Tips for Success: Building and Maintaining Relationships with Prime Contractors

Moderator: Christine Munroe, Small Business Specialist

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Lockheed Martin Business Areas

**Aeronautics**
- Tactical Fighters
- Tactical /Strategic Airlift
- Advanced Development
- Sustainment Operations

**Missiles and Fire Control**
- Air and Missile Defense
- Tactical Missiles
- Fire Control
- Combat Maneuver Systems
- Energy

**Rotary and Mission Systems**
- Maritime Solutions
- Radar and Surveillance Systems
- Aviation Systems and Rotorcraft Platforms
- Training and Logistics Solutions

**Space**
- Surveillance and Navigation
- Global Communications
- Human and Deep Space Exploration
- Strategic and Defensive Systems
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

Lockheed Martin Supplier Wire
LockheedMartin.com/US/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

MICHELLE BUTZKE
Supplier Relations Manager
michelle.butzke@lmco.com

PATTY PIERSON
Supplier Diversity Advocate
patricia.a.pierson@lmco.com
Boeing History-The First 100 Years

Founded in 1916 in the Puget Sound region of Washington state

Became a LEADING PRODUCER of military and commercial aircraft

Completed a series of strategic mergers and acquisitions to become the WORLD’S LEADING AEROSPACE COMPANY
Global Boeing

$94.6 BILLION
in 2016 revenues

Products and services support to customers in more than 150 COUNTRIES

$94.6 BILLION
in 2016 revenues

Manufacturing, service and technology partnerships with companies around the world

Contracts with more than 20,000 suppliers and partners globally

Approximately 145,000 BOEING EMPLOYEES

Research, design and technology-development centers and programs in multiple countries

70% of commercial airplane revenue historically from customers outside the United States

Products and services support to customers in more than 150 COUNTRIES
<table>
<thead>
<tr>
<th>Program</th>
<th>Center Name</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial Crew</td>
<td>Kennedy Space Center</td>
<td>Titusville, FL</td>
</tr>
<tr>
<td>ISS</td>
<td>Johnson Space Center</td>
<td>Houston, TX</td>
</tr>
<tr>
<td>SLS</td>
<td>Marshall Space Flight Center</td>
<td>Huntsville, AL</td>
</tr>
</tbody>
</table>
Top NAICS

### Commercial Crew
- **336413** Other Aircraft Parts and Auxiliary Equipment Manufacturing
- **332710** Machine Shops
- **334419** Other Electronic Component Manufacturing
- **541330** Engineering Services
- **332999** All Other Miscellaneous Fabricated Metal Product Manufacturing

### ISS
- **541330** Engineering Services
- **332710** Machine Shops
- **541712** Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
- **334419** Other Electronic Component Manufacturing
- **334417** Electronic Connector Manufacturing

### SLS
- **332722** Bolt, Nut, Screw Rivet, and Washer Manufacturing
- **332710** Machine Shops
- **334419** Other Electronic Component Manufacturing
- **541330** Engineering Services
- **334418** Printed Circuit Assembly (Electronic Assembly) Manufacturing
Supplier Diversity Points of Contact

- **Commercial Crew SBLO**
  - Megan Quinn
  - megan.k.quinn@boeing.com

- **ISS SBLO**
  - Toni Hall
  - toni.b.hall@boeing.com

- **SLS SBLO**
  - Mark Clem (interim)
  - mark.a.clem@boeing.com
Supplier Resources

Boeing and Divisions
- Main Website
- Commercial Airplanes
- Defense, Space & Security (Defense)
- Defense, Space & Security (Space)
- Global Services
- Boeing News
- Investor Relations
- Features
- Conduct Guidelines Booklet

Boeing Current and Potential Suppliers
- Doing Business with Boeing
- What Boeing Buys
- Boeing Expectations
- Supplier Registration
- Supplier GATEWAY
- Exostar
- Terms and Conditions

http://www.boeing.com
http://www.boeing.com/commercial
http://www.boeing.com/defense/
http://www.boeing.com/space/
http://www.investors.boeing.com
http://www.boeing.com/features

http://www.boeingsuppliers.com
http://www.boeingsuppliers.com/become.html#/hash2
http://www.boeingsuppliers.com/become.html#/hash3
http://www.boeingsuppliers.com/become.html#/hash5
https://app.suppliergateway.com/boeing/Login.aspx
http://www.boeingsuppliers.com/portal.html#/hash3
http://www.boeingsuppliers.com/terms.html
KBRwyle includes three heritage government services organizations.
An integrated U.S. Government Services provider delivering full spectrum program life cycle services to ensure our customers’ mission success

- 60+ U.S. Locations
- 35+ Foreign Locations
- 10,500 Employees
- $1.8 Billion Annual Revenue

Note: 2016 pro-forma revenue
Solving our customers’ most challenging problems since 1940.

- U.S. Army: 36%
- U.S. Navy: 21%
- NASA: 15%
- U.S. Air Force: 11%
- Other Defense and Civilian: 7%
- Classified: 6%
- Commercial Aerospace: 3%
Delivering Mission Success

GLOBAL LOGISTICS & MISSION SUPPORT
- Recognized mission operations leader in the world’s most challenging environments
- #1 Maintenance provider of prepositioned stock for U.S. Army and U.S. Marine Corps
- 25+ years as provider of logistics and exercise support to Eastern Europe
- 20+ years as a leading expeditionary support services provider

ENGINEERING SUPPORT
- #1 Systems Engineering and Technical Assistance (SETA) provider to U.S. Navy aviation and U.S. Army aviation
- 40+ years of development assistance to every major U.S. naval aviation platform
- 35+ years of Advisory and Assistance Services (A&AS) to U.S. Army missile defense
- Largest independent flight test organization in the U.S.

SPACE MISSION SUPPORT
- #1 life sciences provider to NASA
- 65+ years of pioneering space engineering and operations
- Supported every U.S. astronaut since 1968
- Key provider of ground systems and mission operations to NASA, U.S. Air Force and NOAA
Playing a lead role in delivering domain and subject matter expertise on a variety of full life cycle, long-term missions and programs
Core Capabilities

Bringing unique tools, proven processes and outstanding customer satisfaction to the government’s largest and most important programs

ENGINEERING SERVICES
OPERATIONS/MISSION SUPPORT
PROGRAM MANAGEMENT
SCIENTIFIC SERVICES
MAINTENANCE & LOGISTICS
INTELLIGENCE/IT/CYBER SERVICES
ACQUISITION MANAGEMENT
Networking & Building Relationships

- Timing
- Go with who you know
- Center by Center
- Team composition
- Five year relationship
NASA Locations & Contact info

- Johnson Space Center
- Ames Research Center
- Glenn Research Center
- Langley Research Center
- Goddard Space Flight Center
- Marshall Space Flight Center

https://kbr.com/markets/government/
From our founding in 1955, PAE has offered enduring support to the essential missions of the U.S. government, its allied partners and international organizations. Today, approximately 20,000 members of our global workforce perform with excellence and dedication in more than 60 countries, on all seven continents, in some of the world’s most challenging regions. We attribute our success to the quality of our team member’s work and the integrity and high ethical standards that define our business operations.

With expertise in a wide range of areas, PAE employees ensure the readiness of the U.S. government to implement homeland security, defense and civil government missions as well as foreign policy and national security objectives around the world. In addition to these core capabilities, PAE is proud to offer a broad range of products to solve the challenges of predicting and preventing asymmetric threats:
• Global Logistics and Stability Operations: Supports the implementation of U.S. foreign policy objectives through worldwide diplomacy missions

• Infrastructure Management: Operates and manages large scale facilities and infrastructure for military and civilian personnel and supports critical test, training and space ranges

• Force Sustainment: Supports comprehensive military and civilian aircraft fleet in established and remote locations.

• Information Optimization: Provides essential adjudication support and business process outsourcing serving critical national security missions.

• Counter-Threat Solution: Provides multi-dimensional intelligence, technology and training solutions, as well as full spectrum UAS services.

• #1 Services Provider to the DoS: 2017 BGOV200 Report

• #1 Professional Services Firm: 2016 Washington Technology Top 100

• #3 Provider of Services to the USG in Africa: 2017 FPDS Query
PAE currently holds NASA contracts at JSC, Stennis and MAF

PAE provides services and purchases using NAICS codes if applicable

- Construction/general contracting
- Electrical
- Roofing
- Welding
- Consulting
- Elevator maintenance
- HVAC
- Abatement and Remediation
- Architectural and engineering
- Underwater services/inspection
- Fencing
- Logistics
- Reliability centered maintenance

- Maintenance, Repair and Operations suppliers
- Aircraft parts
- Automotive parts
- Chemicals
- Computers and peripherals
- Electronic components
- Hardware
- Insulation
- Lumber
- Pipes/valves/fittings
- Office supplies
- Food
- Vehicles
In 2017, PAE awarded $592M to small businesses. It is PAE’s policy to develop and sustain a diverse supplier base that fosters strategic relationships, customer satisfaction, and growth. Small businesses or universities may contact PAE’s Small Business Liaison Office at sblo@pae.com to discuss opportunities with PAE.

PAE partners with universities for scientific, engineering, and research and development opportunities with the US Government also partnering with HBCU’s. PAE successfully negotiating the first Mentor-Protégé Agreement with an HBCU under NASA’s Mentor-Protégé program at the NASA Johnson Space Center.

Tips for Success for Companies and Universities: Working with Primes

• Do your homework BEFORE you make contact with a prime contractor. Research your future customer, the market place, and how your company can be a differentiator for that customer.
• Develop a relationship with not only the prime contractor but other small business that can expand your capabilities, offerings, and make you an attractive strategic partner.

• This relationship is a two way street. You are looking for new business opportunities and so is the prime. This could open doors to new contacts in the prime contractor’s organization.

PAE POC for small business information:

NASA JSC: Linda Waters Performance Manager, Linda.K.Waters@NASA.Gov
Corporate Wide: Tim Short, Small Business Liaison Officer
E-mail: sblo@paecom
Website: https://www.pae.com/about-pae/Suppliers-and-Small-Business-Opportunities
NASA JSC Facilities Support Services Contract

Stephen Brettel
Program Director
281-244-5874
stephen.p.brettel@nasa.gov

SB Program POC:
Linda Waters
Performance Manager
281-483-875
linda.k.waters@nasa.gov
“Tips for Success”
Building and Maintaining Relationships with Prime Contractors

Presenter: Chemise Smith
Small Business Liaison Officer

August 15, 2018
SGT Company Overview

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, Application Services

Supports (7) NASA Centers: Ames, Glenn, Goddard, Johnson , JPL, Kennedy, and Langley AFB

Additional Federal Clients: Department of Transportation (DOT)/FAA, Department of Interior (DOI), Department of Defense (DoD), and NOAA
What Does SGT Purchase

- Space Flight Hardware and Software
- Mechanical Hardware
- IT Software Maintenance and Hardware
- Engineering Services
- Machine Parts and Prototyping

NAICS Codes: 541330, 541512, 541611, 541715, 541990

HBCU/MI Expertise for teaming opportunities:

- Master to PhD level staff support
- Computer Scientist
- System Engineers
- Software Developers

*Internships in relevant areas of expertise*
Doing Business with SGT

Selecting Potential Small Business (SB) Partners

- Niche and complimentary capabilities that align with SGT Federal Programs
- Relevant work/successful past performance
- Quality assurance industry certifications such as ISO, AS9100, CMMI
- Work seamlessly as a trusting teaming partner
- Responsive to timelines and contract delivery requirements

Marketing to Prime Contractors (Tips for Success)

- Establish your strategy and direction (i.e., identify core technology strengths, target opportunities)
- Target Large Business (LB) Primes that share similar technology expertise and commitment to the mission critical needs of our customers
- Become a valuable teaming by partner participating in the recruiting process, play an active role, and stay in engaged
- Contact the LB Prime’s SB Office for Introductions to Program Management.
Presenter: Chemise Smith  
*Small Business Liaison Officer*  
7701 Greenbelt Road  
Greenbelt, MD  
(301) 464-7584  
csmith@sgt-inc.com  
www.sgt-inc.com
USRA Was Founded in 1969

“I would like to propose that the Academy take initiative in convening the representatives of a number of appropriate universities to discuss the formation of such a consortium.”

In his 1965 letter to Frederick Seitz, President of the National Academy of Sciences

“To constitute an entity by means of which universities and other research organizations may cooperate with one another, with the governments of the United States and other nations, and with other organizations toward the development and application of space-related science, technology, and engineering.”

From the USRA Articles of Incorporation
OUR MISSION

- Advance the space- and aeronautics-related sciences and exploration through innovative research, technology, and education programs;
- Promote space and aeronautics policy; and
- Develop and operate premier facilities and programs by involving universities, governments, and the private sector for the benefit of humanity.

OUR VALUES

- **Passion**—for science, technology, and education.
- **Partnerships**—with universities, governments, and the private sector.
- **Professionalism**—through excellence, accountability, and respect for others.
USRA Is Overseen by a Council of Institutions

Council representatives:
- Establish Bylaws
- Elect Board of Trustees
- Guide public policy advocacy

110 member institutions, in the U.S. and worldwide.
University Membership in USRA

• USRA Members belong to a community of more than 100 Ph.D. granting universities which are active in space science and/or aerospace research and development.

• USRA Members affect the governance of USRA programs and institutes which benefit individual researchers at universities across the country and around the world.

• USRA facilitates connections and collaborations among its member universities and Federal agencies.

• Membership ensures awareness of opportunities for collaboration and participation with USRA’s programs and institutes, and possible partnerships on institutional proposals to Federal agencies.

• USRA helps to bring university expertise to Federal agencies.
...From California to Maryland

Mountain View, CA
SOFIA
Stratospheric Observatory for Infrared Astronomy

RIACS
Research Institute for Advanced Computer Science

NAMS
NASA Academic Mission Services

Idaho Falls, ID
CSNR
Center for Space Nuclear Research

Colorado Springs, CO
U.S. Air Force Academy

Albuquerque, NM
U.S. Air Force Research Laboratory Scholars

Huntsville, AL
STI
Science and Technology Institute

Cleveland, OH
ARTS
Advanced Research and Technology Support

USRA HQ - Columbia, MD
NPP
NASA Postdoctoral Program
U.S. Naval Observatory Program
USRA STEM Education Center

USRA - Washington, DC
Greenbelt, MD
GESTAR
Goddard Earth Sciences Technology and Research

Houston, TX
LPI
Lunar and Planetary Institute

Intern Programs
NASA Internship Program
U.S. Air Force Research Laboratory Scholars
USRA’s Core Competencies Span a Broad Range of Space- and Aeronautics-Related Disciplines

What We Do:

- Astronomy and Astrophysics
- Earth Sciences
- Aeronautics
- Planetary Science
- Quantum Computing
- Materials Science
- Fluid Physics
- Space Nuclear Power and Propulsion
- Computational Sciences
- Advanced Technology Development
- Facility Management and Operation
- Education and STEM Workforce Development
USRA Operates Programs Benefitting the University Community

• USRA operates SOFIA, soliciting proposals from the community and allocating observing time and funding.

• USRA manages internship programs for NASA and the Air Force Research Laboratory, providing research opportunities for more than 1200 undergraduate and graduate students annually.

• USRA provides research opportunities for undergraduate and graduate students across many of its own programs.

• USRA manages the NASA Postdoctoral Program, providing postdoctoral experiences to new graduates at all NASA centers.

• USRA operates the Quantum Computer at NASA/Ames, soliciting proposals from the community and allocating time.

• USRA’s annual Lunar and Planetary Science Conference draws more than 1700 university faculty, undergraduates and graduate students.
Collaborating with USRA

Connect with USRA Programs for Collaborative Opportunities:

• Weblink: https://www.usra.edu/about-usra/doing-business-usra
• Identify highly specialized areas of research for NASA, DoD, NSF proposal opportunities
• Meet USRA Program Directors and PI’s at Conferences and workshops

HBCU/MI Expertise for teaming opportunities:

• Participate in USRA’s Program at Ames: NASA Academic Mission Services R&D Collaborations in key technical areas:
  ❖ Faculty and intern teams (Masters and PhD level)
  ❖ R&D Student Program: Co-Op projects for students at NASA
  ❖ Innovation Lab – utilizing NASA Ames Material Science lab with industry and universities
  ❖ Find common areas of research for subcontracting
Tips for Success

Selecting Potential University and Small Business (SB) Partners

- Identify specialized areas of research and development that align with USRA’s Programs
- Participate in our research and development committees for Science and Technology
- Identify research area of interest to our customers:
  - NASA Ames: Bio and Material Science, Quantum Computing, Aeronautics Research
- Participate in Contractor Councils at the various NASA centers
  - Join the Ames Contractor Council Meeting and meet other Primes and Small Businesses
  - Participate in joint venture session hosted by Ames Small Business Liaison in which Primes participate
Contact Information

• For Introductions to USRA’s various Program Management:

    Presenter: **Saba Hussain**  
    Program Development Manager  
    Mountain View, CA  
    (650) 279-9807  
    shussain@usra.edu  
    [www.nams.usra.edu](http://www.nams.usra.edu)  
    [www.usra.edu](http://www.usra.edu)