HBCU/MI Contracting at Space Systems Company

NASA HBCU/MSI Technology Infusion Road Tour

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Lockheed Martin’s Commitment to Small Business

• In GFY2016, awarded $4.2 billion total U.S. dollars to 10,000 small businesses

• Lockheed Martin actively seeks diverse suppliers
  • Bring agility & new perspectives
  • Provide innovative solutions to complex challenges
Challenges Working with HBCU/MSI

Academia Mindset

• Different Business Infrastructure
• Research, Research, Research
• Lack of Understanding about Aerospace Industry and Government Contracting
• Not Able or Prepared to “Sell” School Capabilities

Proposal Hurdles

• Schools Overwhelmed By The Flow Downs & Exhibits
• Terms & Conditions
• FFP Contracts vs. Cost Contracts / Time & Materials
• Rate Structure – Offering Fully Burdened Rates
• Clearly Identifying Capabilities and Resources
Challenges Working with HBCU/MSI

Contract Hurdles

• Government Contracting Process Is Long
  – Hard to Stay In Sync With Academic Calendar/Cycle
  – Large Investment of Time for Set Up of Contract
  – Opportunity Gone By The Time Proposed Work Is On Contract

• Offering Anything But Level of Effort Work Is Hard
  – Schools Aren’t Set Up to Buy Materials
  – Schools Aren’t Set Up Issue Subcontracts
  – Time Required to vet Gov’t Approval Processes (Property, etc.)
  – Schools Aren’t Set Up to Manage the Project and Invoice Accordingly
HBCU/MI Master Agreements

• 5 year, $5M Master Agreements
  – Pre-negotiated Rates, Terms and Conditions
    • Fully Burdened Faculty, Students
    • Rates for Work at University or at Various LM Sites
  – Ability to Serve Multiple Programs, Customers, Contract Types
    • NASA, DoD, IRAD, Commercial
  – Work Issued by Task Order
    • Quick Turn-Around; Weeks, Not Months
  – Time & Materials Contracting
  – Invoiced Monthly, Paid Monthly
Our Four Partners:

- **Florida A&M University**
  - Mechanical Engineering & Test
  - Materials Technology & Processes
  - Composite Materials
  - High Performance Manufacturing Institute

- **University of Las Vegas Nevada**
  - Mechanical Engineering
  - Machining (5 axis, 3D, etc.)
  - Energy, Radiation and Solar Power Studies
  - Highly Advanced Robotics Lab
  - Materials Technology & Processes

- **North Carolina A&T**
  - Engineering
  - Nano-technology
  - Materials Technology & Processes
  - Composite Materials
  - Specialized Instrumentation

- **Clark Atlanta University**
  - Composite & Nanoscale Materials
  - Mechanical Engineering
  - Composites Processing
  - Thermal Analysis