



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



NASA Office of Small Business Programs Overview & Welcome

Presenter: Tabisa Taliwaku Kalisa

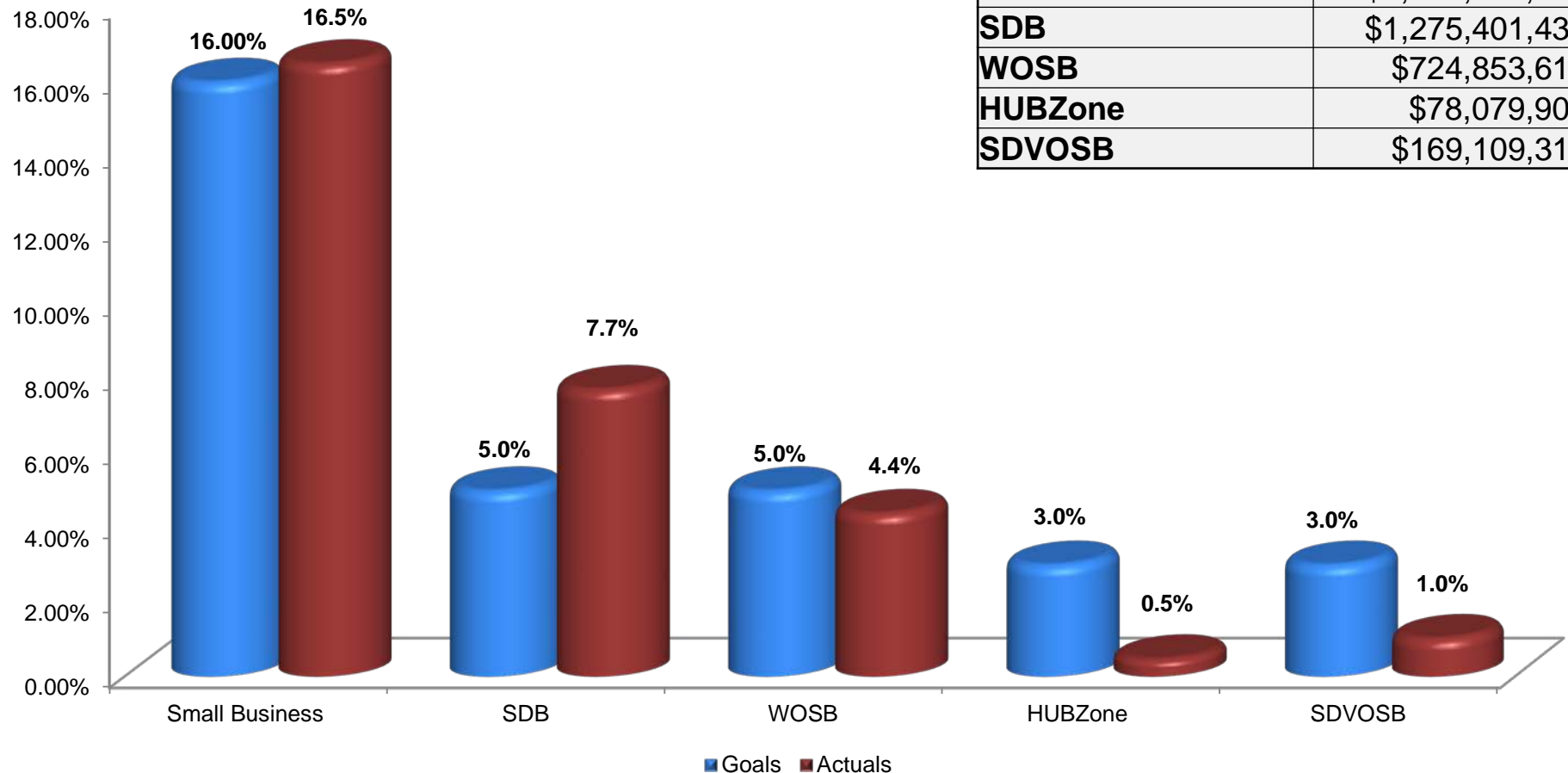
Wednesday, February 28, 2018

NASA's Office of Small Business Programs: Vision and Mission

- **Vision Statement:** Promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research
- **Mission Statement:**
 - To advise the Administrator on all matters related to small business,
 - To promote the development and management of NASA programs that assist all categories of small business,
 - To develop small businesses in high tech areas that include technology transfer and commercialization of technology, and
 - To provide small businesses maximum practicable opportunities to participate in NASA prime contracts and subcontracts.

NASA Agency FY2017 Prime Goals vs. Actual Percentages

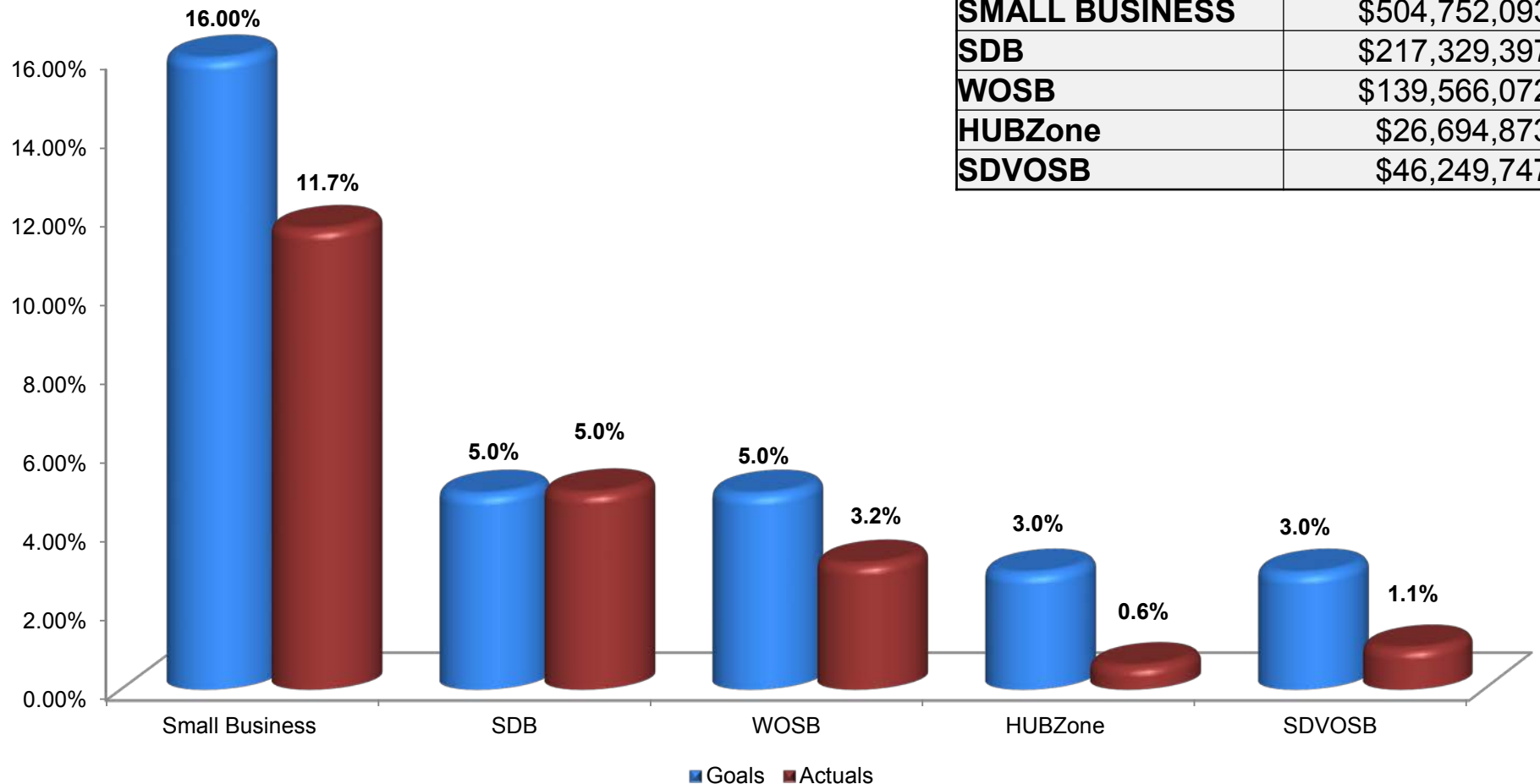
Data generated February 20, 2018 from FPDS-NG



CATEGORY	DOLLARS
TOTAL DOLLARS	\$16,489,553,702
SMALL BUSINESS	\$2,720,775,694
SDB	\$1,275,401,438
WOSB	\$724,853,613
HUBZone	\$78,079,903
SDVOSB	\$169,109,318

NASA Agency January FY2018 Prime Goals vs. Actual Percentages

Data generated February 7, 2018 from FPDS-NG

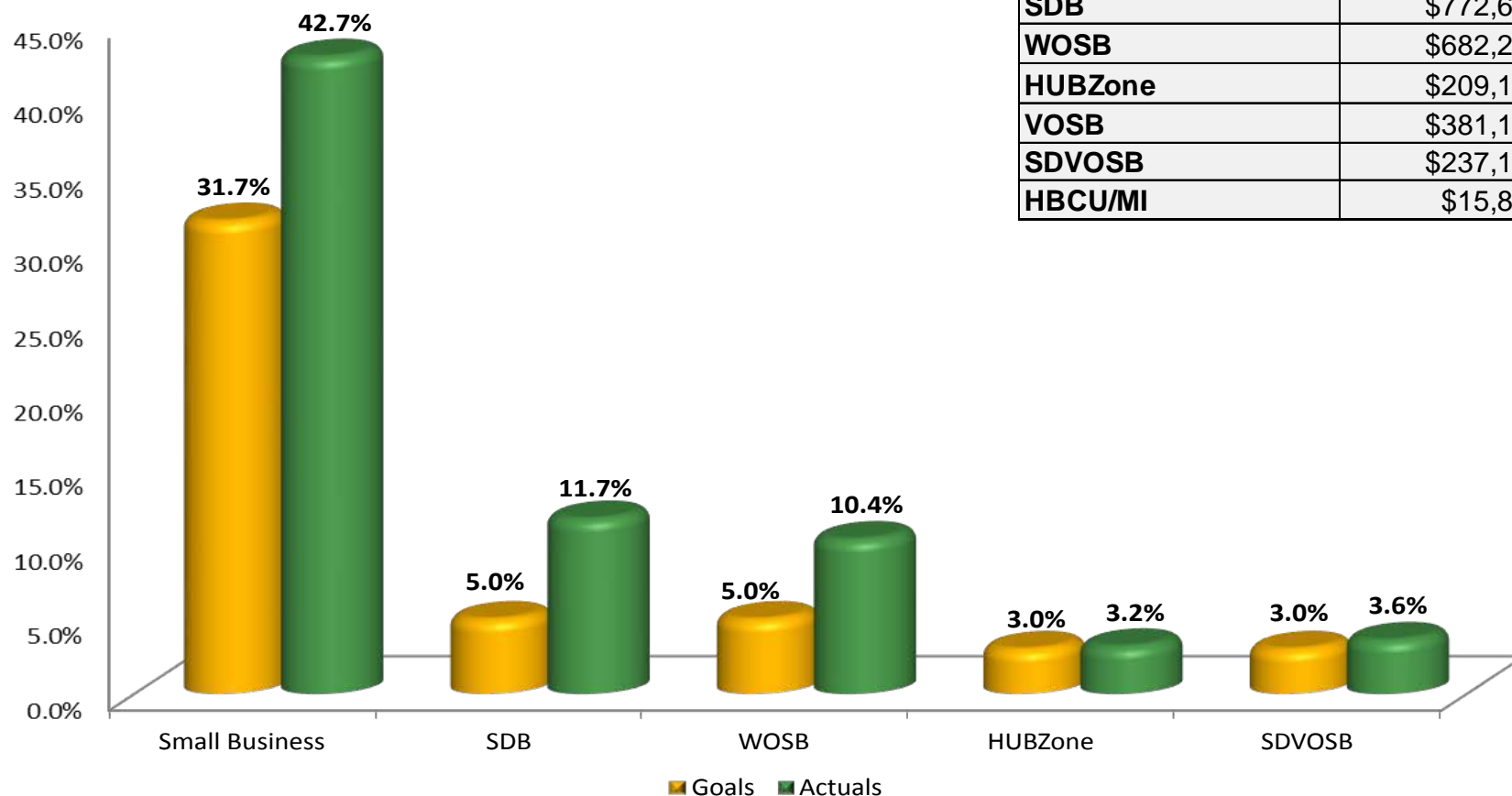


CATEGORY	DOLLARS
TOTAL DOLLARS	\$4,318,696,871
SMALL BUSINESS	\$504,752,093
SDB	\$217,329,397
WOSB	\$139,566,072
HUBZone	\$26,694,873
SDVOSB	\$46,249,747

NASA Agency FY2017

Subcontracting Goals vs. Actual Percentages

Data pulled February 12, 2018 from eSRS

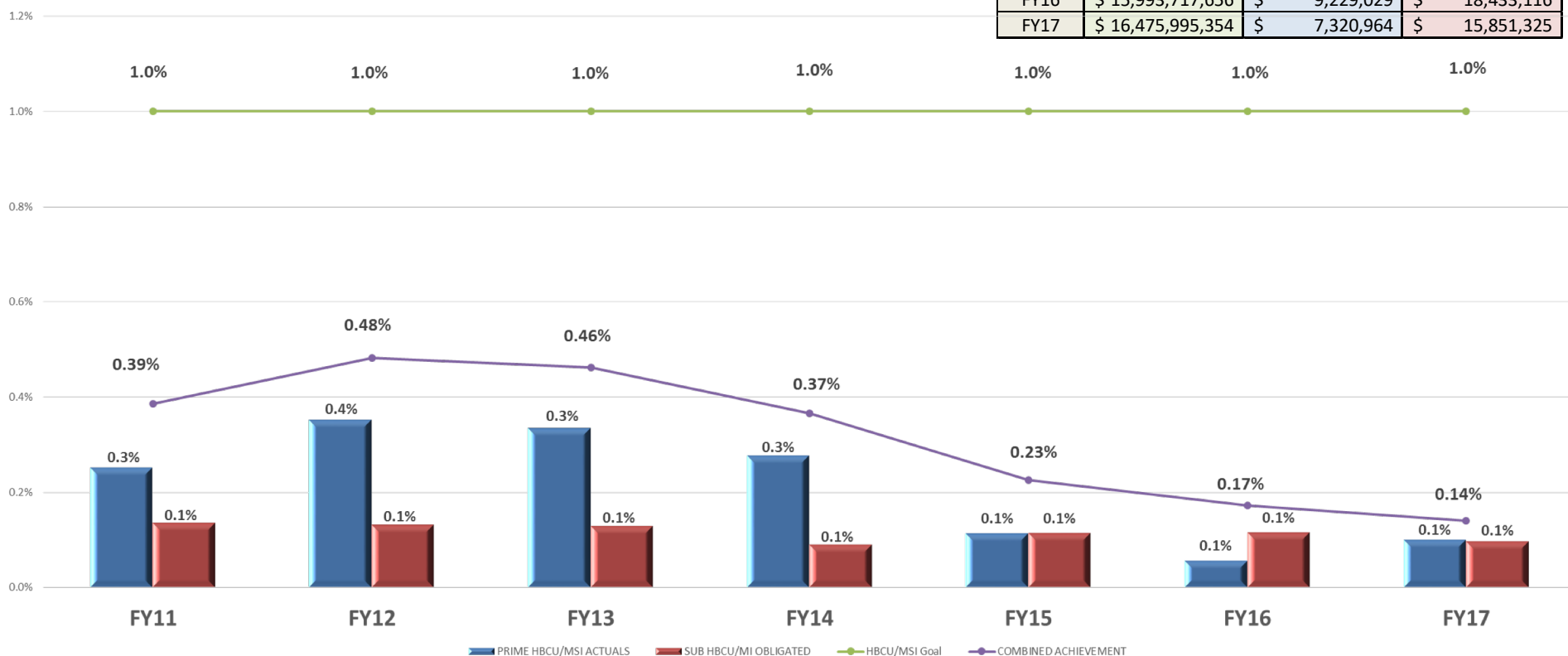


CATEGORY	DOLLARS
TOTAL DOLLARS	\$6,583,787,113
SMALL BUSINESS	\$2,810,378,010
SDB	\$772,664,124
WOSB	\$682,241,050
HUBZone	\$209,113,078
VOSB	\$381,133,666
SDVOSB	\$237,143,365
HBCU/MI	\$15,851,325

NASA Office of Small Business Programs FY11-FY17 HBCU/MI Goals vs Actuals Metrics



FISCAL YEAR	AGENCY TOTAL DOLLARS	PRIME HBCU/MI DOLLARS OBLIGATED	SUB HBCU/MI DOLLARS OBLIGATED
FY11	\$ 14,004,001,101	\$ 35,166,914	\$ 18,800,000
FY12	\$ 13,416,337,393	\$ 42,218,772	\$ 17,500,000
FY13	\$ 12,732,212,886	\$ 42,444,292	\$ 16,300,000
FY14	\$ 13,597,154,582	\$ 37,734,561	\$ 12,200,000
FY15	\$ 14,417,976,809	\$ 16,538,204	\$ 16,315,209
FY16	\$ 15,993,717,656	\$ 9,229,029	\$ 18,433,116
FY17	\$ 16,475,995,354	\$ 7,320,964	\$ 15,851,325



FY2016 Annual Procurement Report

- Top 100 Educational and Nonprofit Institutions
 - HBCUs/MIs included in Top 100:
 - #16 – University of Hawaii (MI)
 - #17 – University of Alaska (MI)
 - #25 – San Jose State University Research Foundation (MI)
 - #26 – University of Washington (MI)
 - #54 – Hampton University (HBCU)
 - #87 – New Mexico State University (MI)
- Visit NASA's Office of Procurement website or click [here](#)

NASA Office of Small Business Programs

HBCU/MI Program

- **Presidential Executive Order 13779, dated March 1, 2017, Promotes Excellence and Innovation at Historically Black Colleges and Universities (HBCUs)**
 - Agencies shall develop a Plan which:
 - (A) establish how the agency intends to increase the capacity of HBCUs to compete effectively for grants, contracts, or cooperative agreements;
 - (B) identify Federal programs and initiatives where HBCUs are not well represented, and improve HBCUs' participation in those programs and initiatives; and
 - (C) encourage public-sector, private-sector, and community involvement in improving the overall capacity of HBCUs.

NASA's HBCU/MI Accomplishments

- **HBCU/MI Initiative Accomplishments include:**
 - 3 HBCU/MI Partnerships Meetings
 - 6 HBCU/MI Technology Infusion Road Tours
 - Over 600 attendees
 - Increased external stakeholder engagement from other Federal Agencies: Participation and input into new GSA HBCU/MI Schedule
 - Incorporated the One Percent HBCU/MI Goal into the NASA FAR Supplement
 - Revamped the NASA Vendor Database (NVDB) to include the Subcontracting Module for HBCU/MI

HBCUs/MIs in NVDB

Business Type	Total
8(a) Program	90
Alaskan Native-Owned Small Business	82
HBCU-MI	4
HUBZone	105
Large Business	13
Service Disabled Veteran-Owned Small Business	582
Small Business	3133
Small Disadvantaged Business	1857
Veteran-Owned Small Business	865
Woman-Owned Small Business	1368
WOSB - Economically Disadvantaged	589



Alabama A&M University Research, Innovation, Science and Engineering Foundation



NASA's HBCU/MI Road Tour Successes

- Participating/Hosting Universities have established beneficial & fruitful relationships, resulting in contracting opportunities and awards of IDIQ and tasks orders, with NASA's Prime Contractors at the various Road Tour events, including:
 - Lockheed Martin & Florida A&M University
 - Lockheed Martin & University of Nevada Las Vegas
 - Aerojet Rocketdyne & University of Texas El Paso
 - Parsons Government & Bowie State University
 - Parsons Government & Tennessee State University
 - KBRWyle & Meharry Medical College
 - Teledyne Brown Engineering & University of Nevada Las Vegas
 - Accenture & Prairie View A&M University

NASA's HBCU/MI Road Tour Successes

- A record number of HBCU/MI responses received and awards made to the HBCU/MIs under the 2017 Small Business Innovation Research/Small Business Technology Transfer solicitation dated November 17, 2016
- 2017 HBCUs/MIs SBIR Phase I awards recipients:
 - Alabama A&M University
 - University of Hawaii
 - University of Maryland Eastern Shore
 - University of Nevada Las Vegas
 - University of Puerto Rico
 - University of Texas El Paso
- 100% of 2017 HBCU/MI SBIR Phase I awardees hosted or attended a NASA HBCU/MI Road Tour

HBCU/MI Upcoming Outreach Event

- **March 27-28, 2018:** HBCU/MI Technology Infusion Road Tour at Clark Atlanta University (Historically Black College & University)
- **July/August 2018:** HBCU/MI Technology Infusion Road Tour at University of HI-Manoa (Minority Institution)
- **August 1-2, 2018:** JPL HBCU/MI Outreach Initiative
- **September 19, 2018:** 4th Annual HBCU/MI Partnerships Meeting in Huntsville, AL (Huntsville Museum of Art)
- **October/November 2018:** KSC HBCU/MI Technology Summit
- **New Event:** Mentor-Protégé Program Conference
- **“HBCU/MI Spotlight”** in OSBP Newsletters

Ways to Incorporate HBCUs/MIs into NASA's Vision

- Opportunities for Large and Small Businesses and **HBCUs/MIs**
- Many ways to incorporate HBCUs/MIs into NASA's vision, including, but not limited to:
 - Networking at Outreach Events
 - Researching Procurement Opportunities
 - Establishing Mentor/Protégé relationships

NASA and SBA

Mentor-Protégé Program (MPP) Comparison

	NASA's MPP	SBA: ALL SMALL MPP	SBA: 8(a) MPP
APPLICATION	<ul style="list-style-type: none"> Centers own the Mentor-Protégé Agreements Available at www.osbp.nasa.gov Submit Mentor-Protégé application to Center Small Business Specialists 	<ul style="list-style-type: none"> Centralized through Certify.SBA.gov 	<ul style="list-style-type: none"> Decentralized Application to District Office BOS Package of documents to submit Multiple levels of review
SIZE	Self-Certify @ www.sam.gov or SBA Certification (i.e. HUBZone and 8(a))	Self-Certify @ www.sam.gov	8(a) eligibility requirements
AREAS OF ASSISTANCE	Mgmt & Technical, Financial, Business Proposal, IT Certifications, Security Clearances, etc	Mgmt & Technical, Financial, Contracting, International Trade Education, Business Development, General and/ or Administrative Assistance	Mgmt & Technical, Financial, Contracting, International Trade Education, Business Development, General and/ or Administrative Assistance
DOCUMENTATION REQUIRED	Mentor-Protégé Agreement application, Protégé Application, Mentor Application	Application, Business Plan, Tutorial Certificates, MPA	MPA, Business Plan and documents required by District Office
TERM	Up to 3 Years	3 years with 3 years renewal	3 years with 3 years renewal
PROTÉGÉ ELIGIBILITY	SDVOSB VOSB WOSB SDB/ 8(a) HUBZone HBCU/ MI SBIR/ STTR Phase I Ability One Program	Small Business WOSB SDVOSB HUBZone	8(a)
PROTÉGÉ LIMIT	2 Mentor-Protégé agreements over firm's lifetime	Protégé may have up to 2 SBAMP relationships over firm's life time. 8a may transfer existing MPA to	Protégé may have up to 2 SBAMP relationships over firm's life time
MENTOR	Mentor may have unlimited Protégés at any one time	Mentor may have up to three protégés at any one time in the aggregate in SBA's MP Programs	Mentor may have up to three protégés at any one time in the aggregate in SBA's MP Programs
JOINT VENTURE AGREEMENTS	N/ A	Not reviewed or approved by ASMP	District Office BOS approves 8(a) JVs only

Approved NASA Mentors

- | | | |
|---|---|---|
| 1) AECOM Federal Services, Inc. | 12) L3 Communications Vertex Aerospace, LLC | 24) Sierra Nevada Corporation |
| 2) Aerojet Rocketdyne | 13) Leidos Innovations Corporation | 25) Southwest Research Institute |
| 3) Assurance Technology Corporation (ATC) | 14) LJ&T Associates, Inc. | 26) Teledyne Brown Engineering, Inc. |
| 4) CH2M Hill | 15) Lockheed Martin | 27) The Boeing Company |
| 5) CSRA, LLC | 16) Millennium Engineering and Integration Company | 28) URS Federal Technical Services, Inc. |
| 6) Engility Corporation d/b/a TASC, Inc. | 17) Northrop Grumman | 29) Vencore Services & Solutions, Inc. |
| 7) Enterprise Services, LLC | 18) OrbitalATK Flight Systems Group | 30) Wyle Laboratories, Inc. d/b/a KBRWyle |
| 8) Hamilton Sundstrand Space System International, Inc. | 19) PAE Applied Technologies | |
| 9) Honeywell International, Inc. (Aerospace Division) | 20) Raytheon Company | |
| 10) Honeywell Technology Solutions, Inc. | 21) Science Applications International Corporation (SAIC) | |
| 11) Jacobs Technology, Inc. | 22) SGT, Inc. | |
| | 23) Sierra Lobo Corporation | |

Mentor-Protégé Program Status: Summary

- 7 Active NASA Agreements (\$836K)
 - Ames Research Center: 1
 - Goddard Space Flight Center: 1
 - Johnson Space Center: 1
 - Langley Research Center: 1
 - Marshall Space Flight Center: 2
 - NASA Shared Services Center: 1
- 2 Approved NASA MP Agreement (GSFC & JSC)
 - Pending contract modifications
- 8 Pending new Mentor-Protégé Agreements
 - Includes 2 pending extensions

Small Business Learning Series: Webinar

- ❖ OSBP will host at least two (2) :60 minute webinars a month featuring NASA personnel
 - A live web-based event that connects host to an audience



Small Business Learning Series: Webinar Schedule

Date	Topic	Guest
TBD	Small Business Update and Ask Him Anything	Glenn A. Delgado
March 6, 2018	Demystifying Joint Ventures	Robert Medina
March 14, 2018	Leveraging Your HBCU/MI Presence at the Agency Through the NVDB Utilizing Effective Capability Statements	Truphelia M. Parker
March 20, 2018	Relevance of Subcontracting	Richard L. Mann
April 18, 2018	Leveraging Your HBCU/MI Presence at the Agency Through the NVDB Utilizing Effective Capability Statement	Truphelia M. Parker
April 2018	Category Management 101: What Small Businesses Need to Know	Stacy Swann
April 2018	NASA Procurement Perspective: Small Business Differentiator or NASA Procurement Update	Monica Y. Manning
May 2018	Overview of SBIR/STTR or Success Stories of SBIRSTTR	Dr. Joseph Grant
June 2018	The NASA Science Mission Directorate: What Small Business & Minority Institutions Need to Know when Responding to Solicitations	Ellen Gertsen & Michael New
TBD	Utilizing Center Small Business Technical Advisors & Technical Coordinators	Charles T. Williams



Questions?

NASA Office of Small Business Programs

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NASA Vendor Database: <https://vendors.nvdb.nasa.gov>



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NVDB