



Office of
Small Business Programs (OSBP)
where small business makes a **big** difference



NASA HBCU/MSI Technology Infusion Road Tour at
the Florida Agricultural and Mechanical University
Purpose, Benefits, What's New?

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September 27, 2016

Agenda

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- ❖ NASA HQ Office of Small Business Programs Overview
 - ❖ NASA Mentor-Protégé Program
 - ❖ Overview
 - ❖ Status
 - ❖ Approved NASA Mentors
 - ❖ HBCU/MSI Agreements
 - ❖ NASA Centers
 - ❖ What's New
 - ❖ Questions

NASA HQ Office of Small Business Programs Overview

- ❖ Influence SB policy and procedure
- ❖ Outreach on macro level
- ❖ Interacts with Executive and Legislative branches
- ❖ Reviews full & open contracts over \$50 million
- ❖ Small Business Awards Programs
- ❖ Reviews full & open contracts over \$50 million
- ❖ Provides Training to Acquisition, Technical, and Program Personnel
- ❖ Goal Negotiations
- ❖ Data Quality
- ❖ Mentor-Protégé Program

NASA Mentor-Protégé Program

Overview

- ❖ A value-focused program that is aligned with NASA's current and future strategy and mission
- ❖ NASA has two types of Agreements:
 - ❖ Credit
 - ❖ Award Fee Pilot Program
- ❖ Only NASA Small Business Innovation Research (SBIR) or Small Business Technology Transfer (STTR) Phase II protégés are eligible to participate with mentors in the Award Fee Pilot Program
- ❖ In the Pilot Program, a mentor is eligible to receive an award fee of up to \$100,000, on top of any other award fee, at the end of the agreement period based upon the mentor's performance in providing developmental assistance to its protégé

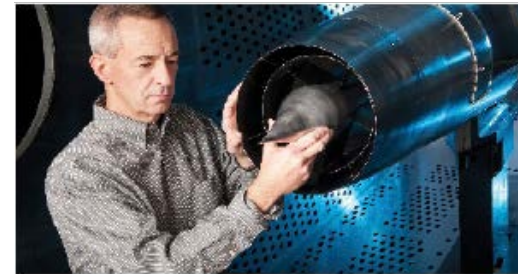
NASA Mentor-Protégé Program Status

❖ As of September 1, 2016, the NASA Mentor-Protégé Program has:

❖ 26 approved Mentors

❖ **11** Mentor-Protégé Agreements with **\$1.4M** in Developmental Assistance (Technical and Business) across 6 NASA Centers including:

- ❖ Ames Research Center
- ❖ Goddard Space Flight Center
- ❖ Johnson Space Center
- ❖ Kennedy Space Center
- ❖ Langley Research Center
- ❖ Marshall Space Flight Center



Approved NASA Mentors

- ❖ AECOM Technical Services, Inc.
- ❖ Aerojet Rocketdyne
- ❖ Assurance Technology Corporation
- ❖ The Boeing Company
- ❖ CH2M Hill
- ❖ General Dynamics C4 Systems
- ❖ Hamilton Sundstrand Space Systems, Inc (HSSI)
- ❖ Honeywell Technology Solutions, Inc.
- ❖ ITT Information Systems
- ❖ Jacobs Technology, Inc.
- ❖ L-3 Communications Logistics Solutions
- ❖ Lockheed Martin Corporation
- ❖ Millennium Engineering and Integration Company
- ❖ Northrop Grumman Corporation
- ❖ OrbitalATK Flight Systems Group
- ❖ Parsons Infrastructure & Technology Group, Inc.
- ❖ QinetiQ North America, Inc.
- ❖ Raytheon Company
- ❖ Science Applications International Corporation (SAIC)
- ❖ Sierra Nevada Corporation
- ❖ SGT, Inc.
- ❖ Southwest Research Institute
- ❖ Teledyne Brown Engineering
- ❖ TYBRIN Corporation
- ❖ URS Federal Technical Services, Inc.
- ❖ Wackenhut Services Incorporated

NASA Mentor-Protégé Program

HBCU/MSI Agreements

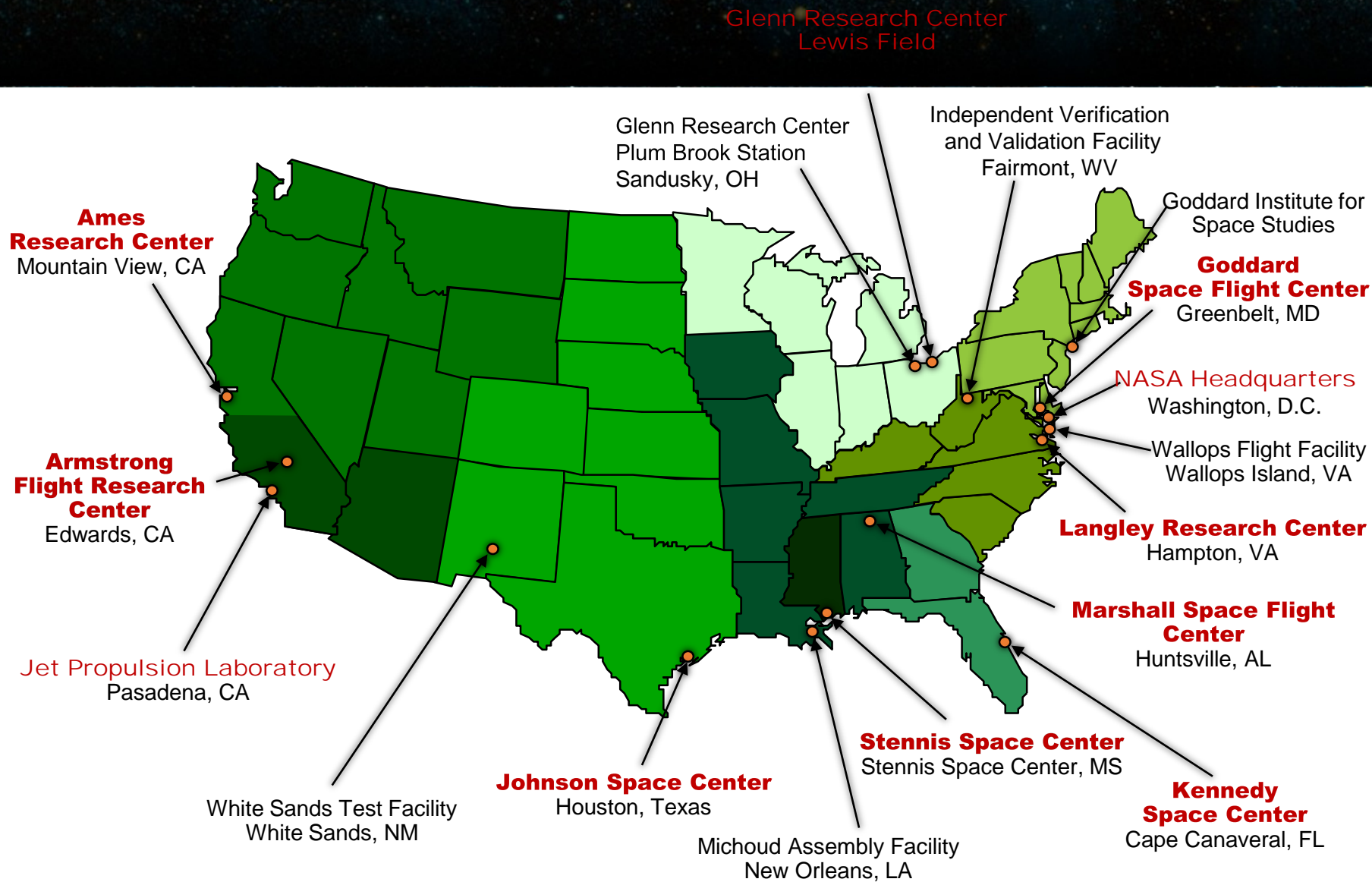
- ❖ All Mentor-Protégé Agreements require a desirable ratio of developmental assistance
- ❖ Under a HBCU/MSI Agreement, the developmental assistance requirement split is:
 - ❖ **70% Business Development**
 - ❖ **30% Technical Assistance**
- ❖ **Goal:**
 - ✓ Help these institutions find another source of revenue especially contracts
 - ✓ Expose Prime to innovative technology at HBCUs/MSIs, for possible technology infusion into NASA missions
 - ✓ Provide students with practical job skills

NASA Mentor-Protégé Program

HBCU/MSI Agreements

- ❖ **Business Development (70%), including but not limited to:**
 - ❖ Organizational planning management: Strategic and Business Planning, legal/risk management, proposal development
 - ❖ Business development/marketing/sales: Market Research, Product Forecasting, web-based marketing, e-commerce
 - ❖ Human Resource Management
 - ❖ Contract management
 - ❖ Facilities and plant management: security, health and safety, OSHA standards
 - ❖ Any other assistance designed to develop the business/infrastructure capabilities of the Protégé
- ❖ **Technical Development (30%), including but not limited to:**
 - ❖ Quality Management programs: ISO 9000 Certification, SEI/CMM certification
 - ❖ Technology Transfer
 - ❖ Obtaining Security Clearance for Institutional facilities
 - ❖ Lean Six Sigma
 - ❖ Fiber optics systems design
 - ❖ Network systems: design and engineering, implementation
 - ❖ Information system design
 - ❖ Tooling design and fabrication

NASA Centers and Installations



NASA Mentor-Protégé Program

Whats New?

- ❖ Updated NASA Policy Directive 5000.2D Small Business Subcontracting Goals
 - ❖ Clear guidance
- ❖ Revamping the NASA Vendor Database
 - ❖ HBCUs/MSIs will have the ability to upload capability statements
 - ❖ Improve Market Research
- ❖ Incorporate the One Percent HBCU/MSI Goal into the NASA FAR Supplement
 - ❖ Case number 2016-N034

FY17 HBCU/MSI Technology Infusion Road Tour Dates

❖ Excellent feedback from Universities, ROI

FY17 Dates	Institution Designation	Host University
January 10-12, 2017	Minority Serving Institution	University of Nevada, Las Vegas
April 4-6, 2017	Historically Black College and University	Tennessee State University
August 22-24, 2017	Historically Black College and University	Jackson State University

