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.

- **51 U.S.C. 30304 (Pub. L. 111-314)** provides NASA with separate authority to maintain its program for HBCU/MI.
NASA Agency FY2017
Subcontracting Goals vs. Actual Percentages
Data pulled February 12, 2018 from eSRS

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

**Bar Chart:**
- Small Business: 42.7%
- SDB: 5.0%
- WOSB: 10.4%
- HUBZone: 3.0%
- SDVOSB: 3.6%
- Actuals: 31.7%
NASA Office of Small Business Programs
FY11-FY17 HBCU/MI Goals vs Actuals Metrics

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

The chart shows the percentage of goals achieved for each fiscal year, with a comparison between the actual obligations and the goals set.

The data indicates a steady decrease in actual obligations compared to the goals set over the years from FY11 to FY17.
OSBP’s HBCU/MI Initiative

Accomplishments

- 3 HBCU/MI Partnerships Meetings
- 6 HBCU/MI Technology Infusion Road Tours including 1 Engagement Forum
  - Over 700 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
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
OSBP’s Engagement with HBCUs/MIs

- **FY18-FY19 Small Business Improvement Plan**
  - Targeting outreach to highlight and network with HBCUs/MIs at mandatory Regional Outreach events

- **Fall NASA Industry Forum**
  - Local and surrounding HBCUs/MIs will be invited to support and present at the NASA Industry Forum
OSBP’s Engagement with HBCUs/MIs

- **Webinars and Podcasts**
  - OSBP will host monthly webinars & podcasts targeting HBCUs/MIs on various topics with internal/external stakeholders as guest speakers.

- **“HBCU/MI Spotlight” in OSBP Newsletters**
  - Featuring HBCUs, MIs and Tribal Colleges.
## HBCUs/MIs in NVDB

<table>
<thead>
<tr>
<th>Business Type</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>8(a) Program</td>
<td>90</td>
</tr>
<tr>
<td>Alaskan Native-Owned Small Business</td>
<td>82</td>
</tr>
<tr>
<td>HBCU-MI</td>
<td>4</td>
</tr>
<tr>
<td>HUBZone</td>
<td>105</td>
</tr>
<tr>
<td>Large Business</td>
<td>13</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned Small Business</td>
<td>582</td>
</tr>
<tr>
<td>Small Business</td>
<td>3133</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>1857</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>865</td>
</tr>
<tr>
<td>Woman-Owned Small Business</td>
<td>1368</td>
</tr>
<tr>
<td>WOSB - Economically Disadvantaged</td>
<td>589</td>
</tr>
</tbody>
</table>
• NASA’s Mentor-Protégé Program has been authorized by the Small Business Administration to operate for 5 years
  • 1 of 3 Federal Agencies authorized to operate separate Mentor-Protégé Programs
    • Department of Energy
    • Department of Homeland Security
    • National Aeronautics and Space Administration
  • Waiver did not include the following Agencies:
    • Department of Defense and Federal Aviation Administration
  • 7 Agencies/Departments Mentor-Protégé Programs were consolidated with the SBA’s All Small Mentor-Portege Program
NASA’s Mentor-Protégé Program: Eligible Protégé Categories

- SDB/8(a)
- WOSBs
- HUBZone
- VOSB/SDVOSB
- Ability One
- HBCUs/MIs
- SBIR/STTR Phase II
NASA Mentor-Protégé Program
HBCU/MI Agreements

- **Business Development (70%)**, including but not limited to:
  - Organizational planning management: Strategic and Business Planning, legal/risk management, proposal development
  - Business development/marketing/sales: Market Research, Product Forecasting, web-based marketing, e-commerce
  - Human Resource Management
  - Contract management
  - Facilities and plant management: security, health and safety, OSHA standards
  - Any other assistance designed to develop the business/infrastructure capabilities of the Protégé

- **Technical Development (30%)**, including but not limited to:
  - Quality Management programs: ISO 9000 Certification, SEI/CMM certification
  - Technology Transfer
  - Obtaining Security Clearance for Institutional facilities
  - Lean Six Sigma
  - Fiber optics systems design
  - Network systems: design and engineering, implementation
  - Information system design
  - Tooling design and fabrication
Examples of HBCU/MI Development Assistance Received

70% Business Development/30% Technical Development Assistance

- Proposal Development
- Job Shadowing (Engineering and Business)
- Equipment Transfer
- Engineering Training to Students
- Research & Development
- Leadership Academy
- Workforce Readiness Workshops
- Advisory Board Participant
- PES/Six Sigma Training
- Hardware Processing Services
- Value Stream Mapping
- Marketing Individual Development

- Technology Transfer
- AS9100 Certification
- Marketing Expertise Development
- Infrastructure for Subcontracting (including Business Systems, Human Resources)
- Enhancement of Networking Infrastructure
- Curriculum Enhancements SharePoint
- JAVA and Helpdesk System Support
- Federal Contracting Training
- Quality Management
<table>
<thead>
<tr>
<th></th>
<th>Approved NASA Mentors</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>AECOM Federal Services, Inc.</td>
</tr>
<tr>
<td>2</td>
<td>Aerojet Rocketdyne</td>
</tr>
<tr>
<td>3</td>
<td>Assurance Technology Corporation (ATC)</td>
</tr>
<tr>
<td>4</td>
<td>CH2M Hill</td>
</tr>
<tr>
<td>5</td>
<td>CSRA, LLC</td>
</tr>
<tr>
<td>6</td>
<td>Engility Corporation d/b/a TASC, Inc.</td>
</tr>
<tr>
<td>7</td>
<td>Enterprise Services, LLC</td>
</tr>
<tr>
<td>8</td>
<td>Hamilton Sundstrand Space System International, Inc.</td>
</tr>
<tr>
<td>9</td>
<td>Honeywell International, Inc. (Aerospace Division)</td>
</tr>
<tr>
<td>10</td>
<td>Honeywell Technology Solutions, Inc.</td>
</tr>
<tr>
<td>11</td>
<td>Jacobs Technology, Inc.</td>
</tr>
<tr>
<td>12</td>
<td>L3 Communications Vertex Aerospace, LLC</td>
</tr>
<tr>
<td>13</td>
<td>Leidos Innovations Corporation</td>
</tr>
<tr>
<td>14</td>
<td>LJ&amp;T Associates, Inc.</td>
</tr>
<tr>
<td>15</td>
<td>Lockheed Martin</td>
</tr>
<tr>
<td>16</td>
<td>Millennium Engineering and Integration Company</td>
</tr>
<tr>
<td>17</td>
<td>Northrop Grumman</td>
</tr>
<tr>
<td>18</td>
<td>OrbitalATK Flight Systems Group</td>
</tr>
<tr>
<td>19</td>
<td>PAE Applied Technologies</td>
</tr>
<tr>
<td>20</td>
<td>Raytheon Company</td>
</tr>
<tr>
<td>21</td>
<td>Science Applications International Corporation (SAIC)</td>
</tr>
<tr>
<td>22</td>
<td>SGT, Inc.</td>
</tr>
<tr>
<td>23</td>
<td>Sierra Lobo Corporation</td>
</tr>
<tr>
<td>24</td>
<td>Sierra Nevada Corporation</td>
</tr>
<tr>
<td>25</td>
<td>Southwest Research Institute</td>
</tr>
<tr>
<td>26</td>
<td>Teledyne Brown Engineering, Inc.</td>
</tr>
<tr>
<td>27</td>
<td>The Boeing Company</td>
</tr>
<tr>
<td>28</td>
<td>URS Federal Technical Services, Inc.</td>
</tr>
<tr>
<td>29</td>
<td>Vencore Services &amp; Solutions, Inc.</td>
</tr>
<tr>
<td>30</td>
<td>Wyle Laboratories, Inc. d/b/a KBRWyle</td>
</tr>
</tbody>
</table>
Mentor-Protégé Program Status: Summary

• 10 Active NASA Agreements ($980K)
  – Ames Research Center: 1
  – Goddard Space Flight Center: 2
  – Johnson Space Center: 2
  – Langley Research Center: 1
  – Marshall Space Flight Center: 2
  – NASA Shared Services Center: 2

• 8 Pending new Mentor-Protégé Agreements
  – Includes 2 pending extensions
Upcoming HBCU/MI Outreach Event

- **July 17-18, 2018**: Reaching High: Matching Mid-West Businesses with Government Opportunities
- **August 1-2, 2018**: JPL HBCU/MI Outreach Initiative
- **August 14-15 2018**: HBCU/MI Technology Infusion Road Tour at University of HI-Manoa (Minority Institution)
- **September 19, 2018**: 4th Annual HBCU/MI Partnerships Meeting
- **October/November 2018**: KSC HBCU/MI Technology Summit
- **New Event**: Mentor-Protégé Program Conference
Questions?

NASA Office of Small Business Programs
300 E Street, SW
Washington, DC 20546

Mrs. Tabisa Taliwaku Kalisa
HBCU/MI Program Manager & Mentor-Protégé Program Manager

Tel: (202) 358-2088
Fax: (202) 358-3261

Website: [www.osbp.nasa.gov](http://www.osbp.nasa.gov)
Email: SmallBusiness@nasa.gov
NASA Vendor Database: [https://vendors.nvdb.nasa.gov](https://vendors.nvdb.nasa.gov)
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](#).