Prime Opportunity Briefing

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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 (6) NASA Centers:

- Ames, Glenn, Goddard, Johnson, Kennedy, and Langley

*Additional Federal Clients*: Dept. of Transportation/FAA, Dept. of Interior, Dept. of Defense, GSA, and National Oceanic and Atmospheric Admin (NOAA)
WHAT DOES SGT PURCHASE?

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

UPCOMING PROCUREMENTS

SGT releases procurements on an on-going basis. Solicitation periods are short in duration and require Suppliers to be extremely responsive as our customer’s needs are constantly changing.
**Initial Preparation:**

- Establish your strategy and direction. (i.e., Identify core technology strengths, types of opportunities seeking)
- Capability Statement – Provide core technical skills
- Research and identify Prime Contractors – TO determine if there’s value-add to Prime’s Federal programs
- Contact LB Prime SB Office for an introduction to Business Development team
Partnering with SGT

**Criteria for Consideration:**

- Relevant work and successful past performance
- Niche capabilities specific to SGT programs, and our customer’s requirements.
- Understanding customer’s the mission
- Quality assurance industry certifications such as ISO, AS9100, CMMI
Key to successful partnerships

- Be familiar with the RFP process, proposal delivery requirements and expectations. Pre planning takes place early before the RFP is released (i.e. Teaming arrangements are developed)

- Get to know the Prime’s Program Team - Discuss the expectations of RFP (i.e., Scope of Work (SOW), contract commitments, and delivery)

- Responsive to the Prime during the development of the proposals, as information/data maybe required.

- Prepare for potential long proposal cycle.

- As a subcontractor, be familiar with the contract requirements, and identify where you can participate.
Recommendations:

- Ensure Capability Briefing highlights HBCU/MSI’s relevant technology expertise, process of how to do business with your University, and designated POC.
- Stay engaged with the Proposal Team during the proposals process, as information/data may be required.
- As a subcontractor, be familiar with the Program Team and proactive in identifying subcontracting opportunities.
- Be responsive to timelines and schedules to meet contract delivery requirements.
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Thank you!!