How to Find Large Prime Contractors and Mentor

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SGT PRIMARY PROGRAMS

Core Competencies:

Performing work:  *(Highly recognized for Engineering Services)*

- Engineering: Spacecraft, Systems and Instruments, Software engineering, systems engineering and integration
- Scientific Analysis: Orbital and Global Climate Change Analysis
- Mission Operations: Human spacecraft and weather Operations
- Information technology: Cyber Security, Enterprise Computing

Supports (7) NASA centers:

Ames, Glenn, Goddard, JSC, Kennedy, Langley, and Stennis

Additional Federal Clients: Dept. of Transportation/FAA, Dept. of Interior, Department of Defense, GSA, and National Oceanic and Atmospheric Admin (NOAA)
### SGT Requirements

#### SGT PURCHASES:
- Space Flight Hardware and Software
- Mechanical Hardware
- IT Software Maintenance and Hardware
- Engineering Services
- Information Technology Services

#### HBCU/MI Expertise for teaming opportunities:
- Masters to PhD level staff support
- Computer Scientist
- System Engineers
- Software Developers
Initial Preparation:

- Establish your strategy and direction. (i.e., Identify core technology strengths, types of opportunities seeking)
- Prepared Capability Statement
- Research and identify Primes – expertise is aligned with large business (LB) Prime’s contract requirements
- Contact LB Prime SB Office for an introduction to Business Development team
- Increase visibility with LB Primes by:
  - Participating in conferences within your specific core areas of expertise to showcase your capabilities. (i.e. R&D, Technology focus events)
  - Ensure Capability Statement and contact information is accessible for LB Primes to contact you. (i.e. website)
Initiating a Mentor Protégé Relationship

Criteria for consideration as Subcontractor/Protégé:

- Prepare a need assessment to determine the strategy and expectation of the MP Agreement
  - Development plan and milestones
  - Responsible Leads
  - Long term goals
- Commitment from Mentor and Protégé
- Relevant technology work and successful past performance that supports the mission of the client
- Niche capabilities specific to the Prime’s programs
- Work history with the LB Prime demonstrating pass performance
- Ability to properly manage staff for remote assignment (client site) stay active and engaged
Final Thoughts:

- **Target LB Primes that share similar technology expertise and commitment to the mission critical needs of our customers**
- **Contact LB Prime Small Business Program Office**
- **Identify opportunities early on before teams are formed**
- ** Remain active in participating in conferences, to introduce and capabilities**
- **Become a valuable teaming by partner participating in the recruiting process, play an active role, and stay in engaged**
- **Use FedBiz opps @ [https://www.fbo.gov/](https://www.fbo.gov/) as a resource for contact information and for locating future opportunities**
- **Check agency website for list of large Prime Contractors**
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Thank you!!