Small Business Success Story

Power Only Transit, LLC

Tell us about your company’s history and capabilities.

Founded in 2012, Power Transit (PT) is an established and well-respected specialized trucking and logistics service provider. We support a diverse and expansive client roster throughout North America, including the U.S. Government and commercial customers. PT’s full scope of services ranges from single one-off loads to complex logistics plans.

We utilize rigorous Standard Operating Procedures, proven Project Management Protocol, and an advanced proprietary IT platform for every project entrusted to us. We facilitate and manage a consensus of expectations among all stakeholders, and thereafter, hold ourselves accountable. Accurate, real-time communication with clients is paramount to our success. PT truck drivers are strictly vetted for safety and security; insurance; experience; and, dependability. Our shipping is professional, efficient, on time, on budget.

How many employees does your company have?
Six (6) full time employees.

Tell us about your recent success story at NASA Center(s).

We recently transported a Conex container with cargo relating to the NASA F-18 SonicBAT project from NASA Kennedy Space Center, Florida to NASA Armstrong Flight Research Center, California.

Continued on page 2
In the previous NASA Office of Small Business Program’s (OSBP) newsletter, I let you know that we would be moving from a quarterly publication to a biannual one. This is the second issue of our newsletter with the updated schedule and a new look to match! I hope you enjoy it. Read more about our new look and approach on page 3. 

OSBP is excited to kickoff the new fiscal year, due in no small part to our kickoff of our 2018 Regional Outreach Events. Historically, we have held three Industry Days throughout the year near NASA Centers; however, we have committed to finding new ways to reach small businesses nationwide. By replacing our Industry Days with Regional Outreach events, we hope to do just that. These outreach events will be held in areas that we have not historically held Industry Days or attended other Agency expos. 2017 saw a successful rollout of this idea. More information about our Regional Outreach events can be found on page 13. Another way we are networking is by publicizing our Centers’ joint counseling days via our Web site, mobile application, and social media. 

I wish all a safe, healthy, and enjoyable new year!

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**Power Only Transit, LLC (continued)**

Submarine and scientific equipment transported by PT from Washington to Massachusetts for the Andrea Doria Expedition.

The move was a time sensitive, cross-country shipment. PT was honored to be called upon for the assignment on Thursday, September 7 [2017] and successfully completed a scheduled pickup the very next day on Friday, September 8. Our quick response time helped to effectively avoid serious problems or damage that may have resulted from Hurricane Irma.

The PT Mobilization Team was happy to effectively collaborate with Rick Solano, NASA Material Coordinator Lead, Kay and Associates, Inc. in sustained support of the NASA Mission and successfully complete the move of the Conex container.

Describe what services or support you provided at NASA Center(s).

Specialized trucking and logistics services. Specifically, the recent “critical path” transportation of a Conex container.

How has your business evolved or grown supporting NASA?

PT’s work to date with NASA has reinforced our belief in the “specificity dynamic” when we seek new business opportunities. NASA has a myriad of projects in a

**OSBP’s Mission and Vision**

**MISSION STATEMENT**

Our mission in the Office of Small Business Programs is to:

- ensure that the Agency is compliant with all Federal laws, regulations, and policies regarding small and disadvantaged business utilization; and
- provide expertise on the utilization of all categories of innovative small businesses, including minority serving institutions that can deliver technical solutions in support of NASA.

**Core Functions**

**Advocacy:** Advise the Administrator on all matters related to small business.

**Promote Small Business:** Develop and manage NASA programs that assist all small business categories and communities.

**Small Business Focused Government Contracting:** Develop small businesses in high-tech areas that include technology transfer and commercialization of technology, and maximize the number of practicable opportunities for small business participation in NASA prime contracts and subcontracts.

**ENTREPRENEURIAL DEVELOPMENT**

OSBP and NASA Centers provide individual face-to-face and Internet counseling for small businesses throughout the United States and in U.S. territories.

**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.
Pinnacle Solutions, Inc.

Jana Hierschova, Project Coordinator
Engineering, Development, and Light Manufacturing
Pinnacle Solutions, Inc.

Pinnacle Solutions, Inc. is a Service-Disabled, Veteran-Owned Small Business from Huntsville, AL, that will soon celebrate its 10-year anniversary in February 2018. Just prior to that milestone, Pinnacle will also have just completed 3 years of successful Prime Contractor support to NASA’s Goddard Space Flight Center’s Wallops Flight Facility (WFF) on the Aircraft Maintenance and Operations Contract (AMOC). Without question, it has been an exciting 3 years of excellent cooperation with the Aircraft Office at WFF as Pinnacle supported NASA flight operations in 11 international locations including Greenland, Norway, Canada, Newfoundland, Sao Tome and Principe, Namibia, Antarctica, Barbados, Ascension Island, New Zealand, and Argentina, as well as 11 domestic locations throughout the continental United States as part of NASA’s Airborne Science Program.

Within the first 30 days of joining the NASA team and assuming duties as the NASA AMOC Prime Contractor, Pinnacle seamlessly transitioned 94% of the incumbent workforce, inventoried more than $80 million-worth of government property, and assumed all program and project management functions under AMOC. Since then, no matter the location or weather, Pinnacle has responded to long-term, short-notice, and rapidly changing mission requirements, all the while ensuring the Team remained focused on executing their missions in accordance with one of the company’s six core values: “Operational Efficiency!”

Pinnacle has proven to be a highly capable small business while supporting the Goddard Space Flight Center’s seven recurring (eight total) research missions: Operation IceBridge (OIB), Carbon in Arctic Reservoirs Vulnerability Experiment (CARVE), National Oceanic and Atmospheric Administration’s Sensing Hazards with Operational Unmanned Technology (NOAA SHOUT), North Atlantic Aerosols and Marine Ecosystems Study (NAAMES), Atmospheric Carbon and Transport (ACT)-America, Observations of Aerosols above Clouds and their interactions (ORACLES), CARbon Airborne Flux Experiment (CARAFE), and Student Airborne Research Program (SARP). Pinnacle’s maintenance and flight operations support personnel continue to stay busy providing line services, hangar operations, maintenance, and modifications of NASA’s diverse fleet of terrestrial aircraft that includes two Hercules (NC-130H, HC-130H), one Orion (P-3B), one Sherpa (C-23B), one King Air (B-200), one Beechcraft (T-34C), and one Huey (UH-1H). As a result of their Team’s excellent support, which is bolstered by the C-130 aircrew support... Continued on page 15

NEWSLETTER UPDATES

Welcome to the new and improved NASA OSBP Newsletter! As I’m sure you’ve noticed, we’ve updated the look and feel of the newsletter. We hope that this new format will provide a more streamlined reading experience while keeping up our commitment to design elements that are engaging. This will pair perfect with some of the new information contained within!

We are also going to bring you some content that you need to generate new initiatives to improve our small business participation in Women-Owned Small Business (WOSB), Service-Disabled Veteran-Owned Small Business (SDVOSB), Historically Underutilized Business Zone (HUBZone) and Historically Black Colleges and Universities (HBCU) and Minority Institutions (MI).

Over the next few months, we are going to conduct short interviews with our stakeholders to program more about what we can be doing to increase our small business numbers, especially when it comes to the socioeconomic categories women-owned small businesses, service-disabled veteran-owned small businesses, and historically underutilized business zone small businesses.

You may see more changes in the coming issues of the newsletter as we find the best way to communicate with our Government and industry partners. If you have any recommendations or things you would like to see in the newsletter, please feel free to let us know by e-mailing smallbusiness@nasa.gov. Enjoy!
FEATURED PHOTO

Michael Porterfield, a Senior Graphic Designer in the Communications Support Service Center at NASA Headquarters headed down to Belton, SC to photograph the total eclipse on August 22, 2017.

CAPTURING THE ECLIPSE

Interview with photographer, Michael P. Porterfield

Tell us about your company and the work it does for NASA.

Media Fusion, Inc. is a new kind of Support Services Company that provides media production and institutional support services. They were awarded the CSSC contract and serves as the in-house ad agency for NASA Headquarters. As communication specialists, our artists, editors, and print specialists will work with your team to identify, develop, and produce the right communication tools for your needs.

What do you do at NASA?

I am a dedicated resource graphic designer embedded in the OCIO. I provide a wide range of design needs to the CIO including but not limited to graphic design, page layout, photography, and video editing.

How long have you been a photographer?

I have been interested in photography since the mid-1980s when my mom gave me her Mamiya-Sekor 35mm camera. I was a yearbook photographer in junior high, high school, and at Juniata College. In 1999, I won a photo competition in the Times Community Newspaper. In 2004, one of my photos was chosen to be in the “Viaggiando Immaginando” Exhibit at the Science Centre Immaginario Scientifico, in Trieste, Italy.

What equipment did you use to get the eclipse shot?

I used my Nikon d600 on a Manfrotto tripod with a Maksutov-Cassgrain ETX 90 telescope borrowed from my friend Tim Lange, an astronomy enthusiast, and a solar filter custom-made by Tim’s dad, Roger Lange, who helped design the heat shields on the space shuttle, and has since retired from NASA.

What suggestions do you have for the average person with a DSLR to capture an eclipse?

The resource that was my greatest help was an ebook, How to Photograph the Solar Eclipse by Alan Dyer. It discusses in great detail how to prepare for photographing each stage of the eclipse. Once I had all the photos, I created the eclipse montage in Photoshop so you could see them in progression.

How long were you planning to shoot the eclipse?

I was careful to choose a location which was on the path of totality but as far as possible from a big city or area of interest so as not to be crowded out by other observers. We arrived at Leda Poore Park in Belton, SC at sunrise and took the majority of the morning to set up our canopy and equipment so we could test out the tracking of the sun as it moved across the sky. But aside from setup, the planned shooting time was about 2 hours.

Continued on next page
Important Dates to Remember

January 30–February 1
National 8 (a) Association: 2018 National Small Business Conference
Nashville, TN
https://www2.bravuratechnologies.com/national8reg/register

February 27–March 2
NASA Office of Small Business Programs/Office of Education
HBCU/MI Engagement at
Johnson C. Smith University
Charlotte, NC
http://osbp.nasa.gov/calendar-osbp.html

March 27–29
HBCU/MI Technology Infusion Road Tour at Clark Atlanta University and Georgia Technology Regional Small Business Outreach Day
Atlanta, GA
http://osbp.nasa.gov/calendar-osbp.html

May 8
The Future is Now—The Midwest Aerospace Small Business Industry Day
Chicago, IL
http://osbp.nasa.gov/calendar-osbp.html

July 17–18
Reaching High: Matching Mid-West Businesses with Government Opportunities
Athens, OH
http://osbp.nasa.gov/calendar-osbp.html

Capturing the Eclipse (continued)

Do you have a favorite photo that you’ve taken? Why is it your favorite?
My favorite photo is a toss-up between:
• The STS-133 Space Shuttle Discovery launch (the final launch of Discovery before the shuttle program retired).
• The LADEE night launch from Wallops Island in Chincoteague, VA.

I would choose them because a launch is not something people are privileged to see on a regular basis and there is a feeling of satisfaction you get when you have prepared for the right shot, planned the location and considered everything that could possibly go wrong, and then seeing the shot come to fruition. The event has come and gone but you have captured it for posterity.

What is the one thing you wish you knew when you started taking photos?
I wish I had cultivated patience and spent more time on technique than on mechanics. What I mean is that there is a vast difference between knowing how to operate all the functions on the highest end top-of-the-line camera and having an eye for framing a shot. If you have the eye for a shot you can take brilliant photos regardless of what camera you use—it doesn’t have to be expensive.

Any advice for aspiring photographers or those looking to break into a similar job?
I would advise preparation and planning, and to move around. Don’t just stay in one place when photographing a subject. Also shoot from different vantage points and perspectives. I do a lot of travelling and when I go to a popular place that has been photographed to the point of cliché, I try to shoot the subject in a way that is completely different than the obvious shot.

Quick Tips

David Brock
Small Business Specialist at
Marshall Space Flight Center

1. Identify NASA Small Business Outreach events they plan to attend by checking the OSBP website or app, and checking in with their local NASA Center.
2. Set up a meeting/telecom with your local NASA Small Business Specialist.
3. Go over lessons learned from last fiscal year.
4. Make sure System for Award Management (SAM) record is up to date: North American Industry Classification System codes, Small Business Classification, etc.
5. Make sure your NASA Vendor Database record is up to date.
In July 1917, the National Advisory Committee for Aeronautics (NACA) began construction in southeast Virginia on its first aeronautics research facility. Langley Research Center (LaRC) became the Nation’s first civilian facility focused on aeronautical research with the simple goal to solve the fundamental problems of flight.

Farther ahead, Langley stands to play a major role if a proposed 10-year NASA plan known as New Aviation Horizons—an ambitious undertaking to design, build and fly a variety of flight demonstration vehicles, or “X-planes”—is approved and funded.

Now, as it was a century ago, research into next-generation aircraft and their supporting technologies remains central to Langley’s work. Tomorrow, as today, Langley is anticipating the future by inventing it, creating firsts in aeronautics, science, and exploration.

Over the years, small businesses have played a vital role in helping Langley achieve its mission. The LaRC Office of Small Business Programs (OSBP) continues to support Langley’s mission by ensuring compliances with Federal laws, regulations, and policies regarding small and disadvantaged business utilization. LaRC OSBP also provides expertise on the utilization of all categories of innovative small businesses, including minority serving institutions that can deliver technical solutions in support of NASA. The Langley Research has consistently met all of its socio-economic goals in past years and has exceeded all of its goals for FY 2017.
NASA Minority University Research Education Project (MUREP) and JPL

Janine Lancaster, Small Business Administrator  
Jet Propulsion Laboratory

All NASA Centers have a current Minority University Research Education Project (MUREP) representative. However, NASA’s Federally Funded Research and Development Center, the Jet Propulsion Laboratory (JPL), which is managed by the California Institute of Technology, is also incorporating a Historically Black College and Universities (HBCU) Initiative, (funded by NASA MUREP).

Each NASA Center receives funds for “Center-unique” activities from the NASA MUREP. In years past, the JPL Education Office has utilized these funds for Minority Serving Institutions (MSIs) toward student internships, community college educational workshops, and pre-service educator professional development for students at MSIs.

This year, the JPL Education Office has chosen to use those funds for a pilot HBCU Initiative. The decision to utilize the MUREP Center-unique funds on HBCU efforts was driven by the Education Office's interest in building upon the successful conversion of HBCU interns to Early Career Hires, and the commitment to supporting JPL's diversity efforts. This year seven students participated in the program.

The JPL Education Office seeks to expand the number of students and faculty members from HBCUs who participate in the JPL Science, Technology, Engineering and Math (STEM) research program, and to develop educational partnerships with HBCUs overall.

At JPL, STEM students are engaged in research projects involving programs such as Engineering Tools and Data Management, Radar Digital Electronics, Computer Vision and IT Technology and Innovation.

The JPL Education Office established this HBCU initiative as a pilot activity in FY 2017, with the first group of students and faculty participating in summer research at JPL from June to August 2017.

In addition to working on summer research projects, the students also participated in professional development workshops, lunchtime roundtables, and networking opportunities with members of the JPL workforce that included the African American Resource Team (AART). The AART’s vision is to be actively involved in developing strategies to recruit, hire, promote, and retain African American employees at JPL.

Here are quotes from a student and a faculty member during their Intern/Mentor Appreciation Social the last week of the program:

“Many thanks to my mentor Robert Karban. I appreciate your support, encouragement and willingness to teach and impart knowledge. You’ve made my experience at JPL a memorable one. Thank you.”
—Awele Anyanhun, Intern, HBCU Initiative, NC A&T

“Many many thanks to my mentor Ali Agha and my manager Issa Nesnas. This summer faculty fellowship has been a great learning experience and I enjoyed every bit of it! Thank you very much.”
—Paul Akangah, Faculty Externship, HBCU Initiative, NC A&T

The JPL Education Office has already received funding for a second group of students and faculty for the summer of 2018.

The partner schools this summer were:

» Howard University (HU)
» North Carolina Agriculture & Technical State University (NC A&T)
» Tuskegee University (TU)

Students, faculty, and Eddie Gonzales of the Education Office take a photo op while attending and presenting at the HBCU-MSI Outreach Initiative held at JPL on August 2–3, 2017.
SSC Celebrates a Successful Year

Kay S. Doane, Small Business Specialist
Stennis Space Center

Stennis Space Center (SSC) enjoyed its most successful Small Business (SB) program year ever in Fiscal Year (FY) 2016 culminating in receiving three prestigious SB awards. SSC supports Socioeconomic Goals to the fullest and has tremendous Center-wide support to promote and better integrate all small businesses in support of its programs and mission. Senior-level leadership across the Center, the program offices, and the Office of Procurement delivers a firm commitment to small business as a priority. This commitment is contagious and it permeates through all areas of the Center, resulting in an award-winning Center.

In FY 2016, SSC received three prestigious NASA awards. The FY 2016 NASA Small Business Administrator’s Cup, which was awarded to SSC for having the best overall small business program. This was the second time SSC received the award in just 5 years, the first was in 2011. SSC also received the 2016 NASA Small Business Prime Socioeconomic Goal Achievement award for meeting all of the prime socioeconomic goals and the 2016 NASA Golden Eagle Award for exceeding the federally mandated 3% Service Disabled Veteran Owned Small Business goal. In FY 2016, Stennis had its most successful overall year on record with regard to the percentage of dollars awarded to small businesses; SSC anticipated meeting or exceeding all goals for FY 2017.

The Stennis Small Business office continues to promote “Doing Business with NASA Stennis Space Center” by attending outreach programs throughout the community as well as hosting events at SSC. One successful event was a HUBZone Showcase in the Roy Estess Building Atrium August 16, 2017, for vendors to display their capabilities and increase awareness of local HUBZone vendors. Opening remarks were provided by the SSC Associate Director, Kenneth Human and the Deputy Procurement Officer, Gerald Norris, followed by an open forum for NASA employees and local tenants at Stennis Space Center to meet the vendors and learn about their professional capabilities. The showcase allowed Laura Wolfe Coaching & Consulting, Eco Energy & Solar Solutions, BENECom Technologies, Justin J. Reeves, Healtheon, High Performance Solutions, PSCI, Scurlock Electric, and Debra Gould & Associates to provide their capabilities and understanding that even though they are a small business located in HUBZone area they are capable of carrying out small to large procurements as either a sub or prime contractor to NASA. Special guest included representatives from South Mississippi Contract Procurement Center, U.S. Small Business Administration Office (SBA) and U.S. General Services Administration (GSA).

SSC is continuing to strive in FY 2018 to promote and better integrate small businesses in support of its programs and mission to achieve all the Socioeconomic Goals.

OSBP Publications

The NASA Office of Small Business Programs (OSBP) Web site features multiple publications that highlight the work small businesses do for NASA. Visit https://osbp.nasa.gov/publications.html to download PDFs of the following:

» NASA Industry Forum Success Stories
» NASA Space Launch System: A Case for Small Business
» NASA Deep Space Human Exploration Spacecraft Orion: A Case for Small Business
» Curiosity and NASA’s Mission to Mars: A Case for Small Business
» NASA OSBP Spotlight: HUBZone
» NASA OSBP Spotlight: Women-Owned Small Businesses
» NASA OSBP Spotlight: Veteran-Owned Small Businesses

and more!
METRICS UPDATE

Melanie A. Osei, Program Analyst (Contractor)
NASA Office of Small Business Programs

FY17 NASA Agency Prime Goals vs. Actual Percentages

Data generated January 23, 2018, from FPDS-NG

Category | Dollars | Goals | Actuals
---|---|---|---
Small Business | $2,721,901,718 | 16.0% | 16.5%
SDB | 1,274,854,150 | 5.0% | 5.7%
WOSB | 725,319,232 | 4.4% | 4.2%
HUBZone | 78,079,903 | 3.0% | 3.0%
SDVOSB | 169,208,894 | 0.5% | 1.0%
Total Dollars | $16,478,172,289

Year End FY16 NASA Subcontracting Goals vs. Actual Percentages

Data pulled March 13, 2017, from eSRS

Category | Dollars | Goals | Actuals
---|---|---|---
Small Business | $2,587,358,226 | 33.0% | 29.2%
SDB | 823,545,605 | 12.5% | 10.7%
WOSB | 704,025,436 | 3.0% | 2.9%
HUBZone | 179,676,741 | 0.7% | 0.6%
SDVOSB | 330,791,115 | 10.7% | 10.0%
HBCU/MSI | 18,811,762 | 33.0% | 33.0%
Total Dollars | $6,605,146,822

NASA Center Highlight: Marshall Space Flight Center

Marshall Hosts Mentor-Protégé Agreement Signing Between CH2M, Inc. and Alcyon, Inc.

David Brock, Small Business Specialist
Marshall Space Flight Center

On August 15, 2017, NASA/MSFC, CH2M, Inc. of Denver, and Alcyon, Inc. of Huntsville, AL, signed a NASA Mentor-Protégé agreement at NASA’s Marshall Space Flight Center. The agreement, the 16th Mentor-Protégé agreement between a Marshall prime contractor and a protégé, is the first with a certified small disadvantaged business.

Executives in attendance were J. P. Martin, vice president and NASA account manager of CH2M; Debbie Matthews, Marshall contracting officer; Autumn Sellers, security and professional services and vice president of operations of Alcyon; Roy Malone, Marshall Center Operations director; Robert Devlin, deputy director of Marshall Center Operations; Joyce Meier, Marshall’s logistics services contracting officer; Farley Davis, manager of Marshall’s Logistics department; David Brock, Marshall small business specialist; Edwin Jones, CH2M deputy program manager; Angela Lugo, CH2M business operations manager of Marshall logistics support services; and Michael Vanhooser, NASA business development director for Alcyon.

CH2M specializes in program/project management, operations management, consulting and construction management. Alcyon specializes in logistics, engineering services, laboratory services, and information technology. Under the agreement, CH2M will provide Alcyon developmental assistance with their fleet and property management system, and market assessment and strategies related to the commercial and Government sectors.

Follow NASA’s Office of Small Business on Social Media at: https://www.facebook.com/NASASmallBusiness and https://twitter.com/NASA_OSBP.

“The agreement, the 16th Mentor-Protégé agreement between a Marshall prime contractor and a protégé, is the first with a certified small disadvantaged business.”
Beauty of Multiple Award Indefinite Delivery/Indefinite Quantity (IDIQ) Contracts

Eve Lyon, Senior Attorney
NASA Headquarters Office of the General Counsel

Government policy requires small business concerns be afforded an equitable opportunity to compete to the extent consistent with Government’s interests. Small business specialists (SBSs) comment on acquisition strategies to ensure these opportunities exist; however, typically comments are reserved to whether requirements can be set aside.

When appropriate, SBSs could expand their advice to recommend the use of multiple award IDIQ contracts with the discretion to set aside awards to small businesses. The Agency-wide contract for Audit Services and the Multiple Award Construction Contract (MACC) are two examples of Multiple Award IDIQ contracts. The advantages of Multiple Award IDIQ contracts are: receiving price competition at the order level, having the discretion to set aside orders, and reducing the protest profile.

The discretion to set aside requirements at the order level enables small businesses to participate at the prime level in IDIQ contracts which would have been full and open. Discretionary set asides reduce debates about market research. Discretionary set asides reduce the profile of protests. Procurements set aside for small business have a high likelihood of protest because of the relatively few number of them coupled with the “winner take all” aspect of the competition. Discretionary set asides are more frequent, provide different contractor holders the opportunity to compete for orders, and cannot be protested when under $25 Million.

Ensuring at least two or more small businesses receive a Multiple Award IDIQ contracts should be key to exercising the discretion for set asides at the order level. In this regard, the MACC II intends to make award to all categories and subcategories of small business as well as making award to large businesses.

MACC II and the Audit contract should be the beginning of multiple award IDIQ contract at NASA. Requirements such as engineering services offer may provide better opportunities to small businesses. Historically, centers award one single award IDIQ for engineering services to large businesses because one small business could not provide all of the services and/or could not perform all of the envisioned orders. The requirement to conduct a fair opportunity for consideration may be one of the biggest barriers to using Multiple Award IDIQ contracts albeit this achieves price competition at the order level. Fair opportunities should be simple since the contractor holders already have been evaluated. Orders under Audit Services are issued on the basis of price. Orders under the MACC I are issued on the basis of price and past performance. If the contractor’s technical capabilities must be assessed at the order level, the assessment should be streamlined and probably should be on a pass/fail basis. The proposal requirements in the NextSTEP Broad Agency Announcement provide a good beginning on how to streamline information on technical capabilities.

The bottom line is Multiple Award IDIQ contract with the ability to have discretionary set asides at the order level may be the best contract type for small businesses.

The new subcontracting module is now available as a separate option in the NASA Vendor Database (NVDB) for registrants. By joining the subcontracting module, prime contractors can find subcontracting partners. For firms looking for subcontracting opportunities, this module will provide a potential list of NASA partners. As with the regular NVDB, the subcontracting module is open to both large and small companies. Both current and new registrants must opt in to join the module.

After registering in the NVDB at https://vendors.nvdb.nasa.gov, log in to your account, open “Manage My Vendor Record,” click on the new second tab, “Subcontractor Details,” and select “Yes” in the drop-down menu to join. Fill in the capabilities text box.
NASA Space Technology Mission Directorate Update

Office of the Chief Scientist (OCS) Diversity and Inclusion Initiatives

Dr. Xaivian L. Raymond, Executive Officer
Office of the Chief Scientist

Since 2015, the Office of the Chief Scientist (OCS) has been leading several diversity and inclusion initiatives within NASA’s research and grants communities. These initiatives were established through a cross-functional team with representatives from each mission directorate and supporting offices at NASA Headquarters. The goal of the team is to enhance or introduce policies, processes, and training that aim to increase diversity awareness and create more inclusive environments within the research and grant communities.

One of the first tasks of the team was to benchmark other Federal Government agencies to explore the various diversity and inclusion initiatives implemented throughout the community. Several best practices were identified to implement at NASA, including but not limited to implementing implicit bias training, increasing the diversity of panelists, and encouraging the inclusion of early career participants (such as utilizing post docs as a developmental approach). An implicit bias training presentation was created to provide examples of implicit biases and ways to mitigate these biases. The presentation is provided to all panelists during their orientation, prior to evaluating proposals. A short video is currently in production to replace the implicit bias presentation.

Another task the working group completed, with the support of NASA senior management, was including the following diversity and inclusion statement in all grant solicitations: “NASA recognizes and supports the benefits of having diverse and inclusive scientific, engineering, and technology communities and fully expects that such values will be reflected in the composition of all panels and teams including peer review panels (science, engineering, and technology), proposal teams, science definition teams, and mission instrument teams.” In addition, the NASA Policy Directive 2081.1, Nondiscrimination in Federally Assisted and Conducted Programs of NASA, is currently in the process of being updated to clearly identify its applicability to the research and grant community.

NASA is deeply committed to promoting diversity and inclusion in all forms. The team is continuing to assess other best practices across the Federal Government, industry, and academia in an effort to increase diversity and inclusion in the research and grant community.

OSBP Congressional Outreach

Truphelia Parker, Program Specialist
Loetta Henry, Program Analyst (Contractor)
NASA Office of the Small Business Programs

The NASA Office of Small Business Programs (OSBP) commenced an initiative to raise awareness to Congressional members of the impact of small businesses in their districts. The initiative provides a biannual report to Congressional members showing the importance of small businesses in their districts to the various NASA missions and the financial impact. The report will feature an overview of the small businesses and the NASA missions they support, and any activity that effect small businesses in their districts. Some of the companies that will be highlighted in the first edition includes: Aetos Systems, Inc. (AL), Bastion Technologies, Inc. (TX), Cambridge International Systems, Inc. (VA), Cepeda Systems & Software Analysis, Inc. (AL), COLSA Corporation (AL), Construction Management of Florida, Inc. (FL), LINC Research, Inc. (AL), and Logical Innovations (TX). Each of these companies are small businesses from every socioeconomic category.

In addition to the publication, OSBP will participate in a “Lunch and Learn” series in partnership with the NASA Office of Legislative & Intergovernmental Affairs (OLIA). The first Lunch & Learn program will occur in Spring 2018. This outreach initiative allows for the Office of Small Business Programs to bridge the gap between Congressional members, small businesses, and the Agency.

For additional information, contact Truphelia M. Parker at truphelia.m.parker@nasa.gov or at 202-358-2088.
Decades of Multimedia Content Now Searchable in the Cloud

Mary Phillips
WESTPrime Program Communications

Since NASA got its start in 1958, it has been making history with a mission focused on advancing technology and science through flight. For nearly six decades, images, videos, and audio files have been captured across the United States in disparate Center galleries.

Before the creation of the searchable library, NASA employees and citizens had difficulty finding content. Every major project had its own image gallery and curated galleries, meaning the searcher had to have some understanding of where a particular image might be located. For example, a space launch image would likely be at Kennedy Space Center's gallery. “From the perspective of being a good steward of the taxpayer, we owed it to our citizens to have a better citizen engagement experience by making the library available in one location,” said Rodney Grubbs, NASA Imagery Experts Program Manager.

This project was significant. When the idea was pitched to NASA Headquarters leadership 3 years ago, one of the parameters was not to invest in hardware sitting in racks that needed to be updated and upgraded. The Agency did not want to own any of the servers or hardware. Yet having access to secure cloud infrastructure that was certified for Government use created an opportunity to solve both the technical and storage challenges. The image library needed to be built on infrastructure that was not owned yet could take advantage of the cloud services, tools, and toolsets that came with a cloud architecture.

Balancing cost without compromising capability was a shared goal. “Building a cloud native application that dynamically scales is a ‘first’ for NASA and will result in a better user experience while reducing costs,” said Ian Sturken, NASA Web and Cloud Services Program Manager.

The NASA Image and Video Library was unveiled to the public at the end of March 2017. Through the Web site, external and internal users can search, discover, and download more than 140,000 files from across the Agency’s many missions in aeronautics, astrophysics, Earth science, and human spaceflight.

Multiple resolutions are available, with metadata associated with each image. There is also an application program interface (API) that allows automation of imagery uploads and gives visitors the ability to embed content in sites and applications. The public site runs on NASA’s cloud native “infrastructure as code” technology, enabling on-demand use in the cloud.

“It was a huge undertaking and the Web Services Office through WESTPrime gave us a vehicle to go and solve this,” said Rodney Grubbs. “Without it, there wasn’t a way to do it. I couldn’t go out on the street and do an RFP. It had to be done by someone within the NASA domain and had to be a secure way to manage and control it. Without the WESTPrime contract, I didn’t have a way to do it,” continued Grubbs.

The library can be found at https://images.nasa.gov.
NASA OSBP is constantly evolving and learning how to expand its reaches outside of NASA Center areas. In the Fiscal Year (FY) 2016/2017 Small Business Improvement Plan, one initiative was to create Regional Outreach Events that would foster expansion and new relationships. Fiscal Year 2017 ended with an incredible Regional Outreach event on September 26, 2017. The Washington Procurement Technical Assistance Center (PTAC) partnered with NASA to host the Aerospace Small Business Industry Day at the Museum of Flight in Seattle, WA. This event created opportunities for small businesses and diverse firms to participate in a day of learning and networking with NASA representatives from several NASA Centers as well as NASA Primes.

During the Industry Day, Richard Mann, OSBP Program Manager, kicked off the event by providing an in-depth overview of How to Do Business with NASA. This was followed by a panel discussion of upcoming opportunities at all NASA Centers from Small Business Specialists from NASA Management Office, Johnson Space Center, and Kennedy Space Center. Attendees had the opportunity not to only hear from Small Business Specialists; but also from small business technical personnel from Jet Propulsion Laboratory and Marshall Space Flight Center. The small business technical personnel explained how to be innovators and discussed programs such as the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs. The information presented by NASA representatives gave a brief overview on what it takes to successfully do business with NASA.

Although it is always a pleasure to hear from NASA representatives, small businesses are enthusiastic to hear from NASA Primes. Some of the Primes present included The Boeing Company, Lockheed Martin Corporation, Teledyne Brown Engineering, Sierra Nevada Corporation, and JACOBS. Their presentations highlighted how to establish a business relationship with them as well as insights into their experience of working with NASA. The formal presentations were followed by one-on-one matchmaking where firms had an opportunity to share their capabilities with NASA representatives and primes.

Tiffany Scroggs, Program Director for the Washington Procurement Technical Assistance Center expressed her enthusiasm about the event by stating that; “Washington PTAC was delighted to host the event and provide an opportunity for Washington State's highly capable engineers and manufacturers to learn how to participate more in the NASA supply chain.”

After such a successful event, we are looking ahead to our next Regional Outreach event in May 2018 in Chicago, IL. Please review the Regional Outreach schedule of past and future events below. For more information on NASA Regional Outreach, please visit http://www.osbp.nasa.gov.

**Quick Tips**

1. Look at the Acquisition Forecast for each Center.
2. Know “How to Do Business with NASA and the Centers”
3. Be familiar with each Center’s areas of expertise.
4. Know the acquisition process, as well as, the evaluation process.
5. Have excellent past performance.
6. Market yourself to the individual Center that you are pursuing.

If you have additional questions or concerns regarding Regional Outreach events, please contact Ms. Truphelia Parker, Program Specialist at smallbusiness@nasa.gov or call 202-358-2088.
SOCIAL MEDIA UPDATE
Tabisa T. Kalisa, Program Manager
Christopher Grey, Program Analyst (Contractor)
NASA Office of Small Business Programs

NASA OSBP is pleased to announce that its successful OSBP Mobile Application is now available for Android tablets! Simply search for “NASA OSBP” in the Google Play Store to download the free app. As with the iOS version, it was developed with small businesses in mind, it is designed as a user-friendly tool for small businesses to learn how to do business with NASA.

The app provides critical resources right at your fingertips, including contact information for NASA Center Small Business Specialists, active contract listings, and upcoming network events.

An updated 2.0 version of the iOS app has also been released for Apple devices. The app is available for iOS at the iTunes App Store—search “NASA OSBP Mobile.”

NASA OSBP has a Facebook page and a Twitter handle! Why? NASA OSBP would like the public to have instant access to small business information. Whether it is news that impacts the small business community, outreach and matchmaking events, or procurement opportunities—we want to simplify the process.

Please take a moment to like us on Facebook at http://www.facebook.com/NASASmallBusiness and follow us on Twitter at http://twitter.com/NASA_OSBP. Also, tune in to Glenn’s blog at http://nasaosbp.blogspot.com. It will take only a few minutes of your time, and we would love to hear from you!

Describe your company’s future.
PT anticipates hearty growth from non-government companies in the commercial sector. Primarily, repeat work from our existing customers; and thereafter, from new customers.

Moreover, PT plans to significantly build its business with an increase of assignments from U.S. Government agencies (direct) and their prime contractors (indirect).

Specifically,
• PT will seek out specific direct contract opportunities with NASA when applicable to our service offerings.
• PT will also continue to pursue “one off, as needed” trucking assignments from Kay and Associates, Inc. and similarly so, from additional NASA vendors.
• Additionally, PT hopes to serve as a preferred logistician to the winner of the upcoming NASA Logistics Contract, Solicitation # NNJ16589381.
• Current contracts with U.S. Forest Service and National Park Service.

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Power Transit, LLC (continued)

multi-dimensional work environment. It’s important to have a laser sharp focus on the specific areas where the PT capabilities and service offerings can fit.

Moreover, Bob Medinia’s Five (5) Ps are applicable to a sustained working relationship with NASA as well as our developmental, ramp up with other new business prospects: Preparation, People, Patience, Persistence, and Performance.
Pinnacle Solutions, Inc. (continued)

provided by Pinnacle’s major subcontract, Wyle Laboratories, Inc., NASA’s Wallops Flight Facility was recognized as the best small aviation program in the Federal Government by the General Services Administration and the Interagency Committee for Aviation Policy for 2015.

The Pinnacle Team dedicated to this program consists of qualified, trained, and certified aircrews, subject-matter experts, IT engineers, logisticians, and aircraft maintenance technicians who provide continuous support and execute tasks ranging from minor aircraft modifications to major aircraft re-engineering efforts. The team coordinates aircraft availability based on mission requirements and scheduled maintenance; the availability of flight crews and technicians to install, test, and troubleshoot experimenter systems; and a full complement of mechanic, avionics technician, Aviation Ground Support Equipment (AGSE), Aviation Life Support Equipment (ALSE), and IT support for all required project and mission test flights. Pinnacle’s on-site AMOC logisticians also perform multiple duties, including procurement, while the corporate office provides reach-back capability to support procurements during times of increased deployment activity to ensure mission success. These combined efforts have resulted in a year-to-date Full Mission Capable rate of 93.3% and are excellent examples of one of Pinnacle’s most important values: “Quality Products Delivered on Time.”

Recently, Airfield Operations support was added to Pinnacle’s contract, which required the company to hire an assistant airfield manager and four control tower operators. While very closely tied to the aircraft side of the operation, and in the very short time their airfield team has been in place, Pinnacle has already experienced successes in this new area of operation by supporting the Blue Angels, F-22, and A-10 aircraft for the Ocean City Air Show, as well as the largest Field Carrier Landing Practice (FCLP) operation ever accomplished at WFF. Finally, on October 2 [2017], aircraft fueling [was] added to the list of Pinnacle’s responsibilities, supporting NASA, DOD, and Project aircraft. This diversity has only proven to further strengthen Pinnacle’s and NASA’s communication and working relationships across the airfield and aircraft office.

At Pinnacle, the company’s leadership strives to ensure that its personnel are great at what they do and make certain to offer a safe and enjoyable work environment. Since becoming the Prime Contractor on AMOC, Pinnacle has introduced several safety improvements, including the Fall Arrest System by Ark Safety—a one-of-a-kind fall protection system inside WFF’s hangars—and a Wasp barcode tracking system for tool accountability, just to name a few. Pinnacle’s efforts to improve the safety of its personnel, equipment, and operations at the WFF have not gone unnoticed by NASA. Pinnacle is very proud of the recognition it has received over the past 3 years, which includes the 2017 NASA Airborne Sciences Contractor of the Year award presented to David Stiles, Pinnacle’s Contract Maintenance Manager; the Robert H. Goddard Exceptional Achievement Customer Service Team award presented for NAAMES 2016 Support; the NASA Airborne Science Program Exceptional Achievement award presented to the ACT-America C-130 Bird Strike Recovery Team; the NASA 2016 Team Safety Award & Individual Safety Award presented for the efforts to fix a 2016 ORACLES P-3 Fuselage Crack while deployed; and the NASA Exceptional Bravery Medal presented to Michael Singer for demonstrating exemplary and courageous handling of a catastrophic T-34B emergency, directly preventing the loss of human life and Government property.

In addition to the work being performed on the NASA AMOC contract, Pinnacle also provides small business Prime Contractor support for the Office of the Chief Financial Officer (OCFO) and the Project Directorate (PD) office for resource and financial management services for NASA’s Stennis Space Center (SSC) on the Financial, Resources, Program, Planning and Control (FRPP&C) contract. Since 2014, the team at SSC has been providing expertise in all areas of planning, programming, budgeting, and execution (PPBE) including financial operations, budget development, implementation, and integration; quarterly and monthly reporting; status review support; financial system management; trend/forecast formulation and analysis; Technical Task Agreement tracking; and process improvement and assessment.

To properly support its customers on the FRPP&C contract, Pinnacle’s employees, and those of its subcontractor, Manufacturing Technical Solutions, Inc. (MTS), provide expertise in the utilization of systems necessary to accomplish all assigned tasks. These systems include the NASA financial system (SAP) Integrated Budgeting Tool (IBOT) technical WBS database, Data Warehouse Portal, Funding Distribution System (FDS) MAXIMO, and other financial and resource data repositories as identified. The team prepares and supports applicable Internal Task Agreements (ITAs) and Technical Task Agreements (TTAs); prepares annual operating plans to support projects; and

Continued on page 16
provides the monthly analysis of costs to operating plans and variance explanations.

Additionally, Pinnacle supports its customer in developing annual operating plans for a given fiscal year through meetings with project managers and team members to gather requirements for the upcoming year, including verifying that the requirements were part of the initial PPBE submitted for that execution year. Pinnacle’s analysts compile the data that is received from the contractor(s) and ensures the costs are within budget and work with the appropriate PMs to phase all NASA Direct Costs, as well as the Civil Servant Labor costs for each project. All phasing information is submitted to the OCFO Budget Integration Branch via the Funding Action worksheet. Additionally, Pinnacle supports the annual PPBE process per provided guidance and provides analysis of the cost estimates resulting from PPBE submissions.

As a result of accolades from NASA that characterize its work as “open, honest,” “exceeds expectations,” and “always accurate and well-managed,” as well as the nearly 100% exceptional Contractor Performance Assessment Report (CPAR) ratings, Pinnacle is incredibly proud of the tremendous support its teams at Wallops Flight Facility and Stennis Space Center have provided to their respective customers on the vastly different AMOC and FRPP&C contracts. As a small business Prime Contractor, Pinnacle has gained invaluable experience through the professional relationships it has developed with its NASA customers and looks forward to many more opportunities to support current and new missions!

PINNACLE SOLUTIONS is a Service-Disabled, Veteran-Owned Small Business (SDVOSB) with a broad range of experience in each of three primary Business Areas: Aircraft Modernization and Sales; Program, Training, and Technical Services; and Engineering, Development, and Light Manufacturing. With proven cost, schedule, and technical performance on a number of successful prime contracts, Pinnacle has demonstrated the capability to successfully execute complex tasks and deliver on schedule.

AMOC
Contract # NNG15WA55C
Prime Contractor: Pinnacle Solutions, Inc.
Large Subcontractor: Wyle Laboratories, Inc.

FRPPC
Contract # NNS14AA35T
Contract Dates: 01 June 2014 – 30 June 2019
Prime Contractor: Pinnacle Solutions, Inc.
Large Subcontractor: Manufacturing Technical Solutions, Inc.

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