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# OFFICE OF SMALL BUSINESS PROGRAMS

## VISION STATEMENT

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.

## SMALL BUSINESS SUCCESS STORY NASA-SAIC-OAKWOOD MENTOR-PROTÉGÉ RELATIONSHIP

The National Aeronautics and Space Administration (NASA) marked a major milestone on February 18, 2009, when the first "Mentor-Protégé" Agreement was signed between a NASA Prime Contractor, SAIC, and a Historically Black College/University (HBCU), Oakwood University. The 3-year agreement between SAIC and Oakwood University is sponsored by NASA. Under this pact, SAIC will aid Oakwood University with technology enhancements, contract management, and business administration.



2011 UNCF—VIP Reception with 2011 SAIC Scholarship Award Winners from Oakwood University. Shown are, from left to right, Esther Veras, SAIC; Dan Harris, SAIC Senior Vice President; Antonio McInnes and Sheereen Burton, scholarship winners; Bruce Emerson, SAIC; and Veronica Emerson, SAIC.

"This agreement will increase the viability of Oakwood University as a business partner and potential prime contractor for future NASA projects," said David Brock, the lead Small Business Specialist at Marshall Space Flight Center (MSFC) in Huntsville, AL. This historic NASA Mentor-Protégé event was recognized and appeared in various publications including *U.S. News & World Report*.

In 2004, Oakwood College, a Historically Black College in North Alabama, was chosen to be a subcontractor and team member on the newly awarded SAIC Unified NASA Information Technology Services (UNITeS) program. Since this time, Oakwood College has become Oakwood University and has grown the UNITeS subcontract from an initial \$1.7-million award to a more than \$12-million award. Additionally, SAIC has teamed with Oakwood on several Federal contracts including the recently awarded Enterprise Application Services Technology (EAST) and NASA Integrated Communications Services (NICS) contracts—both are Agency-wide contracts that support NASA's information technology (IT) needs.

Through the mentoring relationship, SAIC established a Developmental Assistance Program, based on a comprehensive needs assessment, to position Oakwood for aggressive participation in additional Federal contracting. Since the Mentor-Protégé signing, SAIC and Oakwood have worked together to successfully achieve numerous goals to establish wireless technology support on campus, ISO 9002 certification audit compliance, network engineering classroom training, Federal contract training, and human resources laboratory development.

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2011 Summer Hire Orientation Day—a day to learn rules of conduct, professional dress, ethical standards, work schedule, and other topics that help with professional success.



2009 NASA/SAIC/Oakwood—Mentor-Protégé Agreement Signing. Pictured at the table are Dan Harris, SAIC Senior Vice President; Brenda Tate, NASA Contracting Officer; and Dr. Delbert Baker, Oakwood University President. Overseeing the signing are a number of NASA, SAIC, and Oakwood participants including Associate Administrator for NASA's Office of Small Business Programs Glenn Delgado and MSFC's Small Business Specialist David Brock.

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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.

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# OFFICE OF SMALL BUSINESS PROGRAMS

## SBS SPOTLIGHT



**TERESA MONACO,**  
SMALL BUSINESS SPECIALIST  
NASA GLENN RESEARCH CENTER

I grew up in Kaneohe, HI, on the island of Oahu. I worked as an auditor with the Defense Contract Audit Agency. At NASA, I have worked as a contracting officer, project control specialist, program analyst, project support officer, administrative officer, budget analyst, and now small

business specialist. I still have my contracting officer's warrant, and I continue to work on active contracts. I have worked in procurement, in Center directorates (for programs and projects), and in the Office of the Chief Financial Officer. I had the opportunity to work in the areas of microgravity, aeronautics, and the Mission Control Center.

I attended the University of Hawaii at Manoa, where I received a bachelor's degree in business administration (accounting). I have a master's degree in business administration from the Florida Institute of Technology. I was granted a Certified Public Accountant license from the state of California. I have a Level III Federal Acquisition Certification in Contracting (FAC-C).

I did not know much about the small business aspects of contracting, and I wanted to learn more. I have worked with small businesses in the past, and I have typically been very pleased with their performance. Small businesses do not have the layers of bureaucracy that large businesses have. You can speak directly to the decision makers.

I enjoy working with both Headquarters (Office of Small Business Programs and Office of Procurement) and the Center small business specialists. They have been very helpful, and their knowledge of the small business program is invaluable to me. I am very fortunate that I also have terrific support from the Small Business Administration (SBA). Everyone has been very patient with me and has endured my endless rounds of questions. I am fortunate that my Center management, the technical community, and the procurement staff are aware of the importance of meeting or exceeding small business goals and do their best to obtain small business procurements.

The biggest issue facing small business will be budgets and funding (or lack thereof). It will be very challenging to determine how we can accomplish our mission with these constraints.

### Small Business Success Story (continued from page 1)

SAIC also offers Oakwood faculty and staff free access to SAIC University to further develop Federal contracting and IT skills.

SAIC's relationship with Oakwood University has expanded far beyond the Mentor-Protégé Agreement goals. Together, the two organizations have started a summer internship program designed to place Oakwood students into the workforce that supports NASA's space and technology programs. Since 2006, the summer internship program has grown—today, summer interns are spread across several SAIC/NASA programs including UNITeS, EAST, and NICS. In 2011, more than 14 summer interns were employed by SAIC during the summer months. SAIC and Oakwood also work together toward the success of the United Negro College Fund (UNCF). As a UNCF Gold Sponsor each year, SAIC contributes financially, participates on the UNCF board, and actively participates in fundraising events in aid of the UNCF. Additionally, SAIC has established a special scholarship fund that assists Oakwood University students each year. And together, the two organizations support community events such as Junior Achievement and the Relay for Life. The NASA Mentor-Protégé Agreement has grown into a special relationship that supports NASA customers, Oakwood University, and local and national communities.

Oakwood University is a Historically Black University founded in 1896 as an industrial school of higher learning, it later became a college, and in 2008 it was awarded university status. SAIC is a Fortune 500 scientific, engineering, and technology applications company that uses its deep domain knowledge to solve problems of vital importance, to the Nation and to the world, in national security, energy and the environment, critical infrastructure, and health.



## AA's CORNER

As the fiscal year comes to a close, the NASA Office of Small Business Programs continues to work very hard with the Office of Procurement at each Center to complete many of the year-end acquisition awards, many of which we hope will be awarded to small businesses. As I write this column, NASA is exceeding its SBA assigned goal of 15.9 percent, with 17.2 percent awarded to small businesses; however, due to the continuing resolution earlier this year, much of the funding for several of our new projects going to large businesses has yet to be obligated. This delay of funding will have a major effect on our current 17.2 percent small business achievement. OSBP is in the process of negotiating the Agency's FY 2012 and 2013 small business goals with the SBA with hopes to reach an agreement by October 2011.

NASA looks forward to the upcoming fiscal year now that we have newer tools and regulations in place to assist small businesses with more opportunities to obtain contracts. After being approved and passed this year, the new parity rule allows the Agency to choose which subcategory of small business to solicit as set-asides. With the closure of the Small Business Competitiveness Demonstration Program, our acquisition community will now have more opportunities to award contracts to small businesses in the construction arena.

NASA recently developed our FY 2012 and 2013 Small Business Improvement Plan, and I want to personally thank all of the NASA civil servants, from the various technical organizations from every NASA Center, and Headquarters personnel who participated in the development of the three

# SMALL BUSINESS GRAMS



NASA  
**Small Business SYMPOSIUM AND AWARDS CEREMONY**

## 4TH ANNUAL NASA SMALL BUSINESS SYMPOSIUM AND AWARDS CEREMONY

**BY TRUPHELIA M. PARKER,**  
SCHEDULER/EDITOR (CONTRACTOR)  
NASA OFFICE OF SMALL BUSINESS PROGRAMS

The NASA Office of Small Business Programs is pleased to announce the 4th Annual NASA Small Business Symposium and Awards Ceremony on Thursday, November 3, at the Hyatt Dulles Hotel in Herndon, VA. Matchmaking will be available during the Doing Business with NASA one-on-one sessions on November 2.

This event provides opportunities for small businesses to network and learn about NASA programs and initiatives, while recognizing outstanding individuals and companies that support NASA in achieving its mission. In addition, attendees and award winners will hear from NASA's Administrator and Associate Deputy Administrator, the new Chief Scientist, the Associate Administrator for the Mission Support Directorate, and, special guest speaker, the Administrator for the U.S. Small Business Administration.

The NASA Small Business Awards recognize outstanding contributions made by NASA employees as well as industry representatives in support of the Agency's small business program.

Small Business Advocates Awards (SBAA) are made in four categories to NASA civil servants:

1. Small Business Specialist of the Year,
2. Technical Person (or Team) of the Year,
3. Procurement Person (or Team) of the Year, and
4. Program Person (or Team) of the Year.

Small Business Industry Awards (SBIA) are made in three categories to NASA contractors:

1. Small Business Prime Contractor of the Year,
2. Small Business Subcontractor of the Year, and
3. Large Business Prime Contractor of the Year.

Preregistration for the 4th Annual NASA Small Business Symposium and Awards Ceremony is required for all attendees and award winners. The event registration fee is at the nonrefundable rate of \$30 per person. Space at the event is limited, and attendees are encouraged to register early. To register for the event, visit <http://www.osbp.nasa.gov/sbs/index.html>.

For additional information, contact the conference Call Center Hotline by phone at 571-297-4025, or via e-mail at [InfoNASA@aetherquest.com](mailto:InfoNASA@aetherquest.com) between the hours of 8 a.m. and 5 p.m. Eastern.

*This event is sponsored by the NASA Office of Small Business Programs.*

## PROCUREMENT STRATEGY

**BY BILL MCNALLY,** ASSISTANT ADMINISTRATOR FOR THE NASA OFFICE OF PROCUREMENT

### *Buy Solutions, Not People*

When acquiring supplies or services from a contractor, our focus should be on the solutions and the outcome, not on the people and the process. We need to tell the contractors what our requirements are. Industry should come up with the solutions (determine how to do the work) and determine how many people they will need.

Of course, it all starts with the requirements we want to buy. We have to know very specifically what the outcome must be. Then we can create the performance requirements for the contract that define the work in measurable, mission-related terms with a focus on results.

To be successful, we must create measurable performance standards tied directly into the performance requirements. Specific quality, quantity, and timeliness standards are critical. We incorporate these standards into our quality assurance plans to ensure that the contractor's performance is on track.

Focusing on solutions and outcomes (telling our contractors what we want, not how and how many) and using well-structured performance goals, performance standards, and incentives is a win-win for the buyer and the seller.

### AA's Corner (continued from page 2)

initiatives and the objectives that will ensure the success of these important initiatives. These initiatives are designed to improve the NASA Small Business Program. The three initiatives include developing an advocacy program with the technical organizations, developing a knowledge management data tool, and developing an innovative outreach program. The document was signed by the Administrator on August 8, 2011, and disseminated throughout the Agency and posted on our Web site at <http://www.osbp.nasa.gov/vision-sbip.html>.

The OSBP team is currently in the process of setting up the 4th Annual NASA Small Business Symposium and Awards Ceremony. I am looking forward to recognizing the many NASA civil servants who support and make the NASA Small Business Program one of the best in the Federal Government. Currently, Administrator Charles Bolden is scheduled to present the awards to the recipients. The ceremony will be held on

November 3 at the Hyatt Dulles in Herndon, VA.

In closing, I want to say NASA is still very active in completing the various action items assigned by the White House. Administrator Bolden, members of the senior staff, and Center Directors have been very supportive of completing the various assignments. I can't express enough my appreciation for their assistance and support and also to personnel throughout the entire Agency who have provided assistance in completing these various assignments.

I am looking forward to the end of the fiscal year and having NASA exceed its 15.9 percent goal assigned by the SBA.

**GLENN A. DELGADO**  
ASSOCIATE ADMINISTRATOR  
NASA OFFICE OF SMALL BUSINESS PROGRAMS

# NASA CENTERS HIGHLIGHT

## GODDARD SPACE FLIGHT CENTER UPDATE

### NASA'S GODDARD SPACE FLIGHT CENTER (GSFC) SMALL BUSINESS CONFERENCE 2011!

BY GILBERTO DEL VALLE, SMALL BUSINESS SPECIALIST  
NASA GODDARD SPACE FLIGHT CENTER

As part of our continuing outreach to the small business community, we recently held the GSFC Small Business Conference on June 9, 2011, at the GSFC campus in



Congresswoman Donna F. Edwards with the GSFC Small Business Office

Greenbelt, MD. The conference was hosted and produced by the Industry Assistance Office within the Procurement Operations Division. The objective of the conference was to educate and assist small businesses in acquiring contract work directly with NASA and with successful NASA large prime contractors through subcontracting opportunities. The potential long-term impact is to help small businesses develop in high-tech areas and provide small businesses with maximum practicable opportunities to participate in NASA prime contracts and subcontracts.



U.S. Small Business Administration

Based on the comments and the positive feedback received, the conference was considered a success not only due to the large number of attendees (approximately 400), but also due to the wealth of information included in the workshops and the diverse personnel hosting the networking event. The one-day conference focused on subcontracting and marketing opportunities for small and small disadvantaged-owned businesses. The topics covered in the workshops included "Small Business Administration Programs and Regulation," "Small Business Liaison Officer (SBLO) Panel: Doing Business with Large Prime Contractors," "Solution for Enterprise-Wide Procurement (SEWP) IV," "Preparing for a DCAA Audit," and "NASA Mentor Protégé and How to do Business with NASA."

The networking event offered ample opportunities for small businesses to interact with a diverse and knowledgeable Government and contractor community, with representatives from all of GSFC's technical directorates, NASA contracting officers, NASA small business specialists, several prime contractors, and specialists in the SBA, the SEWP program, the Small Business Innovation Research (SBIR) program, the Procurement Technical Assistance Program (PTAP), the Freedom of Information Act (FOIA) procedures, and the Defense Contract Audit Agency (DCAA).

This year's conference speakers included Ann Haase, GSFC Small Business Specialist; Glenn Delgado, Associate Administrator for the Office of Small



Congresswoman Donna F. Edwards

Business Programs (OSBP); Rick Obenschain, Center Deputy Director; and guest speaker Donna Edwards, Congresswoman from Maryland.

#### NASA Supply Chain Quality Assurance Conference 2011

The 5th annual NASA Supply Chain Quality Assurance conference will be held from October 18 to 20 at GSFC in Greenbelt, MD. This unique, multidisciplinary conference draws together leaders and practitioners from the space industry and their suppliers, NASA, and other Federal agencies. The conference is hosted and produced by the Supply Chain Management Team within GSFC's Safety and Mission Assurance Directorate. Like the previous year, the GSFC Small Business Specialist attends and shares important resource information in a briefing to



Glenn A. Delgado, Associate Administrator, OSBP



Glenn A. Delgado, Donna F. Edwards, and Rick Obenschain, Center Deputy Director, GSFC

interested vendors. This is a valuable outreach event due to the large number of vendors and suppliers in attendance who are extremely interested in learning how to do business with NASA.

#### Goddard Space Flight Center Award Recipients

The GSFC Management Operation Directorate paid tribute to its employees at its annual award ceremony. Ann Haase, Center Small Business Specialist, was the recipient of the Leadership Quality Award for her management and guidance of the Center's Small Business Offices and the GOES-R Procurement Office. In addition, Jennifer Perez, who supports the Small Business Office, was recognized with an award as the Guidance Counselor of the Year at the All-Hands Meeting with Bill McNally, Assistant Administrator for Procurement at NASA Headquarters. She was recognized for her exceptional service to industry and her support to our contracting officers during all phases of the acquisition process.



Small Business Opening Ceremony



Small Business Outreach and Counseling

# DRYDEN FLIGHT RESEARCH CENTER UPDATE

## “TO SEPARATE THE REAL FROM THE IMAGINED, AND TO FLY WHAT OTHERS ONLY IMAGINE”

BY ROBERT MEDINA, SMALL BUSINESS SPECIALIST  
NASA DRYDEN FLIGHT RESEARCH CENTER

In my 30-plus years of working at NASA Dryden I am always amazed how NASA has been able to turn people's dreams into reality. "To separate the real from the imagined, and to make known the overlooked and the unexpected..." is the explanation given by NASA Dryden's namesake, Dr. Hugh L. Dryden, on why there is the need for flight research. The Center could not have been named after a more appropriate individual, as Dr. Dryden, the final Administrator of the National Advisory Committee for Aeronautics (NACA) and the first Deputy Administrator of NASA, understood why there is a need for the work conducted at NASA Dryden. Dr. Dryden's explanation for flight research is the basis for the Center's vision "to fly what others only imagine."

When one thinks of dreams, turning dreams into reality, or making dreams come true, we often think of Los Angeles or Hollywood. I am often amused by the similarities or relationship between NASA Dryden and Hollywood. For one, we are in close proximity

to each other. NASA Dryden Flight Research Center is located approximately 125 miles northeast of Los Angeles and Hollywood at Edwards Air Force Base, CA. We are a remote site on the southern end of the Mojave Desert and are adjacent to Rogers Dry Lake. Secondly, the Center and our flight programs have been used by the entertainment industry. Many of you may not be familiar with Dryden, but many of you have seen Dryden if you watched TV in the 1960s or 1970s or TV Land on cable today. In the 1960s sitcom *I Dream of Jeannie*, the program would often show Major Tony Nelson driving up to work at NASA in Florida. I hate to burst your bubble: this is not NASA in Florida Major Tony Nelson is driving up to—it's the front of the main building at NASA Dryden. In the 1970s, Hollywood again came calling and used the crash of the Northrop M2-F2 lifting-body craft for the opening credits of *The Six Million Dollar Man*. The M2-F2 actually crashed on May 10, 1967, during its 16th flight as the vehicle slammed into Rogers Dry Lake on landing. The test pilot, Bruce Peterson, survived the crash but lost his vision in his right eye due to an infection he suffered during the crash. After the show aired, Mr. Peterson was nicknamed "The Real Six Million Dollar Man" within the Dryden community.

In my years at NASA, I have seen many dreams turned into reality, such as the beginning of the Shuttle program with the Approach Landing Test, which was conducted at Dryden to see whether the Shuttle could land on an unpowered flight, and the end of the program with the most recent landing of Atlantis. I have seen many unique, one-of-a-kind aircraft such as the AD-1 oblique wing (pivot-wing) aircraft; the Gossamer Condor (first human-powered aircraft capable of controlled and sustained flight) and the Gossamer Albatross (first human-powered aircraft to fly over the English Channel); the Pathfinder,

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## MESSAGE FROM THE OFFICE OF THE CHIEF INFORMATION OFFICER

BY ELDORA VALENTINE, PROGRAM SPECIALIST  
NASA OFFICE OF THE CHIEF INFORMATION OFFICER

NASA's IT Infrastructure Integration Program (I3P) provides Agency-wide management, integration, and delivery of IT infrastructure services in the areas of end-user services, enterprise applications services, communications services, Web services, and enterprise service desk and computing services.

End-User Services (\$2.5 billion): NASA awarded the Agency Consolidated End-User Services (ACES) contract for the provisioning of end-user services to Hewlett-Packard Enterprise Services on December 27, 2010. The ACES contract will develop a long-term outsourcing arrangement with the commercial sector to provide and manage the vast majority of NASA's personal computing hardware, Agency standard software, mobile IT services, print services, peripherals and accessories, and associated end-user services and supporting infrastructure. Transition to the new contract has begun, with all Centers implementing the new contract by March 2012. NASA will extend the existing End-User services contract (Outsourcing Desktop Initiative for NASA, [ODIN]) to cover the time period until ACES services are available.

Enterprise Applications Services (\$321.2 million): NASA awarded the Enterprise Applications Service Technologies (EAST) contract to SAIC on October 28, 2010. The primary purpose of the EAST contract is to provide the services necessary to operate the NASA Enterprise Applications Competency Center (NEACC). The NEACC provides services to operate, maintain, and enhance key business and mission-supporting platforms, applications, and infrastructure used across the Agency. Contract phase-in started on November 1, 2010, and contract performance began on February 1, 2011.

Communications Services (\$1.3 billion): The NASA Integrated Communications Services (NICS) and Network contract was awarded to SAIC on March 28, 2011. It will develop a long-term arrangement with the commercial sector to provide and manage the vast majority of NASA's IT communications infrastructure. This includes mission and corporate wide-area networks and local-area networks, collaboration tools (video and audio), voice services, and Center services (for example, cable, emergency warning and public address systems, radio systems, and phone systems).

Web Services (TBD): On August 8, 2011, NASA selected The Portal Group (TPG) of Long Beach, CA, for the Information Technology Infrastructure Integration Program's Web Enterprise Services and Technology (WEST) contract. Under the contract, TPG will install and operate hardware and software and provide support services. The consulting group will also develop or acquire and implement new services or enhancements to existing systems primarily at NASA Headquarters in Washington, DC. The work includes Agency Web site support and services; infrastructure support and bandwidth provisioning; and security, search and collaboration services.

In addition to these new contracts, an Enterprise Service Desk (ESD) will be established to provide I3P and end users with a consolidated help desk, self-service Web site, enterprise notification service, and I3P service request processing capability. The ESD functions as the interface between end users and I3P service providers.

Data Center Services: The NASA Enterprise Data Center (NEDC) procurement has been discontinued because NASA revised its data center strategy.

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## MESSAGE FROM THE NASA CHIEF TECHNOLOGIST'S OFFICE

**BY DR. MICHAEL GAZARIK,**  
NASA Chief Technologist  
Office of the Chief Technologist

### **NASA Program Challenges and Improvements to 2011 SBIR/STTR Solicitation**

Technological innovation is vital to the performance of the NASA mission and to the Nation's prosperity and security. Through the Small Business Innovation, Research (SBIR) and Small Business Technology Transfer (STTR) Programs, Small Business Concerns (SBCs) and research institutions are provided opportunities to participate with Federal agencies to transition pioneering technologies into NASA missions and commercially available products and services for the public. Under the Office of the Chief Technologist, the NASA SBIR and STTR programs collaborate with U.S. industry to address specific technology gaps in mission programs. The results have benefited numerous NASA efforts including modern air traffic control systems, Earth-observing spacecraft, the Space Shuttle, the International Space Station, and the Mars rovers.

NASA considers every technology development investment dollar critical to the ultimate success of NASA's mission and strives to ensure that the research topic areas described in its annual solicitation are in alignment with its mission directorates' high priorities and technology needs. The 2011 solicitation, which opened July 18 and closed September 8, announced significant changes to the program and provided information for submitting responsive proposals. Important changes

included new initiatives to further stimulate collaboration and increased award amounts.

NASA SBIR Technology Available (TAV) subtopics are introduced in the 2011 solicitation as a new initiative to enable SBCs to utilize NASA-owned intellectual property. These patented technologies are offered by NASA under a nonexclusive, royalty-free research license for use under specific SBIR subtopics for the award. In addition, the Phase II-Enhancement initiative further encourages the transition of Phase II contracts into Phase III awards by extending existing Phase II contracts, matching non-SBIR funds with an additional SBIR award amount of up to \$250,000.

The SBIR and STTR programs have three phases that reflect the innovation and commercialization processes: Phase I is the opportunity to establish the scientific, technical, and commercial merit and feasibility of the proposed innovation with a new maximum award amount of \$125,000; Phase II is the development, demonstration, and delivery of the innovation with an increased maximum award amount of \$750,000; Phase III is the commercialization of innovative technologies, and contracts are awarded with non-SBIR/STTR funds for work performed under prior SBIR/STTR funding agreements.

As the programs evolve in alignment and support of the overall NASA vision, the SBIR and STTR programs continue to assist SBCs in further developing their technologies and growing the U.S. economy. Our goal is to enable SBCs to utilize the assets in place as well as provide the mechanisms to aid in infusing innovative technologies into NASA, the community, and the world.

### **Chief Information Office (continued from page 5)**

The Office of Management and Budget (OMB) issued the Federal Data Center Consolidation Initiative in February 2010 requiring agencies to inventory data centers and commit to reducing data centers through consolidation, virtualization, and adopting cloud-computing solutions. The OMB's data consolidation mandate and "Cloud First" policy was reinforced in December 2010 in their "25 Point Implementation Plan to Reform Federal Information Technology Management." Therefore, NASA has moved from a single consolidated data center (NEDC) approach to regional data centers (one or more key data centers at each NASA center). All NASA Centers will continue their plans to consolidate data centers and eliminate server rooms within the scope of their existing Center support contracts. Based on this review and change in strategy, the Office of the CIO and the Office of Procurement agree that the NASA Enterprise Data Center procurement will be discontinued because NASA no longer has a requirement for those services.

# WHERE SMALL B DIFF

## OSBP PROGRAM MANAGER HIGHLIGHT FOCUS ON SUBCATEGORIES IN FY 2012

**BY RICHARD MANN,** PROGRAM MANAGER  
NASA OFFICE OF SMALL BUSINESS PROGRAMS

As you probably know, the White House Interagency Council on Small Business, chaired by Valerie Jarrett, Senior Advisor to the President, has focused unprecedented attention on the small business programs of Federal agencies. Quarterly Council meetings are held in the White House or the Eisenhower Executive Office Building, at which agency heads (including Mr. Bolden) brief Jarrett on their small business programs.

Recently, the Council questioned NASA's prime metrics in the Historically Underutilized Business Zone (HUBZone) and Service-Disabled Veteran-Owned Small Business (SDVOSB) categories—two categories that present consistent challenges for NASA (and other agencies as well). Of concern to OSBP is that despite the fact that NASA's small business prime metric is up nearly two full percentage points over this time a year ago, NASA's HUBZone and SDVOSB percentages have actually decreased.

### **Dryden Flight Research Center (continued from page 5)**

Pathfinder Plus, Centurion, and Helios (an evolutionary series of solar-and-fuel-cell-system-powered unpiloted aerial vehicles. The Helios set a world altitude record of 96,853 feet for sustained horizontal flight by a winged aircraft); and the X-43, an unpiloted experimental hypersonic aircraft that was the fastest free-flying, air-breathing aircraft in the world and set a new speed record of 12,144 kilometers per hour (7,546 miles per hour), or Mach 9.8. I am proud to say small businesses played a very vital role in the success of these programs.

Today, this tradition of turning dreams into reality, with small business playing a vital role, continues at NASA Dryden with the Flight Opportunities Program. The program intends to facilitate the development of a new commercial launch industry to provide frequent flight opportunities for technology payloads on suborbital reusable launch vehicles (SRLVs) that are capable of flying to various altitudes including altitudes above 100 kilometers, but

# BUSINESS MAKES A BIG DIFFERENCE



The Council suggested that NASA consult with other Federal agencies—the Environmental Protection Agency, the Department of Homeland Security, and the Department of the Treasury—that are having some success in these two categories. An analysis of available Federal Procurement Data System (FPDS) information on these agencies suggests that the best opportunities for HUBZones and SDVOSBs are in the IT, construction, environmental remediation, and administrative services industries. FPDS data also indicate that the aforementioned agencies conduct many more set-asides in these categories than does NASA, particularly in the SDVOSB category.

Meeting our small business goal in Fiscal Year (FY) 2011 could result in NASA's Small Business Scorecard grade jumping from a "C" to a "B." However, to earn an "A," NASA must meet goals in the other categories as well. In response, OSBP is now asking Centers to host outreach events specifically geared to the subcategories in which we are falling short: HUBZone, SDVOSB, and WOSB. Beyond that, OSBP is requesting Centers to be more proactive in seeking out firms in these categories to respond to Sources Sought Notices. This, of course, is to assist in establishing set-asides in these categories. Please join OSBP as we focus on these categories in the coming year.

remaining suborbital. To achieve this goal, the program plans to award multiple indefinite delivery/indefinite quantity (IDIQ) contracts (at least five). A solicitation was issued in 2011, and proposals were received. (Of the firms who responded, over 90 percent were small businesses.) Though source selection has not occurred, it is anticipated that the majority of these awards will be made to small businesses. These awards are significant not only to the NASA Small Business Program but to the small business commercial launch industry, as small businesses will be at the forefront to provide space-relevant environments that will mature to flight-readiness technologies that advance multiple future space missions.

We may not be dreaming of Jeannie at NASA Dryden, but we strive "to separate the real from the imagined..." and "to fly what others only imagine." Small businesses have and will continue to contribute to Dryden's success to achieve this vision.

## MENTOR-PROTÉGÉ PROGRAM UPDATE

BY DANA JONES, PROGRAM ANALYST (CONTRACTOR)  
NASA OFFICE OF SMALL BUSINESS PROGRAMS

Recent Mentor-Protégé highlights include a July 26, 2011, Mentor-Protégé Agreement at Ames Research Center between the Lockheed Martin Corporation located in Moffett Field, CA, and Intrinsic Technologies Corporation, a Small Disadvantaged, Woman-Owned Small Business (WOSB) in Los Altos, CA.

**There are currently 11 active Mentor-Protégé Agreements and 32 Approved Mentor Applications.**

### Active Agreements under the New Mentor-Protégé Program:

- Assurance Technology Corporation/Custom Manufacturing Services—WOSB
- Honeywell Technology Solutions, Inc./Advocates in Manpower Management—SDB, VOSB
- Jacobs Technology/Tuskegee University—HBCU/(Minority Institutions (MI)
- Jacobs Technology-ESC Group/Aerodyne Industries—SDVOSB
- Lockheed Martin Corporation/Intrinsic Technologies Corporation—SDB, WOSB
- Pratt & Whitney Rocketdyne/Avans Machine & Tool—HUBZone
- Raytheon Information Solutions/Genex Systems—SDB, 8(a)
- SAIC/Earth Resources Technology—WOSB
- SAIC/Oakwood University—HBCU/MI
- Stinger Ghaffarian Technologies (SGT)/Mission Critical Technologies (MCT)—8(a), WOSB
- The Boeing Company/Creative Management Solutions—SDB, 8(a)

### Approved Mentors:

- AECOM Technical Services, Inc.
- Assurance Technology Corporation (ATC)
- ATK Space Systems
- Ball Aerospace & Technologies Corporation
- The Boeing Company
- Booz Allen Hamilton

- Coastal International Security
- Computer Sciences Corporation
- General Dynamics C4 Systems
- Hamilton Sundstrand Space Systems International
- Honeywell Technology Solutions
- ITT Corporation Systems Division
- ITT Information Systems
- Jacobs Technology
- Jet Propulsion Laboratory
- L-3 Enterprise Information Technology Solutions
- Lockheed Martin Corporation
- Northrop Grumman Corporation
- Orbital Sciences Corporation Technical Services Division
- Parsons Infrastructure & Technology Group.
- Pratt & Whitney Rocketdyne
- Raytheon Information Solutions
- Science Applications International Corporation (SAIC)
- Stinger Ghaffarian Technologies (SGT)
- TASC
- Teledyne Brown Engineering
- Tetra Tech NUS
- TYBRIN Corporation
- Unisys Corporation
- United Space Alliance
- Wackenhut Services Incorporated
- Wyle Integrated Science and Engineering

The next deadline for Mentor-Protégé Agreements to be submitted to NASA Centers is January 15, 2012. Please consult NASA's Mentor-Protégé Program Web site for further information at <http://www.osbp.nasa.gov/mentor.html>. The Web site includes contacts for each of NASA's Field Centers, as well as the rules and deadlines for the program. Dana Jones, Headquarters Office of Small Business Programs, may also be contacted at 202-358-2088 with questions.

# IMPORTANT DATES TO REMEMBER

## NEW TO OSBP

BY MELANIE CARR, BUDGET ANALYST (CONTRACTOR)  
NASA OFFICE OF SMALL BUSINESS PROGRAMS

As the newbie, I would like to thank everyone for welcoming me with open arms to the Office of Small Business Programs. Prior to joining the OSBP, I worked for a Veteran-Owned Small Business (VOSB) for almost 3 years



Melanie Carr

on the Decennial Response Integration System (DRIS)/2010 Census program as a program management consultant tracking the small business goal for the entire program. While working on the census program, I earned a master's degree in financial management from the University of Maryland University College.

## OSBP STAFF

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

GLENN A. DELGADO, Associate Administrator

DAVID B. GROVE, Program Manager

RICHARD MANN, Program Manager

TABISA TEPFER, Program Manager

NAEEMAH A. LEE, Executive Assistant

TRUPHELIA M. PARKER, Scheduler/Editor (Contractor)

DANA JONES, Program Analyst (Contractor)

MELANIE CARR, Budget Analyst (Contractor)

## Kennedy Space Center Business Opportunities Expo October 18, 2011

Kennedy Space Center, FL  
<http://expo.ksc.nasa.gov>

## 4th Annual NASA Small Business Symposium and Awards Ceremony November 3, 2011

Hyatt Dulles  
<http://www.osbp.nasa.gov>

## Stennis Industry Day

November 17, 2011 with a Networking Social on November 16 and a Golf Tournament on November 18  
Northshore Harbor Center, Slidell, LA  
[www.mset.org](http://www.mset.org)

For more OSBP calendar dates, visit our Web site at <http://www.osbp.nasa.gov/>.

## OSBP NEWSLETTER ARTICLE SUBMISSION SCHEDULE

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

## 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.

## U.S. SBA PROCUREMENT CENTER REPRESENTATIVES (PCRs)

Procurement Center Representatives (PCRs) increase the small business share of Federal procurement awards by initiating small business set-asides; reserving procurements for competition among small business firms; providing small business sources to Federal-buying activities; and counseling small firms. In addition, PCRs, advocate for the breakout of items for full and open competition to affect savings for the Federal Government.

For additional information, visit <http://www.sba.gov/content/government-contracting-field-staff-directory>.

## U.S. SBA SMALL BUSINESS DASHBOARD

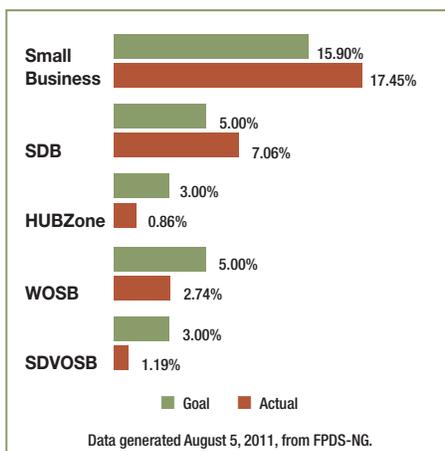
The Small Business Dashboard provides contract information specific to small business.

For additional information, visit <http://smallbusiness.data.gov/>.

SMALLBUSINESS DASHBOARD

## METRICS UPDATE

FY 2011 NASA Agency Prime Goals vs. Actual Percentages AS OF AUGUST 5, 2011	
CATEGORY	DOLLARS
Total Dollars	\$ 10,498,797,574
Small Business	\$ 1,831,581,718
SDB	\$ 741,141,536
8(a)	\$ 324,639,198
HUBZone	\$ 90,061,226
WOSB	\$ 287,462,763
SDVO SB	\$ 125,204,747



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