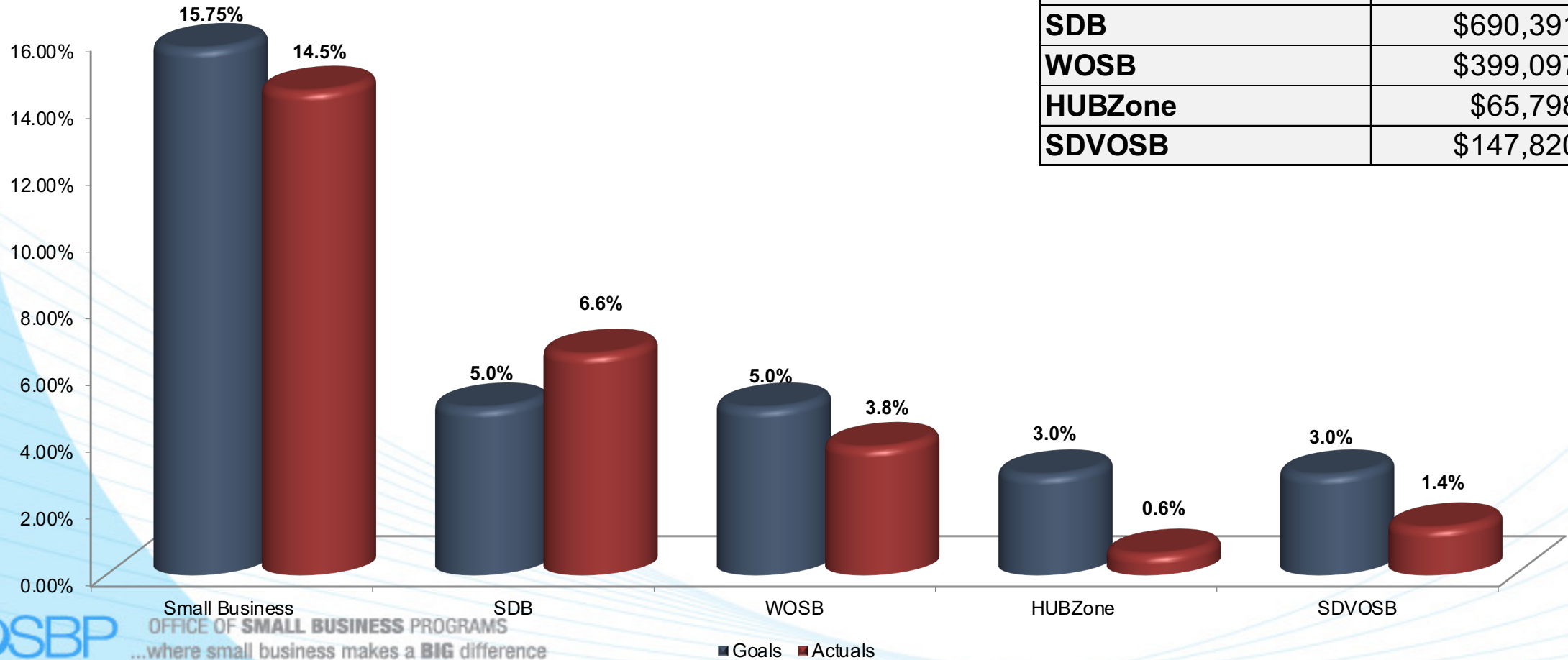
Data generated February 22, 2021 from BETA.SAM.GOV



CATEGORY	DOLLARS
TOTAL DOLLARS	\$18,426,228,532
SMALL BUSINESS	\$3,234,132,113
SDB	\$1,396,671,191
WOSB	\$791,272,856
HUBZone	\$120,101,076
SDVOSB	\$303,751,191

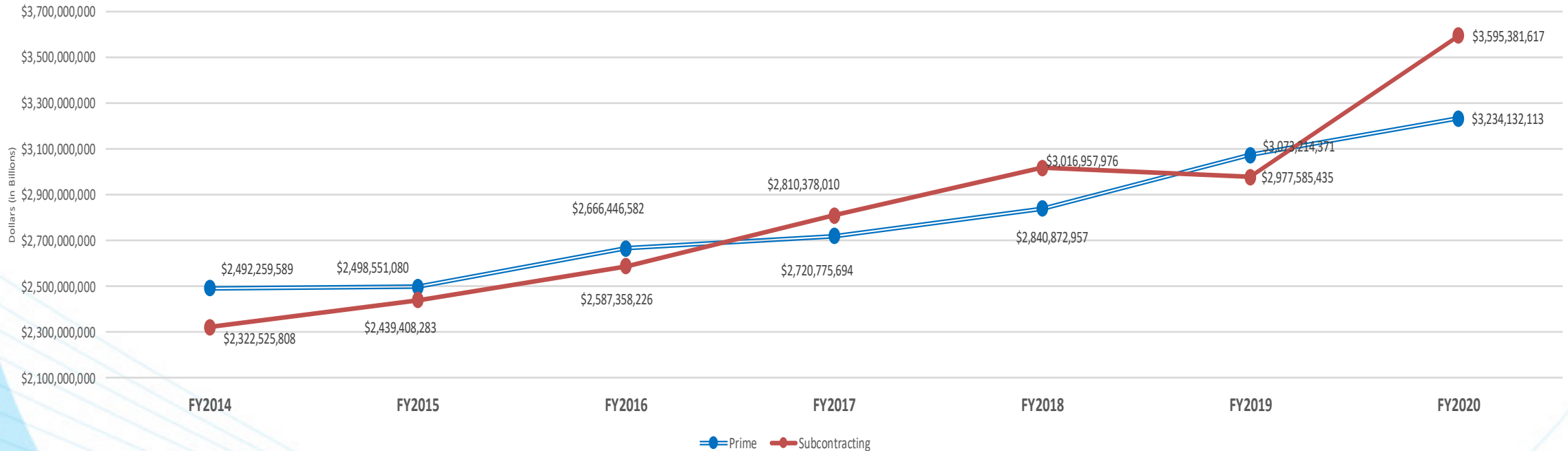
NASA Agency April FY21 Prime Goals vs. Actual Percentages

Data generated May 6, 2021 from BETA.SAM.GOV



CATEGORY	DOLLARS
TOTAL DOLLARS	\$10,446,279,478
SMALL BUSINESS	\$1,511,768,186
SDB	\$690,391,389
WOSB	\$399,097,237
HUBZone	\$65,798,948
SDVOSB	\$147,820,200

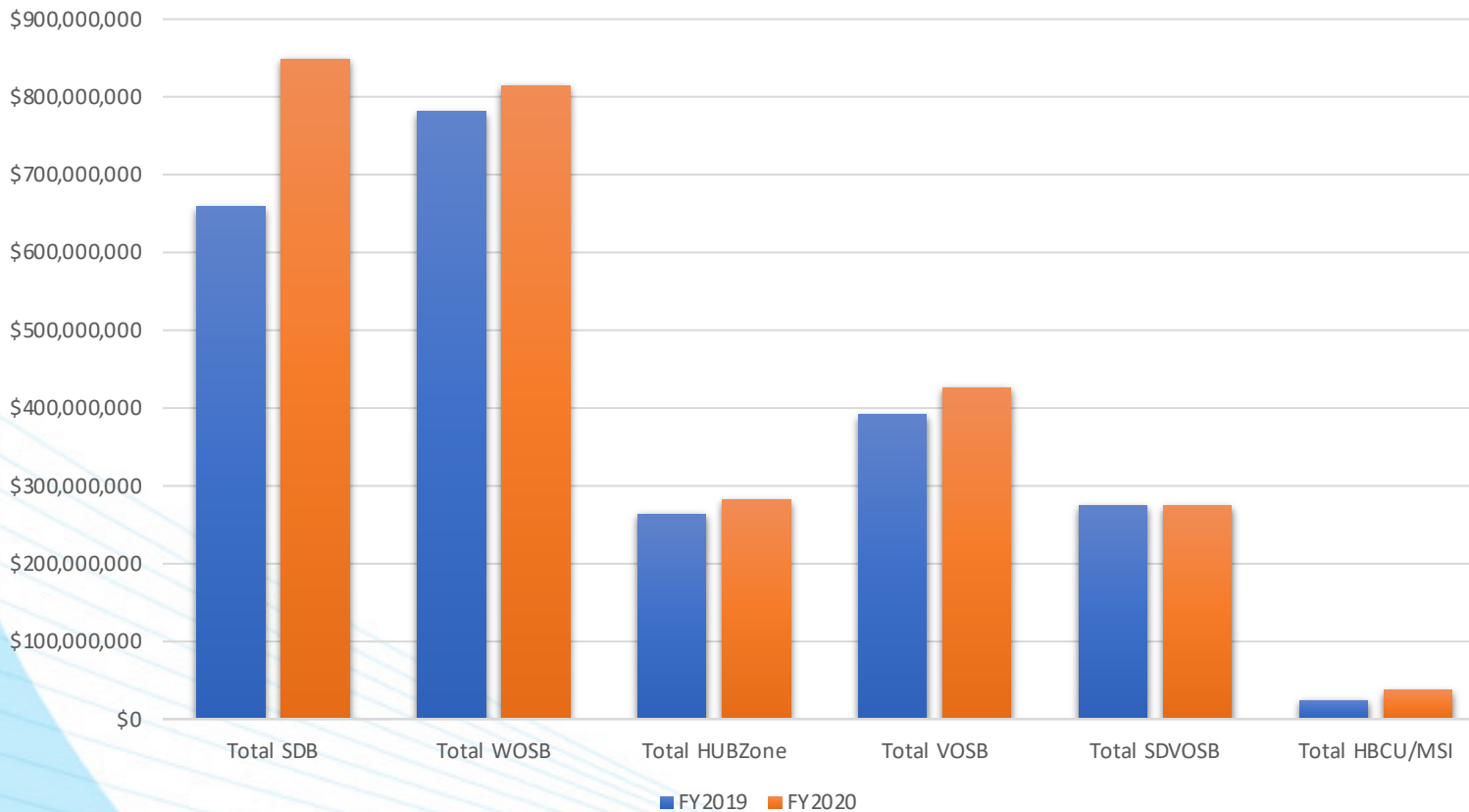
FY14-FY20 OSBP Prime and Subcontracting Dollars Trend



	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	Δ FY14-FY20 %	Δ FY14-FY20 \$
Prime	\$2,492,259,589	\$2,498,551,080	\$2,666,446,582	\$2,720,775,694	\$2,840,872,957	\$3,073,214,371	\$3,234,132,113	30%	\$741,872,524
Subcontracting	\$2,322,525,808	\$2,439,408,283	\$2,587,358,226	\$2,810,378,010	\$3,016,957,976	\$2,977,585,435	\$3,595,381,617	55%	\$1,272,855,809
Total SB	\$4,814,785,397	\$4,937,959,363	\$5,253,804,808	\$5,531,153,704	\$5,857,830,933	\$6,050,799,806	\$6,829,513,730	42%	\$2,014,728,333
Total Spend	\$13,597,154,582	\$14,417,976,809	\$15,993,717,656	\$16,489,553,702	\$17,045,387,176	\$17,666,905,370	\$18,426,228,532	36%	\$4,829,073,950

	Δ FY19-FY20 %	Δ FY19-20 \$
Prime	5%	\$160,917,742
Subcontracting	21%	\$617,796,182
Total SB	13%	\$778,713,924

FY19-FY20 NASA OSBP Subcategory Trend Analysis



	FY2019	FY2020	Delta in %	Delta in \$
Total SDB	\$658,690,548	\$848,684,829	29%	\$189,994,281
Total WOSB	\$781,276,231	\$814,542,171	4%	\$33,265,940
Total HUBZone	\$263,797,075	\$282,378,071	7%	\$18,580,996
Total VOSB	\$391,505,631	\$426,472,707	9%	\$34,967,076
Total SDVOSB	\$275,016,583	\$275,021,590	0%	\$5,007
Total HBCU/MSI	\$25,062,860	\$37,635,567	50%	\$12,572,707

TOP 20

NAICS

Total Dollars
FY 2020



OFFICE OF **SMALL BUSINESS** PROGRAMS
...where small business makes a **BIG** difference

SIX-DIGIT NAICS CODE WITH DESCRIPTION		TOTAL DOLLARS
541710/ 541712/ 541715	Research and Development in the Physical, Engineering, and Life Sciences (Except Nanotechnology and Biotechnology)	\$9,419,152,386
336414	Guided Missile and Space Vehicle Manufacturing	\$2,437,019,689
481212	Nonscheduled Chartered Freight Air Transportation	\$1,465,722,422
541330	Engineering Services	\$893,829,246
561210	Facilities Support Services	\$664,911,336
541512	Computer Systems Design Services	\$617,896,287
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$452,298,275
517919	All Other Telecommunications	\$254,517,928
561110	Office Administrative Services	\$196,825,135
541519	Other Computer Related Services	\$169,269,769
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$167,410,305
541513	Computer Facilities Management Services	\$164,627,422
236210	Industrial Building Construction	\$160,187,538
541611	Administrative Management and General Management Consulting Services	\$155,835,209
333314	Optical Instrument and Lens Manufacturing	\$149,988,071
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	\$146,137,343
561612	Security Guards and Patrol Services	\$114,891,386
336411	Aircraft Manufacturing	\$100,571,643
236220	Commercial and Institutional Building Construction	\$90,069,258
488190	Other Support Activities for Air Transportation	\$77,910,863
TOTAL		\$17,899,071,509

TOP 20

NASA PRIME CONTRACTORS

FY 2020

VENDOR NAME AND WEBSITE		TOTAL DOLLARS
California Institute of Technology (JPL)	https://acquisitions.jpl.nasa.gov	\$2,814,488,510
The Boeing Company	http://www.boeing.com/esd/getstart.html	\$1,484,105,650
Lockheed Martin Corp.	https://www.lockheedmartin.com/en-us/suppliers.html	\$1,397,590,743
Northrop Grumman	https://www.northropgrumman.com/suppliers	\$1,359,827,527
Jacobs Technology, Inc.	https://www.jacobs.com/client-advocate#Suppliers	\$1,060,566,999
Space Exploration Technologies Corp.	https://www.spacex.com	\$847,990,951
KBR, Inc. (Includes Wyle & SGT)	https://kbr.com/en/contact-us	\$650,213,921
Aerojet Rocketdyne, Inc.	https://www.rocket.com/supliernet	\$502,554,463
Science Applications International Corporation (SAIC)	https://www.saic.com/suppliers	\$495,196,146
Leidos (Includes Dynetics)	https://www.leidos.com/suppliers	\$401,101,998
Sierra Nevada Corporation	https://www.sncorp.com/suppliers	\$344,728,532
United Launch Services, LLC	http://www.ulalaunch.com	\$275,796,019
Science Systems and Applications, Inc. (SSAI)	https://www.ssaihq.com	\$272,773,396
Johns Hopkins University	https://hopkinsmedicine.org/business/index.html	\$257,391,750
ASRC Federal, Inc.	https://asrcfederal.com/contract-vehicles#	\$256,159,525
Blue Origin Federation, LLC	https://www.blueorigin.com/fly-with-us/become-a-supplier	\$230,164,399
Syncom Space Services, LLC	http://www.syncomspaceservices.com/vendors.aspx	\$197,354,994
Peraton, Inc.	https://www.peraton.com/supplier-diversity	\$156,048,832
Maxar (Includes Space Systems Loral)	https://www.maxar.com/legal/suppliers	\$154,882,785
Raytheon Company	https://www.rtx.com/suppliers	\$144,183,569
		TOTAL \$13,303,120,710

Service Delivery – Product Service Lines Structure

West Coast		GRC	GSFC	JSC	KSC	LaRC	MSFC	NSSC	SSC
AFRC	ARC								
★ Environmental (Compliance)		● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)
★ Utilities		● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	● Utilities
★ Construction	★ Facilities O&M	★ A&E Services	▲ IT Services	▲ Occupational Health	★ A&E Services	▲ Grounds Maintenance	▲ Logistics	▲ Human Capital	★ Construction
★ A&E Services	★ Protective Services	▲ Custodial Services	★ Financial Support Services	★ Facilities O&M	★ Facilities O&M	★ Facilities O&M	★ Financial Support Services	▲ ODEO / EEO	
		★ Construction	★ PP&C		★ Protective Services	▲ Admin. Services	★ PP&C	▲ Acquisition Support Services	
			★ Protective Services		▲ Communication Services			▲ Subscriptions	
					▲ Environmental (Remediation)			▲ Cooperative Agreements	
					▲ Propellants			▲ Software	
								▲ Audit Support / Financial Support Services for NSSC	
								▲ SAT	
								▲ SBIR / STTR	

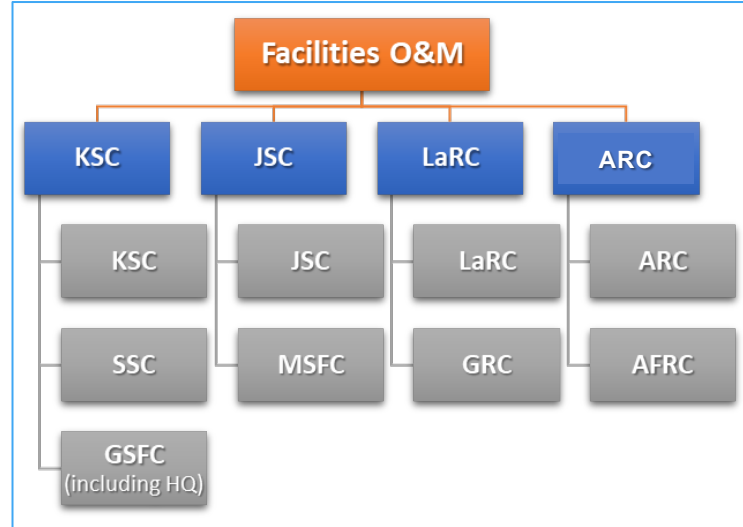
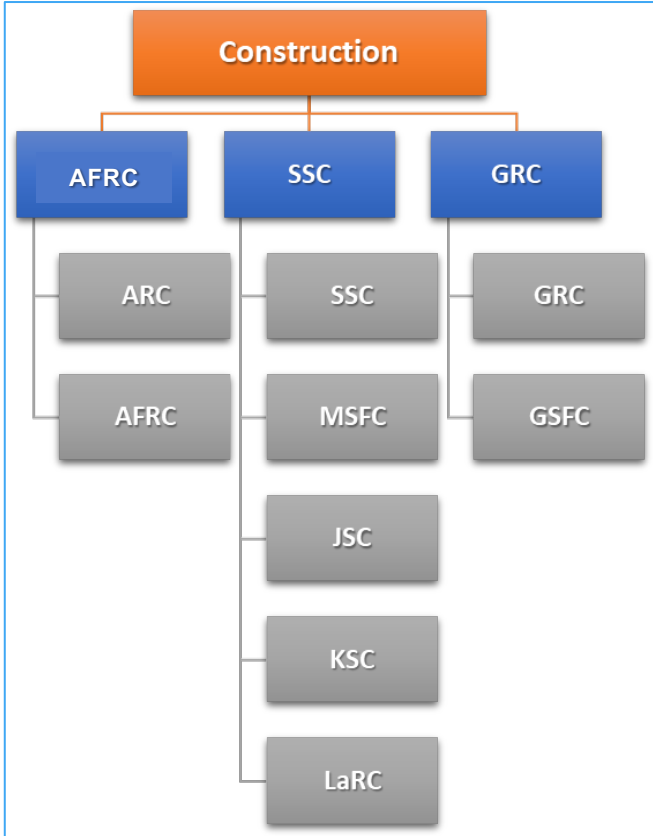
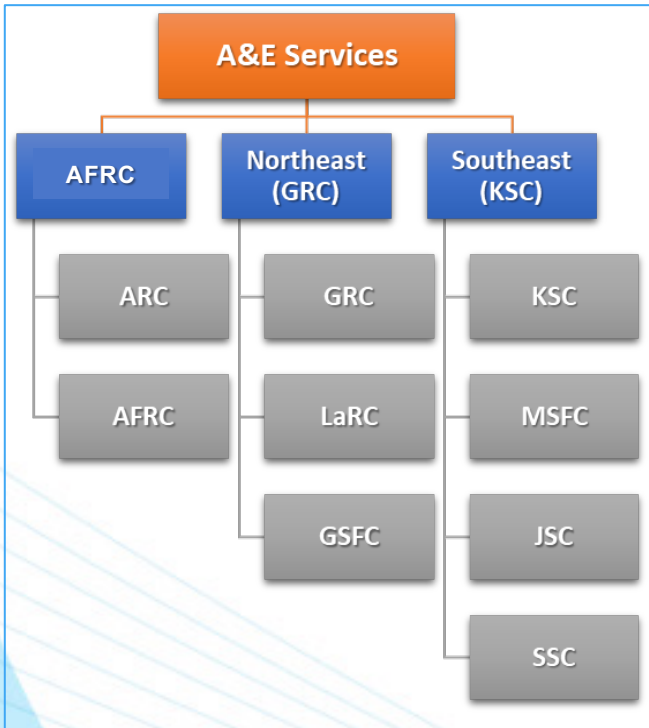
Green box represents ARC and AFRC procuring as a Region

- ★ Regionalized
- Remains Localized
- ▲ Centralized → Procures for Agency

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)

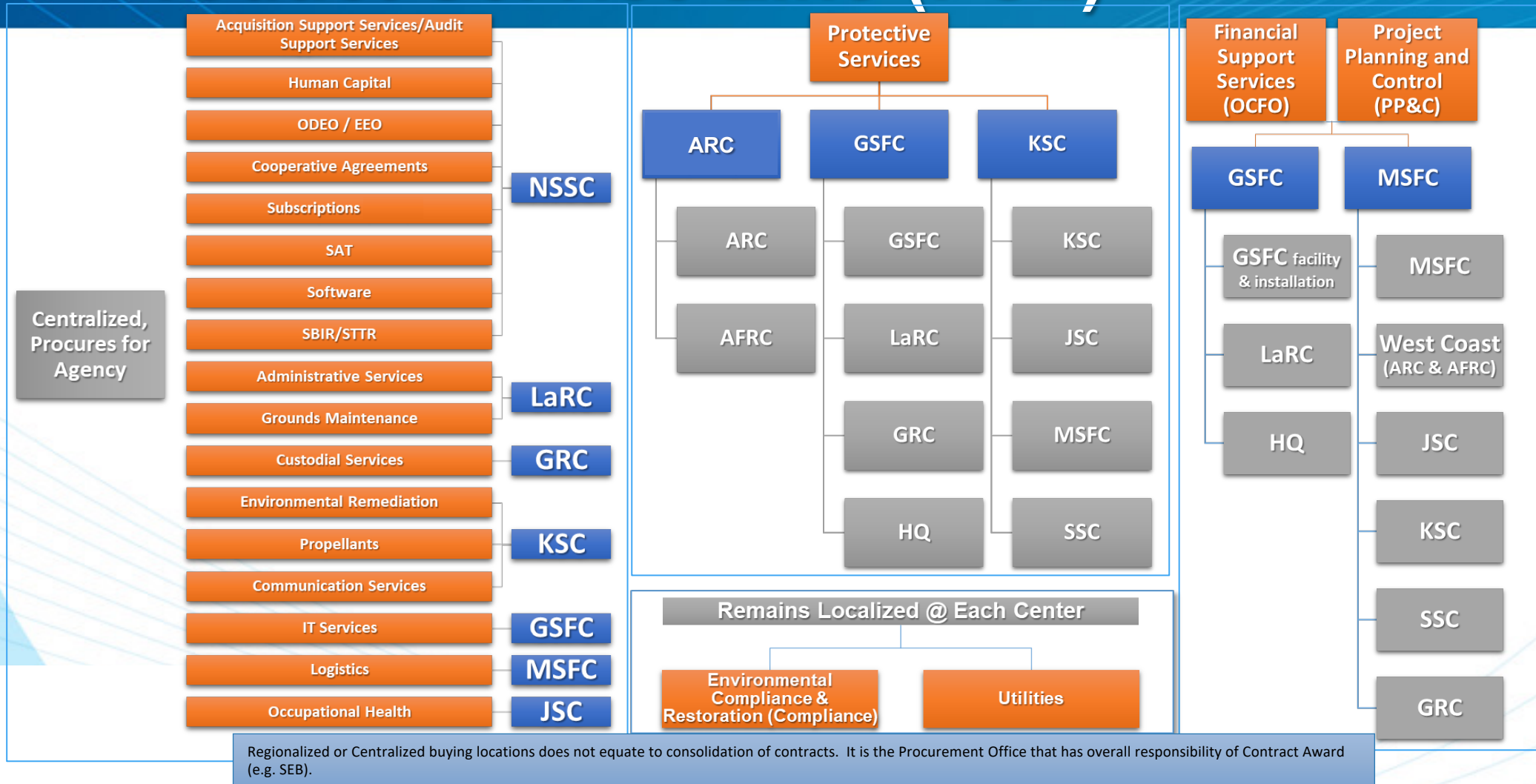
In addition to the above Procurement assignments, Procurement Offices workload includes additional actions related to Program procurements to include Program/Project Specific PSL (Engineering, S&MA, Tech. Transfer, Aircraft Operations)

Procurement Assignments by Product Service Line (PSL)



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).

Procurement Assignments by Product Service Line (PSL)



NASA Active Contract Listings

ACTIVE CONTRACT LISTINGS (ACLs)

→ [NASA Employees Click Here](#) → [Vendors Click Here](#)

Active Contract Lists (ACLs) record NASA recurring acquisitions. ACLs are grouped based on NAICS codes and are categorized as follows:

- Accounting Financial Business Services
- Administrative Services
- Environmental Services and Remediation
- Facilities Maintenance
- IT
- Multiple Award Construction
- Occupational Health
- Protective Services

NASA ACQUISITION FORECAST

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

The NASA Acquisition Forecast is a consolidated Agency-wide forecast provided to allow users to search multiple NASA Centers for procurement opportunities.

Expiration Date (or "last date to order" for indefinite-delivery contracts)

This allows for long-term tracking of recurring requirements, as well as for the long-term planning time normally required in pursuing the contracts.

Sample Active Contract Listing

Center	NAICS	Contract Name	Contractor Name Contract #	Type of Competition	Potential Value	Ultimate Contract End Date
AFRC	561210	Facilities Operations and Maintenance Services	Helix Management Services, LLC NND13AD53C	8(a) Competitive	\$44.9 M	5/31/2021 Last Date to Order
ARC	561210	Safety and Mission Assurance	Bastion Technologies, Inc. 80ARC020D0012	Full & Open	\$66.6 M	10/31/2024 Last Date to Order
GRC	561720	Janitorial Services	Creative Management Technology 80GRC020C0007	SB Set-Aside	\$15.4 M	7/31/2025
KSC	561210	Base Operations and Spaceport Services (BOSS)	PAE-SGT Partners, Inc. 80KSC018C0017	Full & Open	\$609 M	3/21/2023
KSC	561730	Grounds and Landscaping Maintenance and Pest Contract II	S.C. Jones Services, Inc. 80KSC019C0020	HUBZone Set-Aside	\$10.9 M	9/30/2023

Center Acronym

Indicates the center(s) or location(s) of the work to be performed, or where the requirement exists. The location of the contracting center may or may not be the same as the location of the work/requirement.

NASA 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	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 Virginia University Research Corporation 80GSFC19C0074	Sole Source	\$25 M	9/30/2025
GSFC	561720	Custodial, Landscaping, and Recycling Services	Melwood Horticultural Training Center, Inc. 80GSFC20C0098	Ability One	\$27.8 M	6/30/2025
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
KSC	561210	Base Operations and Spaceport Services (BOSS)	PAE-SGT Partners, Inc. 80KSC018C0017	Full & Open	\$609 M	3/21/2023
LARC	561210	Center Maintenance Operations & Engineering (CMOE)	Jacobs Technology NNL13AA14C	Full & Open	\$742.1 M	1/31/2024 Last Date to Order
MSFC	561210	Facilities Operations and Maintenance Support Services (FOMSS)	URS Federal Services Inc. 80MSFC17C0007	Full & Open	\$439.3 M	12/30/2025
MSFC	541614	Marshall Logistics Support Services (MLSS)	L&M Technologies, Inc. 80MSFC18A0001 GS00F153DA	Blanket Purchase Agreement Fair Opportunity under GSA 00CORP PSS	\$88 M	12/30/2025
SSC & MAF	561210	Synergy Achieving Consolidated Operations and Maintenance (SACOM)	Syncom Space Services (S3), LLC NNS15AA01C	Full & Open	\$1.3 B	6/30/2025 Last Date to Order

NASA Active Contract Listings

NASA OCCUPATIONAL HEALTH CONTRACTS						
CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	621999	Occupational Health Services - OHS	Served Inc. 80AFRC20C0014	SDVOSB Set-Aside	\$5.9 M	9/30/2025
ARC	561210	Safety & Mission Assurance	Bastion Technologies, Inc. 80ARC020D0012	Full & Open	\$66.6 M**	10/31/2024
GRC	621999	Medical and Fitness Services	Herndon Solutions Group, HSG, LLC 80GRC018C0054	SB Set-Aside	\$8.5 M	8/31/2023 Last Date to Order
GSFC	n/a	Fee For Service Flu Clinic/Vaccinations	Walgreen Company 31175	Space Act Agreement	\$420 K	11/12/2024
JSC	541712	Human Health and Performance Contract	Wyle Laboratories, Inc. NNJ15HK11B	Full & Open	\$1.4 B	10/31/2023
KSC/ Agency- wide	541620	NASA Environmental and Medical Services Contract (NEMCON)	HSG,LLC 80KSC020D0023	SB Set-Aside	\$322 M	9/30/2022
LaRC	621999	Occupational Health Program Support	Johnson Venture Management Solutions 80LARC20P0022	8(a) Competitive	\$6.1 M	6/30/2025
MSFC	621999	Occupational Health Services	InoMedic Helath Applications, Inc. 80MSFC19D0022	SB Set-Aside	\$14.3 M	9/30/2024
MAF	561210	Synergy Achieving Consolidated Operations and Maintenance (SACOM)	Syncom Space Services (S3), LLC NNS15AA01C	Full & Open	\$1.3 B**	6/30/2025 Last Date to Order
NMO	525120	Occupational Health Program	Glen Apramian MD, Inc. 80NSSC20P1991	Full & Open	\$235 K	9/30/2024
SSC	561210	Synergy Achieving Consolidated Operations and Maintenance (SACOM)	Syncom Space Services (S3), LLC NNS15AA01C	Full & Open	\$1.3 B**	6/30/2025 Last Date to Order

Do Your Homework!

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 - Build relationships with the Center SBS and the Industry Small Business Liaison Office (SBLO)
- Learn about NASA 's various missions
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 - Small Business Administration (SBA)
 - Trade associations
 - Outreach Events

Upcoming NASA OSBP Education and Outreach Opportunities

- **OSBP Learning Series**

- 1:00pm ET, monthly on 3rd Wednesday

- For more information: <https://osbp.nasa.gov/knowledge-portal.html>

- **Sample webinar topics:**

NASA Office of Small Business Programs Learning Series Presents:



Roadmaps to Success with the NASA SBIR/STTR Programs




OSBP Learning Series Webinar
How to Take Advantage of Free Small Business Resources



NASA Office of Small Business Programs Learning Series Presents:
An Inside Look at NASA MUREP

NASA Office of Small Business Programs Learning Series Presents:



How to Do Business with NASA's Stennis Space Center

NASA Small Business Specialists

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	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
	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
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	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	Gsfsc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray, Jr.	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

NASA Small Business Specialists Around the Country



Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA

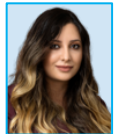
Armstrong Flight Research Center
Atmospheric Research and Testing
Edwards, CA
Christine L. Munroe



Jet Propulsion Laboratory
Deep Space Robotic Rovers
and Networks
Pasadena, CA



Charles E. Bray, Jr.
Mary Helen Ruiz
Matthew B. Christian
Tara A. Every
Anna N. Hovano



Johnson Space Center
Human Space Flight Operations
Houston, TX



Robert E. Watts
Monica F. Craft
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NASA Shared Services Center
Agency Contract Support
Bay St. Louis, MS
Troy E. Miller



Stennis Space Center
Vehicle Engine Testing
Bay St. Louis, MS
Kay S. Doane

Glenn Research Center

Aeronautics and
Spacecraft Technology
Cleveland, OH



Eunice J. Adams-Sipp

Goddard Space Flight Center

Science Missions and Telescopes
Greenbelt, MD



Jennifer D. Perez
Sholainka O. Martyn
Kandace P. Chappell
Djaataa Onanuga



Langley Research Center

Aviation and Space Research
Hampton, VA



Robert O. Betts

Kennedy Space Center

Space Vehicle Launch and Landing
Cape Canaveral, FL



Joyce C. McDowell
Natalie B. Colvin



Marshall Space Flight Center

Space Transportation, Propulsion
Systems, Space Systems, and Science
Huntsville, AL



David E. Brock

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OSBP Learning Series: Small Business Town Hall NASA Product Service Lines 6/16/21

Robert Medina – Program Manager



Enterprise Delivery Model Transformation

CONOPS to implement a successful transition of Procurement Assignments

- ❖ A matrix procurement workforce that supports the buying office that is responsible for the Procurement Assignment
- ❖ May participate on SEB and administration may be performed locally (i.e. issue Task Orders on Enterprise Contracts)
- ❖ Local Center Leadership may contact local POs/Chiefs of Contracting for all Procurement inquiries

Governance

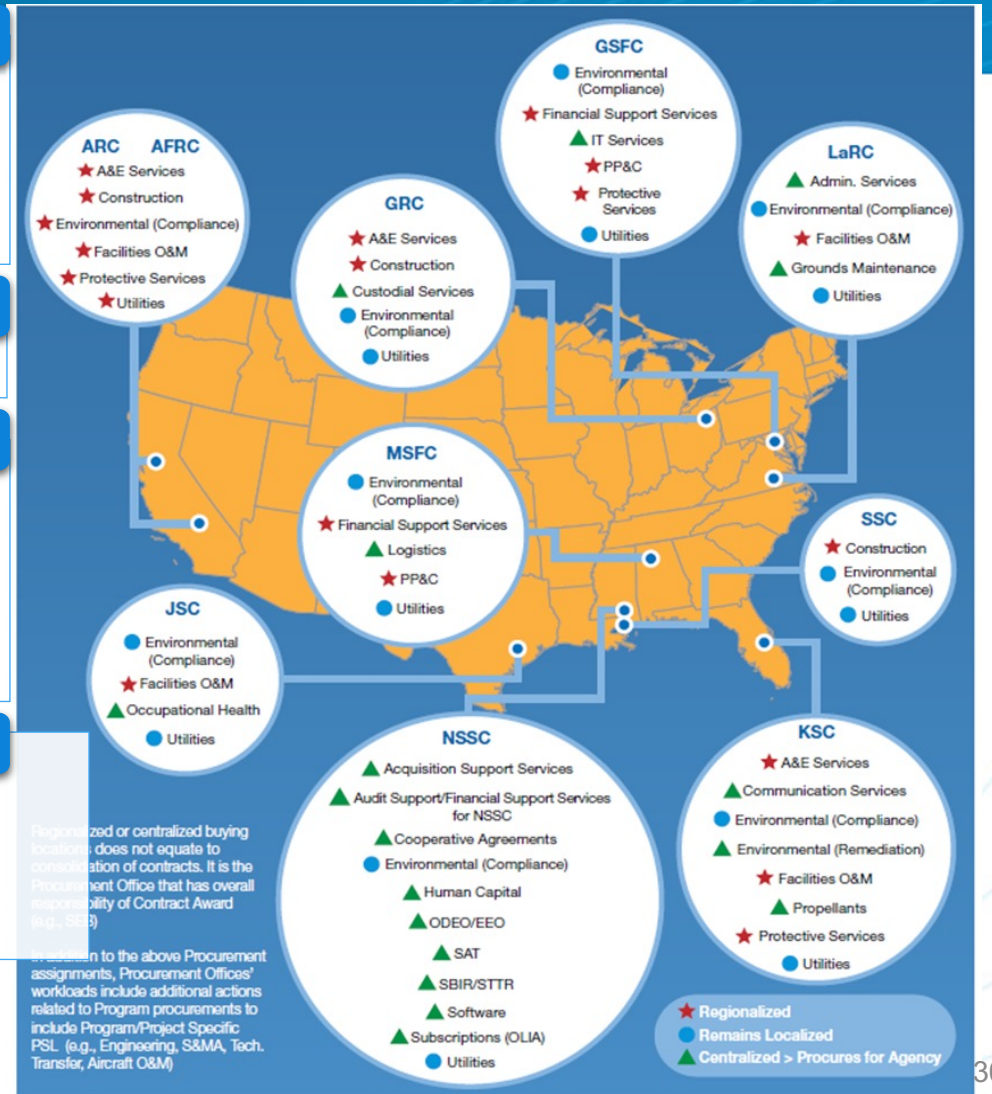
- ❖ Strategy for each PSL will be documented in [NASA FAR Supplement Appendix A](#)

Buying Office implementation of long-term strategies for each PSL

- ❖ Phased approach as strategies are developed considering existing contract off-ramps
- ❖ Each buying location identifies a PSL POC, Lead Contracting Officer (CO) responsible for PSL at the Buying Office (Procurement Assignment) Works closely with the Procurement Portfolio Managers (PPMs) and Enterprise Requirements Managers (ERMs) to complete a smooth handoff from the strategy development phase to the execution phase
- ❖ Works closely with one or more matrixed COs (including OSBP) from requiring Center to develop plan for the procurement and requirements development

Communicating the Change

- ❖ Ongoing communications with stakeholders
- ❖ POs ongoing communication with COs and entire workforce and local stakeholders
- ❖ Functional Owners / ERMs ongoing communication of PSL strategy with local technical requirement owners
- ❖ Develop outreach website to provide procurement entry points, roadmap of process, and guides (i.e. Doorway to Procurement)



PSL NFS Acquisition Strategy

Product Service Line (PSL)	Strategy In-Place (NASA FAR Supplement)
A&E Services (not associated w/ Env. Remediation)	A-102.14
Acquisition Support Services	A-102.4
Aircraft Operational Services	A-102.7
Communication Services	A-102.17
Construction	A-102.13
Custodial Services	A-102.10
Environmental Compliance	A-102.16
Environmental Remediation & associated AE Services	A-102.15
Financial Support Services (OCFO)	A-102.8
Grounds Maintenance Services	A-102.11
Human Capital Services	A-102.6
IT Services	A-102.2
Logistics Services	A-102.12
Legislative and Intergovernmental Affairs (OLIA)	A-102.5 (Subscription Purchases)
Project Planning and Control (PP&C) Services	A-102.9
Propellants	A-102.1
Protective Services (including Fire Services)	A-102.3

NASA FAR Supplement Appendix A: Researching PSL's

❖ Click on the link ([NASA FAR Supplement Appendix A](#))

❖ Search “Appendix A”

❖ Scroll down to the bottom

❖ Review PSLs listings

APPENDIX	
Appendix A	Enterprise Procurement Strategies
Appendix B	Contract Closeout Procedures
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.
A-102.13	Construction.
A-102.14	Architect-Engineering Services Not Associated with Environmental Remediation.
A-102.15	Environmental Remediation and Associated Architect-Engineering Services.
A-102.16	Environmental Compliance and Associated Operations and Maintenance.

National Aeronautics and
Space Administration



Legislative & Regulatory Update

Richard Mann

Small Business Program Manager

June 16, 2021



National Aeronautics and
Space Administration



Legislative Action



National Defense Authorization Act for Fiscal Year 2021

- **Sect. 862.** Verification of small business concerns owned by veterans or service-disabled veterans transferred from the VA to the SBA within two years.
- **Sect. 863.** Extends the averaging period for SBA's employee-based size standards from 12 months to 24 months, effective one year after enacted.
- **Sect. 868.** Past performance ratings of certain small business concerns - Permits small businesses that performed contracts through a joint venture or as a first-tier subcontractor to use that past performance toward offers as a prime contractor.
 - **Proposed FAR Rule 2021-011**
- **Sect. 869.** Extension of participation in the 8(a) program - Allows 8(a) participants participating on or before Sept. 9, 2020 to extend their 8(a) participation for one year, regardless of whether they had suspended their program term.
 - **Interim final rule passed in SBA regulations**

National Aeronautics and
Space Administration



Executive Action



Recent Executive Actions

1. Executive Order 13985 of January 20, 2021
 - **Advancing Racial Equity and Support for Underserved Communities Through the Federal Government**
2. Executive Order 14005 of January 25, 2021
 - **Ensuring the Future Is Made in All of America by All of America's Workers**
3. Memorandum on Tribal Consultation and Strengthening Nation-to-Nation Relationships, January 26, 2021



Recent SBA and FAR Regulatory Action



Interim Final SBA Rule: Extension of 8(a) Participation

- Firms that were in the 8(a) program on March 13, 2020 through September 9, 2020 have the option to extend participation for a period of one year from the end of its program term.
- Terminated firms, early graduated firms, or firms that voluntarily withdrew during this period are not eligible.
- Automatic Extension for firms currently in the 8(a) program as of January 13, 2021, unless they decline.
- Graduated Firms can be readmitted by notifying SBA within 60 days of January 13, 2021 that they meet the 8(a) eligibility requirements.
- Business Activity Target for the extension will remain at 50 percent non-8(a) business.

FAR Final Rule: Inflation Adjustment of Thresholds

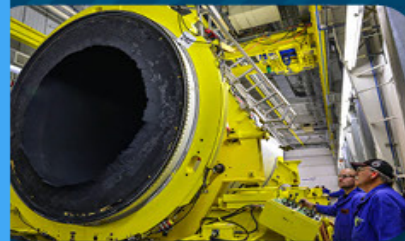
- Subcontracting plan threshold raised from \$700,000 to \$750,000;
- 8(a) sole-source thresholds raised from \$7 million to \$7.5 million, and \$4 million to \$4.5 million;
- 8(a) sole-source J&A threshold raised from \$22 million to \$25 million;
- HUBZone sole-source thresholds raised from \$7 million to \$7.5 million, and \$4 million to \$4.5 million; and
- WOSB sole-source thresholds raised from \$6.5 million to \$7 million, and \$4 million to \$4.5 million.
- SDVOSB manufacturing sole-source threshold raised to \$7 million.



NASA MENTOR- PROTÉGÉ PROGRAM OVERVIEW

David E. Brock, NASA MPP Manager,
MSFC Small Business Specialist

June 16, 2021



PURPOSE OF THE NASA MENTOR-PROTÉGÉ PROGRAM (MPP)

- To provide incentives for NASA contractors to assist eligible small businesses, as defined in NASA Federal Acquisitions Regulation (FAR) Supplement (NFS) 1819.72, in enhancing their capabilities to perform as prime contractors, subcontractors, and suppliers under Government and commercial contracts.

REBOOT OF THE NASA MPP

- Effective October 1, 2019, the MSFC Small Business Office (SBO) is now the lead Center for coordinating and managing the NASA MPP.
- Rebranding of all MPP forms, templates, and guidebook was completed in February 2020.
- On March 1, 2020, the NASA/MSFC SB Office started accepting new Mentor-Protégé agreements (MPA).

NASA MPP FORMS, TEMPLATES, AND GUIDEBOOK

- Agreement Checklist
- Mentor Annual Report Template
- Mentor Application Template
- Mentor-Protégé Agreement (MPA) Template
- MPA Guidebook
- Protégé Application Template
- Protégé Post-Agreement Report Template
- Protégé Annual Report Template

**MPP Guidebook and Templates can be found within following hyperlink under “Templates & Forms”:
<https://osbp.nasa.gov/mpp/index.html>*

WHAT'S NEW

- Creation of a new dedicated NASA MPP Inbox for processing all NASA MPP related documentation: MSFC-NASAMentorProtegeProgram@mail.nasa.gov
- Establishment of a new dedicated Phone number for receiving inquiries specific to the NASA MPP only: 256-544-7768
- The NASA MPP Manager will have 30 business days excluding holidays (45 calendar days) to review and approve Mentor-Protégé Agreements (MPA).
- Minimum period of performance for an MPA is one year...max three years.
- Semi-annual reporting changed to Annual reporting.
- No limit on number of MPAs a protégé can have, but only one at a time.

ACTIVE MPAS

NASA Center	Mentor	Protégé	Protégé's SB Classification(s)	Contract No.	MPA Duration	End Date
JSC	KBRwyle	JES Tech	EDWOSB, SDB, WOSB	NNJ15HK11B	36 Months	09/09/2021
KSC	a.i. Solutions, Inc.	Red Canyon Engineering and Software, Inc.	HUBZone certified, SDVOSB	NNK17LA01C	36 Months	09/30/2021
*KSC	Jones Edmunds & Associates, Inc.	Drummond Carpenter, PLLC	SDVOSB	80KSC020D0018	24 Months	03/28/2023
*LaRC	Jacobs Technology, Inc.	Analytical Services & Materials (AS&M)	EDWOSB	NNL13AA14C	36 Months	01/24/2024
*MSFC	Jacobs	JBS Solutions, Inc.	HUBZone certified, SDB, WOSB	80MSFC18C0011	24 Months	04/22/2022
*MSFC	The Boeing Co.	Southern University	HBCU	NNM07AB03C	18 Months	12/22/2021

**MPAs approved since March 1, 2020*

ACTIVE MPAS, CONT.

NASA Center	Mentor	Protégé	Protégé's SB Classification(s)	Contract No.	MPA Duration	End Date
*NSSC	Leidos	Sure Secure Solutions, LLC	EDWOSB	80NSSC19D0001	24 Months	06/30/2022

**MPAs approved since March 1, 2020*

MENTOR PARTICIPATION REQUIREMENTS

- Mentor must be eligible for receipt of government contracts.
- Mentor must be approved to participate in the program by the NASA MPP Manager...approvals good for six years.
- Mentor must be a large business or research institution.
- Mentor must have a NASA contract with an approved subcontracting plan as a part of the contract.
- No limit on number of agreements a mentor can have.

NASA APPROVED MENTORS - STATUS

Mentor Name	Expiration Date	Mentor POC	Phone No.	E-mail Address
a.i. Solutions, Inc.	7/12/2024	B. Steve Owens	321-867-0670	steve.owens@ai-solutions.com
AECOM	1/28/2024	Shawn Ralston	703-559-1338	shawn.ralston@aecom.com
Aerojet Rocketdyne	10/5/2021	Georgina (Gina) Gastelum	818-586-2361	georgina.gastelum@rocket.com
Bastion Technologies, Inc. (New Mentor)	2/28/2027	Kim E. Whitson	256-585-5150	kwhitson@bastiontechnologies.com
Bechtel National, Inc. (New Mentor)	5/20/2026	Lisa Tribuce-Leoung Tat	703-429-6261	ltribuc@bechtel.com
CSRA, LLC	12/26/2022	Bruce Moore	256-947-5033	bruce.moore@qdit.com
Deloitte & Touche, LLP (New Mentor)	10/25/2026	Victoria Vo	703-585-3946	vicvo@deloitte.com
Enterprise Services, LLC	10/9/2023	Jeff Henderson	703-736-4015	jeff.henderson@perspecta.com
Hamilton Sundstrand Space System International, Inc.	12/14/2022	Mark Beardslee	860-654-6897	mark.beardslee@utas.utc.com
Honeywell International, Inc. (Aerospace-Glendale)	12/5/2023	Cruz Andino Vargas	787-658-2289	cruz.andino@honeywell.com
Jacobs Technology, Inc	9/8/2026	JoAnn Belt	256-961-1769	joann.v.belt@nasa.gov
Jones Edmunds & Associates, Inc. (New Mentor)	11/04/2026	Douglas Toth, PhD., PE	352-258-8816	dtoth@jonesedmunds.com
Leidos Innovations Corporation	11/13/2023	Chireda Gaither	571-526-6026	chireda.b.gaither@leidos.com
LJT & Associates, Inc.	9/17/2023	TBD	TBD	TBD
Lockheed Martin	12/22/2026	Orysia Buchan	315-456-3018	orysia.d.buchan@lmco.com
Millenium Engineering and Integration Company	8/17/2021	Daniel Deans	703-413-7740	ddeans@meicompany.com
Northrop Grumman	2/19/2027	Jenifer Scoffield	435-863-2017	jenifer.scoffield@ngc.com
PAE Applied Technologies, LLC	4/3/2023	Stephen Brettel	281-224-5874	stephen.p.brettel@nasa.gov
Peraton, Inc. (New Mentor)	4/25/2027	Willie Franklin	303-815-6214	wfrank01@peraton.com
Raytheon Company	11/19/2026	Crystal King	571-250-3725	crystal_l_king@raytheon.com

*Highlighted Companies are either new or recently renewed.

NASA APPROVED MENTORS – STATUS (CONT.)

Mentor Name	Expiration Date	Mentor POC	Phone No.	E-mail Address
Science Applications International Corporation (SAIC)	12/17/2026	Bruce Emerson Rita Brooks	256-544-8547 571-203-6832	bruce.g.emerson@nasa.gov marguerite.brooks@saic.com
Sierra Lobo, Inc.	4/3/2023	Chuck Stidham	567-401-1051	cstidham@sierralobo.com
Southwest Research Institute	5/31/2022	Eva Carpenter	210-522-2237	eva.carpenter@swri.org
Teledyne Brown Engineering, Inc.	6/25/2026	Debbie Batson	256-726-1393	debbie.batson@teledyne.com
The Boeing Company	4/7/2026	Kamisha Sanders	314-610-0311	kamisha.d.sanders@boeing.com
Wyle Laboratories, Inc. d/b/a KBRWyle	10/19/2022	Jamie Downs	281-853-5027	Jamie.downs@us.kbr.com

**Highlighted Companies are either new or recently renewed.*

PROTÉGÉ ELIGIBILITY REQUIREMENTS – BUSINESS CLASSIFICATION TYPES

- Small Disadvantaged Businesses
- Women-Owned Small Businesses,
- Historically Underutilized Business Zone Certified Small Businesses
- Veteran-Owned Small businesses
- Service-Disabled Veteran-Owned Small Businesses
- Historically Black Colleges and Universities and Minority Serving Institutions
- Companies participating in the Ability One Program
- Small Business Innovation Research Phase II Program
- Small Business Technology Transfer Phase II Program

GETTING STARTED

- Mentors are responsible for researching the company which possesses the best synergy that best aligns with their organization's mission, vision and goals.
- Once the Mentor and Protégé have determined they are a good match, both organizations should collaboratively meet to conduct a needs assessment for the Protégé.
- Mentors should then meet with the Center's Small Business Specialist (SBS), Contracting Officer (CO), and Contracting Officer Representative (COR) to discuss.
- When ready, the Mentor and Protégé can move on to the next step of submitting the necessary documentation.
- Mentor will submit its agreement to the Center where it has a large prime contract with an approved subcontracting plan and where IT will be mentoring its Protégé.
- Following the submission of the necessary documentation to the Center's CO, COR, and SBS, the information is vetted, endorsed and sent to the NASA MPP Manager at MSFC for final approval.

THINGS TO CONSIDER WHEN PREPARING AN MPA

- Make sure developmental assistance split of 70/30 is correct both in direct labor hours and dollars:
- Developmental assistance for businesses should reflect 70 percent technical/30 percent business.
- Developmental assistance for Historically Black Colleges and Universities (HBCU)/Minority Serving Institutions (MSI) should reflect 70 percent business/30 percent technical.
- Make sure other direct cost (ODC) does not exceed 10 percent of the proposed direct labor cost.
- Make sure MPA has a perceived benefit and value to NASA.
- Make sure mentor is the primary entity responsible for the mentoring...no more than 20 to 25 percent should be provided (10 to 15 percent on an average) by other entities (i.e., Procurement Technical Assistance Centers, Small Business Development Centers, etc.).
- Make sure milestones outlined by the Mentor are valid and obtainable.
- Make sure CO has modified the contract with the clause from NFS 1852.219-79 along with incorporation of the developmental assistance portion of the MPA, the technical volume, and gantt chart ahead of the official MPA start date (anticipating changes to the NFS).

MSFC SMALL BUSINESS PROGRAM CONTACTS

CONTACT	TITLE	EMAIL	PHONE
David Brock	Small Business Specialist	david.e.brock@nasa.gov	256-544-0267
Esther Veras	Procurement Analyst – Seventh Sense Consulting	esther.veras@nasa.gov	256-544-8816
Cheryl Webb	Procurement Analyst – Seventh Sense Consulting	cheryl.l.webb@nasa.gov	256-544-6263
Jan Matthews	NASA Contracting Specialist/SBO Rotate	jannifer.l.matthews@nasa.gov	256-961-2367
Chip Jones	Small Business Technical Advisor	chip.jones@naa.gov	256-544-2701
Doug Gerard	SBA PCR	douglas.gerard@sba.gov	256-544-0681

Location: Office hours: 7:00 a.m. – 4:30 p.m. (CST)
MSFC-SBO@mail.nasa.gov

Q&A Session

OSBP Updates

56

NASA Small Business Specialists

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	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
	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
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfsc-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	Gsfsc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

Upcoming Webinars

Date	Topic	Speakers
7/21/2021	How to Do Business with the NASA Marshall Space Flight Center	David E. Brock Marshall Space Flight Center
8/18/2021	One-on-One with the U.S. General Services Administration	Guest Speaker
9/15/2021	How to Do Business with the NASA Johnson Space Center	Robert E. Watts Johnson Space Center

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- **National Small Business Federal Contracting Summit | Summer Virtual (U.S. Women's Chamber of Commerce)**
 - July 21 - 22, 2021
 - For more information: <https://www.uswcc.org/events/national-small-business-federal-contracting-summit-dc-summer-2021/>
- **NASA Small Business Conference**
 - October 7, 2021
 - For more information: <https://www.nasa.gov/osbp/regional-outreach>



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or smallbusiness@nasa.gov



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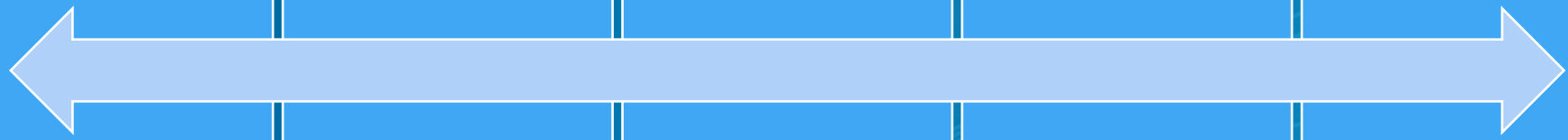
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