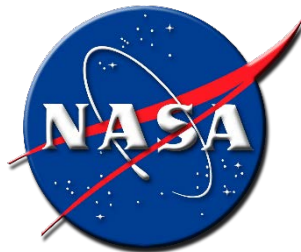


Affirming the Value of a HBCU/MI Mentor Protégé Agreement

August 15, 2018



Johnson Space Center (JSC)



Agenda

- Introduction of Panelist/Moderator

Debra Johnson - Director
Office of Procurement - NASA JSC
debra.l.johnson@nasa.gov T (281) 483-4157

- Mentor and Protégé' Connection

Mark Falls - Acting Contracting Officer Representative COR
NASA JSC
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- Current Mentor-Protégé' Agreement & Development Assistance

Stephen Brettel - Program Manager
PAE Applied Technologies, Inc.
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- Negotiating the Path to University Support

Donna Elmore-Cole - Senior Contracts Negotiator
Prairie View A&M University
dwelmore-cole@pvamu.edu T (936) 261-1681

Mentor and Protégé' Connection

Mark Falls, Acting Contracting Officer Representative (COR)

- Current President of PVAMU Johnson Space Center Alumni Chapter
 - Served as Chaplain in PVAMU National Alumni Association and current Board member
 - ❑ Actively connected to the University
- Served as Acting COR on the Facilities Support Services Contract for 4 months
 - Assisted PAE Applied Technologies, Inc. in meeting Small Business goals during the Performance Evaluation Board Period 17
 - Generated memo to President requesting support to help meet HBCU/MI goal
 - Held initial meeting with contractor and the University to discuss requirements and capabilities
 - Maintained connection with JSC's Industry Assistance Office and Procurement in creating a Mentor Protégé' Agreement via NASA HQ's Mentor Protégé' Program

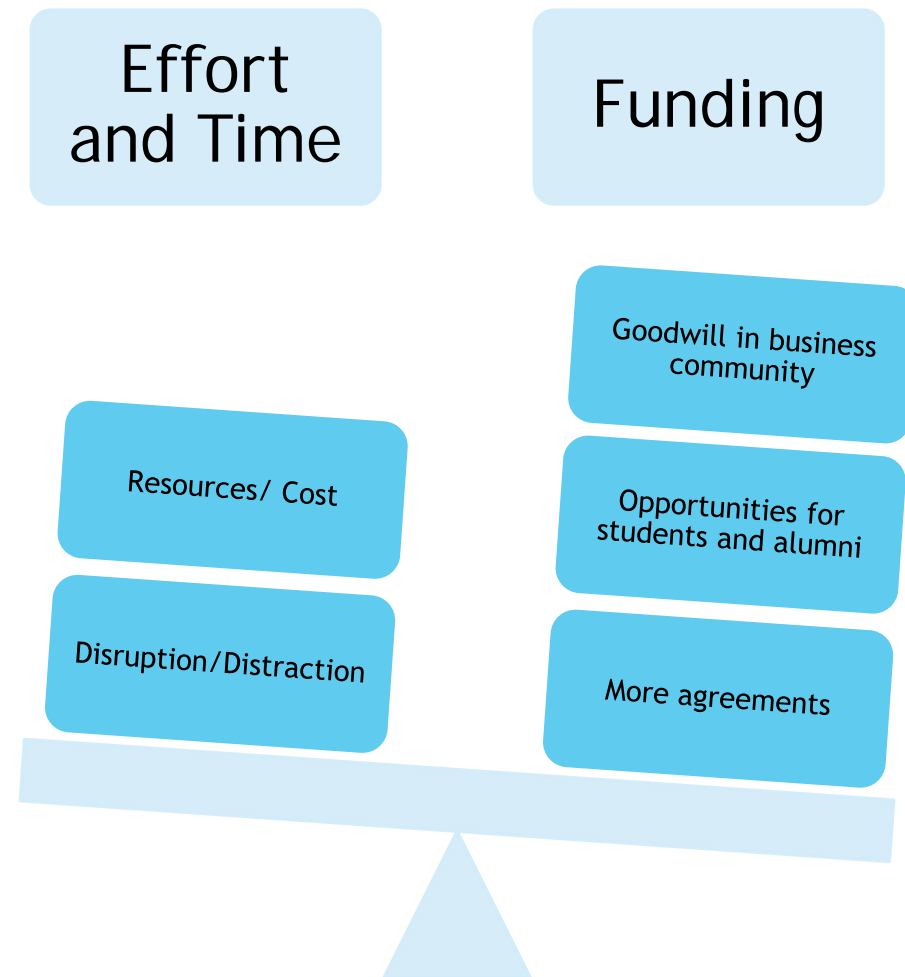
Current Mentor-Protégé' Agreement & Development Assistance

Stephen Brettel, Program Manager, PAE

- Identifying Current Capabilities/Staff
 - Training
 - OSHA 10
 - Estimating
 - Quality in Construction
 - ISO 9001 2008/2015
 - Houston Area Safety Council (HASC)
 - Intern Staffing
- Assisting with Proposals and Identifying Pursuits
 - Small Business Outreach Events and Sponsorship

Negotiating the Path to University Support

Donna Elmore-Cole Prairie View A & M University



Negotiating the Path to University Support

Are you ready?
Is the school ready?

- Do your homework.
- Share your information with everyone involved.
- <https://osbp.nasa.gov/mentor.html>

Do you have a champion?
Can they affect action and change?

- Buy- In IS NOT CHAMPIONING!
- Identify steps - Identify staff
- https://osbp.nasa.gov/docs/event-presentations/2018_05/08/09_00_NASA-Center-Overview_TAGGED.pdf

Who will be your mentor?
What is your product or service?

- Your mentor will be your partnerthey should be equally invested in the success.
- If you are attempting to sub-contract to a prime, examine what is your product. HINT - it has to fulfill a business need of the prime.
- https://osbp.nasa.gov/docs/event-presentations/2018_05/08/09_00_NASA-Center-Overview_TAGGED.pdf

Questions?

