



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



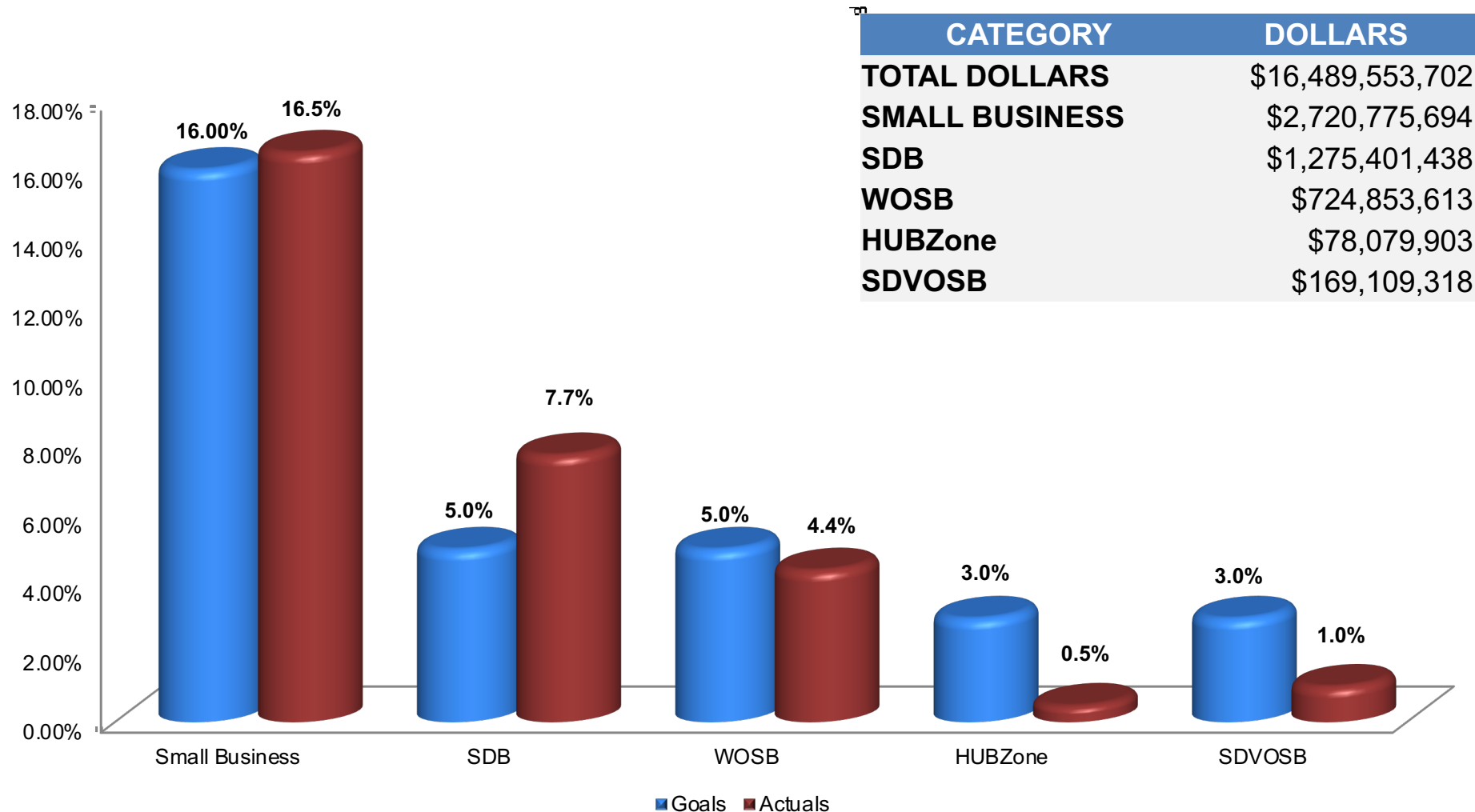
# Doing Business with NASA

*Reaching High: Aerospace Business Matchmaker*

**Glenn A. Delgado**  
**Associate Administrator**

# NASA Agency FY2017 Prime Goals vs. Actual Percentages

Data generated February 20, 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

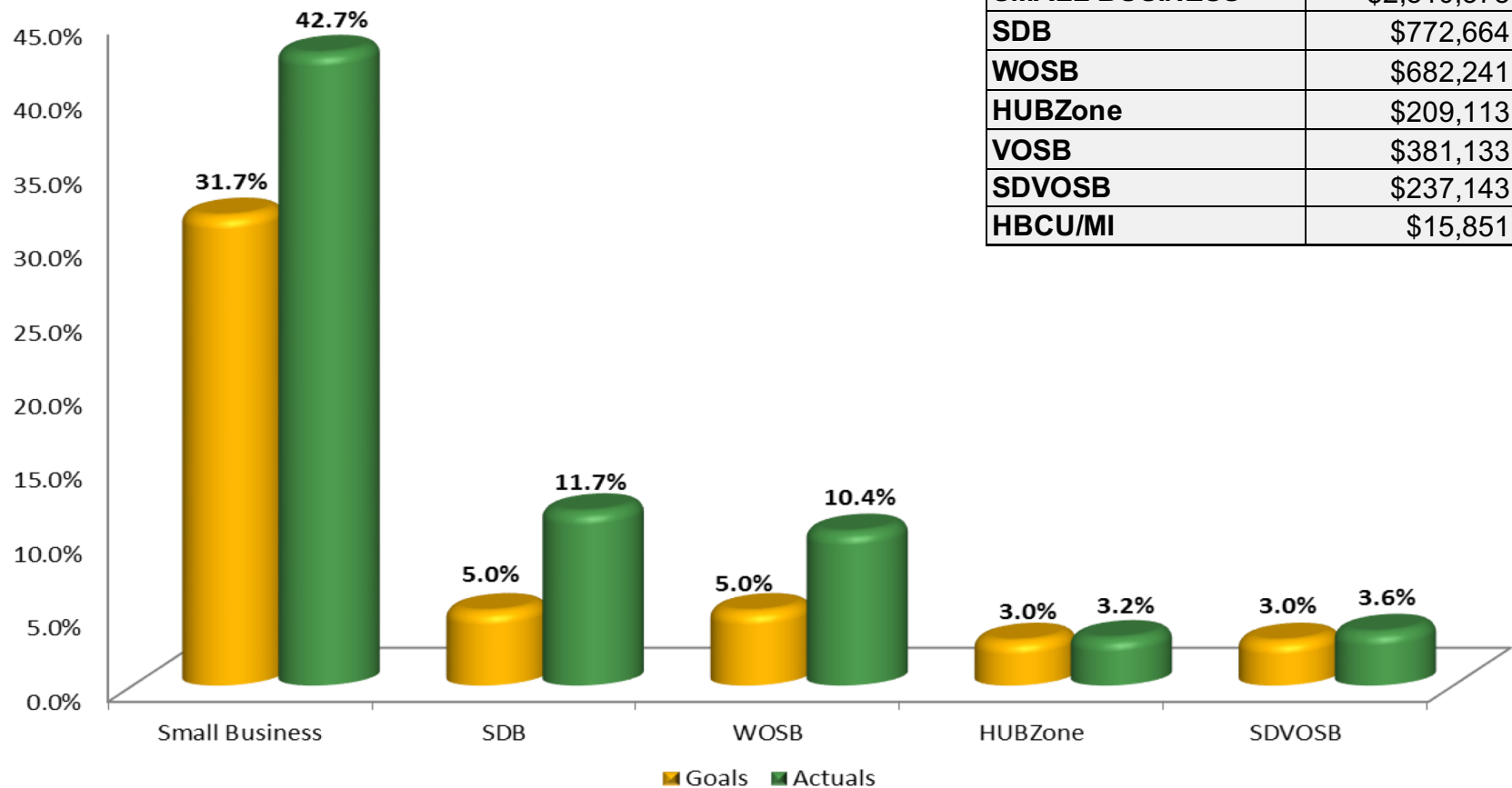


# NASA FY17 Subcontracting Goals vs. Actual Percentages

## End-Year

Data pulled February 12, 2018 from eSRS

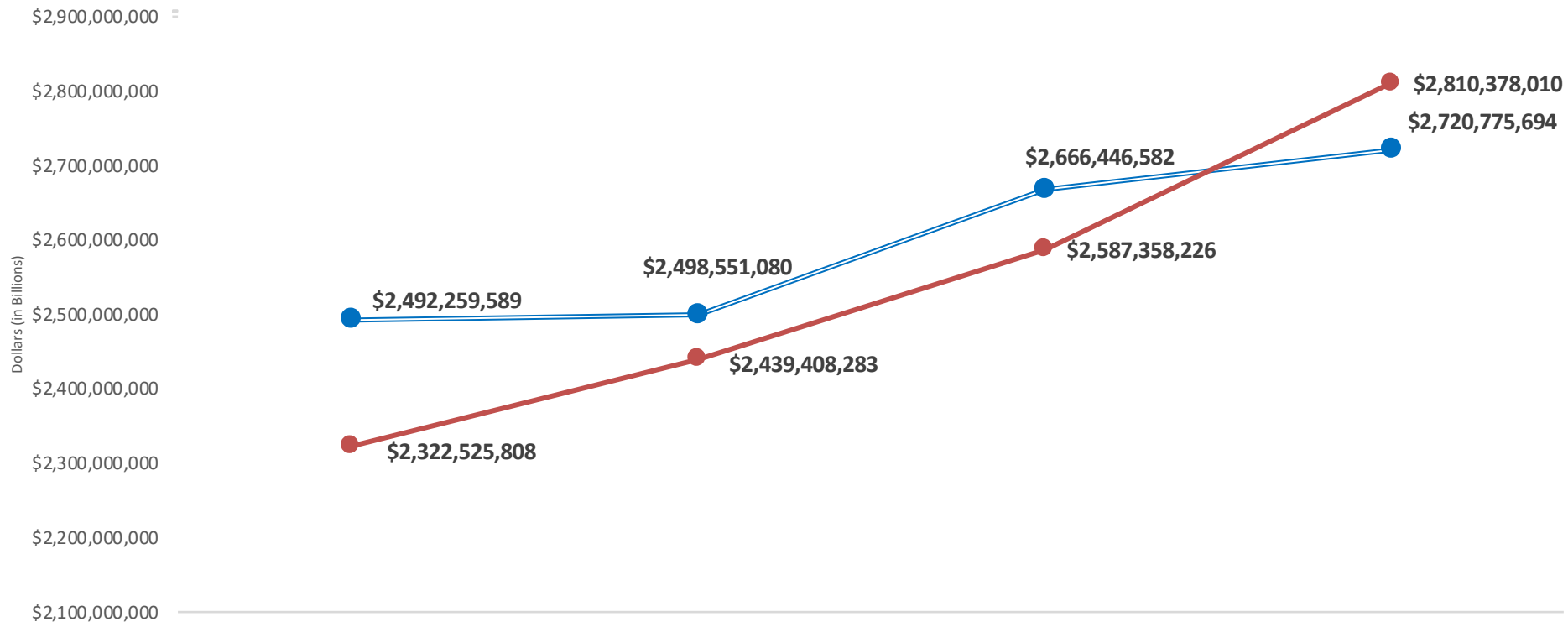
CATEGORY	DOLLARS
TOTAL DOLLARS	\$6,583,787,113
SMALL BUSINESS	\$2,810,378,010
SDB	\$772,664,124
WOSB	\$682,241,050
HUBZone	\$209,113,078
VOSB	\$381,133,666
SDVOSB	\$237,143,365
HBCU/MI	\$15,851,325



# FY2014-FY2017 Trend

## Small Business Prime and Subcontracting Dollars

FY17 Data generated February 20, 2018 from FPDS NG



	FY2014	FY2015	FY2016	FY2017
<b>Prime</b>	\$2,492,259,589	\$2,498,551,080	\$2,666,446,582	\$2,720,775,694
<b>Subcontracting</b>	\$2,322,525,808	\$2,439,408,283	\$2,587,358,226	\$2,810,378,010
<b>Total SB</b>	\$4,814,785,397	\$4,937,959,363	\$5,253,804,808	\$5,531,153,704
<b>Total Spend</b>	\$13,597,154,582	\$14,417,976,809	\$15,993,717,656	\$16,489,553,702

Prime — Subcontracting —

# Top NAICS Codes at NASA Centers

Research  
Centers

Ames Research Center	Armstrong Flight Research Center	Glenn Research Center	Langley Research Center
541710/541712	541710/541712	541712	541712
561210	488190	561210	561210
541512	541513	541519	541513
541519	561210	236220	541611
541330	336413	221122	541519

Space  
Centers

Johnson Space Center	Kennedy Space Center	Marshall Space Flight Center	Stennis Space Center
541712/541710	336414	336414	561210
481212	541330	541710/541712	236210
336414	561210	336415	541712
541712	541712	541330	541512
927110	517110	517110	325120

Science  
Center

## Goddard Space Flight Center & Headquarters

336414  
541712/541710  
541330  
517919  
334511

Federally Funded  
R&D Center

## Jet Propulsion Laboratory

236220  
332710  
517410  
541380  
541511

# Do Your Homework!

- Respond to Sources Sought Synopses / Request for Information
- Start with Small Business Specialist (SBS)
  - Build relationships 18 to 24 months in advance
  - Be persistent but not a Stalker
- Use agency resources
  - Acquisition Forecast
  - Databases
  - Outreach Events
- Use Trade associations



# Active Contract Listings (ACLs)

- Recurring Buys
- OSBP consolidated like items from all Centers onto a single sheet for use at outreach events and now available on OSBP Mobile App:
  - Accounting, Financial & Business Services
  - Administrative Services
  - Engineering Services
  - Environmental Remediation
  - Facilities
  - Information Technology
  - Multiple Award Construction
  - Occupational Health
  - Office Supplies
  - Protective Services

# Active Contract Listings (ACLs)

## NASA ADMINISTRATIVE SERVICES CONTRACTS

CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	561110	Center Administrative & Technical Support Services (CATSS 2)	Logical Innovations, Inc. <b>NND16AA03B</b>	8(a) Competitive	\$34 M	11/30/2020
AFRC	541690	Safety and Environmental Onsite Support Services	MECX, Inc. <b>NND16SH03C</b>	SDVOSB Set-Aside	\$14 M	6/30/2021
ARC	561110	Ames Professional Administrative Support Services (APASS)	Miracorp, Inc. <b>NNA15538623R</b>	SDVOSB Set-Aside	\$21 M	10/17/2020 Last Date to Order
GSFC	561110	Goddard Logistics and Technical Information Support Services II (GLTI II)	TRAX International Corporation <b>NNG17AZ11C</b>	Full and Open	\$294 M	7/31/2022
HQ	561110	NASA Research and Education Support Services (NRESS)	Arctic Slope Technical Services, Inc. <b>NNH16CO92B</b>	8(a) Competitive	\$130 M	1/31/2021 Last Date to Order
LARC	541611	Langley Administrative, Media, and Professional Services 2 (LAMPS 2)	Alutiiq Fusion JV <b>80LARC18C0002</b>	8(a) Competitive	\$91 M	5/31/2019 Last Date to Order
MSFC	561110	Center-wide Administrative Support Services	Hanks, Hanks & Associates, LLC <b>NNM16AA10C</b>	8(a) Competitive	\$26.9 M	6/30/2021 Last Date to Order
NSSC	561110	Next Generation Service Provider	CSRA, LLC <b>NNX16MA01B</b>	Full and Open	\$480 M	9/30/2023
SSC	561110	Administrative/Clerical Services	Navar Inc. LLC <b>NNS14AA63C</b>	8(a) Competitive	\$3.6 M	5/31/2019
REQUEST FOR PROPOSALS (RFPs)						
CENTER	NAICS	CONTRACT NAME	RFP STATUS	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
GSFC	519120	Goddard Information Collaboration (GIC2), Information Science and Library Services (ISLS)	RFP closed on 4/19/2018 <b>80GSFC17R0019</b>	SB Set-Aside	TBD	TBD
NSSC	561110	Acquisition Support Services	RFP closed on 3/27/2018 <b>80NSSC18R0025</b>	8(a) Competitive	TBD	TBD



# Active Contract Listings (ACLs)

NASA IT CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	541513	Research Facilities & Engineering Support Services (RF&ESS)	Inuteq, LLC <b>NND14AA72C</b>	SB Set-Aside	\$78.2 M	10/31/2019
GRC	541519	Professional Administrative Computational & Engineering Services PACE IV	Peerless Technologies, Inc. <b>NNC14BA04B</b>	SB Set-Aside	\$114.3 M	5/31/2020 Last Date to Order
GRC	541519	NASA Safety Center Technical Support 2 (NSCTSS2)	Banner Quality Management, Inc. <b>NNC16ZNA009R</b>	WOSB Set-Aside	\$27.4 M	1/31/2022 Last Date to Order
HQ	541512	Headquarters IT Services (HITS)	Digital Management Incorporated <b>NNH12CF39C</b>	8(a) Competitive	\$178.1 M	3/31/2019 Last Date to Order
KSC	541511	Information Technology Support Services (ITSS 2)	New Directions Technologies, Inc. (NDTI) <b>NNK17OK01Z</b>	SDVOSB Set-Aside under GSA Schedule 70	\$40 M	9/30/2021 Last Date to Order
KSC	541512	Kennedy Infrastructure, Applications and Communications Support Services (KIAC)	ASRC Federal Data Solution, LLC <b>80KSC017C0011</b>	8(a) Competitive	\$88.5 M	9/30/2022 Last Date to Order
LARC	541512	Langley Information Technology Enhanced Services II (LITES II)	SAIC <b>NNL15AA03B</b>	Full & Open	\$200 M	10/31/2020 Last Date to Order
SSC	541512	ITS	SaiTech, Inc. <b>NNS16AA25T GS35F0491L</b>	SB Set-Aside under GSA Schedule 70	\$43.2 M	4/30/2021
Agency-wide (NSSC)	541512	Enterprise Applications Services Technologies 2 (EAST 2)	SAIC <b>NNX16MB01C</b>	Full & Open	\$388.4 M	6/30/2024
Agency-wide (NSSC)	541512	NASA Integrated Communications Services (NICS)	SAIC <b>NNM11AA04C</b>	Full & Open	\$1.4 B	5/31/2021 Last Date to Order

# NASA OSBP Mobile App

- Available on iOS on iPhone and iPad, as well as Android Tablets
- Search “NASA OSBP Mobile” in the Apple App Store or Google Play Store



NASA OSBP Mobile 4+  
NASA >

+ OPEN

Details

Reviews

Related

iPhone



# Small Business Learning Series

- NASA OSBP is required to provide training to external industry and internal audiences in accordance with the Small Business Act.
- OSBP hosts Webinars and produces Podcasts to comply with this requirement.
  - Two (2) 60 minute webinars a month featuring NASA personnel





# Small Business Learning Series

Date	Topic	Guest	Type
July 24, 2018	Navigating the World of Simplified Acquisitions & Purchase Cards	Troy Miler Small Business Specialist NSSC	Webinar
July 26, 2018	Utilizing Federal Government Mentor-Protégé Programs: The Small Business Administrations All Small Mentor-Protégé Program & the NASA Mentor Protégé Program	Holly Schick Director, All Small Mentor Protégé Program SBA	Webinar
July 2018	Minority Serving Institution Opportunities at NASA	Dr. Dan Cherry Education Director Langley Research Center	Podcast
August 2018	NASA Strategic Sourcing - What Small Businesses Need to Know	Monica Manning Assistant Administrator for Procurement	Webinar
September 2018	Responding Strategically To NASA Market Research and RFPs	Charles T. Williams Program Manager NASA OSBP	Webinar
September 2018	Harnessing the Power of Social Media to Grow Your Business	Tabisa Taliwaku Kalisa Program Manager NASA OSBP	Webinar
October 2018	NASA's New Invoice Processing Platform	Robert Medina Small Business Specialist AFRC	Webinar
October 2018	Joint Counseling Sessions – What Small Businesses Need to Know	David Brock Small Business Specialist MSFC	Webinar
November 2018	Department of Energy Mentor-Protégé Program	Mark R. Lochbaum Department of Energy	Webinar

# Category Management

- Government wide initiative to reduce duplication of contracts across the government which encourages “best in class” contracts.
  - 10 Categories being Reviewed
    - Human Capital
    - Facilities and Construction
    - Information Technology
    - Professional Services
    - Office Management
    - Transportation & Logistics
    - Medical
    - Industrial Products & Services
    - Travel
    - Security & Protection

# Utilize Other Resources

- Small Business Administration
  - <https://www.sba.gov>
- Small Business Development Center
  - <https://www.sba.gov/tools/local-assistance/sbdc>
- Procurement Technical Assistance Centers (PTACs)
  - <https://www.sba.gov/tools/local-assistance/ptac>



# FY 2019 Outreach

DATE	FY 2019 OUTREACH EVENTS	LOCATION
October 23, 2018	KSC Expo	Cape Canaveral, FL
April 9, 2019	Regional Outreach Event	Phoenix, AZ
June 2019	NASA HBCU/MI Technology Infusion Engagement at Prairie View A&M University	Houston, TX
August 2019	Regional Outreach Event: Department of Navy Gold Coast Small Business Procurement Event	San Diego, CA

# Social Media



- Twitter – @NASA\_OSBP
  - 12.2K Followers



- Facebook – @NASASmallBusiness
  - 273,984 Followers (Likes)



- Blogger (Glenn Delgado's Blog)
  - 1,001 Page Views in the Last Month
  - 81,873 All Time Page Views

# Contact OSBP

NASA Office of Small Business Programs

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E-mail:

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Web site:

[www.osbp.nasa.gov](http://www.osbp.nasa.gov)

NASA Vendor Database:

<https://vendors.nvdb.nasa.gov>