

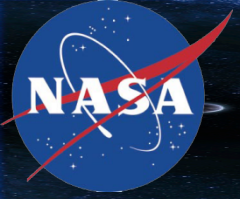
The background of the slide is a deep space image. It features a dark blue and black sky filled with numerous stars and several prominent spiral galaxies in shades of blue and purple. On the right side, a large, reddish-brown planet, resembling Mars, is partially visible, showing its textured surface. In the upper center, a smaller, pale yellowish planet is visible. The overall scene is a cosmic landscape.

NASA HBCU/MSI TECHNOLOGY INFUSION ROAD TOUR UNIVERSITY OF TEXAS AT EL PASO

MSFC HBCU/MI INITIATIVE

Presenter: David E. Brock

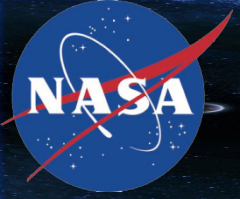
April 21, 2016



It Starts with a Dream

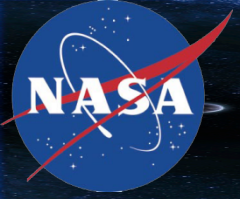
“If you don’ t have a dream, how can you ever have a dream come true.”

- The MSFC HBCU initiative began in 2007...a dream to advance the interest of HBCUs and MSIs at NASA.



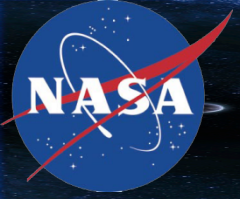
Laying the Foundation

- January 2008 planning session at Alabama A&M, subject “Connecting with the Primes.”
- June 2008 HBCU matchmaker in New Orleans held in conjunction with the 4th Annual Minority Serving Research Institutions Partnership Convention.
- July 2008 meeting with Boeing, one of our strong partners in helping promote the goals and objectives of the new initiative.
- January 2009 keynote speaker at the Morehouse College Annual Entrepreneurship Conference in Atlanta, GA.
- February 2009 keynote speaker at the TRAC Minority Business Black CEO Conference in Baltimore, MD.



The NASA Mentor Protégé Program Doorway to Opportunities

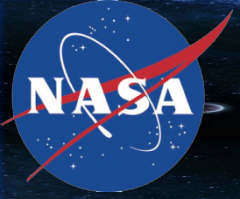
DATE	MENTOR	PROTÉGÉ	CONTRACT
Feb. 2009	SAIC	Oakwood University	Unified NASA Information Technology Service
Feb. 2010	Jacobs	Tuskegee University	Engineering, Scientific, & Technical Services Contract
Jul. 2012	Pratt & Whitney Rocketdyne	Alabama A&M	Aries I J2X Engine Contract
Jul. 2013	ATK Aerospace	Florida A&M	Space Launch System Booster Contract
Jul. 2015	Teledyne Brown Engineering	University of Nevada Las Vegas	Mission Operations & Integration Contract
Jul. 2015	Teledyne Brown Engineering	Alabama State University	Mission Operations & Integration Contract



Mentor Protégé Agreement Benefits

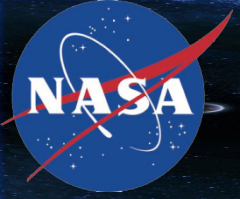
- To Universities:
 - Increased understanding of Government Contract and Subcontracting processes, government billing, opportunities and FAR policies.
 - Access to best practices from Prime/Mentor (updating Accounting Systems, How to Bill Government relations, Training, etc.).
 - Building NASA Past Performance for future opportunities.

- To Students:
 - Internship Opportunities for hands on experience.
 - Opportunity for long-term career & employment.



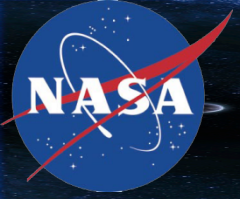
Gaining Momentum

- September 2013
 - Boeing hosts the First HBCU & MSI Joint Counseling Session in Huntsville, AL where five HBCUs were showcased.
- September 2014:
 - NASA/MSFC hosts the First Annual HBCU & MSI Partnerships Meeting in Huntsville, AL.
- September 2015:
 - NASA/MSFC hosts the Second HBCU & MSI Partnerships Meeting in Huntsville, AL.
- February 2016:
 - Boeing hosts the Second HBCU & MSI Joint Counseling Session in Huntsville, AL where six HBCUs and two MSIs were showcased.



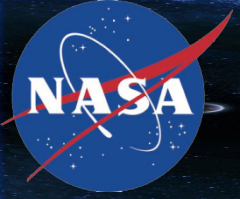
Keys

- Let Center small business specialist know of your interest.
- Stay abreast of upcoming NASA full and open competitions having subcontracting requirements.
- Participate in NASA Industry Days and center specific outreach events.



Final Thoughts

- Henry Thoreau said, “Dreams are like building castles in the sky, and there is nothing wrong with that, now go and put a foundation under them.”
- Yes, we have a dream, but if that is to come true, we must continue building on the foundation that has been laid.
- Opportunities to build positive relationships today will contribute achievement of the NASA HBCU & MSI goals and objectives.
- Remember, you have to make contacts to make contracts...Your network will determine your net worth.
- Create relationships with hinges that never rust!
- Take advantage of the opportunity...seize the moment!



MSFC Small Business Program Contacts

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Office hours: 7:00 a.m. – 4:30 p.m. (CST)