



NASA Technology Infusion Road Tour Jackson State University



**STINGER
GHAFFARIAN
TECHNOLOGIES**

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The Primes Perspective:
*Overcoming Challenges in the Federal
Contracting Area*

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, Johnson , Kennedy, Langley, and Stennis

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

SGT Locations:

- **HQ-Greenbelt, MD**
- **Houston, TX**
- **Kennedy Space Center, FL**
- **Moffett Field, CA**
- **Wallops Island, VA**
- **Stennis Space Center, MS**
- **Cambridge, MA**
- **Colorado Springs, CO**
- **Sioux Falls, SD**

SGT PURCHASES:

- ☐ **Engineering**
- ☐ **Mechanical Hardware**
- ☐ **IT Software Maintenance and Hardware**
- ☐ **Information Technology Services**
- ☐ **Space Flight Hardware and Software**

Key Elements in Building Successful Partnerships in Federal Contracting

- **Identify HBCU/MI primary point of contact (POC) with the appropriate authority to discuss potential subcontracting opportunities. What is the process; how do we do business with your University?** (Provide a Back up POC if possible)

Solution: *Prepared Capability Statement that provides an overview of relevant technology expertise, and past performance. Include procedures in place to perform Federal subcontracting work. (POC should be in all communication).*

- **Responsiveness to Requests for Proposals (RFP) – Government has strict guidelines and timelines requirements that must be met for each opportunity.**

Solution: *Prime Contractor and HBCU/MSI to discuss the contract expectations, such as, review of the scope of work (SOW), contract commitments, and delivery. Know the client's the expectations, and ensure processes are in place to meet the deliverables.*

- **Business Development/Teammates – Be familiar with the RFP process, pre planning takes place early during the RFP process. (i.e. Teaming arrangements are developed)**

Solution: *Begin discussion prior to RFP release. Stay engaged. Be responsive to the Prime during the development of the proposals, as information/data maybe required. Be prepared for potential long proposal cycle. Be proactive in identifying potential subcontracting opportunities. As a subcontractor engage with the program team, inquire about subcontracting opportunities.*

- **Understand Federal contract types and required terms and conditions, specifically Federal Acquisition Regulation (FAR) and NASA FAR supplements.**

Solution: *Prime is required to flow down specific FAR clauses to subcontractors, which some may apply to HBCU/MSI. Meet with Prime to discuss and become familiar with the flow down clauses.*

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)

- Ensure Capability Briefing highlights HBCU/MSI expertise and process of how to do business with your University.
- Be responsive to the timelines and schedules to meet the delivery requirements on Federal contracts.
- Understand and become familiar with Federal contracting and terms and conditions.
- Stay engaged with the Prime Contractor throughout the RFP process (Anticipate long cycle time from RFP to award), and post award for securing subcontracting opportunities.
- As subcontractor, be familiar with the Program team, be active in identifying subcontract requirements and where you add value.



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Thank you!!