National Aeronautics and Space Administration

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

Tips for Success: Establishing Prime Contractor Relationships

Wednesday, March 28, 2018

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Jacobs Space Exploration Group (JSEG)

JoAnn Belt

March 28, 2018

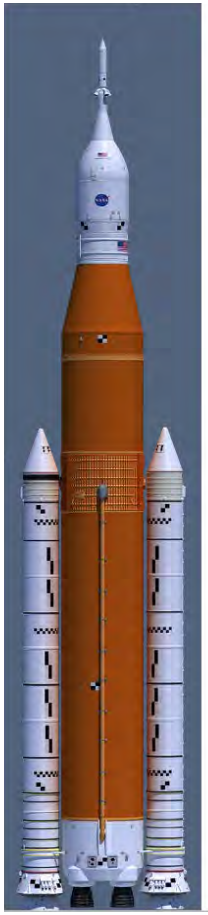
Company Background

- Premier global consulting, design, engineering, construction, operations and maintenance
- Headquartered in Dallas, TX
- Over 74,000 employees in more than 400 locations across 40+ countries
- Organized by Lines of Business
  - Aerospace, Technology, Environment, and Nuclear (ATEN)
  - Petroleum and Chemicals
  - Industrial
  - Buildings, Infrastructure, and Advanced Facilities (BIAF)

Company Background

- Aerospace, Technology, Environment and Nuclear (ATEN) line of business
  - Jacobs Space Exploration Group (JSEG)
    - Supporting NASA Marshall Space Flight Center (MSFC) since 1989
    - Awarded the Engineering Services and Science Capability Augmentation (ESSCA) contract December 1, 2017

Company Background



Examples of JSEG Work

- Mechanical & electrical design services
- Systems engineering & integration
- Structures & dynamics
- Electrical engineering & avionics systems development
- Payload development & integration
- Materials engineering & manufacturing
- Propulsion system research & development

24-inch Rocket Motor Test

Thermal Protection System Spray Booth

Gamma Ray Burst

Additive Manufacturing

Tips for Success: Working with Primes

- Do your homework
  - Learn about the Prime(s) of interest
  - Learn who their HBCU/MSI partners are
  - Learn from the Prime's HBCU/MI partners and what it takes to be successful working with a prime
- To be a successful partner
  - Ensure university buy-in to this new way of doing business – subcontracting
  - Consider employing a dedicated Contracts/Program Manager who understands subcontracting
  - Ensure timely and accurate invoicing
  - Be flexible and responsive

Contact Information

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KBRWyle

Brian Breen

March 28, 2018

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Networking with Large Prime Contractors

- Timing
- Go with who you know
- Center by Center
- Team composition
- Five year relationship

Contact Information

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The Boeing Company

Brad Bruce

March 28, 2018

www.nasa.gov

The Boeing Company Background

- Founded in 1916
  - Celebrating over 100 years
  - Leading Producer of Military and Commercial Aircraft
- Global Boeing
  - $94.6 Billion Revenue 2016
  - Contracts with more than 20,000 suppliers and partners globally

  Approximately 145,000 employees across 65 countries
- For 6 consecutive years, Boeing has been named a top global innovator among aerospace and defense companies. Boeing currently holds over 15.6K patents worldwide.

Boeing Divisions

- Commercial
  - HQ Puget Sound region in Washington State
  - 70% sales outside of US
- Defense, Space and Security
  - HQ Washington DC
  - Balanced Backlog across all markets
- Boeing Global Services
  - HQ Dallas, TX
  - Dedicated Services Business focused on the needs of Global Defense, Space and Commercial customers.
- Corporate Functions
  - Indirect Supply Chain
  - Information Technology
  - Financial, Corporate & Employee Services
  - Site Services

Space Exploration

- Commercial Crew CST-100
- International Space Station
- Space Launch System

Tips for Success: Working with Primes

- Understand how your capabilities align with Boeing's current needs
- Capabilities Statement
  - Make sure it accurately reflects your company's capabilities, certifications, etc.
- Relationship Building
  - Email is the easiest form of communication
  - Participate in local outreach events.
- Marketing
  - Understand what sets your small business apart from competition
- Certifications
- Marathon vs Sprint

Contact Information

- Interested in doing business with Boeing?
  - http://www.boeingsuppliers.com
- https://app.suppliergateway.com/boeing/Login.aspx

Small Business Liaison Officers:

Huntsville, AL: Kristi Julien

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Lockheed Martin

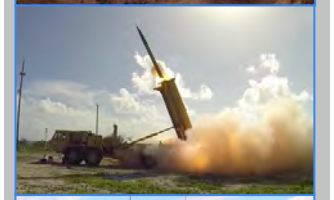
Michelle Butzke

March 28, 2018

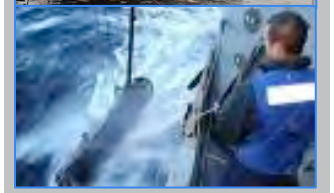
Company Background

Aeronautics

Missiles and Fire Control



Rotary and Mission Systems



Space Systems

Tips for Success: Working with Primes

New Supplier Qualities We Seek:

- Socio-economic status
- Past performance with federal customer
- Experience with Lockheed Martin or other Prime Contractor
- Experience in one of our industries
- Quality certifications
- Security clearances
- Location
- Technology unique to their company, patented
- Differentiating factors
- Supplier of needed services

Tips for Success: Working with Primes

Lockheed Martin Supplier Wire

LockheedMartin.com/Suppliers

1. Do your Homework and Identify a Target
2. Complete the Supplier Marketing Portal
3. Subscribe to the Immediate Needs Bulletin Board
4. Meet Influencers
5. Subscribe to SBIR/ STTR Distribution
6. Bring Opportunities to Us

Contact Information

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SAIC

Bruce G. Emerson

March 2018

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SAIC Background

- Leading technology integrator specializing in technical, engineering, intelligence, and enterprise IT services to the U.S. government
- 46-year history of mission service delivery and customer relationships
- Significant scale of about $4.4 billion with diversified contract base
- Highly skilled workforce of about 15,000 employees
- Strong and predictable cash flow

SAIC - We are Redefining Ingenuity

Marine Mammal Systems Program

Scitor Integration

Orion Spacecraft Support

Laser Weapon System Deployment

USMC AAV Survivability Upgrade

Challenges Primes Encounter with HBCU/MIs

- **Primes are familiar with Small Business working in the Federal Contracting arena because:**
  - They have established policies and procedures regarding:
    - Labor Laws, Cost Accounting Standards, Other Business Operations
    - Business Development and Marketing Processes
    - President/Senior Leadership that supports Federal Contracting
    - A special office designated for Federal Contracting
    - A special office that understands:
      - Program Operations
      - Contract Law
      - Special Cost Reporting, Disclosures, Fringe, G&A, Overheads, and Controls
      - Timely and Accurate Invoice Processing
      - Mandatory Federal Training for SB Contractor employees like:
        - » Ethics, Time-Charging, Safety, Security, Usage of Government Equipment, and other training designed to avoid violations of a Federal Contract and the Law!!!

Tips for Working with Primes

- **Pre-Meeting Suggestions:**
  - Know the Corporation you are targeting
  - Know their customers – Does your Institute fit? Talk about how you Institute does Federal Contracting
  - Be registered with D&B – SAM and keep up-to-date
  - Be prepared with overview handout material
  - Be time sensitive
- **Your Capabilities Should:**
  - Have a clear direction with Technical and/or Administrative examples
  - Bring something to the table (innovative and creative)
  - Build Knowledge via Experience into your Capabilities
  - Describe your Business Categories (SB, SDB, HBCU), NAICS Codes, Customers, Alliances…
  - Statements should include the VALUE your Institute will bring to the Prime
  - Share your Capabilities frequently - Market – Increase your company's visibility

How to Find Large Primes

- **Within NASA:**
  - Review the NASA Small Business Office website
  - Determine the Region you can support
  - Search for Prime Contractors
  - Search for Primes with Core Competencies that meet your curriculum and needs
  - Search Primes website for information about the firm
  - Make direct contact with the proper office – Small Business Utilization/Supplier Diversity/ Socioeconomic Business/Other similar office name
- Within other Agencies:
  - Go to the Agency Office of Small Business Utilization

Contact Information

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Teledyne Brown Engineering

Debbie Batson

March 28, 2018

Company Background

Mission Systems
- Systems Engineering
- Modeling and Simulation
- Test and Evaluation

Space Systems and Commercial Space Imaging
- Multi-User System for Earth Sensing
- Mission Planning and Control Center Operations
- Payload/Cargo Integration
- Space Flight Hardware

Energy & Environment
- Chemical Processing Equipment
- Electrical Penetration Assemblies
- Facilities M&O
- Radiological/Classified Laboratories

Marine & Aviation
- Naval Vessel Design and Manufacture
- LCS Gun Mount
- Army Missile Round Trainer
- Mine Seeking Hardware

Tips for Success: Working with Primes

- Meet the Small Business Liaison Officer (SBLO)
- Have your Capabilities Statement Ready
- Be Prepared
  - Have knowledge about the Corporation/Organization (technical/relationships)
  - Know how you fit into the business (Are we using your commodity/service in our products)
- Be prepared to tell your story with a solution
- Be prepared to discuss
  - Pertinent past performance
  - Unique capabilities (top differentiators)
  - Specific programs or areas of interest
- Develop Strategic Alliance
  - Understand the communication preference
- Be time sensitive (Prime's are busy and so are You)

Tips for Success: Working with Primes

- Be a good listener
- Work honestly and ethically
- Ability to work as a Team
- Customer Focused
- Provide reasonable cost
- Have relevant experience/past performance
- Patient with the Prime & Customer
- Commitment to invest resources (B&P monies)
- Understand the issues and can develop a path ahead for future business
- Foster relationships with Prime and Customer

Contact Information

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