The vision of the Office of Small Business Programs at NASA Headquarters is to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.

4th Annual NASA Small Business Symposium and Awards Ceremony

TRUPEHLIA M. PARKER
EDITOR/SCHEDULER (CONTRACTOR)
NASA OFFICE OF SMALL BUSINESS PROGRAMS

The 4th Annual National Aeronautics and Space Administration (NASA) Small Business Symposium and Awards Ceremony held November 3, 2011, at the Hyatt Dulles hotel in Herndon, VA, was a success and attracted more than 300 Government and industry attendees. Symposium attendees learned about the skills, resources, and technologies needed to aid the Agency’s missions, programs, and research. They also had an opportunity to hear from NASA’s Office of Small Business Programs Associate Administrator, Glenn A. Delgado, as well as other key Agency officials including Administrator Charles F. Bolden, Jr.; Associate Deputy Administrator Richard J. Keegan; Chief Scientist Dr. Gale J. Allen; and Mission Support Directorate Associate Administrator Dr. Woodrow Whittow, Jr. Attendees also had the privilege of hearing from the Administrator of the U.S. Small Business Administration, Karen G. Mills.

The event offered various session topics ranging from “The View Ahead for Small Business” (Karen G. Mills) to two messages from high-level officials at NASA: “Message from NASA’s Chief Scientist” and “Message from NASA’s Mission Support Directorate.”

Overall, the event afforded participants an opportunity to hear from the Agency on how small businesses have worked and can continue to work with NASA to achieve its mission. The NASA Office of Small Business Programs is looking forward to providing another outstanding symposium in 2012.

To view symposium presentations and awards ceremony photos, visit http://www.osbp.nasa.gov/sbs/symposium.html.

ATTENDEE FEEDBACK

“How small businesses can help NASA, the emphasis on this subject was great!”

“Really enjoyed hearing from Mr. Keegan.”

“Great Q&A!”

“Administrator Mills—please invite her back next year.”

“1st time to this event, will not be my last!!”

“Great stuff NASA is doing!”

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MISSION STATEMENT

To advise the Administrator on all matters related to small business,

To promote the development and management of NASA programs that assist all categories of small business,

To develop small businesses in high-tech areas that include technology transfer and commercialization of technology, and

To provide small businesses maximum practicable opportunities to participate in NASA prime contracts and subcontracts.
As the Small Business Specialist at Kennedy Space Center (KSC), Mr. Larry M. Third has played a major role in transforming the small business program at KSC through assisting with the development of small businesses to help them explore greater opportunities. Mr. Third’s analytical ability, experience, and team-building skills have been the catalyst for achieving the Center’s small business goals. As a result, in fiscal year (FY) 2009, KSC was awarded the Administrator’s Cup for best small business program.

Mr. Third’s determination to build new partnerships among KSC’s large and small prime contractors has become one of many success factors in the durability of the Center’s small business initiatives. In July 2011, during a meeting with the Administrator of the U.S. Small Business Administration (SBA), Karen Mills, Mr. Third discussed the concept of joint counseling. Ms. Mills was so impressed that she requested additional information on KSC best practices.

Although geographically separated, Mr. Third maintains a highly effective working relationship with KSC's SBA representatives. Mr. Third was instrumental in establishing written responsibilities and timelines with the SBA Procurement Center Representatives. This is one of the first known small business agreements of its kind, with another agency, at NASA. The agreement establishes a 48-hour turnaround goal for all small business coordination sheets and subcontracting plans.

In years past, Mr. Third was the catalyst in reorganizing the KSC Small Business Council into the KSC Prime Contract Board. This resulted in an organization more aligned with the Agency’s current small business vision and initiatives. He continues to maintain the Board’s effectiveness despite a significant number of contract and contract management transfers over the past year. He also represents NASA and KSC at the Prime Contractor Board to facilitate small business initiatives, joint counseling, the planning and organizing of outreach events, and the breaking down of barriers that limit small business participation.

As chair, he leads the team in planning and organizing two major outreach events each year—the Business Opportunities Expo and the Small Business Industry Day. The Expo is in its 21st year and is considered a best practice. Mr. Third’s quick to point out that a successful program such as KSC’s is the result of a total team effort.

The NASA Office of Small Business Programs saluted Mr. Third on successfully impacting the small business program at KSC.
2011 SMALL BUSINESS CHAMPION RECOGNITION

Dudley R. Cannon, Jr.,
DIRECTOR OF PROCUREMENT
NASA Kennedy Space Center

Dudley Cannon is the Director of Kennedy Space Center Procurement. In this role, he provides leadership, guidance, and knowledge management to a 100-person organization responsible for all aspects of acquisition and contract management in support of the Kennedy Space Center (KSC) mission. He also provides executive level support to KSC Source Evaluation Boards (SEBs) and Industry Relations, as well as senior-level management and guidance to the KSC Small Business Program. Cannon has served in various Government agencies over the last 30 years, including NASA, the Defense Logistics Agency, and the U.S. Air Force. Since joining NASA in 1986, Cannon has held numerous positions, presently serving as Assistant Chief Counsel and Deputy Procurement Officer. Cannon recently retired from the U.S. Air Force Reserves, where he held Reserve Commission as a Judge Advocate. He is the recipient of numerous recognitions including the NASA Exceptional Service Medal and the NASA Exceptional Achievement Medal, and, in 2009, he was named as an Ability One Procurement Champion. Cannon holds a bachelor of arts degree from the University of South Florida and a juris doctorate degree from the University of Memphis. He has also completed the Federal Executive Institute’s Leadership for a Democratic Society program and the Harvard Kennedy School of Government’s Senior Executive Fellows Program. Cannon is highly supportive of NASA’s Small Business Program and enables KSC to consistently achieve small business awards exceeding 30 percent of its procurement obligations.

ARCATA ASSOCIATES, INC., RECOGNITION BY HARRY REID

Robert Medina, Small Business Specialist
NASA Dryden Flight Research Center

Senator Harry Reid of Nevada congratulated Arcata Associates, Inc. (Arcata), of Las Vegas, NV, at the Senate Majority Leader’s office on November 3, 2011, for being selected as NASA’s Small Business Prime Contractor of the Year for 2011. Arcata received this award from the NASA Administrator, Mr. Charles Bolden, on November 3, 2011, at the 4th Annual NASA Small Business Symposium and Awards Ceremony. Arcata was selected for the outstanding support it provides to NASA Dryden Flight Research Center as the Research Facilities and Engineering Support Services (RF&ESS) prime contractor under contract NAS4-00047. The company supports the flight research mission through: (1) development of the flight vehicle data acquisition and display systems, (2) system development, engineering, and operations for the Western Aeronaumas Test Range (WATR) as well as institutional IT services to support the Center, Arcata has received all “Excellent” award fee scores since contract inception. Over the last 22 years, Arcata has provided technical support to every NASA Center. Currently, in support of Johnson Space Center, Arcata supports Lockheed Martin’s Orion Multi-Purpose Crew Vehicle (MPCV) contract to design, build and deliver the Orion spacecraft vehicle. All Space Station Center, Arcata is a member of CSC’s NASA Shared Services Center (NSSC) team. This contract is a major outsourcing effort that consolidates technical- and business-support functions for NASA. Finally, Arcata is supporting Science Applications International Corporation’s (SAIC’s) Unified NASA Information Technology Services (UNITS) Program at Marshall Space Flight Center (MSFC).

For more information, please visit http://www.arcataassoc.com.

2011 AGENCY-LEVEL
SMALL BUSINESS PRIME CONTRACTOR OF THE YEAR

Arcata Associates, Inc., is an award- winning engineering services, information technology (IT), multimedia, and management support company operating in eight states. Arcata employs over 400 people Nationwide in support of NASA, the Department of Defense (DoD), and other Government agencies. Arcata is a minority-owned with NASA began in 1989 with a prime contract at Kennedy Space Center to provide launch support operations for theumbilical Air Force Base, CA, and a Technical Support Effort Personnel (TSEP) contractor at the Jet Propulsion Laboratory in Pasadena, CA. Since 2002, Arcata has been the Research Facilities and Engineering Support Services (RF&ESS) prime contractor at NASA Dryden Flight Research Center (DFRC). In this role, Arcata supports all three NASA Mission Directorates: Aeronautics Research, Human Exploration and Operations, and Science. Arcata’s RF&ESS Team provides engineering and operations and maintenance services to the Western Aeronaumas Test Range (WATR) as well as institutional IT services to support the Center.

2011 AGENCY-LEVEL
SMALL BUSINESS SUBCONTRACTOR OF THE YEAR

All Points Logistics, Inc.

All Points Logistics (APL), LLC, is certified by the U.S. Department of Veterans Affairs as a Service- Disabled Veteran-Owned, Small, Disadvantaged, Native American-Owned Business with approximately 80 employees and $17 million in annual revenue (2011). The majority of APL’s Logistics contracts are engineering services, technical, administrative, and assistance services; and task order and indefinite delivery/indefinite quantity (IDIQ) efforts for the U.S. Government. APL is headquartered in Merritt Island, FL, and has major operation sites in Huntsville, AL, and the Atlanta, GA area. APL has the primary line of business: integrated logistics; information technology; facilities and environmental services management; professional, engineering, and technical support; and professional staffing. APL’s most recent achievement is receiving the designation of 2011 Small Business Subcontractor of the Year by NASA’s Kennedy Space Center.

For more information, visit http://all-points-logistics.com/.

2011 AGENCY-LEVEL
LARGE BUSINESS PRIME CONTRACTOR OF THE YEAR

Jacobs Technology, Inc./Facility Operating Services Contract (FOSC)

Jacobs Technology, Inc. (Jacobs), is one of the nation’s largest aerospace space and defense engineering services firms. The Jacobs FOSC Group at Stevens Space Center (SSC) is one of 21 JTI segments and has a fundamen- tial goal to ensure the success of SSC in meeting mission requirements by providing world-class contractor support in all areas. SSC goals are met through the help of three outstanding teammates: eLTA, SRC, and DORE. Jacobs/FOSC provides a broad range of technical, engineering, operations, maintenance, and institutional services for NASA and over 30 tenants at the SSC Federal City. Jacobs/FOSC has earned and been awarded three of the highest potential award levels, and the team is 1 of 10 Jacobs operating segments that support eight NASA Centers with an overall average award fee score of 96.6 percent.

With my best wishes,

Dudley R. Cannon, Jr.

2011 SYMPOSIUM AND AWARDS HIGHLIGHT

Jacobs/FOSC participates in and is one of the major supporters of Stevens SB activities, as well as other outreach events across the Gulf Coast area. Jacobs/FOSC also holds SB Vendor Sessions offering small businesses a further opportunity to present their capabilities to interested businesses. Impassively, in the sincerest form of outreach, Jacobs promotes a “Beyond Zero” safety mentality and operational environment across this NASA Center by providing safety instruction, monitoring, and guidance on all matters of safe execution and teamwork. This remains a priority outreach opportunity and reflects most favorably on NASA.

For more information, visit http://www.jacobs.com. Office of Small Business Programs 5

http://www.jacobs.com/
2011 Small Business Legacy Recognition

CARL G. RAY
FORMER PROJECT LEAD, NASA TECHNOLOGY PORTFOLIO TRACKING SYSTEM, STRATEGIC INTEGRATION DIVISION
NAS OFFICE OF THE CHIEF TECHNOLOGIST

Carl began his career with NASA in 1989 as a systems engineer and stage manager for the Space Station Freedom Program (SSFP). Upon leaving SSFP, he moved to Headquarters, accepting various assignments within NASA’s technology transfer programs. He became NASA’s Program Executive for the Small Business Innovative Research and Small Business Technology Transfer (SBIR/STTR) programs in 1996, remaining the Source Selection Officer (SSO) with responsibility for selecting over 6,000 SBIR/STTR awards and authorizing more than $2 billion in awarding small business firms over his 16-year tenure in Washington.

Through this venue, Carl became a strong advocate for the small business community at NASA, where he remains a source of corporate knowledge on the SBIR/STTR programs. Recently, Carl has undertaken a new position as Project Manager for the NASA Technology Portfolio Tracking System, a project under the Office of the NASA Chief Technologist, to develop an Agency-wide capability for maintaining and tracking NASA’s vast portfolio of technologies and technology program investments.

Prior to his 22 years with NASA, Carl held positions for 3 years with The Analytical Science Corporation (ASC) as a senior systems engineer and 12 years with the Naval Research Laboratory (NRL), in various systems engineering and management positions in what is currently “The Center for Navy Space.”

Carl began his engineering career gaining a bachelor’s in electronics engineering technology from DeVry University, Charter Class, 1970, and continues his education by acquiring a master’s of engineering management from George Washington University’s School of Engineering in Washington, DC.

He is a member of the American Institute of Aeronautics and Astronautics (AIA), the American Astronautical Society (AAS), and United Who’s Who; he is also a Commerce Science and Technology (ComSci) Fellow of the University, Charter Class 1970, and continued his education by acquiring a master’s of engineering administration from George Washington University’s School of Engineering in Washington, DC.

2011 Small Business Advocates Awards Winners

Small Business Specialist of the Year

Kennedy Space Center

Larry Michael Third

Procurement Team of the Year Evaluations, Assessments, Studies, Services, and Support (EASS) Team Langley Research Center

Team Members

Jeffrey Arist
Laura A. Avery
Timothy P. Cannella
Jennifer A. Cherry
Cindy L. Daniels
Daphne Sci Ducan
Creasy A. Durbin
Rosemary C. Fancher
Gloria Hernandez
Randy A. Manning
Michael A. Mark

Technical Person of the Year Goddard Space Flight Center

Dr. Stephen E. Cohen

Program Team of the Year Information Technology (IT) Infrastructure Integration Program (ITIP) Team Marshall Space Flight Center

Team Members

Jeffrey S. Jackson
Value R. Jones
John B. McLaughle
Jonathan Pettus
Nick Roberts
Joseph B. Solomon
Amy Stuipeters

Small Business Subcontractor of the Year

Systems Electric

Aurea Research Center

Dennis Heathco Consulting

Dryden Flight Research Center

ZRI Technologies, Inc.

Goddard Space Flight Center

Odyssey Space Research, LLC

Johnson Space Center

ASSTLogistics, Inc.

Kennedy Space Center

Lassam Corporation

Marshall Space Flight Center

SAIC, Inc.

NASA Shared Services Center

United Space Alliance

The Raytheon Company

Jacobs Technology, Inc./TYBRIN

Lansmont Corporation

All Points Logistics, Inc.

Odyssey Space Research, LLC

Dennis Heathco Consulting

Dryden Flight Research Center

ZRI Technologies, Inc.

Goddard Space Flight Center

Odyssey Space Research, LLC

Johnson Space Center

ASSTLogistics, Inc.

Kennedy Space Center

Lassam Corporation

Marshall Space Flight Center

SAIC, Inc.

NASA Shared Services Center

2011 Small Business Center-Level Industry Awards Winners

Small Business Prime Contractor of the Year

Logge, LLC

Aurea Research Center

Arcada Associates, Inc.

Dryden Flight Research Center

Sierra Lube, Inc.

Glenco Research Center

Genetic Engineering Solutions, Inc.

Goddard Space Flight Center

MORI Associates, Inc.

Headquarters

The Torrana Group, Inc.

Jet Propulsion Laboratory

BB Systems Consulting Group, Inc.

Johnson Space Center

Abacaa Technology Corporation

Kennedy Space Center

Analytical Mechanics Associates, Inc.

Langley Research Center

Actex Systems, Inc.

Marshall Space Flight Center

Paragon Business Solutions, Inc.

NASA Shared Services Center

Patriot Technologies, LLC

Goddard Space Flight Center

2011 Registrations by Organization Type

- Government/Military
- Small Business
- Large Business
- Other

Thank You, MORI Associates, Inc.!

DAVID B. GROVE, PROGRAM MANAGER
NAS OFFICE OF SMALL BUSINESS PROGRAMS

The NASA Office of Small Business Programs (OSBP) would like to thank MORI Associates, Inc., for 5 years of office support. Your hard work is evident and appreciated, and it has helped to move the Agency’s small business program forward in achieving NASA’s mission. As your contract comes to an end, NASA congratulates you on a job well done.

For additional information, visit http://www.morassociates.com.

Office of Small Business Programs
2012 JPL HIGH-TECH CONFERENCE

NASA JPL will present the 24th Annual High-Tech Small Business Conference on Tuesday, March 6, and Wednesday, March 7, 2012.

The conference affords small businesses the opportunity to meet purchasing and technical representatives from major corporations and Federal agencies during the Marketplace Forum to discuss contract opportunities.

For additional information, please visit http://acquisition.jpl.nasa.gov/boo/2012HT/index.asp.

2012 VETERAN ENTREPRENEUR TRAINING SYMPOSIUM (VETS)

The VETS conference will take place June 11–14, 2012, in Reno, NV, and will provide attendees with the information needed to navigate the Federal acquisition process—from the Government perspective as well as the commercial side. General sessions and breakouts will include a variety of subjects, such as these:
- How to use OSDBUs and SBDLOs effectively
- Legal landmines for small contractors
- How to prepare and survive a DCAA audit
- GSA’s Multiple Award Schedule Program
- Working with large prime contractors
- And more!

For additional information, please visit http://www.veterantrainingsymposium.com.

WOSB NATIONAL SMALL BUSINESS CONTRACTING SUMMIT SOUTHEAST

January 25–26, 2012
Orlando, FL


24TH ANNUAL HIGH-TECH SMALL BUSINESS CONFERENCE

March 6–7, 2012
Hosted by NASA Jet Propulsion Laboratory
Los Angeles, CA

For additional information, visit http://acquisition.jpl.nasa.gov/boo/2012HT/index.asp.

NASA SDVOSB INDUSTRY DAY

January 31, 2012
Hosted by NASA Johnson Space Center
Houston, TX

For additional information, contact
Kelly Rubio, Small Business Specialist
NASA Johnson Space Center
281-244-7890.

NATIONAL 8(a) CONFERENCE

February 7–8, 2012
Orlando, FL

For additional information, visit http://www.national8aassociation.org/.

OSBP NEWSLETTER ARTICLE SUBMISSION SCHEDULE:

DEADLINE: PUBLISHED:
January 31 March
April 30 June
July 31 September
October 31 December

TO SUBMIT AN ARTICLE:

THE OFFICE OF SMALL BUSINESS PROGRAMS (OSBP) NEWSLETTER IS THE QUARTERLY ELECTRONIC PUBLICATION OF THE NASA OSBP.

OSBP welcomes articles and opinion pieces that are directed to advocates of small businesses. These articles are printed as space is available and should be approximately 500 words in length. Articles that were printed elsewhere cannot be reprinted in the OSBP Newsletter without written permission from the original printing source. Submissions will be edited as necessary.

Do you have a small business success story that could inspire small business collaboration and advocacy? If so, tell us about it. Send your “success story” to smallbusiness@nasa.gov. Please type “newsletter” in the subject line of your e-mail.

OSBP STAFF:

THE OSBP OFFICE IS A TEAM COMMITTED TO PROVIDING EXCELLENCE IN SERVICE AND INFORMATION TO THE SMALL BUSINESS COMMUNITY.

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OSBP WEB SITE:

The improved NASA OSBP Web site is up and proving successful in helping individuals and companies to navigate small business policies, procedures, and best practices at NASA.

The purpose of the Web site, http://www.osbp.nasa.gov, is to share the vision of the Small Business Program at NASA, as well as provide pertinent information on how to do business with NASA.