



# Office of **Small Business Programs** (OSBP)

where small business makes a **big** difference

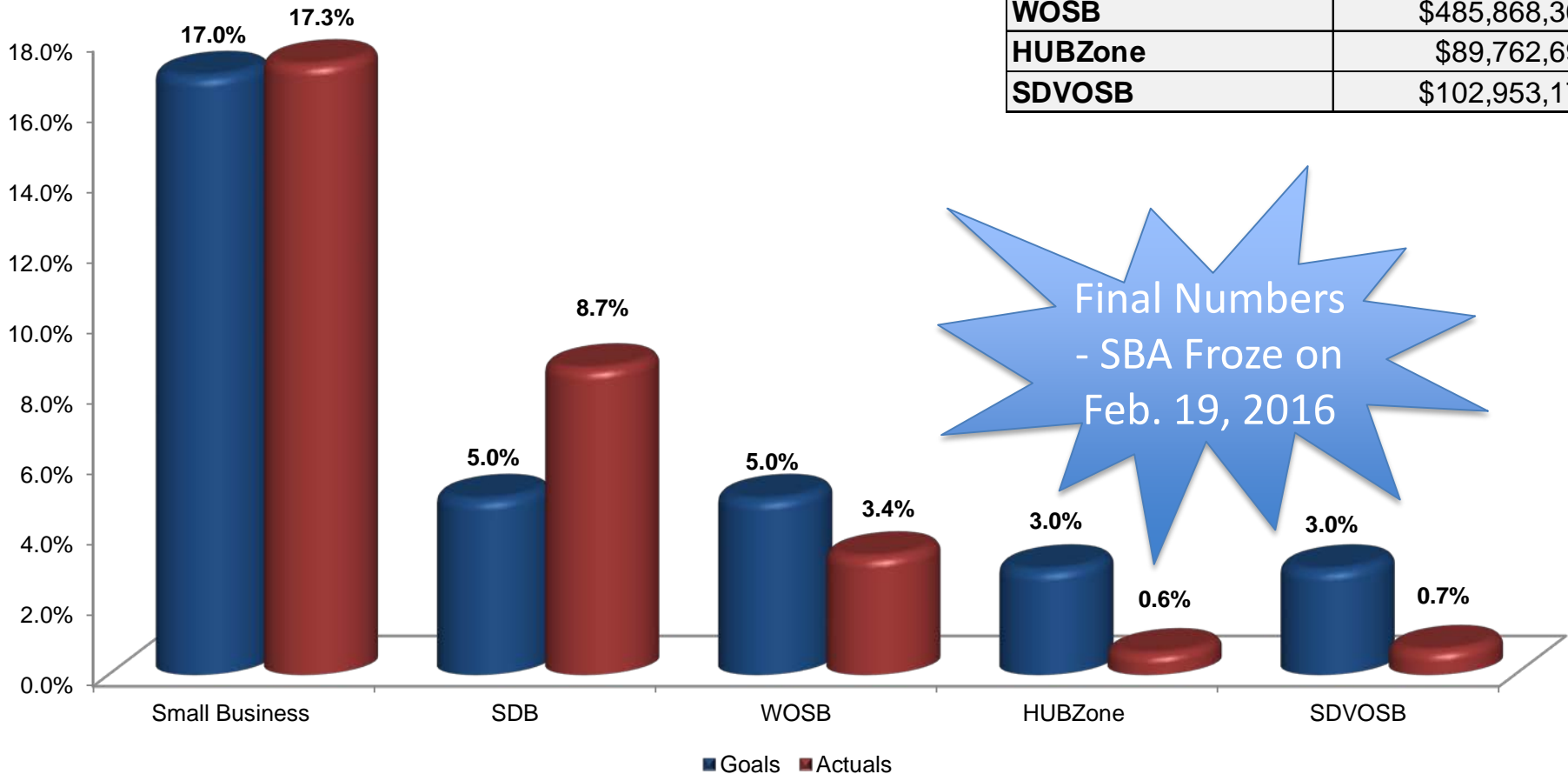


Mr. Glenn Delgado

**NASA'S HBCU/MSI TECHNOLOGY INFUSION  
ROAD TOUR AT  
THE FLORIDA AGRICULTURAL AND MECHANICAL  
UNIVERSITY  
TUESDAY, SEPTEMBER 27, 2016**

# NASA Agency September FY15 Prime Goals vs. Actual Percentages

Data generated February 19, 2016 from FPDS-NG

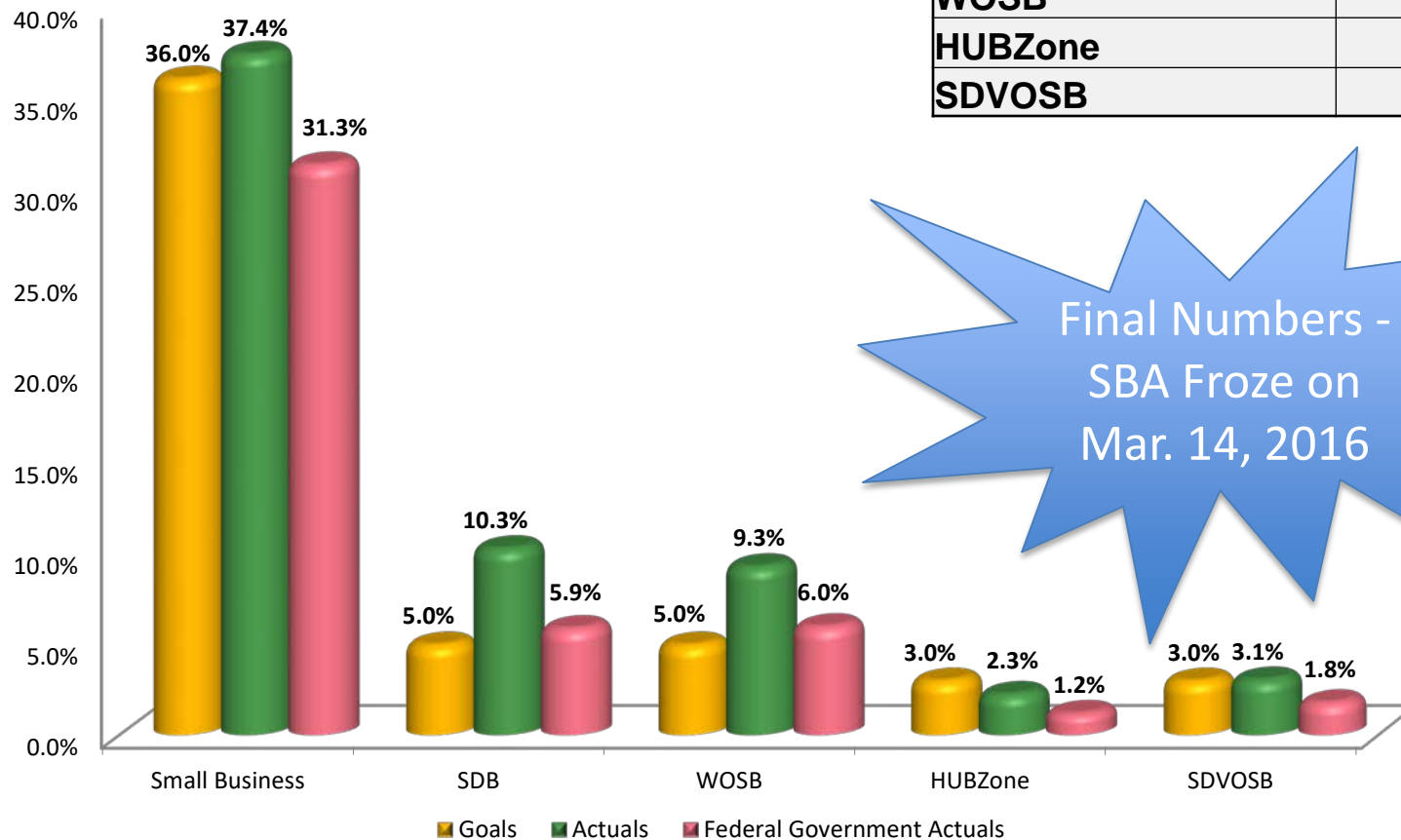


CATEGORY	DOLLARS
TOTAL DOLLARS	\$14,417,976,809
SMALL BUSINESS	\$2,498,551,080
SDB	\$1,255,064,849
WOSB	\$485,868,302
HUBZone	\$89,762,696
SDVOSB	\$102,953,179

# NASA FY15 Subcontracting Goals vs. Actual Percentages - End-Year

Data pulled March 14, 2016 from eSRS

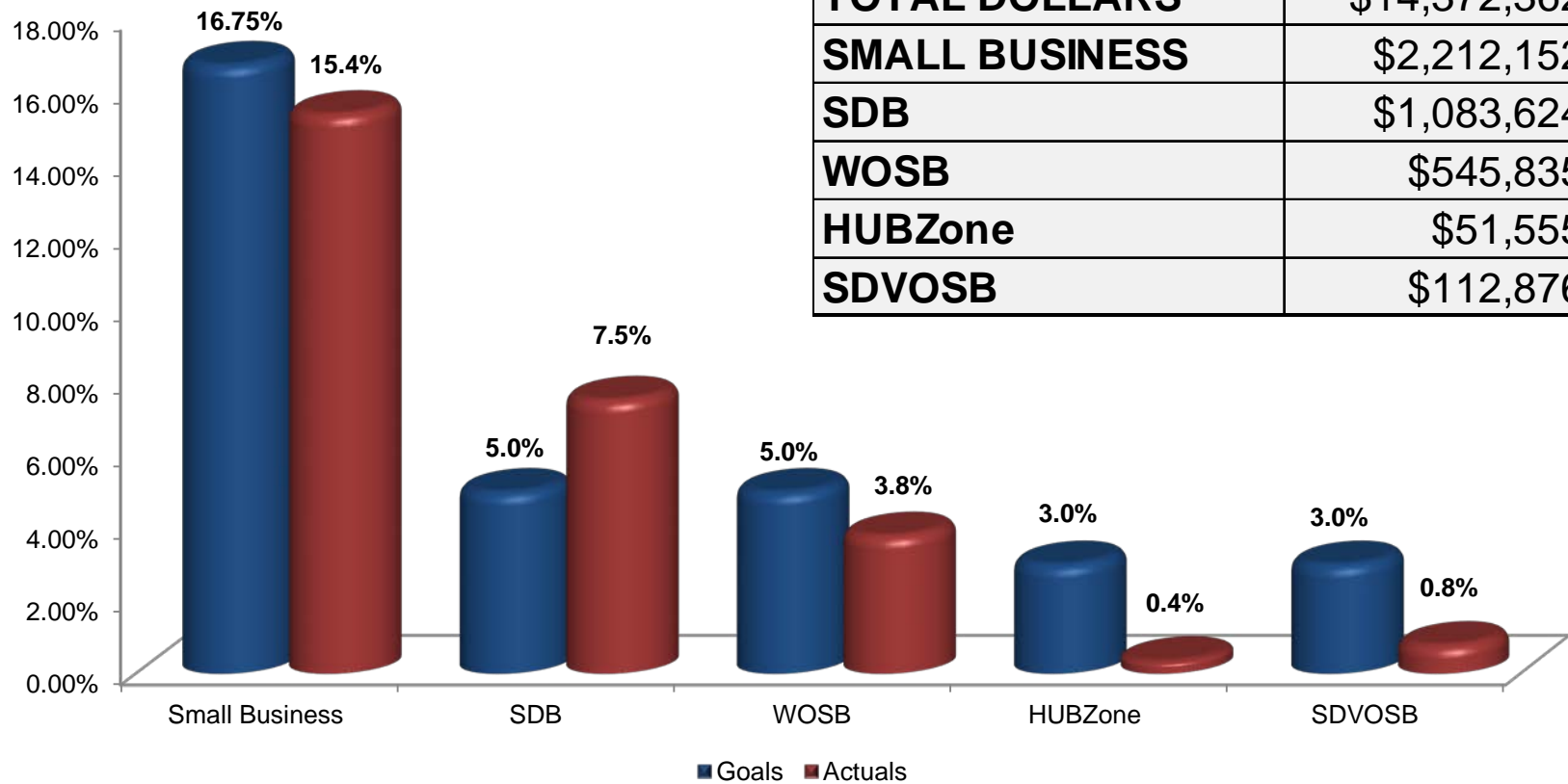
CATEGORY	DOLLARS
<b>TOTAL DOLLARS</b>	\$6,570,979,479
<b>SMALL BUSINESS</b>	\$2,454,929,635
<b>SDB</b>	\$675,082,509
<b>WOSB</b>	\$610,356,408
<b>HUBZone</b>	\$148,485,186
<b>SDVOSB</b>	\$201,324,744



Final Numbers -  
SBA Froze on  
Mar. 14, 2016

# NASA Agency August FY16 Prime Goals vs. Actual Percentages

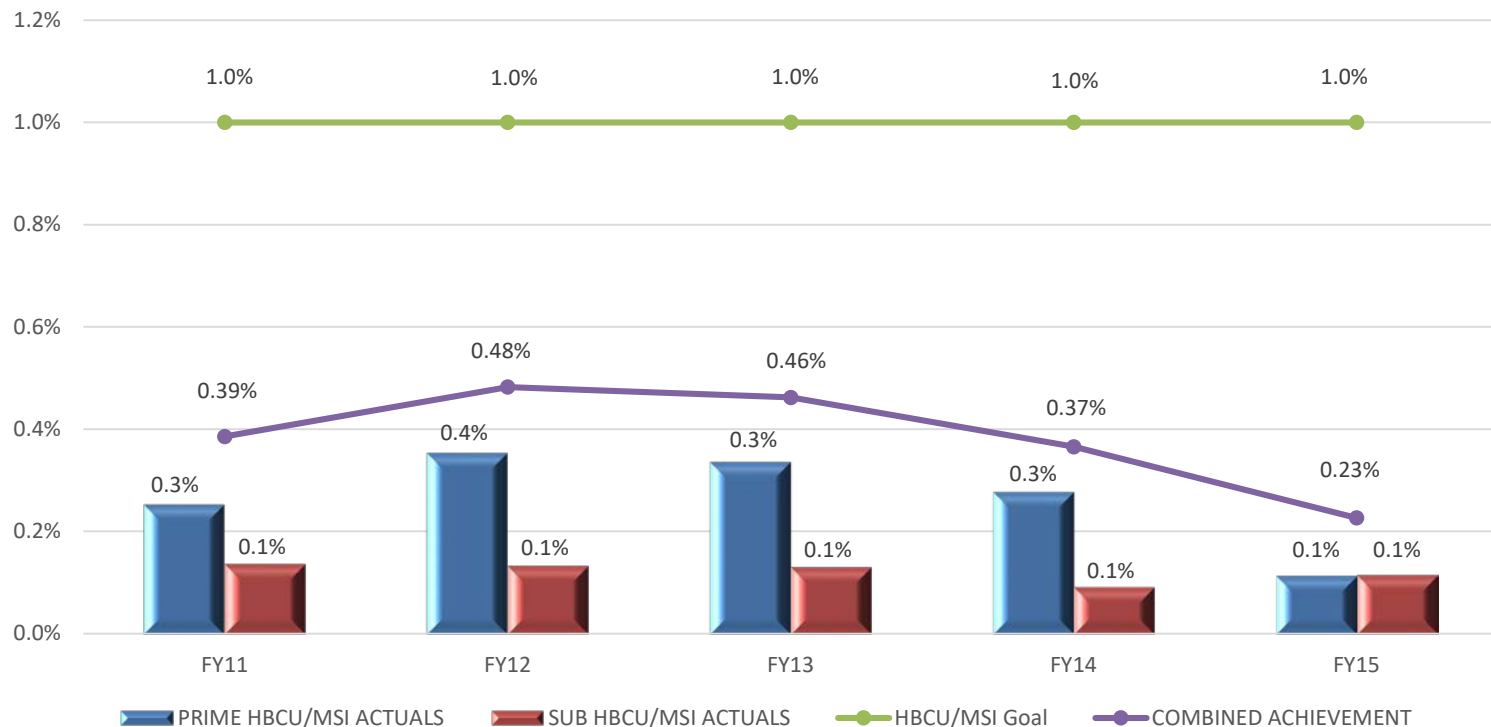
Data generated September 7, 2016 from FPDS-NG



CATEGORY	DOLLARS
TOTAL DOLLARS	\$14,372,362,097
SMALL BUSINESS	\$2,212,152,714
SDB	\$1,083,624,744
WOSB	\$545,835,774
HUBZone	\$51,555,217
SDVOSB	\$112,876,189

# NASA Office of Small Business Programs HBCU/MSI Initiatives

- **Administrator Bolden reemphasized the mandated 1% HBCU/MSI goal in an agency-wide memorandum**
  - As other prime contractors may have experienced, NASA's challenge is meeting and exceeding the HBCU/MSI goal, both prime and subcontracts



# NASA Office of Small Business Programs

## HBCU/MSI Initiatives

- **Beginning in FY2014, OSBP, NASA's Office of Education and Marshall Space Flight Center collaboratively started the HBCU/MSI Partnerships Meeting**
  - In FY2014, **15** Universities/Institutions attended the Partnerships Meeting
  - In FY2015, **28** Universities/Institutions attended the Partnerships Meeting
  - As a result of the FY2014 Partnerships meeting, Teledyne Brown Engineering established 2 Mentor-Protégé Agreements with University of Nevada – Las Vegas and Alabama State University
  - Next HBCU/MSI Partnerships Meeting scheduled – February 15, 2017
- **In February 2016, Marshall Space Flight Center hosted the first HBCU/MSI Joint Counseling Initiative Meeting**
  - 8 University/Institution representatives briefed over 25 prime contractors on past and present government contracts (prime and subcontracts), Universities capabilities and program



# NASA Office of Small Business Programs HBCU/MSI Initiatives

- **Newest Initiative: NASA HBCU/MSI Technology Infusion Road Tour**
- **Designed to assist NASA and Large Prime Contractors meet and/or exceed the mandated HBCU/MSI goal through utilization of the NASA's various programs (i.e. SBIR/STTR, Mentor-Protégé Program, etc.)**
  - An open platform for HBCU and MSI representatives (i.e. Deans, Professors, Faculty) to learn about the NASA MPP, SBIR/STTR and processes on how to become involved in NASA contracts
  - Objective will be reached through various methods of communication and presentations including workshops and lectures from various technical and business POCs from NASA, HBCUs/MSIs and large prime contractors
  - In addition, lessons learned discussions will be held with past and present MPP and SBIR/STTR participants
  - Lastly, HBCU/MSI representatives will be able to participate in face-to-face joint counseling sessions with large prime contractors and various NASA personnel



# NASA HBCU/MSI Technology Infusion Road Tour Goals

- By the end of the Road Tour event HBCUs/MSIs will:
  - Understand the Mentor-Protégé & SBIR/STTR Programs and the benefits
  - Know how to conduct a thorough needs assessment and provide effective capability statements to large prime contractors
  - Understand federal government acquisitions and contracts in order to respond to various acquisition inquiries (i.e. Request for Information, Request for Proposals, Sources Sought)
  - Know how to engage with Large Business contractors and establish resources needed to maximize the success from a NASA Mentor-Protégé Agreement
- By the end of the Road Tour event Large Prime Contractors will:
  - Have greater knowledge of HBCUs/MSIs capabilities
  - Enhance its base of HBCU/MSI
  - Potentially increase workforce from new graduates / interns from participating HBCUs/MSIs
- By the end of the Road Tour event NASA will:
  - Increase HBCU/MSI engagement in NASA opportunities
  - Infuse HBCU/MSI technology and capabilities to assist with meeting and exceeding NASA's mission



# North Carolina Central University Road Tour

as of July 18, 2016



- **First Road Tour hosted by North Carolina Central University (NCCU)**
- **Positive feedback received; NCCU's Dr. Undi Hoffler received invitation to attend DoD Mentor-Protégé Training in Atlanta**
- **54 attendees at NCCU including, but not limited to:**
  - NCCU faculty/staff;
  - Prime Contractors/NASA Mentors:
    - Jacobs Technology, Inc (Tidewater Op
    - Parsons Government
    - SAIC
    - SGT
    - The Boeing Company;



# North Carolina Central University Road Tour

as of July 18, 2016



- **First Road Tour hosted by North Carolina Central University (NCCU)**
  - U.S. Department of Army;
  - HBCUs/MSIs:
    - Delaware State University
    - Elizabeth City State University
    - Florida State University
    - North Carolina A&T University
    - Shaw University
    - St. Augustine University



# The University of Texas at El Paso Road Tour

as of July 18, 2016



- **Second Road Tour hosted by The University of Texas at El Paso (UTEP)**
- **111 attendees at UTEP including:**
  - UTEP faculty/staff and students;
  - Prime Contractors/NASA Mentors:
    - Aerojet Rocketdyne
    - SGT
    - The Boeing Company;
  - Small Businesses/NASA Protégés:
    - GeoControl Systems
    - Applied Nanotech
    - Vista Photonics



# The University of Texas at El Paso Road Tour

as of July 18, 2016



- **Second Road Tour hosted by The University of Texas at El Paso (UTEP)**
  - Small Business Administration & U.S. Department of Army
  - HBCUs/MSIs:
    - Prairie View A&M University
    - San Jose State University
    - Savannah State University
    - Virginia State University, Vantage College
    - The University of Texas at San Antonio
    - The University of Texas at Arlington
    - University of Nevada – Las Vegas





# The Office of Small Business Programs HBCU/MSI Agreements

- Teledyne Brown Engineering and Alabama State University
  - Agreement Period of Performance: August 2015 – August 2016
  - Value of Agreement: \$50K
  - Developmental Assistance Provided:
    - The technical assistance trained personnel to develop Space based training products and help the ASU faculty that are interested in conducting research abroad ISS understand some of the laboratory requirements and operations constraints imposed by the ISS program



# The Office of Small Business Programs HBCU/MSI Agreements

- Teledyne Brown Engineering and University of Nevada – Las Vegas
  - Agreement Period of Performance: August 2015 – August 2016
  - Value of Agreement: \$58K
  - Developmental Assistance Provided:
    - Training development for International Space Station (ISS) Payload Ground Support Personnel (GSP) and Payload Developers (PD)
    - Students gained an understanding of GSP and PD training needs and work under the supervision of GSP and PD trainers to develop multi-media training to enhance the ISS training program



# The Office of Small Business Programs HBCU/MSI Agreements

- ATK Aerospace and Florida A&M University
  - Agreement Period of Performance: December 2013 – September 2014
  - Value of Agreement: \$71K
  - Developmental Assistance Provided:
    - PES/Six Sigma Training, Hardware Processing Services, Value Stream Mapping, Marketing Individual Development



# The Office of Small Business Programs HBCU/MSI Agreements

- ATK Aerospace and Florida A&M University
  - Agreement Lessons Learned:
    - One of the biggest lessons learned was to ensure the necessary contacts were involved in the conversation, both technical and business subject matter experts, in order to discuss expectations
    - Communication is the most important and crucial factor in the relationships



# The Office of Small Business Programs

## HBCU/MSI Agreements

- Pratt & Whitney Rocketdyne and Alabama A&M University
  - Agreement Period of Performance: July 2012 – July 2014
  - Value of Agreement: \$398K
  - September 2015 – Held a One Year Mentor-Protégé Annual Review and toured campus with Administrator Bolden
  - Developmental Assistance Provided:
    - Job Shadowing (Engineering and Business), Equipment Transfer, Engineering Training to Students, Research & Development, Leadership Academy, Workforce Readiness Workshops, Advisory Board Participant, and more

# The Office of Small Business Programs

## HBCU/MSI Agreements

- Pratt & Whitney Rocketdyne and Alabama A&M University
  - Benefits to Aerojet Rocketdyne:
    - Engage directly with students and provide guidance in aerospace industry
    - Students are flexible and provide report of fluctuations; motivated to lead projects and produce high value quality work
  - Benefits to AAMU:
    - RISE foundation was established as a 501 (c)3 which is able to operate to focus on contracts to be efficient and effective; AAMU has contracts in place right now
    - MDA; Jacobs (ESSSA); SGT; Calibre (Mentor-Protégé Support), Teledyne Brown Engineering, Aerojet Rocketdyne
    - 50 students currently working on 3 projects; NASA Student Launch, Mars exploration rover; Formula SAE
    - Alabama A&M University received a lathe machine from Aerojet Rocketdyne as developmental assistance; Total value of the lathe machine valued at \$400K



# The Office of Small Business Programs HBCU/MSI Agreements

- Jacobs Technology and Tuskegee University
  - Agreement Period of Performance: April 2010 – March 2013
  - Value of Agreement: \$179K
  - Developmental Assistance Provided:
    - Technology Transfer, Six Sigma, AS9100 Certification, Proposal Development, Marketing Expertise Development, Infrastructure for Subcontracting (including Business Systems, Human Resources)



# The Office of Small Business Programs HBCU/MSI Agreements

- Science Applications International Corporation (SAIC) and Oakwood University
  - Agreement Period of Performance: January 2009  
– December 2011
  - Value of Agreement: \$126K
  - Developmental Assistance Provided:
    - Enhancement of Networking Infrastructure, Curriculum Enhancements SharePoint, JAVA and Helpdesk System Support, Federal Contracting Training, Quality Management, Oakwood University Internship Developmental Assistance, Help Desk System establishment, Financial System Study/Survey

# Questions?

## **NASA Office of Small Business Programs**

300 E Street, SW  
Washington, DC 20546

**Mrs. Tabi Kalisa**  
Mentor-Protégé Program Manager

**Mrs. Melanie Osei**  
Mentor-Protégé Program Analyst (Contractor)

Tel: (202) 358-2088  
Fax: (202) 358-3261

**Website:** [www.osbp.nasa.gov](http://www.osbp.nasa.gov)

**Email:** [SmallBusiness@nasa.gov](mailto:SmallBusiness@nasa.gov)

**NASA Vendor Database:** <https://vendors.nvdb.nasa.gov>



NASASmallBusiness



@NASA\_OSBP



NASAOSBP



NVDB