



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



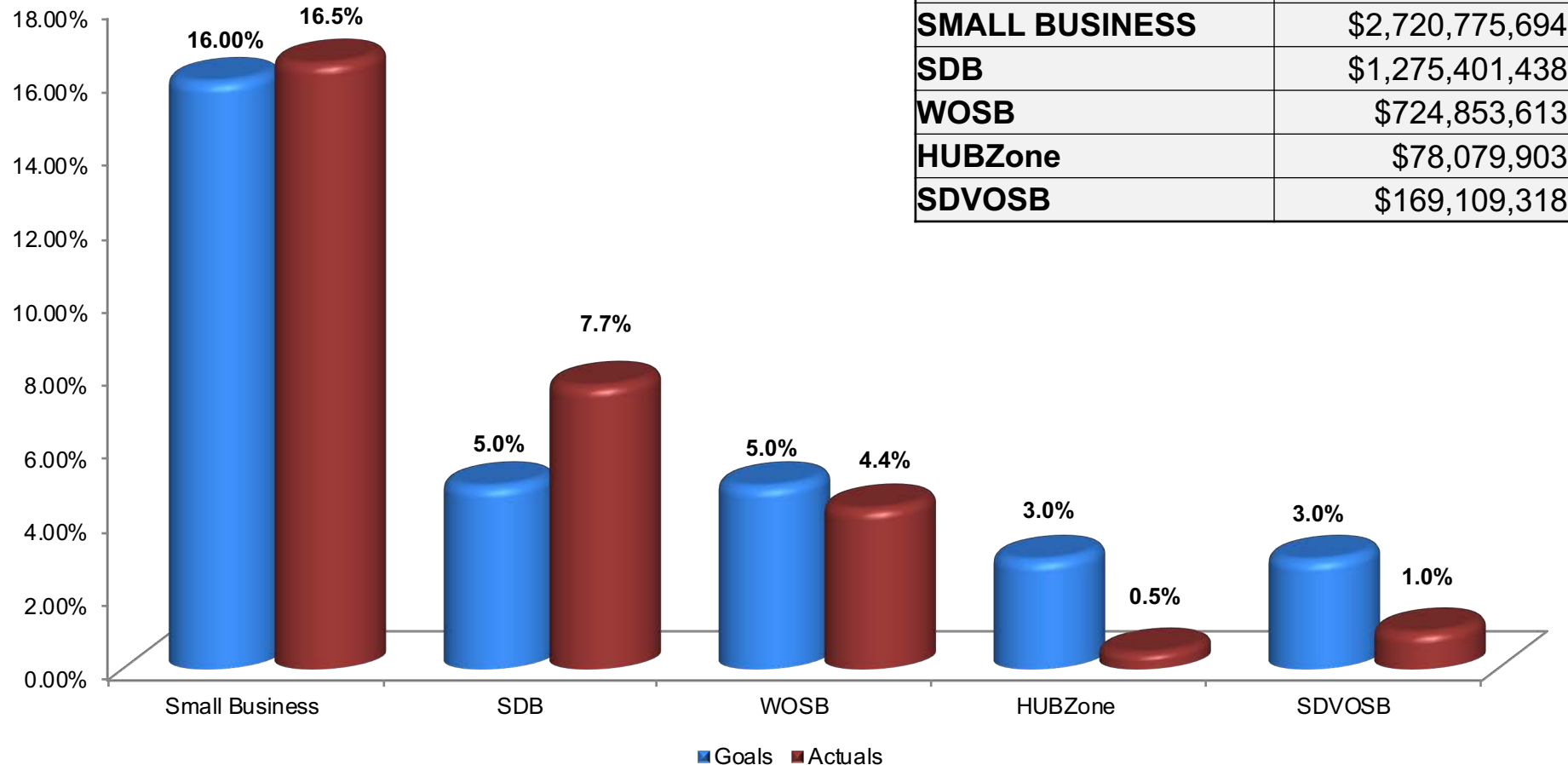
Welcome Remarks

2018 Federal Small Business Summit

Glenn A. Delgado
Associate Administrator

NASA Agency FY2017 Prime Goals vs. Actual Percentages

Data generated February 20, 2018 from FPDS-NG



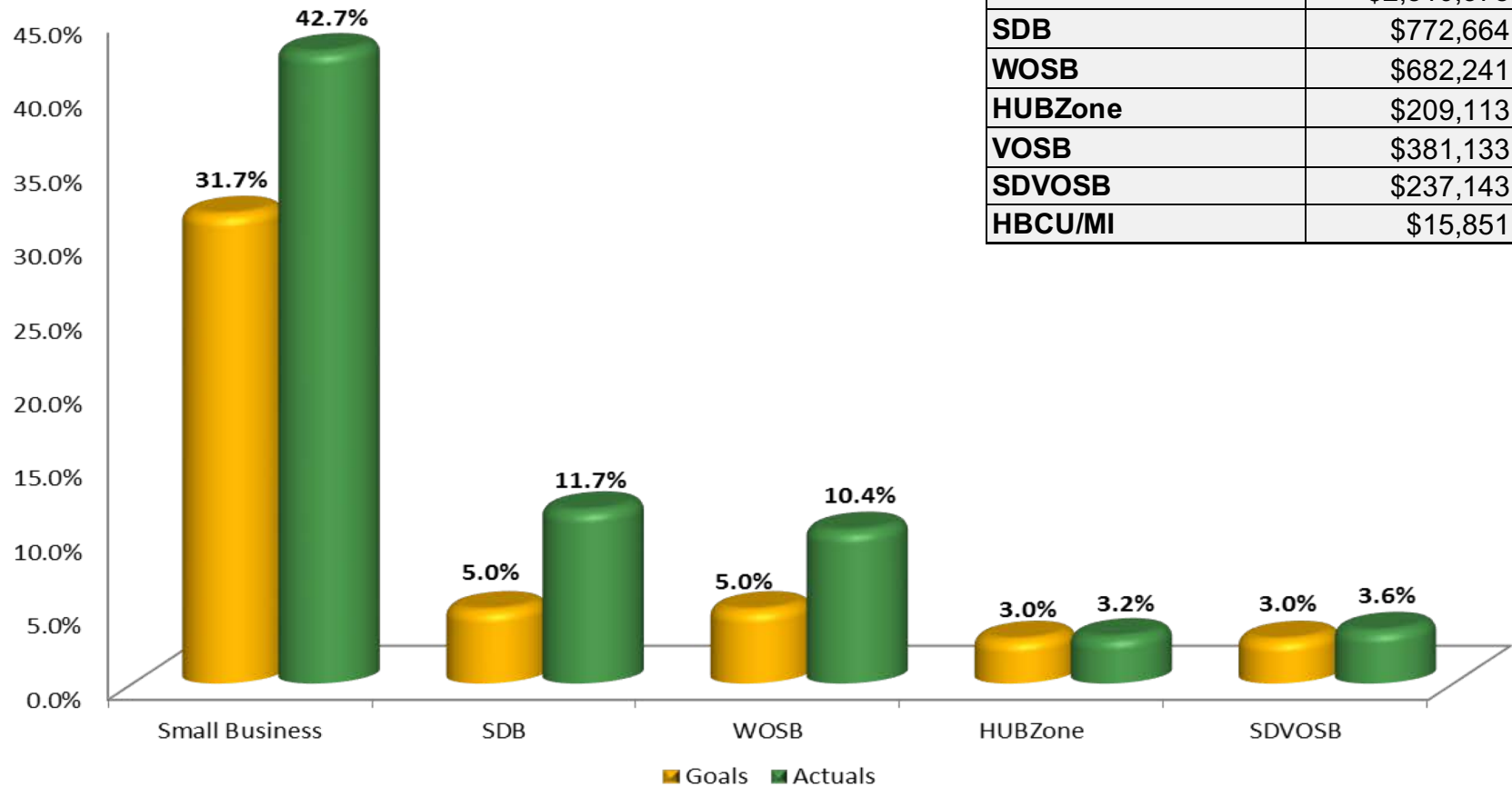
CATEGORY	DOLLARS
TOTAL DOLLARS	\$16,489,553,702
SMALL BUSINESS	\$2,720,775,694
SDB	\$1,275,401,438
WOSB	\$724,853,613
HUBZone	\$78,079,903
SDVOSB	\$169,109,318

NASA FY17 Subcontracting Goals vs. Actual Percentages

End-Year

Data pulled February 12, 2018 from eSRS

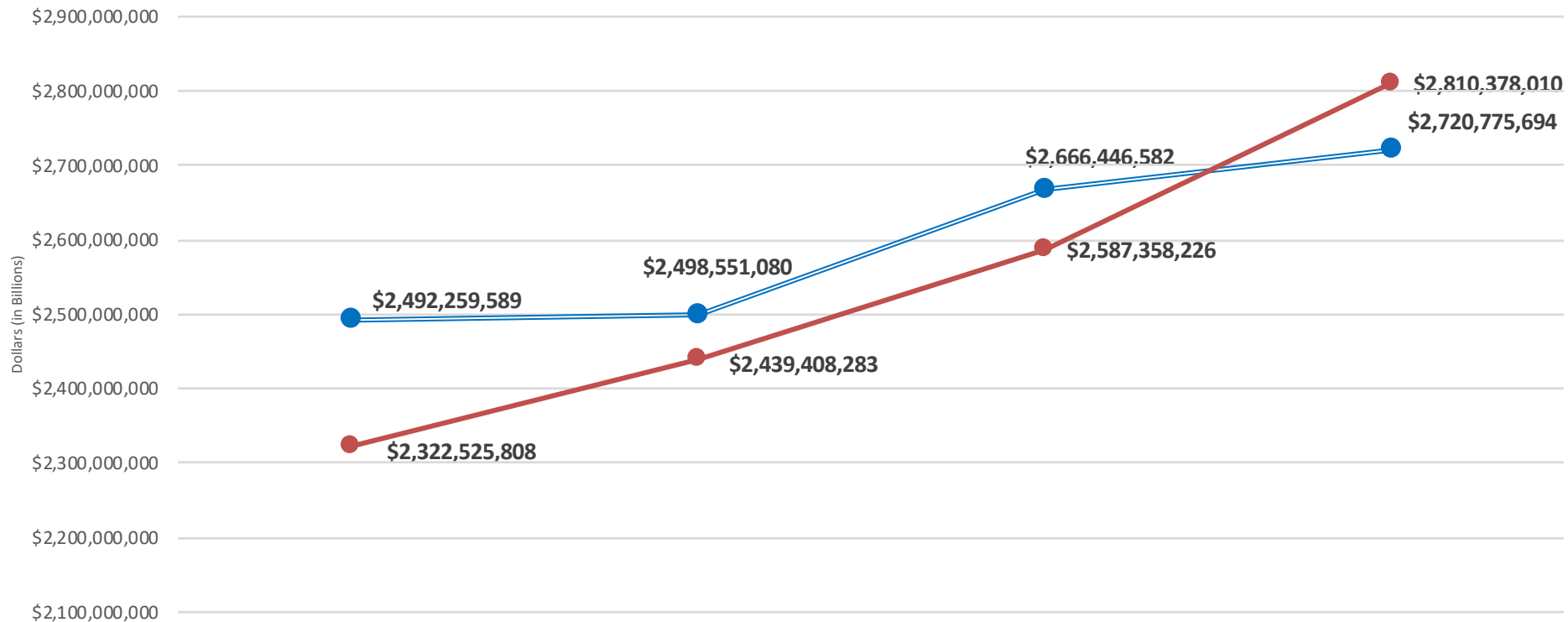
CATEGORY	DOLLARS
TOTAL DOLLARS	\$6,583,787,113
SMALL BUSINESS	\$2,810,378,010
SDB	\$772,664,124
WOSB	\$682,241,050
HUBZone	\$209,113,078
VOSB	\$381,133,666
SDVOSB	\$237,143,365
HBCU/MI	\$15,851,325



FY2014-FY2017 Trend

Small Business Prime and Subcontracting Dollars

FY17 Data generated February 20, 2018 from FPDS-NG



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

Prime — Subcontracting —

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

Do Your Homework!

- Use Trade associations
 - Department of Business, Economic Development and Tourism State of Hawaii
 - Hawai'i Procurement Technical Assistance Center
 - Maui Economic Development Board Hawaii Technology Development Corporation
 - Native Hawaiian Veterans, LLC

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

Science
Center

Goddard Space Flight Center & Headquarters
336414
541712/541710
541330
517919
334511

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

Federally Funded
R&D Center

Jet Propulsion Laboratory
236220
332710
517410
541380
541511

Resource
Center

NASA Shared Services Center
541512
541712
541519
561110
511210

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 FACILITIES CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
ARC	561210	Aerospace Testing & Facilities O&M (ATOM-4)	Jacobs Technology NNA16BD26C	Full & Open	\$269.5 M	2/1/2021
ARC	561210	Logistics Management Services (LMS)	Lockwood Hills, LLC 80ARC017C0001	SB Set-Aside	\$31.5 M	8/15/2022
ARC	561210	Ames Facilities Maintenance Support Services (AFSS)	Jacobs Technology NNA15BB23C	Full & Open	\$228 M	7/31/2025
GRC	561210	Central Process Recertification, Operations and Maintenance Contract (CROM)	Mainthia Technologies, Inc. NNC16CA12C	SB Set-Aside	\$64.2 M	11/30/2020 Last Date to Order
GRC	561210	Technical Info, Admin, Logistics Svcs II (TIALS 2)	Alcyon Technical Services (ATS) JV, LLC NNC15CA30C	SB Set-Aside	\$175.6 M	9/30/2022
GRC	561210	Technical, Facilities, O&M, & Engineering (TFOME)	HX5 Sierra, LLC NNC15BA02B	SB Set-Aside	\$379.9 M	5/31/2025
GSFC	561210	Wallops Island Consolidated Contract (WICC) II	LJT & Associates Inc NNG14WA44C	SB Set-Aside	\$264.4 M	3/31/2021 Last Date to Order
GSFC	561210	Facilities Operations and Maintenance Services (FOMS) III	AKIMA Support Operation, LLC 80GSFC18R0054	Full & Open	\$14.1 M	4/14/2023
HQ	561210	Headquarters Operations Support Services (HOSS)	Lintech-Beacon, LLC 80HQTR18C0002	8(a) Competitive	\$13.4 M	11/30/2022 Last Date to Order
MSFC	561210	Facilities Operations and Maintenance Support Services (FOMSS)	URS Federal Services Inc. 80MSFC17C0007	Full & Open	\$439.3 M	12/30/2025
SSC & MAF	561210	Synergy Achieving Consolidated Operations and Maintenance (SACOM)	Syncom Space Services (S3), LLC NNS15AA01C	Full & Open	\$1.3 B	6/30/2025 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
August 13, 2018	NASA Strategic Sourcing - What Small Businesses Need to Know	Monica Manning, Assistant Administrator for Procurement NASA HQ	Podcast
August 13, 2018	How to Navigate the Environmental Protection Agency (EPA) from a Small Business Perspective	Denise Benjamin-Sirmons, Director, OSD BU U.S. Environmental Protection Agency	Podcast
August 28, 2018	Navigating the World of Simplified Acquisitions & Purchase Cards	Suzanne Honeycutt, Agency Purchase Card Lead NSSC Eli C. Ouder, Chief, Simplified Acquisitions Branch NSSC	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 6, 2018	NASA's New Invoice Processing Platform	Robert Medina, Small Business Specialist AFRC	Webinar
October 16, 2018	Small Business Lending: Build or Buy Past Performance	Jackie Robinson-Burnett, Government Contracting Expert Live Oak Bank	Webinar
October 18, 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, Acquisition Specialist and Small Business Technical Advisor Department of Energy	Webinar

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 18, 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

As of 8/2/2018



- Twitter – @NASA_OSBP
 - 12.1K Followers



- Facebook – @NASASmallBusiness
 - 273,220 Followers (Likes)



- Blogger (Glenn Delgado's Blog)
 - 1,336 Page Views in the Last Month
 - 82,700 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

NASA Vendor Database:

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