NASA OSBP SPOTLIGHT:
WOMEN-OWNED SMALL BUSINESSES

Office of Small Business Programs (OSBP)
where small business makes a big difference
NASA OSBP SPOTLIGHT: WOMEN-OWNED SMALL BUSINESSES

TABLE OF CONTENTS

5 Office of Small Business Programs (OSBP) Vision and Mission Statements

6 Message from the OSBP Associate Administrator

7 Message from the Women-Owned Small Businesses (WOSB) Program Manager

8 WOSB Program Overview

9 Women's History Month Spotlight

19 Office of Small Business Programs Contact Information
**Vision Statement**

The vision of the Office of Small Business Programs (OSBP) at NASA Headquarters 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.

**Mission Statement**

- To advise the Administrator on all matters related to small business,
- To promote the development and management of NASA programs that assist all categories of small business,
- To develop small businesses in high-tech areas that include technology transfer and commercialization of technology, and
- To provide small businesses maximum practicable opportunities to participate in NASA prime contracts and subcontracts.
The National Aeronautics and Space Administration (NASA) Office of Small Business Programs (OSBP) salutes the success of Women-Owned Small Businesses (WOSB).

Each March, the Nation celebrates Women’s History Month and the immeasurable contributions women have made in every aspect of society. Here at the NASA Office of Small Business Programs and at each one of our Centers nationwide, we wanted to say thank you to our Women-Owned Small Business partners, who have provided some of the most innovative solutions to help NASA continue to strive to reach its mission.

The companies highlighted in this publication were nominated by each NASA Center to be honored due to their hard work and dedication. They have contributed to the Agency’s success, and for that I am very honored and grateful. The small businesses that you will read about in this book are just a few examples of the amazing work being done every day at NASA by Women-Owned Small Businesses.

I am excited that we are able to commemorate Women’s History Month with this publication, and again I am thankful for the continued support these businesses give to NASA.

Glenn A. Delgado
Associate Administrator
NASA Office of Small Business Programs
MESSAGE FROM THE WOMEN-OWNED SMALL BUSINESSES (WOSB) PROGRAM MANAGER

I am continually impressed with the caliber of work that Women-Owned Small Businesses provide to NASA on a day-to-day basis. As the WOSB Program Manager for the NASA Office of Small Business Programs I am proud that we are giving our invaluable WOSB partners a spotlight in this annual publication. It is especially poignant that these companies will be featured during Women’s History Month.

While these companies were nominated by specific Centers and deserve the utmost recognition, they represent only a fraction of the WOSBs that are conducting innovative work for NASA, and I’d like to thank each and every company for its contributions to helping NASA meet its mission.

I hope that giving a larger annual focus to these companies in celebration of Women’s History Month will help draw attention to the capabilities that they can offer and strengthen NASA’s competitive base of Women-Owned Small Businesses.

Tabisa T. Kalisa
WOSB Program Manager
NASA Office of Small Business Programs
WOSB PROGRAM OVERVIEW

Eligibility Requirements
• Must be at least 51 percent owned by one or more women who are U.S. citizens; or,
• If publicly owned, it must be small in its primary industry in accordance with the U.S. Small Business Administration’s (SBA’s) size standards and
• The owner of the company must control and manage the daily business operations.

Certification Requirement
• Women-Owned Small Businesses may self-certify or use a third-party certifier.

Procurement Incentives
• NASA goals are 5 percent of the total prime and subcontract value.
• More information on Women-Owned Small Business subcontracting dollars through the Summary Subcontract Report.

Women-Owned Small Business Goals
• Increase the number of annual contract actions and contract dollar values to Women-Owned Small Businesses.
• Increase the number of Women-Owned Small Businesses in high-tech areas by expanding the Mentor-Protégé Program.
• Monitor the performance of Women-Owned Small Business subcontracting through the use of Individual Subcontract Reports at each Center.
• Monitor the Agency’s annual Women-Owned Small Business subcontracting dollars through the Summary Subcontract Report.
• Provide outreach to Women-Owned Small Businesses by participating in U.S. Women’s Chamber of Commerce events and attending other conferences.
• Increase communication to Women-Owned Small Businesses through the greater use of the OSBP Web site.
• Include training for the NASA acquisition workforce on Women-Owned Small Businesses.
• Monitor the Federal databases to ensure that all data are entered accurately and reviewed regularly.
• Require NASA Centers to report initiatives in support of Women-Owned Small Businesses on a semiannual basis.
• Use an enterprise model to execute these goals and track accomplishments.

Women-Owned Small Business Federal Contract Program
• The Small Business Administration revised the WOSB contracting program, effective April 1, 2011, with the aim of expanding Federal contracting opportunities to WOSBs and Economically Disadvantaged Women-Owned Small Businesses (EDWOSBs).
• There are 83 NAICS Codes designated eligible for Federal contracting under the WOSB program: 45 NAICS codes in which WOSBs are underrepresented (Economically Disadvantaged Women-Owned Small Businesses [EDWOSBs]) and 38 NAICS codes in which women are substantially under represented. A contracting officer may set aside requirements if it is deemed that there are two or more capable WOSBs and there is a reasonable expectation that a contract can be awarded at a fair and reasonable price.
• For further information on the WOSB program, including the complete list of eligible NAICS codes and certification information, please visit http://www.sba.gov/content/contracting-opportunity-womens-owned-small-businesses.

Resource information
• Women Impacting Public Policy is a national nonpartisan public policy organization that advocates for and on the behalf of women and minorities in business in the legislative process to help create economic opportunities and build alliances with other small business organizations. Visit http://www.wipp.org for more information.
• The Association of Women’s Business Centers provides female business owners and entrepreneurs with a variety of support and services, including help in securing rounds of venture capital. Visit http://awbc.biz for more information.
• The National Association of Women Business Owners provides information on helping female entrepreneurs become effective in economic, social, and political spheres of power. Visit http://www.nawbo.org for more information.
• The National Association for Female Executives is an association committed to women of excellence in business and provides detailed information.
• The Center for Women’s Business Research offers access to powerful research on female entrepreneurship. Visit http://www.womensbusinessresearch.org for more information.
• SCORE offers free and confidential business advice from mentors, both online and in-person. Visit http://www.score.org for more information.
NASA OSBP SPOTLIGHT:
WOMEN-OWNED SMALL BUSINESSES
Earth Resources Technology (ERT), Inc., founded in 1993 and headquartered in Laurel, MD, is a dynamic, woman-owned business with a long history of providing superior service and innovative solutions to customer-specific challenges. Through more than 40 prime contracts, ERT provides professional and technical services to the Federal Government, including NASA, the National Oceanic and Atmospheric Administration (NOAA), the U.S. Department of the Interior (DOI), and the Army Corps of Engineers. ERT’s dedicated staff is composed of more than 450 scientists; engineers; IT specialists; and education, outreach, and management specialists distributed in more than 20 states supporting customers nationwide. ERT was ranked on Inc.’s list of the 500 fastest growing companies in 2008 and 2009 and on Inc.’s list of 5000 in 2010. Additionally, ERT was ranked #9 on Washington Technology’s Top 10 list of woman-owned 8(a) companies for 2008 and #4 among the top 25 8(a) companies in 2009. From NASA Johnson Space Center (JSC), ERT received the Woman-owned Small Business Award in 2008, the Small Business Award in 2012, and the Contractor Safety Forum Excellence Award in 2011 and 2012. In 2013, ERT was recognized as a successful NOAA small business at the Department of Commerce’s Big A Acquisition Conference.

ERT is an agile and effective organization with a wide range of capabilities, a responsive service delivery model, and mature business systems. ERT’s environmental and Earth science expertise includes environmental conservation and compliance, Earth science data modeling and analysis, science data systems, and geospatial data management. ERT’s engineering expertise includes system engineering; electrical, mechanical, and radio engineering; mission-oriented software engineering; safety engineering; facility engineering; and geotechnical engineering. ERT’s IT services include architecture design and development, application and web software development, help desk and desktop management, systems administration and data center support, network and telecommunications support, and IT security.

ERT has grown significantly throughout its 20-year history. In its infancy, ERT’s focus was in environmental services and geophysical assessment for commercial, local, and state governments. Since 2001, ERT has been providing Earth and environmental science support for NASA’s Goddard Space Flight Center. ERT’s support at Goddard includes Earth Observation Systems Data and Information Systems (EOSDIS) development and maintenance; biospheric science remote-sensing algorithm development; ground-water modeling; and environmental services, including planning, impact assessment, air and water quality, restoration, and other environmental management support. ERT was awarded the NASA JSC Environmental Services contract in 2007, providing environmental compliance, pollution prevention, restoration, stewardship, and continual improvement. ERT provided excellent corporate support on program management, staffing, and financial reporting and tracing, and significantly improved the JSC environmental program, which is ranked among the best in NASA.

In 2010, ERT was awarded NASA’s Langley Research Center (LRC) Evaluation, Assessment, and Studies Support Services (EASSS) contract and provided subject matter expertise for the NASA Science Office for Mission Assessments (SOMA) on complex mission evaluations, management and technical assessments, and advanced studies at LRC.

2012 brought with it ERT’s NASA Ames Research Center (ARC) SEMSS contract, where ERT provides safety, environmental, and medical support services. ERT provides risk management; mission resource restoration, protection, and enhancement; and risk mitigation. ERT’s medical support services include industrial hygiene, health physics, occupational safety, occupational medicine, employee assistance program, and fitness center functions.

ERT is positioned and has the capacity to provide excellent support to NASA and other Federal customers nationwide.

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Tammy Simons founded T. Simons Co., Inc., in 1999 after acquiring extensive hands-on experience in managing various construction contracts, including multiple forms of Indefinite Delivery, Indefinite Quantity (IDIQ)-type contracts. She managed two successive SABER contracts at Vandenberg Air Force Base. Tammy is the sole shareholder of T. Simons Co., Inc., and has more than 20 years of experience in construction administration and management.

Between August 2008 and 2010 the company became certified as an SBA 8(a) Program Participant, a Woman-Owned Small Business, and an Economically Disadvantaged Woman-Owned Small Business (EDWOSB).

Today, T. Simons Co., Inc., offers its expertise as a general construction contractor performing on-site work such as earthwork, concrete, and carpentry, as well as project management, safety administration, and quality control. We specialize in job order, task order, and IDIQ-types of contracts. These contracts can require joint-scoping of the project with the client; quick and accurate estimating; and immediate mobilization and on-time, on-budget delivery of the required work. We are a highly skilled team with many years of experience in this type of contracting environment.

By using a combination of an in-house workforce and a broad network of dependable subcontractors, T. Simons Co. can plan, manage, and execute any building construction project including design-build work. Much of our ongoing construction work is performed for the U.S. Government at various military bases throughout California. We currently hold the NASA IDIQ contract for repair, additions, alteration, and maintenance of commercial and institutional buildings, including various mechanical systems (general construction, HVAC, plumbing, and electrical) for the Armstrong Flight Research Center (AFRC) and Armstrong Aircraft Operations Facility (AAOF) at Edwards Air Force Base. Task orders awarded to date include the following scopes of work:
- Correct Electrical Switching
  - Install switches to control lighting at six buildings where lighting circuits were controlled manually by switching the circuit breakers
- Provide Power for Vibration Table Power Amplifier
  - Install an electrical service to a new vibration table power amplifier
- Parking lot striping
  - Black out existing striping
  - Layout and stripe new spaces and driving lanes
- Replace Air Receiver in Compressor Room, Bldg 703
  - Replace existing air receiver with a new one
  - Inspect the system for leaks
- Repair Substation #5
  - High-voltage cable replacement
  - New electrical equipment at the substation
- Centerwide: Enable Advanced Electrical Metering System
  - Refurbish and install an advanced electrical metering system to monitor and report electricity consumption
- Rooftop Exhaust Fan Fire Detection Interface
  - Install smoke detection control and notification system in 16 locations
- Bldg. 703 4th Floor Lighting
  - Install new 480/277V 3 phase 4 wire 150-amp panel board
  - Modify existing switching
  - Install 87 fluorescent lap fixtures with motion sensors
- CITC Second Floor Bldg. 4838
  - Remodel second floor, including demolition and installation of new walls, T-bar ceiling, HVAC controls and wiring, electrical, raised floor, carpeting, and fire alarm, as well as roof repair

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From day one, Logical Innovations (LI2), Inc., has been linked to NASA. Owner, president, and CEO Denise Navarro began her nearly 30-year career with the Agency when she launched Logical Innovations with NASA as its first customer.

Logical Innovations is an SBA-certified 8(a), Small Disadvantaged Business (SDB), Woman-Owned Small Business (WOSB), and Economically Disadvantaged WOSB (EDWOSB) with experience supporting NASA outreach, technical, business, and administrative services contracts. The company became fully operational in November 2006 with its headquarters in Houston. As Logical Innovations has grown, so has its footprint across the United States, with additional offices located in Ohio, California, Louisiana, and the DC metro area.

Logical Innovations’ current and past Federal clients include NASA at Glenn Research Center (GRC), Johnson Space Center (JSC), Goddard Space Flight Center (GSFC), Marshall Space Flight Center (MSFC), and Stennis Space Center (SSC); the Department of Commerce: U.S. Census Bureau; the Department of Defense: U.S. Army and Space and Naval Warfare Systems Command (SPAWAR); the Department of Homeland Security: Federal Emergency Management Agency (FEMA); and the Department of Transportation at the Federal Highway Administration (FHWA) and the Federal Aviation Administration (FAA). Logical Innovations also supports other Federal prime contractors and the commercial energy industry.

Denise Navarro has supported key NASA organizations throughout her career, across the Johnson Space Center, Goddard Space Flight Center, Ames Research Center (ARC), and Marshall Space Flight Center, and now counts many of these organizations as clients of Logical Innovations.

Logical Innovations currently serves as both a prime and subcontractor in support of NASA by providing outreach and exhibits support at GRC; acquisition, procurement, and administrative support services at JSC; and strategic operational support, project management, training and software development at GSFC. Additionally, Logical Innovations has provided training and workforce assessment/studies at MSFC and SSC.

The company engages industry partners and support from its technical advisory group to pursue other opportunities across NASA, the Federal Government, and commercial sectors.

With a focus on its two customer bases—both clients and employees—Logical Innovations has been recognized with consistent 97-percent customer satisfaction ratings via Dun and Bradstreet Open Ratings surveys, as well as inclusion in the list of Houston’s Best and Brightest Companies to Work For in both 2012 and 2013, an honor voted on by its employees.

“The success of Logical Innovations can be attributed to our hard-working and dedicated employees,” Navarro says. “We also leverage strong partnerships with our clients to establish a vibrant corporate culture that allows us to pursue continuous improvement initiatives and to continue to learn and evolve as an organization.”
Advanced Integration Group (AIG) provides construction coordination, quality assurance, and controls services at NASA Goddard Space Flight Center.

AIG ensures the smooth interface of construction with other construction work, maintenance projects, and ongoing Center activities to minimize disruption to the Center mission while simultaneously expediting construction support. AIG interfaces with and is the central point of contact for the coordination of construction work among interested parties, including the Government Project Manager (PM), contractors, customers, building occupants, designers, operations and maintenance, safety, security, information technology and communications personnel, the People with Disabilities Coordinator, and management. Coordination includes keeping occupants aware of construction status, being the point of contact for field resolution of construction problems, scheduling the work with the occupants, issuing Center announcements for temporary facility closures, coordinating access to the worksite, and keeping the PM informed of the project’s status.

AIG also assists the Government PMs by performing constructability reviews of drawings for projects in the design phase; setting up and documenting pre-construction and progress meetings; verifying the accuracy of monthly invoices; and managing the close-out process for projects, including the scheduling of operational readiness reviews and final inspections, conducting punchlist resolution, and reviewing Operations and Maintenance (O&M) Manuals and As-built Drawings. The quality assurance role requires that AIG inspect all active construction projects on a regular basis to ensure that all work is accomplished in accordance with the contract drawings and specifications. The results of these inspections are recorded in daily reports. Additionally, AIG verifies all receipts of major items of material and equipment, all tests performed on materials and construction work, and that work is acceptable for closing in walls or burying in soil or concrete. AIG photographs all work in progress and includes the photos in daily reports as a part of the overall project documentation.

AIG performs semiannual calibration and inspection service on the boiler combustion and burner controls, Balance of Plant controls, Ethernet communications network, and all field instrumentation for hardware and software at the steam plant in building 24. The plant consists of five multifuel boilers, with three of the boilers being capable of burning landfill gas.

AIG additionally provides service for emergency repairs when requested and makes recommendations for system improvements. AIG is an authorized integrator for Rockwell Allen Bradley PLC control hardware and Wonderware Scada software, which is the software platform used for the HMI PCs at the plant.

AIG oversees work at Goddard Space Flight Center.

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MORI Associates, Inc., is a woman-owned small business delivering industry-leading Information Technology (IT) and engineering services and innovative solutions to its clients. MORI brings process maturity, Capability Maturity Model Integration (CMMI) Level II, International Organization for Standardization (ISO) 9001:2008, and Information Technology Infrastructure Library (ITIL) procedures and processes to support and deliver sophisticated and complex IT and engineering services and technology solutions. MORI specializes in infrastructure support, software and systems engineering, application design/development/integration, operations and maintenance, information assurance, network engineering, reliability engineering, science systems/analysis, data warehousing & database development/management, enterprise architecture, geographic information systems (GIS), help-desk support, and program management. MORI’s success is achieved through strong partnerships with its clients. Knowing that each project is unique, we bring the right talent in project management, execution, and subject matter expertise to ensure that we deliver within budget and on schedule.

In January 2014, MORI was awarded a 10-year contract with a total value of $200 million to provide Information Technology Infrastructure Support and Services (I2S2) to the NASA Jet Propulsion Laboratory (JPL). The I2S2 contract provides JPL with the continuity, flexibility, and responsiveness that are required to meet JPL’s computing and operational needs.

Under the I2S2 contract, MORI will support infrastructure, end-user operations; network operations; IT engineering; telecommunications services; systems administration; and cyber security services. This contract is one of the largest IT contracts at JPL.

The award of the I2S2 contract expands MORI’s core capabilities into in-depth cyber security and cloud services. “We recognize JPL looks for innovative and creative solutions using the latest in technology and industry best practices to apply to its own operations. Our culture of excellence carries through to JPL’s expectations for the selected I2S2 Program,” said Shana Deldjoubar, MORI President/CEO.

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Susan “Susie” Glasgow is the president and Chief Executive Officer of Kegman, Inc. She started Kegman in December 1999, providing security system solutions for commercial and residential customers part time on nights and weekends. In March of 2011, she took her company to full-time operations with two full-time employees, adding Government services to her company’s offerings. Her first stop was the National Aeronautics and Space Administration Kennedy Space Center (KSC) Small Business Office, where she received valuable advice to pursue KSC opportunities. The small business office invited her to showcase her company’s capabilities to KSC prime contractors and managers through the Center’s small business counseling program.

In September 2011, Kegman won its first contract with KSC as a prime contractor, providing 24/7 support for the Kennedy Space Center 50-MHz Doppler Radar Wind Profiler (DRWP). Her team of specialists provides radar systems operations and maintenance (O&M), sustaining radar systems engineering, facilities support, data processing and analysis, and information technology hardware/software installation and control. In November 2011, she was honored by a visit from the NASA Administrator, Charles Bolden, for Kegman’s support of the successful launch of NASA’s Curiosity Mars rover. The following year, Glasgow was honored to provide a keynote presentation during the NASA/KSC Industry Day, which focused on women-owned small business outreach. In December 2013, Glasgow was asked to represent Kennedy Space Center at the inaugural NASA Industry Forum (March 2014) in Washington, DC. She is excited for the opportunity to discuss her small business experiences with NASA leadership.

Glasgow and her team give back to the KSC small business team that helped her get started by participating in the NASA KSC Small Business Office Prime Contractors Board. She contributes to outreach initiatives sponsored by the Center, including the NASA/KSC Industry Day and the NASA/KSC Expo. Her staff also supports NASA/KSC joint counseling sessions by providing its experience as a NASA prime contractor to other small businesses.

The company now supports the United Launch Alliance by providing O&M support to Atlas and Delta IV high-speed video and digital communications systems. Her team also designed a Digital Seismic Trapped Miner Locating System for the Mine Safety and Health Administration, enhancing “Through-the-Earth” communications with trapped miners. In just over 35 months, Susie has won four prime contracts, three subcontracts, and has grown the company to 16 full-time employees, generating annual revenues in excess of $1 million.

She has not forgotten the importance of community service and freely gives her time to enhance the community she lives in.

Glasgow is an Active Duty Reservist at Patrick Air Force Base in Florida and helped stand-up the Space Coast Chapter of Women In Defense as the director of communications. She sits on the board of directors for CareerSource Brevard (formerly known as Brevard Workforce) and is a lead member of the Longleaf Elementary School Advisory Counsel.

Kegman is classified as a Women-Owned Small Business (WOSB), Economically Disadvantaged WOSB (EDWOSB), and certified Veteran-Owned Small Business (VOSB).
Analytical Mechanics Associates (AMA), Inc., celebrates over 50 years of service to NASA, spanning the dawn of the American space program to tomorrow’s vision of commercial space flight and beyond. A 270-employee women-owned small business, AMA combines the best of engineering and mathematics with the latest in information technology and visualization to build innovative solutions. A two-time small business contractor of the year and 2010 George M. Low winner, AMA now supports the NASA mission as prime on TEAMS 2. Strong past performance, exceeding expectations, and an employee-focused work environment are keys to AMA’s success.
AMRO is a small, woman-owned and disadvantaged business concern that began in 1977. We have grown to 256 employees with annual sales reaching $70 million. We have been a key supplier on the ARES, SLS, and 787 Programs. This January we will be signing a Mentor-Protégé Agreement with the Boeing Company and submitting a SBIR proposal for additive manufacturing (3D printing). We hope that with a SBIR award we can further develop lightweight metallic structures for spacecraft and launch vehicles for Boeing.

For SLS, we are in development on the Intertank Barrel Panels. These panels have a complex geometry and are some of the most difficult Barrel panels ever produced. Thus far we have successfully reached critical milestones. We feel that no one else in the world can produce these Barrel panels. Through this development effort, we feel we can reduce significant cost while delivering a very high quality product on time. This is critical to the SLS program and the Nation.

**Boeing Programs, Business Units Supported**
BCA: 787, 777, 757, 747, and 737
BDS: SLS, Satellites

**Products or Services**
Lightweight Metallic Structures (SLS)
Shipping Mechanical Equipment (SME): 787-9

**Quality Performance**
100% Quality (BEST), BPEA recipient 3 years in a row. Our quality policy is to deliver first-time quality on time. AS9100-C Registered

**Delivery Performance**
99.8% Delivery (BEST), BPEA recipient 3 years in a row. Our quality policy is to deliver first-time quality on time. AS9100-C Registered

**Price/Cost Performance**
Our cost analyst performs continuous cost surveillance to track overhead and G&A rates and efficiencies. Significant efforts are made to maintain a lean indirect and direct labor force. Program management posts project budgets weekly, providing visibility to management and direct labor teams for effective cost performance.

**Product Support/Customer Service**
Our program managers are available 24/7 for customer service. Recently, one of our program managers, Alex Juttner, flew to the Cape in support of a Boeing Delta III project while his wife was giving birth to their son. Talk about customer service!

**Management Performance**
With the president performing weekly Gemba walks, learning the processes, and checking the documentation; our quality organization performing regular audits; and management conducting weekly meetings to address preventive and corrective action, we feel we cover a lot of ground on a weekly basis. The president has a process owner and accountability mentality that strives for continuous improvement as we grow the business.

The Program Management Office (PMO) provides daily project surveillance to ensure that we are tracking to schedule and budget. The PMO also provides pictures and project schedules as needed for our customers.

Risk assessment begins during the RFQ/RFP phase of the project and is a part of our AS9100 C system. Once the project is awarded, continuous risk assessment is measured, documented, and discussed in our weekly management meetings.

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eCIFM Solutions, Inc., a Premier IBM Business Partner, has been working with NASA since 2009 at KSC, MSFC, and most recently NASA Headquarters and LaRC. Our organization holds a Blanket Purchase Agreement that enables sites to purchase TRIRIGA software and eCIFM’s implementation, support, and onsite training services. To date, eCIFM has implemented Facilities Space Management, Strategic Facility Planning, Capital Projects Management, and our innovative Data Consolidator application for TRIRIGA. Recently eCIFM was awarded the prestigious Asset and Facility Innovation Award from IBM.
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