



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



Building Relationships: Utilizing NASA's Small Business Specialists

Wednesday, March 28, 2018

NASA Center Missions

- **NASA Ames Research Center – Moffett Field, CA**
 - Research of new technologies: IT, fundamental aeronautics, bio and space science technologies
 - (<http://www.nasa.gov/centers/ames/home/index.html>)
- **NASA Armstrong Flight Research Center - Edwards, CA**
 - Flight Research
 - (<http://www.nasa.gov/centers/armstrong/home/index.html>)
- **NASA Glenn Research Center – Cleveland, OH**
 - Air-Breathing Propulsion, Communications Technology and Development, In-Space Propulsion and Cryogenics Fluids Management, Power, Energy Storage and Conversion, Materials for Extreme Environments, Physical Sciences and Biomedical Technologies in Space
 - (<http://www.nasa.gov/centers/glenn/home/index.html>)
- **NASA Goddard Space Flight Center- Greenbelt, MD**
 - Earth, the solar system, and Universe observations
 - (<http://www.nasa.gov/centers/goddard/home/index.html>)

NASA Center Missions

- **Jet Propulsion Laboratory - Pasadena, CA**
 - Robotic exploration of the Solar System
 - (<http://www.nasa.gov/centers/jpl/home/index.html>)
- **NASA Johnson Space Center – Houston, TX**
 - Human Space Exploration
 - (<http://www.nasa.gov/centers/johnson/home/index.html>)
- **NASA Kennedy Space Center – Cape Canaveral, FL**
 - Prepare and launch missions around the Earth and beyond
 - (<http://www.nasa.gov/centers/kennedy/home/index.html>)
- **NASA Langley Research Center - Hampton Roads, VA**
 - Aviation and Space Research
 - (<http://www.nasa.gov/centers/langley/home/index.html>)

NASA Center Missions

- **NASA Marshall Space Flight Center - Huntsville, AL**
 - Space transportation and propulsion technologies
 - (<http://www.nasa.gov/centers/marshall/home/index.html>)
- **NASA Stennis Space Center – Stennis, MS**
 - Rocket propulsion testing and remote sensing technology
 - (<http://www.nasa.gov/centers/stennis/home/index.html>)
- **NASA Shared Services Center - Stennis, MS**
 - Provides consolidated activities in the areas of financial management, human resources, information technology, and procurement.
 - (<http://www.nssc.nasa.gov/>)

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.

How to Do Business with NASA?

- After identifying your product/service and registering your HBCU/MI...
 - Visit NASA's Office of Small Business Programs website (www.osbp.nasa.gov); and
 - Contact a NASA Center Small Business Specialists



Identifying Opportunities

- **Identify Target Market**
- **Discuss Universities Capabilities with Small Business Specialists**
 - 10 NASA Centers
 - Jet Propulsion Laboratory
- **Target Prime Contractors with HBCU/MI Goals**
 - Subcontracting Opportunities
- **Network and Build Relationships with Large Prime Contractors**
 - Understand Organization's Mission

Attending Outreach Events

- Attend various NASA HBCU/MI Outreach Events:
 - August 1-2, 2018: Outreach Initiative HBCU/MSI – Jet Propulsion Laboratory
 - August 14-15, 2018: HBCU/MI Technology Infusion Road Tour at University of HI - Manoa
 - September 19, 2018: 4th Annual HBCU/MI Partnerships Meetings - Huntsville, AL (Huntsville Museum of Art)
 - October/November 2018: KSC HBCU/MI Summit – Kennedy Space Center

NASA Vendor Database

- Register in NASA Vendor Database
 - Go to <http://www.osbp.nasa.gov>
 - Navigate to the “How to do business with NASA” Menu
 - Select “NASA Vendor Database”
 - Or visit: https://osbp.nasa.gov/vendor_database.html
- **Note: When registering, select “HBCU/MI” as the classification**

NASA Mentor-Protégé Program

- **NASA's Mentor-Protégé Program**
 - ATK Aerospace and Florida A&M University
 - Jacobs Technology and Tuskegee University
 - Pratt & Whitney Rocketdyne and Alabama A&M University
 - Science Applications International Corporation (SAIC) and Oakwood University
 - Teledyne Brown Engineering and University of Nevada – Las Vegas
 - Teledyne Brown Engineering and Alabama State University
 - PAE Applied Technologies and Prairie View A&M University
 - DXC and Jackson State University

Mentor Protégé Agreements with HBCUs and MIs

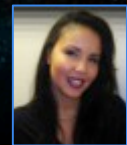
MENTOR	PROTÉGÉ	CONTRACT	CLASSIFICATION
ATK Aerospace	Florida A&M	NNM07AA75C	HBCU
Jacobs	Tuskegee University	NNM05AA50C	HBCU
Pratt & Whitney Rocketdyne	Alabama A&M	NNM06AB13C	HBCU
SAIC	Oakwood University	NNM04AA02C	HBCU
Teledyne Brown	Alabama State	NNM12AA29C	HBCU
Teledyne Brown	U. of Nevada Las Vegas	NNM12AA29C	MI
PAE Applied Technologies	Prairie View A&M	NNJ08JA02C	HBCU
DXC	Jackson State	NNX11AA01C	HBCU



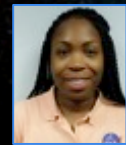
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David E. Brock
Small Business Specialist



Glenn A. Delgado
Associate Administrator



Richard L. Mann
Program Manager



Tabisa T. Kallia
Program Manager



Truphelia M. Parker
Program Specialist



Charles T. Williams
Small Business Specialist



Robert O. Betts
Small Business Specialist



Felicia A. Bell
Section Manager



Mary Helen Ruiz
Small Business Administrator



Janine Lancaster
Small Business Administrator



Troy E. Miller
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Robert E. Watts
Small Business Specialist



Rick Slater
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Kay S. Doane
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