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

Tabisa T. Kalisa
Tuesday, April 5, 2017
<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$15,993,717,656</td>
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<tr>
<td>SMALL BUSINESS</td>
<td>$2,666,446,582</td>
</tr>
<tr>
<td>SDB</td>
<td>$1,307,308,409</td>
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<tr>
<td>WOSB</td>
<td>$647,981,573</td>
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<tr>
<td>HUBZone</td>
<td>$82,695,426</td>
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<tr>
<td>SDVOSB</td>
<td>$137,881,363</td>
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NASA Agency September FY16
Subcontracting Goals vs. Actual Percentages
Data generated February 13, 2017 from FPDS-NG

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
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<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$6,279,426,133</td>
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<td>SMALL BUSINESS</td>
<td>$2,516,925,818</td>
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<td>SDB</td>
<td>$775,805,160</td>
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<td>WOSB</td>
<td>$701,006,658</td>
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<td>HUBZone</td>
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<td>VOSB</td>
<td>$330,791,115</td>
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<tr>
<td>SDVOSB</td>
<td>$194,371,349</td>
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<tr>
<td>HBCU/MSI</td>
<td>$18,811,762</td>
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<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>GOALS</th>
<th>ACTUALS</th>
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<tbody>
<tr>
<td>Small Business</td>
<td>33.0%</td>
<td>40.1%</td>
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<tr>
<td>SDB</td>
<td>5.0%</td>
<td>12.4%</td>
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<tr>
<td>WOSB</td>
<td>5.0%</td>
<td>11.2%</td>
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<tr>
<td>HUBZone</td>
<td>3.0%</td>
<td>2.9%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>3.0%</td>
<td>3.1%</td>
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</table>
### NASA Office of Small Business Programs

#### FY11-FY16 HBCU/MSI Goals vs Actuals Metrics

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Agency Total Dollars</th>
<th>Prime HBCU/MSI Dollars Obligated</th>
<th>Sub HBCU/MSI Dollars Obligated</th>
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<tbody>
<tr>
<td>FY11</td>
<td>$14,004,001,101</td>
<td>$35,200,000</td>
<td>$18,800,000</td>
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<tr>
<td>FY12</td>
<td>$13,416,337,393</td>
<td>$47,200,000</td>
<td>$17,500,000</td>
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<tr>
<td>FY13</td>
<td>$12,732,212,886</td>
<td>$42,500,000</td>
<td>$16,300,000</td>
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<tr>
<td>FY14</td>
<td>$13,597,154,582</td>
<td>$37,500,000</td>
<td>$12,200,000</td>
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<tr>
<td>FY15</td>
<td>$14,417,976,809</td>
<td>$16,286,431</td>
<td>$16,315,209</td>
</tr>
<tr>
<td>FY16</td>
<td>$16,089,044,832</td>
<td>$27,457,728</td>
<td>$18,433,116</td>
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</table>

![Graph showing the comparison between actual obligations and goals for HBCU/MSI across fiscal years FY11 to FY16. The graph illustrates the percentage of goals achieved for both prime and sub obligations, with FY16 showing a slight deviation from the goal.]

- 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.
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
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
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
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
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
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
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
The 1st 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
  - Orbital ATK
  - Parsons Government
  - SAIC
  - SGT, Inc.
  - Sierra Nevada Corporation
  - Teledyne Brown Engineering
  - The Boeing Company
  - TRAX International;
- Small Business:
  - Arcata Associates
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
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
FY2016 Agency-level Small business Industry Awards recently announced on Tuesday, February 28th

And the winners are…

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

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Washington, DC 20546

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Mentor-Protégé Program Manager

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

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Email: SmallBusiness@nasa.gov
NASA Vendor Database: https://vendors.nvdb.nasa.gov