



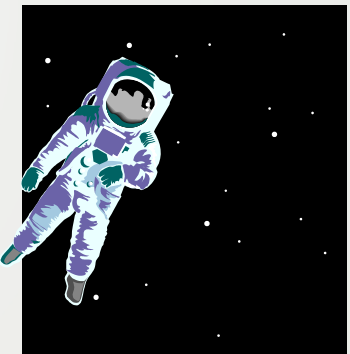
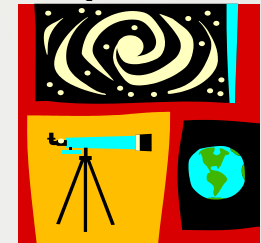
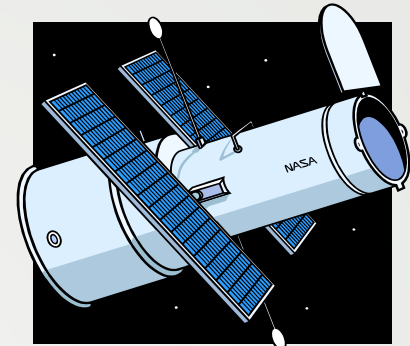
**HISTORICALLY BLACK COLLEGES & UNIVERSITIES
AND MINORITY-SERVING INSTITUTIONS
PARTNERSHIPS MEETING**

THE PROCUREMENT PROCESS

Mr. Craig Bowers

Why Contract with NASA?

- International leader:
 - Space Exploration
 - Earth and Space Science
 - Aeronautics
 - Space Technology
- STEM Education Mission



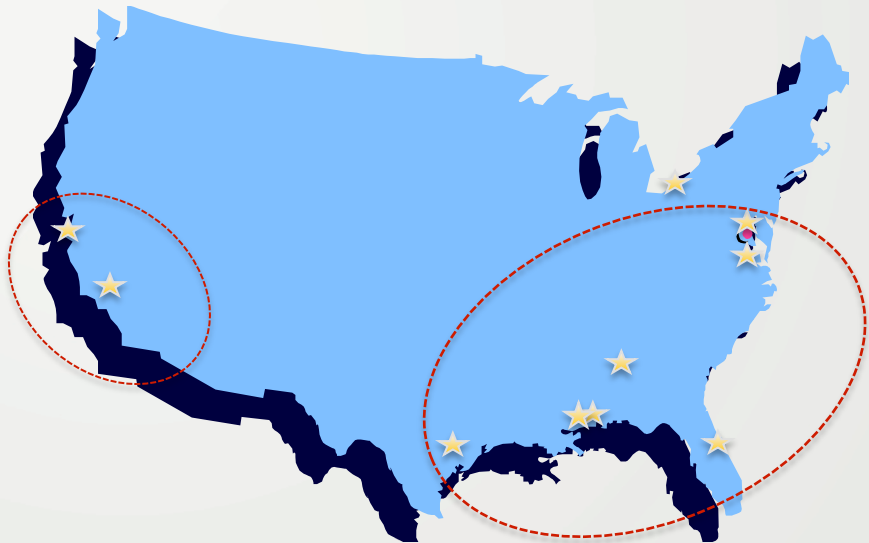
Why Contract with NASA?

- We are a big spender
 - In 2013 we spent \$870.7M with Educational Institutions
 - HBCU/MSIs received \$83.4M
 - Awarded dollars
 - 95% Research
 - 5 % STEM



We Want To Do Better

- Advantages
 - Wide variety of research
 - BAA type instruments create great proposal flexibility
 - Proximity
 - STEM

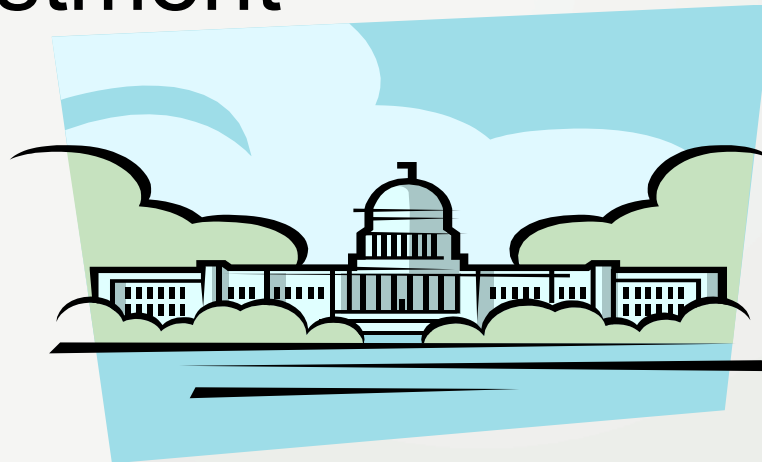


More Advantages

- NASA Management Support
- Agency wide 1% HBCU Prime and Subcontract Goal
- Unique Mentor – Protégé Program
- Online Solicitation and Proposal Process
- Existing Relationships with 69 HBCU/MSIs

Some Drawbacks

- No set-aside or sole source authority beyond STEM Education program (MUREP).
- Administrative Issues
- Investment



Research Opportunity Process

- Three main types
 - NASA Research Announcement (NRA)
Can result in Grants, Cooperative Agreements or a Contract
 - Announcements of Opportunity(AO)
Normally Results in a Contract
 - Cooperative Agreement Notice (CANs)
Like Grant w/ significant NASA participation
- All are types of Broad Agency Announcements
- Selection through Peer Review Process

Research Opportunity Process

- All are posted on NSPIRES Site
- All proposals reviewed
- Most promising selected for award based on announcement criteria
- Contracting officer or Grants Officer will make the final award

Research Opportunity Tips

- Review all the documents.
- Pay close attention to:
 - Selection criteria: normally relevance, intrinsic merit, & cost. Roughly of equal value
 - POCs
 - Program Officer for Technical Questions
 - Award Officer for Business Questions
 - Background and vision material
 - Omnibus Announcements/Calls

More Tips

- Use NSPIRES
- Become familiar with the NASA NRA and CANs Guidebook
- Watch for Amendments
- Be on time

Grants vs. Contract

- Grants are more general and are for a public purpose
- Contracts are more detailed and create specific responsibilities on all parties.
- Cooperative agreement is like a grant but has significant government involvement
- Government makes final call on award instrument choice

NSPIRES

- Online method to find announcements
- Offers notice capability
- Offers collaboration site for you and your partners
- Allows you to build your proposal online
- Permits online proposal submission




NSPIRES

[←](#)
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[http://nspires.nasaprs.com/external/solicitations/solicitations.do?r](#)
[NSPIRES - Solicitations Open](#)

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NSPIRES

NASA Solicitation and Proposal Integrated Review and Evaluation System

[NSPIRES Time: Sep 02, 2014 11:58AM EDT]

NASA Research

- Solicitations

View Solicitations

- Future
- Open
- Closed/Past Selected

Solicitations

Open Solicitations

NOTE: Click on the Solicitation # link for information on a specific solicitation. You may refine this list or change its scope by entering keywords corresponding to the listed columns.

Keywords:
 Display **25** records per page
 First Previous **1** 2 3 4 Next Last

Showing 1 to 25 of 84 records

Solicitation Title	Solicitation #	Released	NOI Due	Proposal Due
Advanced Component Technology	NNH14ZDA001N-ACT	02/18/2014	--	--
ADVANCED COMPOSITES CONSORTIUM SUPPORT	NNL14ZB1001C	08/15/2014	09/05/2014	09/30/2014
Advancing Collaborative Connections for Earth System Science	NNH14ZDA001N-ACCESS	02/18/2014	--	--
Airborne Instrument Technology Transition	NNH14ZDA001N-AITI	02/18/2014	--	--
Announcement of Flight Opportunities (AFO)	NOCT110	12/21/2010	--	01/16/2014
Astrophysics Research and Analysis	NNH14ZDA001N-APRA	02/18/2014	--	--
Atmospheric Composition: Coastal Northwest Pacific Field Study	NNH14ZDA001N-ACCNPFS	02/18/2014	--	--
Biodiversity	NNH14ZDA001N-BIO	02/18/2014	--	--
Carbon Cycle Science	NNH14ZDA001N-CARBON	02/18/2014	--	--
Cassini Data Analysis and Participating Scientists	NNH14ZDA001N-CDAPS	02/18/2014	--	(See Announcement)
Climate Indicators and Data Products for Future National Climate Assessments	NNH14ZDA001N-INCA	02/18/2014	--	--
Community Announcement Regarding Discovery Program Draft Announcement of Opportunity	NNH14ZDA004J	05/31/2014	--	--
Computational Modeling Algorithms and Cyberinfrastructure	NNH14ZDA001N-CMAC	02/18/2014	--	--
Cooperative Agreement Notice (CAN) 2014 Dual Use Technology Development at NASA John C. Stennis Space Center	NNS14496742R	11/27/2013	--	--
Cooperative Agreement Notice (CAN) 2015 Dual Use Technology Development at NASA George C. Marshall Space Flight Center.	NNM14521468C	08/08/2014	--	--
Cryospheric Science	NNH14ZDA001N-CRYO	02/18/2014	--	--
Dawn at Ceres Guest Investigator Program	NNH14ZDA001N-DACGIP	02/18/2014	--	08/21/2014
Discovery Data Analysis	NNH14ZDA001N-DDAP	02/18/2014	--	(See Announcement)
Dual Use Technology Development at NASA George C. Marshall Space Flight Center	NNM14495290C	12/12/2013	--	--
Earth Surface and Interior	NNH14ZDA001N-ESI	02/18/2014	--	--
Education Opportunities in NASA STEM (EONS) 2013-2014	NNH13ZHA002N	04/23/2013	(See Announcement)	(See Announcement)
Education Opportunities in NASA STEM (EONS) 2014	NNH14ZHA001N	03/20/2014	(See Announcement)	(See Announcement)

Secondary Markets

- Work with our Prime Contractors
 - 1% goal
 - Announcements on FedBizOpps (FBO)
 - Award announcements on FBO
 - Network
- Mentor-Protégé possibilities
- SBIR – Partnership possibilities
- STTR – 30% Educational institution partnership requirement

References

- NSPIRES - <http://nspires.nasaprs.com>
- FedBizOpps – www.fbo.gov
- NASA OSBP - <http://nspires.nasaprs.com/>
- NASA SBIR/STTR <http://sbir.nasa.gov/>
- SBIR Matchmaker site - <http://www.zyn.com/sbir/partnering/nasa.htm>
- [NASA Guidebook for Proposers - http://www.hq.nasa.gov/office/procurement/nraguidebook/](http://www.hq.nasa.gov/office/procurement/nraguidebook/)

