



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



NASA's HBCU/MSI Technology Infusion Road  
Tour at Tennessee State University

**Welcome!**





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**Small Business Programs** (OSBP)  
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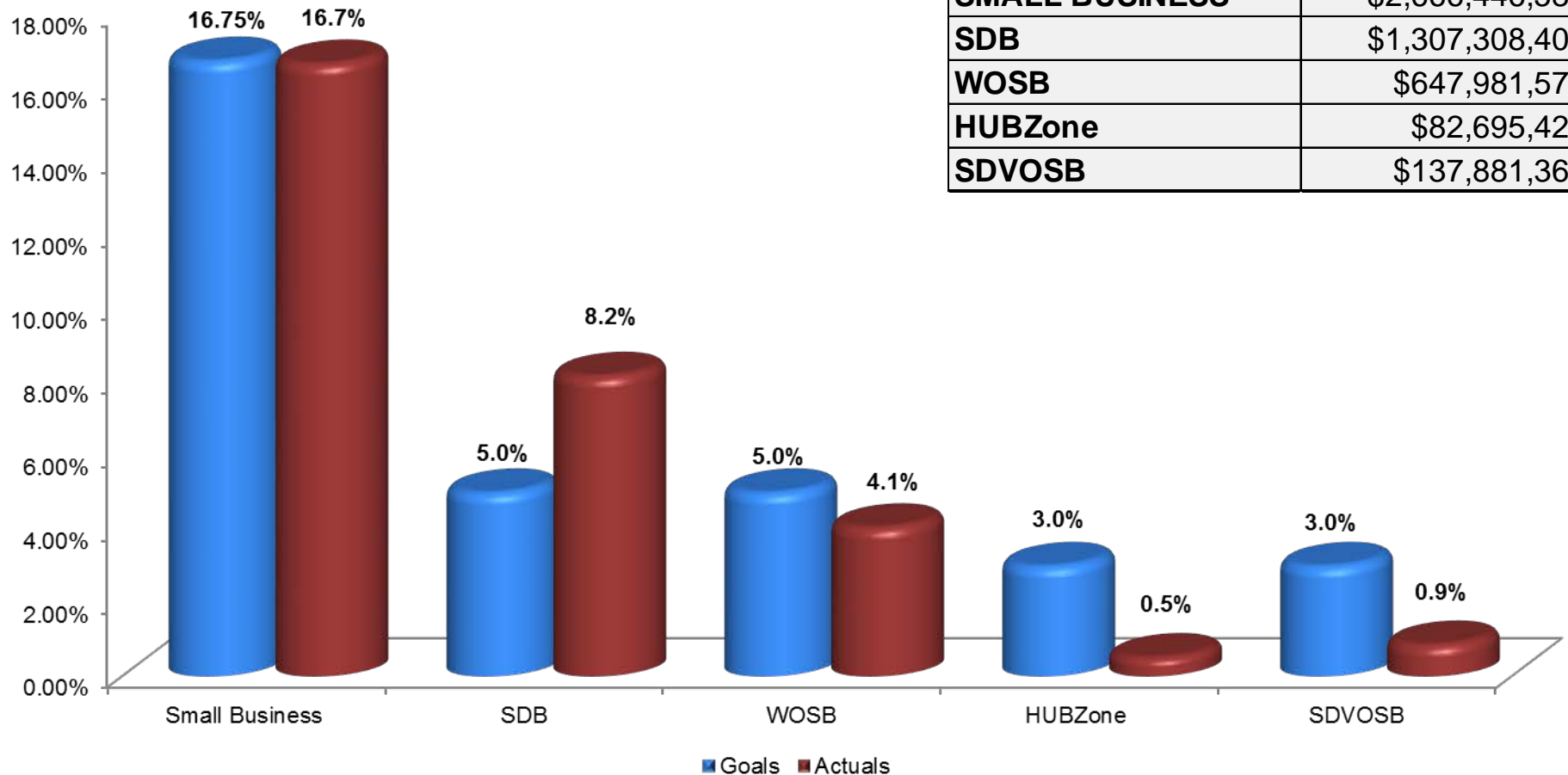


# NASA's HBCU/MSI Technology Infusion Road Tour at Tennessee State University

**Tabisa T. Kalisa**  
**Tuesday, April 5, 2017**

# NASA Agency September FY16 Prime Goals vs. Actual Percentages

Data generated February 21, 2017 from FPDS-NG

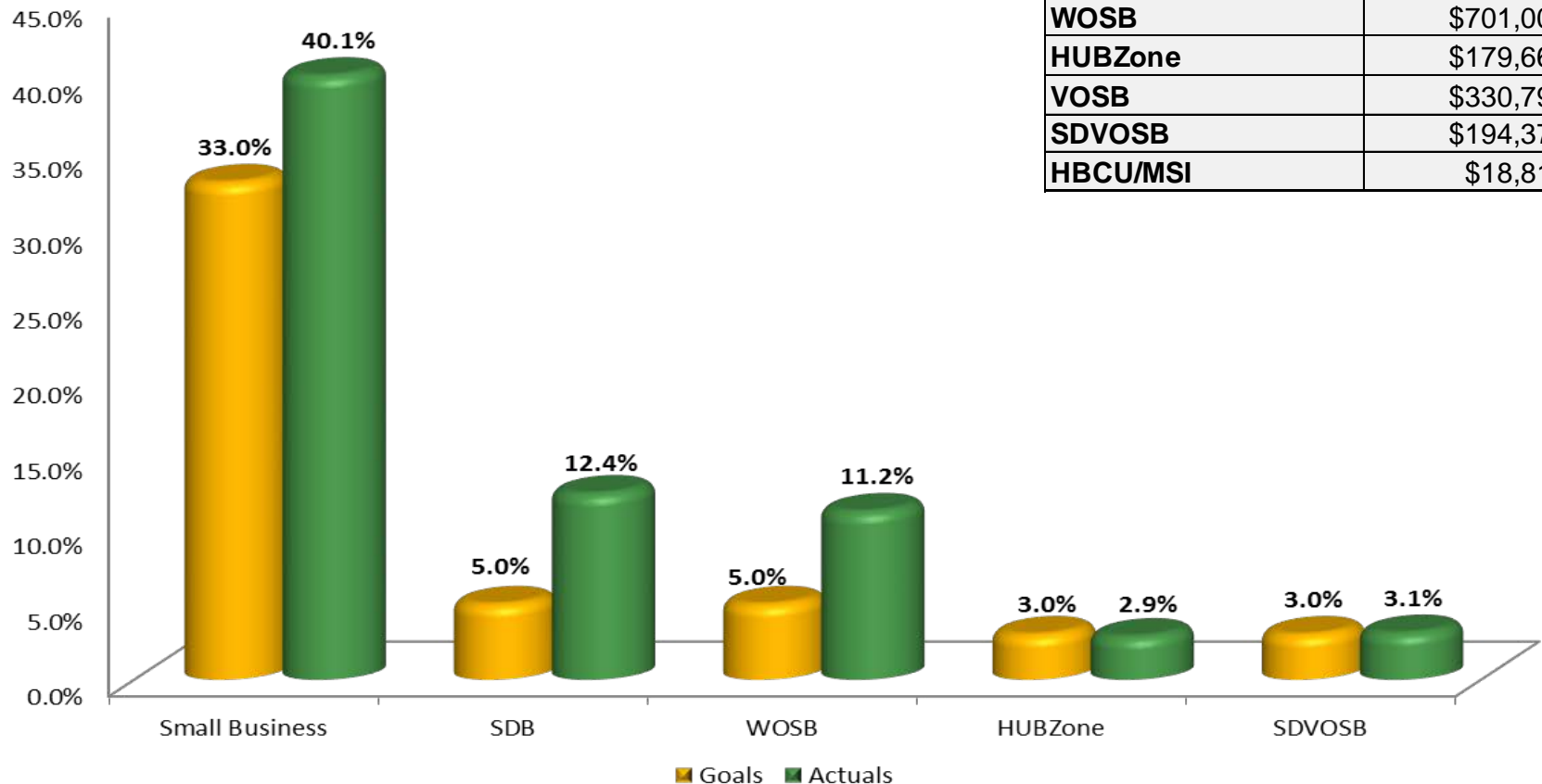


CATEGORY	DOLLARS
TOTAL DOLLARS	\$15,993,717,656
SMALL BUSINESS	\$2,666,446,582
SDB	\$1,307,308,409
WOSB	\$647,981,573
HUBZone	\$82,695,426
SDVOSB	\$137,881,363



# NASA Agency September FY16 Subcontracting Goals vs. Actual Percentages

Data generated February 13, 2017 from FPDS-NG

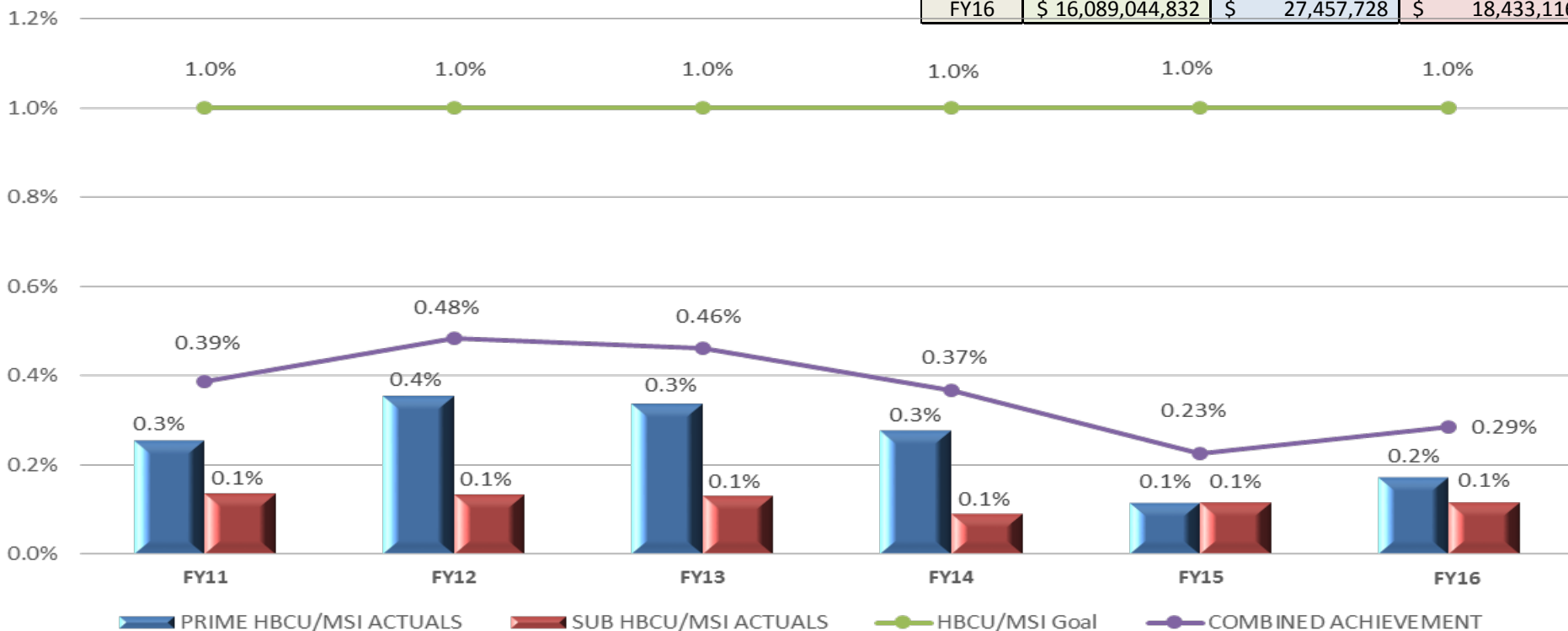


CATEGORY	DOLLARS
TOTAL DOLLARS	\$6,279,426,133
SMALL BUSINESS	\$2,516,925,818
SDB	\$775,805,160
WOSB	\$701,006,658
HUBZone	\$179,660,329
VOSB	\$330,791,115
SDVOSB	\$194,371,349
HBCU/MSI	\$18,811,762

# NASA Office of Small Business Programs FY11-FY16 HBCU/MSI Goals vs Actuals Metrics



FISCAL YEAR	AGENCY TOTAL DOLLARS	PRIME HBCU/MSI DOLLARS OBLIGATED	SUB HBCU/MSI DOLLARS OBLIGATED
FY11	\$ 14,004,001,101	\$ 35,200,000	\$ 18,800,000
FY12	\$ 13,416,337,393	\$ 47,200,000	\$ 17,500,000
FY13	\$ 12,732,212,886	\$ 42,500,000	\$ 16,300,000
FY14	\$ 13,597,154,582	\$ 37,500,000	\$ 12,200,000
FY15	\$ 14,417,976,809	\$ 16,286,431	\$ 16,315,209
FY16	\$ 16,089,044,832	\$ 27,457,728	\$ 18,433,116



# 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
  - In FY2017, **19** Universities/Institutions attended the Partnerships Meeting



# NASA Office of Small Business Programs

## HBCU/MSI Initiatives

### About the 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



# NASA Office of Small Business Programs

## HBCU/MSI Road Tour Results



### ❖ Since the start of the HBCU/MSI Technology Infusion Road Tour Initiative in FY16:

- NASA has visited 4 Universities
  - **March 22-24, 2016:** North Carolina Central University
  - **April 19-21, 2016:** University of Texas El Paso
  - **September 27-29, 2016:** Florida A&M University
  - **January 10-12, 2017:** University of Nevada Las Vegas
- Over 400 attendees, including NASA Prime Contractors, Federal Government Agencies, faculty, staff, students and small businesses

# North Carolina Central University Road Tour



- ❖ **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 Operations Group)
    - Parsons Government
    - SAIC
    - SGT
    - The Boeing Company



# North Carolina Central University Road Tour

## ❖ 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

## ❖ 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
  - Jacobs
  - SGT
  - The Boeing Company
  - TRAX International
- Small Businesses/NASA Protégés:
  - Applied Nanotech
  - GeoControl Systems
  - HX5
  - Vista Photonics



# The University of Texas at El Paso Road Tour

## ❖ 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



# Florida Agricultural and Mechanical University (FAMU) Road Tour



## ❖ 157 attendees at FAMU including:

- FAMU faculty/staff and students;
- Prime Contractors/NASA Mentors:

- Aerojet Rocketdyne
- Jacobs Technology
- Lockheed Martin
- OrbitalATK
- SAIC
- SGT
- Raytheon Company
- The Boeing Company
- Teledyne Brown Engineering
- Vencore Solutions & Services

## ➤ Small Businesses/NASA Protégés:

- Abacus Technology
- Gordon Nelson and Associates
- Leaping Catch, LLC
- MRI Technologies
- Millennium Engineering and Integration Company





# Florida Agricultural and Mechanical University (FAMU) Road Tour



## ❖ Government Agencies

- Small Business Administration
- U.S. Army Department of Navy
- U.S. Army Materiel Command
- U.S. Army Contracting Command

## ❖ HBCUs/MSIs:

- Albany State University
- Alcorn State University
- Fisk University
- Grambling State University
- Howard University
- Jackson State University
- Prairie View A&M University
- University of Maryland Eastern Shore
- Virginia State University



# University of Nevada Las Vegas



- ❖ The 1<sup>st</sup> Road Tour in FY2017 was hosted by University of Nevada Las Vegas (UNLV)
- ❖ 104 attendees at UNLV including:
  - UNLV faculty/staff and students;
  - Prime Contractors/NASA Mentors:
    - Lockheed Martin
    - OrbitalATK
    - Parsons Government
    - SAIC
    - SGT, Inc.
    - Sierra Nevada Corporation
    - Teledyne Brown Engineering
    - The Boeing Company
    - TRAX International;
  - Small Business:
    - Arcata Associates



# University of Nevada Las Vegas



## ➤ Federal Partners:

- Small Business Administration
- National Institute of Health
- Nevada Procurement Technical Assistance Center
- U.S. Department of Navy

## ➤ HBCUs/MSIs:

- Bowie State University
- California State University at Los Angeles
- Fayetteville State University
- Nevada State College
- North Carolina A&T University
- Touro University
- Tuskegee University
- University of California at Riverside
- University of Hawaii
- Virginia Commonwealth University





# Upcoming Road Tours



## ❖ August 22-24, 2017: Jackson State University

### ➤ Confirmed & Interested Participants:

- Small Business Specialists:
  - MSFC
  - NSSC
- Prime Contractors:
  - Hewlett Packard
  - Teledyne Brown Engineering
- HBCUs/MSIs:
  - Pending



## ❖ FY2018

### ➤ University of Hawaii at Manoa

- Tentatively Scheduled June 2018



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MĀNOA

# The Office of Small Business Programs

## Mentor-Protégé Agreements with HBCU/MSIs

- ❖ Teledyne Brown Engineering and
  - Alabama State University
  - University of Nevada – Las Vegas
- ❖ ATK Aerospace and Florida A&M University
- ❖ Pratt & Whitney Rocketdyne and Alabama A&M University
- ❖ Jacobs Technology and Tuskegee University
- ❖ Science Applications International Corporation (SAIC) and Oakwood University

# NASA Office of Small Business Programs

## HBCU/MSI Program... What's New?



- ❖ Increase external stakeholder engagement
- ❖ Best Practices from NASA Prime Contractors in doing business with HBCUs/MSIs
- ❖ Revamped the NASA Vendor Database (NVDB)
  - HBCUs/MSIs have the ability to upload capability statements
  - Ability to opt into new Subcontracting Module
  - The ability to improve market research
- ❖ Incorporate the One Percent HBCU/MSI Goal into the NASA FAR Supplement
  - Case number 2016-N034



# NASA Small Business Awards

- ❖ FY2016 Agency-level Small business Industry Awards recently announced on Tuesday, February 28<sup>th</sup>
- ❖ And the winners are...

Category	Winner	Nominating Center
Small Business Prime Contractor of the Year	<b>Cepeda Systems &amp; Software Analysis, Inc.</b>	Marshall Space Flight Center
Small Business Subcontractor of the Year	<b>Atec, Inc.</b>	Johnson Space Center
Large Business Prime Contractor of the Year	<b>Jacobs Technology, Inc.</b>	Kennedy Space Center
Mentor-Protégé Agreement of the Year	<b>Teledyne Brown Engineering (Mentor) &amp; The University of Nevada Las Vegas (Protégé)</b>	Marshall Space Flight Center

# Questions?

## NASA Office of Small Business Programs

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