



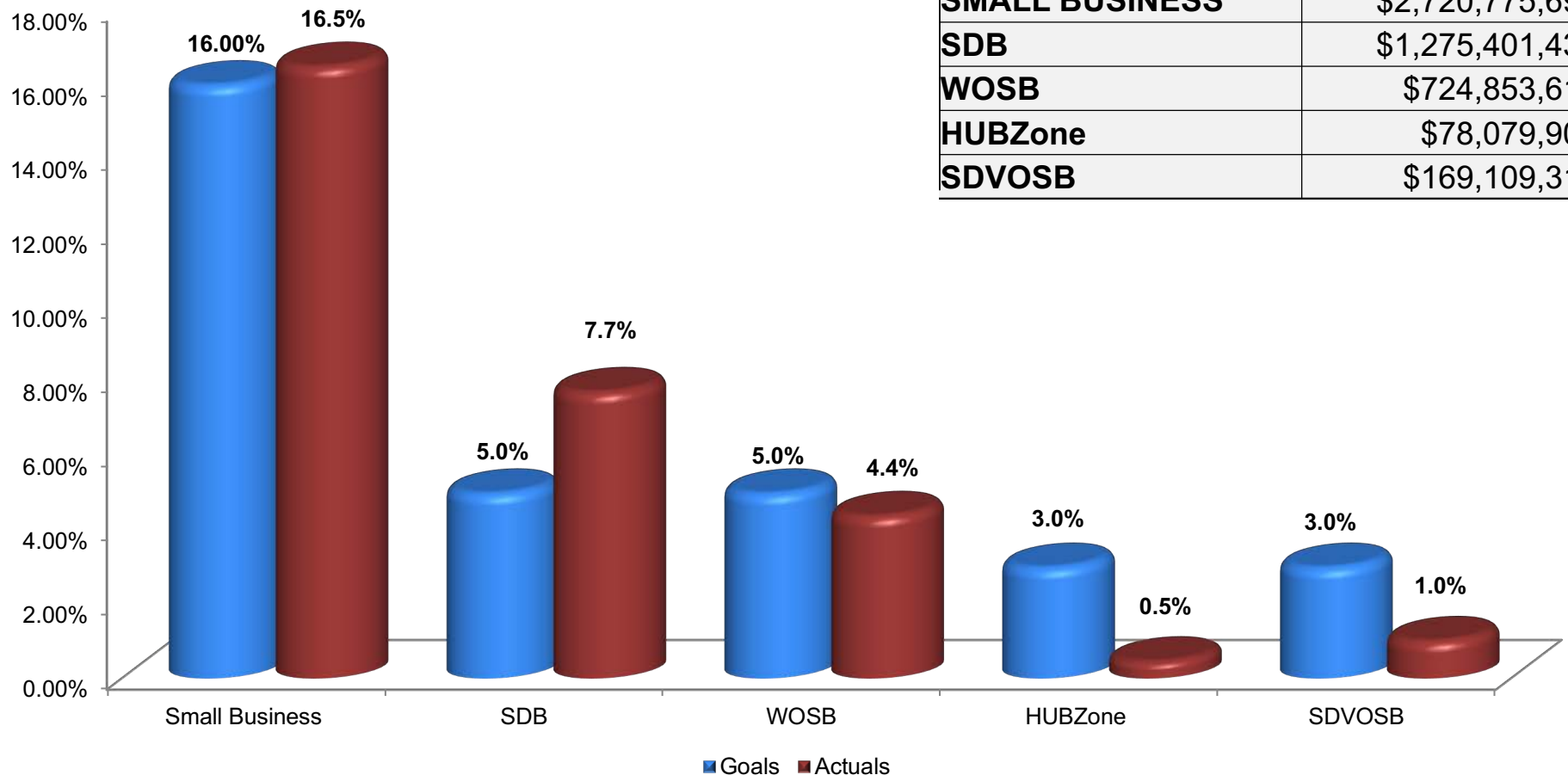
Office of  
**Small Business Programs** (OSBP)  
where small business makes a **big** difference



# NASA's Small Business Programs Overview

# NASA Agency FY2017 Prime Goals vs. Actual Percentages

Data generated March 7, 2018 from FPDS-NG

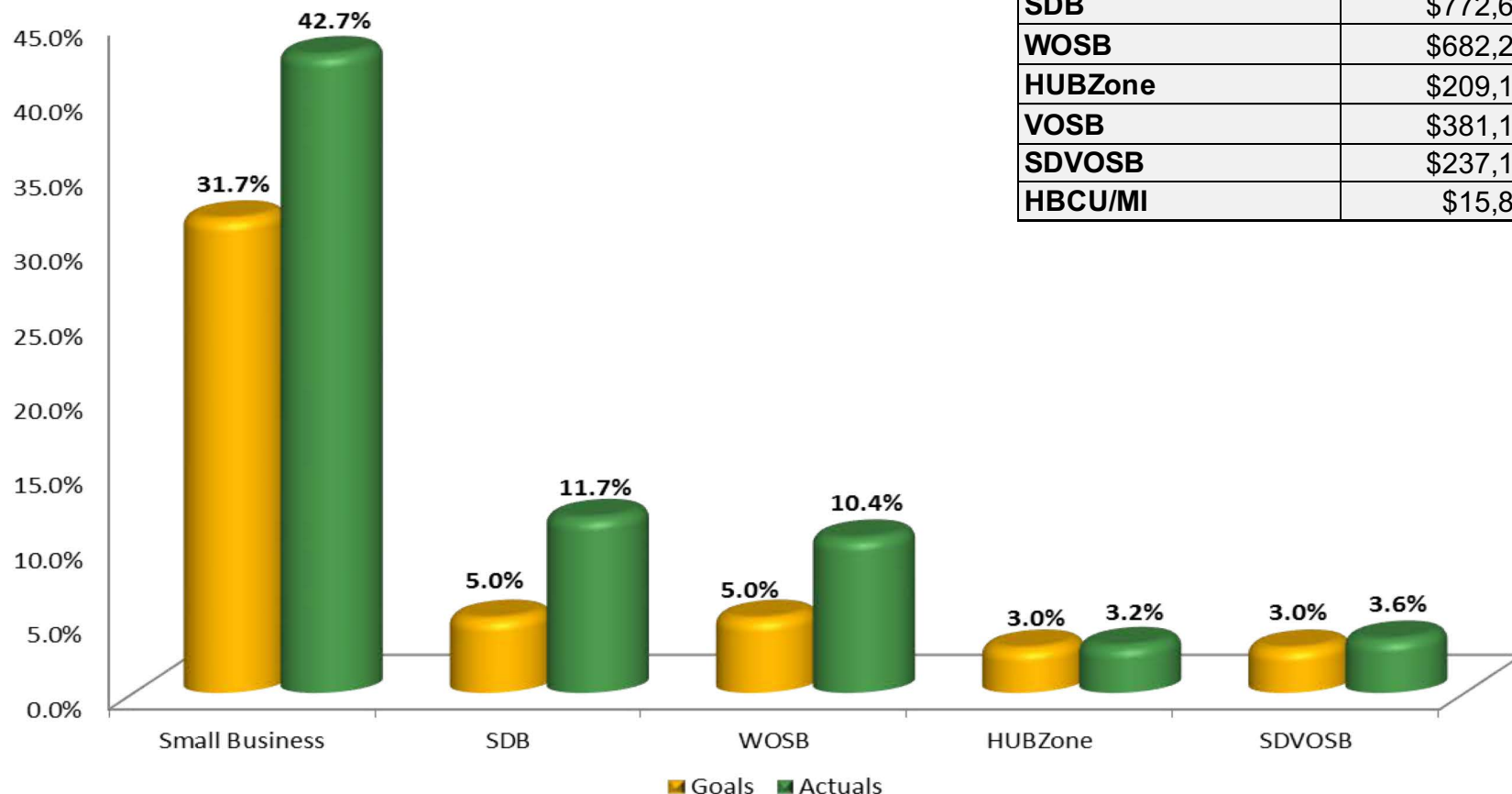


CATEGORY	DOLLARS
TOTAL DOLLARS	\$16,489,553,702
SMALL BUSINESS	\$2,720,775,694
SDB	\$1,275,401,438
WOSB	\$724,853,613
HUBZone	\$78,079,903
SDVOSB	\$169,109,318

# NASA Agency FY2017

## Subcontracting Goals vs. Actual Percentages

Data pulled February 12, 2018 from eSRS

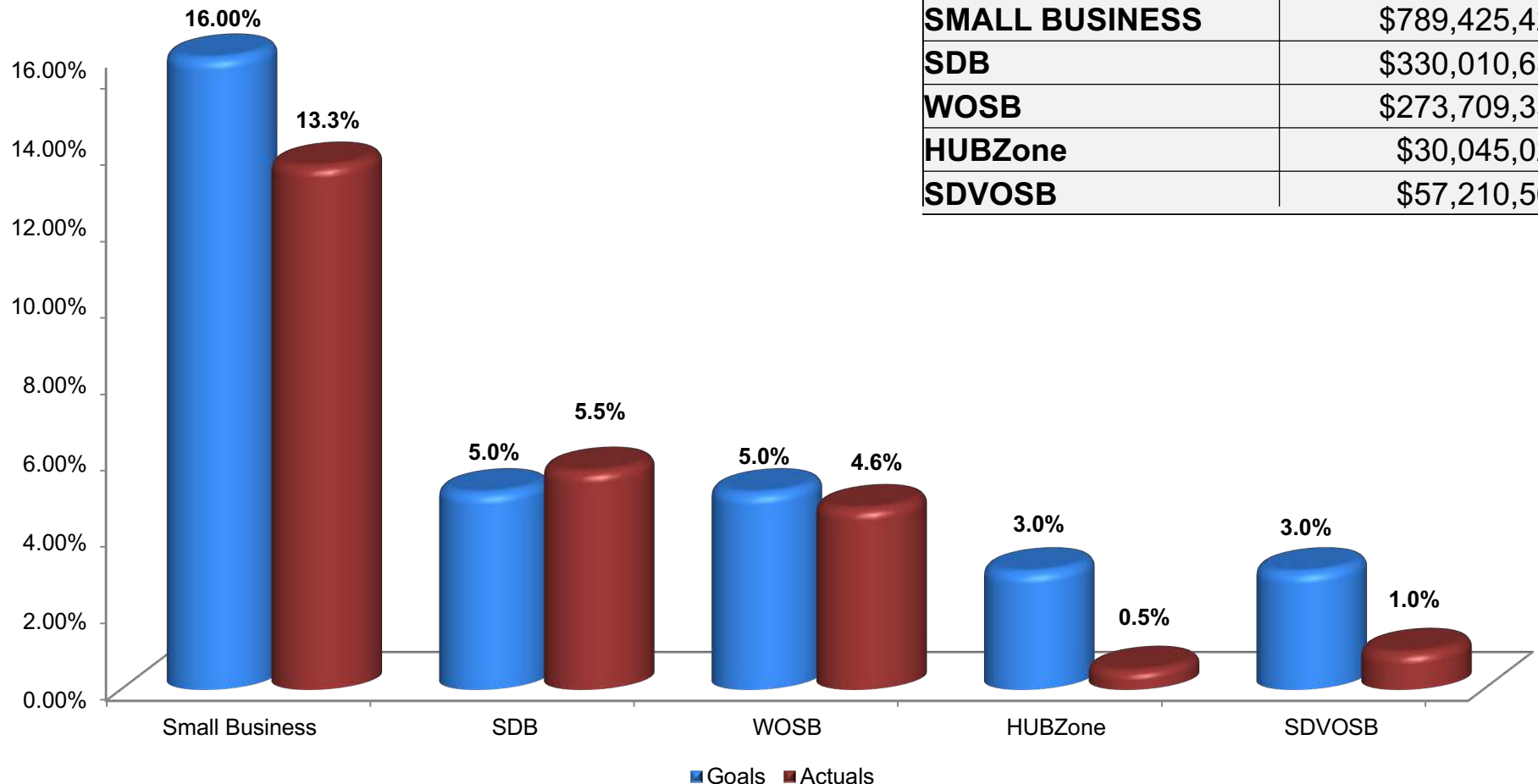


CATEGORY	DOLLARS
TOTAL DOLLARS	\$6,583,787,113
SMALL BUSINESS	\$2,810,378,010
SDB	\$772,664,124
WOSB	\$682,241,050
HUBZone	\$209,113,078
VOSB	\$381,133,666
SDVOSB	\$237,143,365
HBCU/MI	\$15,851,325



# NASA Agency February FY18 Prime Goals vs. Actual Percentages

Data generated March 7, 2018 from FPDS-NG



CATEGORY	DOLLARS
TOTAL DOLLARS	\$5,951,221,093
SMALL BUSINESS	\$789,425,429
SDB	\$330,010,631
WOSB	\$273,709,337
HUBZone	\$30,045,022
SDVOSB	\$57,210,560

# Navigating NASA

## ❖ Foot in the Door

- Start with NASA's Small Business Specialist
- Attend joint counseling sessions
- Attend Outreach Events
- Build relationships with Primes
- Target and research requirements 18-24 months before solicitation released

## ❖ Learn the Culture

- Center Missions and OSBP's website ([www.osbp.nasa.gov](http://www.osbp.nasa.gov))
- Use Active Contract Listing (ACL) sheets on OSBP Mobile App

# Relevance of Subcontracting to Small Businesses

## ❖ Major Programs:

- Orion Multi-Purpose Crew Vehicle
  - Prime Contractor: Lockheed Martin
  - Since inception, 2,000+ Small Businesses have benefited from the program
  - Currently 800+ Small Businesses support in 49 of 50 states and Puerto Rico
- Space Launch Systems – Over 850 Small Businesses
  - Prime Contractors:
    - Aerojet Rocketdyne
    - Boeing
    - Teledyne Brown Engineering
    - OrbitalATK
- International Space Station (ISS)
  - Prime Contractor: Boeing
    - Currently 200+ Small Businesses supporting ISS

# Small Business Learning Series: Webinar Schedule

Date	Topic	Guest
April 3, 2018	Category Management 101: What Small Businesses Need to Know	Stacy Swann, GSA
April 18, 2018	NASA's Mentor-Protégé Program	Tabisa Taliwaku Kalisa
April 30, 2018	NASA's New Invoice Processing Platform	Robert Medina
May 1, 2018	Utilizing the Capabilities of Tribal Colleges and Universities	Torry Johnson
May 15, 2018	Success Stories of SBIRSTTR Program	Dr. Joseph Grant
June 2018	NASA Procurement Update: What Small Businesses Need to Know	Monica Y. Manning
June 2018	The NASA Science Mission Directorate: What Small Business & Minority Institutions Need to Know when Responding to Solicitations	Ellen Gertsen & Michael New
July 2018	Utilizing Center Small Business Technical Advisors & Technical Coordinators	Charles T. Williams





# Mentor-Protégé Program Status Update



- ❖ Approved through February 20, 2023
- ❖ 30 Approved NASA Mentors
- ❖ 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
- ❖ 7 Newly pending Mentor-Protégé Agreements or extensions
  - Including 2 extensions



# 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](https://osbp.nasa.gov/vendor_database.html)
- \*\*Note: When registering, select “HBCU/MI” as the classification**

# FY18 Regional Outreach Events

Date	FY18 Outreach Events	Location
May 8, 2018	The Future is Now – The Midwest Aerospace Small Business Industry Day	Chicago, IL
July 17-18, 2018	“Reaching High: Matching Mid-West Business with Government Opportunities; in partnership with NASA	Athens, OH
August 14-16, 2018	NASA HBCU/MI Technology Infusion Road Tour at The University of Hawaii & Federal Small Business Summit	Honolulu, HI

# Questions?

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