



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

**OSBP Newsletter**  
*Fall 2016*



» Small Business Specialist Spotlight  
**Eunice Adams-Sipp,**  
**Small Business Specialist**

NASA Glenn Research Center

I hail from the wonderful Windy City, Chicago, IL. I am the oldest of three children born to Walter and Loraine Adams. My dad was born in Barbados in the West Indies, and my mom was born in Detroit, MI. My parents instilled a love of education and learning in us at a very early age. I attended Roman Catholic schools through the 12th grade and, upon graduation, attended the University of Illinois at Chicago for 1 year.



*Eunice Adams-Sipp,  
Small Business Specialist*

A series of life events brought me to the beautiful Cleveland, OH, area with my son, Eric, who was six months old at the time. I loved it so much that I moved to Cleveland and earned my bachelor of arts degree in economics from Cleveland State University (CSU). I had a number of wonderful experiences in college; however, my most memorable was visiting northern Germany while taking classes in economics and political Science. I became a beer

connoisseur thanks to that adventure.

Shortly after graduating from CSU, I worked briefly for a life insurance company as an adjuster, which I affectionately call the job from hell. I left the company to pursue other endeavors. My aunt worked for the Department of Defense as a small business specialist with the Defense Logistics Agency for many years. She encouraged me to apply for a contract administrator position that had opened at the Defense Contract Management Agency. I was hired as an intern and quickly rose to the journeyman level. I initially started in the field at a Defense Plant Representative Office (DPRO) and through a series of Reductions in Force (RIFs) moved frequently throughout the agency. The latest RIF prompted me to apply for a contract specialist position at the NASA Glenn Research Center. I was hired in February 2003, and I gained

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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.

**VISION STATEMENT**

The vision of the Office of Small Business Programs (OSBP) 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.

## » NASA Center Highlight

# NASA Langley Research Center

**Randy Manning, Small Business Specialist**

*NASA Langley Research Center*

### **Langley's Geospatial Support Services (GSS) Contract Source Evaluation Board**

The purpose of the Geospatial Support Services (GSS) Contract is to provide comprehensive geographic information system (GIS) support services and enterprise class geospatial analysis, development, and solutions. GSS is a 5-year firm-fixed price (FFP) contract type with an indefinite delivery/indefinite quantity (IDIQ) feature for unanticipated work. GSS was a first-time stand-alone procurement broken out from an existing large business contract to better meet the requiring organization's technical needs and to provide a competitive opportunity for small businesses.

The GSS Source Evaluation Board (SEB) was appointed early to afford the board the opportunity to fully assess the existing GSS requirements, the Agency's future needs, and how to achieve NASA's socioeconomic goals. The SEB worked through a number of obstacles to identify a requirement that was suitable for HUBZone small business concerns and executed the acquisition using a streamlined and efficient process more conducive to stimulating competition. This initiative meets NASA procurement's mission and several of NASA procurement's strategic goals. The SEB members have proven that a streamlined approach can be both effective and efficient, as their efforts produced a quality contract awarded in a very short period of time. The SEB took a portion of work from a large business contract and turned it into a successfully executed HUBZone set-aside.

The GSS SEB succeeded in carving out highly technical requirements from an existing large business contract, while establishing a more cohesive performance work statement that better meets the evolving GIS needs. In addition, the SEB set out with the objective of creating an opportunity that allowed for a high-tech requirement to be set aside for small businesses to support HUBZone goals for Langley Research Center and the Agency. The GSS SEB also developed and implemented an efficient and effective procurement strategy for both NASA and the small business industry and optimized the use of acquisition streamlining techniques to reduce transaction costs and procurement lead-time.

### ***Market Research, Early Involvement of Industry, and Outreach to Small Businesses***

In addition to the SEB's achievements to award a contract that improved the efficiency and effectiveness of the GSS mission, the acquisition team had a separate and equally important goal to establish a new opportunity for small businesses. The goal of the SEB was to foster interest, obtain input, and arrive at the most suitable acquisition approach for the services. Building on the efforts made during requirements definition, the SEB released a draft requirements document to industry, along with a sources sought notice encouraging the input and involvement of industry members. The SEB held numerous one-on-one meetings with potential offerors to collect information regarding the GSS industry, receive input for the requirements document, and increase the potential for small

businesses to compete. This communication and transparency was critical to potential small business offerors to foster interest for this first-time procurement and to ensure that the Agency could meet its technical needs. The SEB also focused heavily on two-way communications, providing feedback to industry on the results of all questions, recommendations, and suggestions. The SEB's outreach efforts fostered significant interest that included nearly 20 potential small businesses offerors, of which 8 were HUBZone small business concerns with the requisite expertise, capability, and experience to perform the contract. The market research improved industry's understanding of the Government's requirements, influenced the overall source selection approach, and resulted in the procurement being set-aside for HUBZone small business concerns.

### ***Competition***

Another major achievement of the GSS SEB was the significant amount of competition for this first-time procurement. The SEB was challenged to find HUBZone interest for a procurement that was historically part of a full-and-open competition. The team knew it needed an approach that included partnership with industry to spark interest and motivate small businesses to invest in competing on Langley's RFP. Strong competition was crucial to the Center to meeting its GSS mission, while performing at or below the prior budget. The SEB's extensive market research and outreach to the small business industry, clearly crafted requirements, and streamlined acquisition approach resulted in receiving 10 HUBZone proposals, which far exceeded all expectations.

The SEB developed and implemented a highly innovative best value procurement approach. The procurement experts worked collaboratively with the requiring organization to develop and implement a highly successful acquisition strategy, and their approach represented a high degree of originality and innovation. The outstanding achievements and excellent performance of the winning contractor for the first 6 months of the new contract are testimony to the acquisition team's development and execution of an effective and efficient acquisition approach. The extensive market research, streamlined acquisition approach, team's dedication, and small size of the SEB had several significant impacts: (1) converted a large business requirement to a sustained requirement for small businesses for highly technical services, (2) fostered strong competition, (3) reduced the procurement lead time to 61 days from receipt of proposals to selection decision, and (4) reduced the acquisition cost to the Government and industry (e.g., minimum number of SEB members, proposal preparation time/cost, streamlined evaluation). A noteworthy achievement of the GSS SEB was the conversion of the effort from a cost-plus incentive-fee contract to an FFP, which was possible because of the SEB's efforts to clearly define the requirements. The Center is already reaping the benefits of reduced administration resources and lower overall costs. This was an amazing undertaking for the LaRC GSS SEB and the results exceeded the expectations of Langley's leadership. »

## » Small Business Specialist Spotlight (continued)

a wealth of experience learning the pre-award side of my profession. I have been the procurement lead on several source evaluation boards and have found working as a contract specialist to be very rewarding. I earned my master's degree in business administration from the University of Phoenix, while performing my duties as a contract specialist.

I wanted to become a small business specialist for a variety of reasons; however, the main reason was to make a difference to small businesses. My exposure

to this field through my aunt made me realize the importance of building relationships and the importance of those relationships to the small business community. I learned the value that small businesses add to this country and to NASA. I now enjoy imparting the knowledge I have gained through my 27 years in this field to assist small businesses in navigating the seemingly daunting world of the Federal Government. I thoroughly enjoy meeting new people, and I am continually fascinated by the technology available through

small businesses to help NASA achieve its mission.

I believe one of the biggest challenges to small businesses is navigating through the constant changes within the Federal Government, whether it be policy, fiscal, or legislative. Therefore, one of my primary responsibilities, one I believe to be imperative, is maintaining open and honest communication with small businesses and providing the best service I can to them as a small business specialist. »

## » AA's Corner



**Glenn A. Delgado**  
*Associate Administrator  
NASA Office of Small  
Business Programs*

As I start off the fall edition of "AA's Corner," I would like to welcome Eunice Adams-Sipp, the new small business specialist at Glenn Research Center. Eunice was officially appointed to replace Teresa Monaco, who recently retired. Welcome to the small business team, Eunice!

In support of one of our three FY 2016/FY 2017 Small Business Improvement Plan (SBIP) initiatives, the NASA Office of Small Business Programs (OSBP) was able to promote small business awareness and participation at a non-traditional venue and geographical area where NASA does not have a strong presence, in order to build our small business industry base. On June 28, the Jefferson County Economic Development Corporation (JeffCO EDC) hosted the Aerospace and Defense Small Business Industry Day outreach event, which several NASA personnel and large prime contractors attended. Also in attendance were numerous small businesses with the skills, technology, and potential to help us complete our future missions. OSBP supported another regional outreach event on Friday, September 16, 2016, in Waltham, MA, an area that does not have a NASA presence. The event, "Stairway to the Stars...for Small Business," was hosted by the Smaller Business Association of New England, Inc. (SBANE).

I was honored to participate in the NASA MissionSTEM Summit held on August 8, 2016. I moderated a panel of Historically Black Colleges and Universities and Minority-Serving

Institutions (HBCUs/MSIs) and prime contractors. The panelists shared how HBCUs/MSIs can work with NASA and other Federal agencies and prime contractors to obtain contracts with hundreds of attendees. We also discussed the benefits of working with the large prime contractors through the NASA Mentor-Protégé Program. I truly hope NASA can increase participation of HBCUs/MSIs in our Mentor-Protégé Program so that our large prime contractors and NASA can introduce some of the unique technologies these institutions have in the works.

Speaking of the Mentor-Protégé Program, I enjoyed participating in the signing of two new agreements, one at the Kennedy Space Center between Boeing and Bastion and another at the AMES Research Center between SGT and Mori Associates. I look forward to great things from both these new agreements.

I would like to thank the entire team at Goddard Space Flight Center for the great job hosting the Historically Underutilized Business Zones (HUBZone) Industry Day held on August 9, 2016. There were 450 registrants well ahead of the registration end date, which you can imagine was a great turnout of not only HUBZone companies, but all categories of small businesses. We are looking forward to building relationships with many of them and look forward to them becoming both prime and subcontractors helping us and our large prime partners complete our various missions. I strongly encourage all companies to attend all NASA-sponsored industry day events because these events provide a great platform for relationships to be forged and can generate future opportunities.

As we move toward the end of fiscal year 2016, I look forward to working with all the NASA acquisition personnel, getting all our requirements on contract and awarded to small businesses whenever possible. I wish all a safe and healthy fall season. »

## » Office of the Chief Information Officer Update

# Reap the WorldWind: Data Visualization

By Patrick Hogan, WorldWind Program Manager; Nick Skytland, Data Evangelist; and John Sprague, Deputy, Technology, and Innovation Division

NASA Headquarters Office of Chief Information Officer (OCIO)

Long ago and far away, in the land of NASA Education, we enjoyed a special opportunity to share knowledge and excite the imagination toward a greater understanding of our universe.

In 2002, NASA Learning Technologies, the Agency's effort to place NASA content in classrooms, engineered the first open-source virtual globe. Even at 250 megabytes, due to the base set of BlueMarble data, there were successive days of almost 100,000 downloads per day from SourceForge, where WorldWind was transferred because NASA servers were unprepared at the time for the high level of interest.

It was over a year later before Google Earth arrived on the scene. Educational models built with WorldWind did everything from track the Lewis and Clark journey to examine a 3D Moon and Mars! Imagine being able to fly through the

Valles Marineris of Mars or visit the far side of the Moon way back in 2003!

This was all great fun and had tremendous educational value that also strengthened the NASA name. WorldWind was a Windows app at the time. In 2006, we added a Java version, an Android version in 2012, an iOS version in 2013, and now the Web App version in JavaScript/HTML5. Today, the Federal Aviation Administration's (FAA's) next-generation technology for maintaining optimum performance of the National Airspace System (NAS) is based on WorldWind. Additionally, many U.S. Government agencies, including the Missile Defense Agency, Army, Navy, Air Force, and Drug Enforcement Administration (DEA), as well as European government agencies, including the European Space Agency, all use NASA WorldWind

to visualize their operations, and they do so with great success.

Web WorldWind is written in JavaScript and provides a JavaScript Application Programming Interface (API) for controlling all aspects of virtual globe interaction and display. The WorldWind Web version enables Web page and Web app developers to quickly and easily create interactive visualizations of geographic information displayed on a 3D globe or 2D map.

WorldWind won the NASA Inventions and Contributions Board 2009 Software of the Year Award. One development project based on WorldWind was also a Europa Challenge winner in 2015.

To see WorldWind in action for yourself, please visit <https://github.com/nasaworldwind/webworldwind/tree/master/apps>. »

## » Office of the Chief Scientist Update

# NASA's Scientific Research Programs: Creating, Updating, and Reviewing Policies

Xaivian L. Raymond, Executive Officer

NASA Headquarters Office of the Chief Scientist (OCS)

Over the past year, NASA's Office of the Chief Scientist (OCS) has implemented NASA Policy Directive (NPD) 2230.1, Research Data and Publication Access, in January 2016, and updated NPD 7100.10F, Curation of Institutional Scientific Collections, in May 2016. While developing and updating these policies, the future of the Agency and access to its stakeholders were kept at the forefront of discussions. These policies will help advance our capabilities and enhance services to many communities.

For many years, NASA data derived from science missions and programs have been made available to all interested parties, including scientists, educators, and the general public. In November 2014, NASA developed a plan for increasing access to the results of scientific research. As an action item from this plan, OCS developed NPD 2230.1 to enhance the process and products available for NASA data users everywhere. This policy requires the Jet Propulsion Laboratory, contractors, grantees, and partners through partnership agreements, in addition to NASA Headquarters and

NASA centers, to provide open access to research data and scientific publications arising from NASA-funded research, excluding excepted data. Providing open data access to the general public is one of the ways to engage the community and sustain the United States' success in education, discovery, and innovation. Currently, NASA research data is housed in different databases; however, work is being done to develop a Web site that will be a "one-stop shop" to streamline the users' process for retrieving NASA data. Please visit the following links to access NASA data <https://data.nasa.gov> and NASA peer-reviewed publications <http://nihms.nih.gov/db/sub.cgi>.

The NPD 7100.10F, Curation of Institutional Scientific Collections, was updated to broaden the scope of collections to be curated across NASA. The previous NPD version only focused on curating extraterrestrial materials; however, the latest version provides for the curation of a) extraterrestrial materials; b) space-exposed hardware deemed critical for curation for research by the appropriate authorities; c) biological and human research samples; d) physical materials derived from space-flight programs; and e) other such collections that have been » [Continued on next page](#)

## » Office of the Chief Scientist Update (continued)

established prior to, during, or subsequent to the effective date of the policy. These curated items represent a unique and limited national resource and they are vital sources of important knowledge for future generations of explorers and researchers. Therefore, OCS is responsible for collecting and reviewing annual reports from responsible directorates on their status of collections. In addition to broadening the scope of collections, this NPD also increases the parties to which the policy applies to include NASA Headquarters, NASA centers, the Jet Propulsion Laboratory, contracts, partnership agreements, and possibly grants.

OCS is also responsible for preserving scientific integrity at NASA, and, as a standard, a team of NASA professionals is regularly assembled to review the rules and requirements that govern the conduct in all technical disciplines within NASA. This process was developed to ensure that NASA's scientific research programs and researchers are operating at the highest standards of integrity. OCS reviews these policies and makes necessary changes, as applicable, every 2 years to ensure consistency with Federal policy. »

## » NASA Center Highlight NASA Shared Services Center

### Troy Miller, Small Business Specialist

*NASA Shared Services Center*



*Signing of the EAST 2 Contract to SAIC*

### NASA Awards \$485 million EAST 2 Contract to SAIC

NASA has awarded a \$485 million contract to Science Application International Corporation (SAIC) of McLean, VA, to provide all services necessary to operate the Agency Application Office (AAO), formerly known as the NASA Enterprise Application Competency Center (NEACC).

The AAO, located at the Agency's Marshall Space Flight Center in Huntsville, AL, provides services to operate, maintain, and enhance key business and mission-supporting platforms, applications, and infrastructure used across the Agency.

The Enterprise Applications Services Technology (EAST 2) contract is a cost-plus performance-fee contract with a period of performance of 8 years, consisting of a 2-year base period, a 2-year option period, and a 1-year option period,

in addition to three 1-year award term options. Included in the award is an indefinite delivery/indefinite quantity (IDIQ) feature to provide application service support to additional NASA centers.

The original award was announced on January 6, 2016, with the period of performance starting on February 1, 2016. However, after debriefings were conducted with all companies on January 11, 2016, a protest was filed to the Government Accountability Office (GAO) on January 15, 2016. GAO had 100 days to render a decision on the protest. On April 25, 2016, GAO made its decision. The protest was denied, and SAIC remained the awardee. SAIC was also the incumbent on the EAST contract.

SAIC is currently in discussions with the NASA Shared Services Center (NSSC) with regards to a potential small business Mentor-Protégé Agreement opportunity. The contract 60-day phase-in period began on May 1, 2016. The contract started on July 1, 2016, and will end on June 30, 2024.

### Simplified Acquisitions Transitions to NSSC

On May 2, NASA successfully transitioned a select scope of simplified acquisitions from

NASA's Marshall Space Flight Center (MSFC) to the NSSC. By consolidating and transitioning select simplified acquisitions of the Agency to a single location, the NSSC will be able to provide Agency leadership with greater insight into spending trends. Agency leaders will have an unprecedented ability to obtain real-time status on individual actions or an organization's entire simplified acquisition portfolio. Information tracked and compiled by the NSSC can be used to develop additional tools and contractual vehicles to strategically acquire more of NASA's high-volume, repetitive purchases, which will help the Agency achieve strategic sourcing goals set by the Office of Management and Budget.

The transition will be conducted in four waves and will be completed by December 31, 2016. Stennis Space Center's simplified acquisitions are currently being purchased exclusively through an institutional support contractor; therefore, those purchases are not included in the transition to the NSSC at this time.

For more information on the transition, please visit our SAT Web page at <http://www.nssc.nasa.gov/simplifiedacquisition>. »



*Simplified Acquisitions Threshold Group – May 8, 2016*

# » NASA Center Highlight NASA Goddard Space Flight Center

## Ann Haase, Small Business Specialist

NASA Goddard Space Flight Center

### Navteca: Navigating Technology with a Focus on Innovation

Have you ever seen people get really excited about climate data? This past December, Navteca traveled to the American Geophysical Union (AGU) conference with the NASA Earth Science Technology Office (ESTO) to demonstrate innovative visualizations of climate data using virtual reality (VR). The demo at AGU, using MERRA (Modern-Era Retrospective Analysis for Research and Applications) data from the GEOS-5 model, was wildly successful, and positive feedback was generated among the science community. This exploration of VR technology for science is demonstrative of Navteca's core focus: creating practical applications based on new and emerging technology.

Navteca is continuing this research into the application of VR for science with ESTO at Goddard Space Flight Center (GSFC) and the Discover AQ (Deriving Information on Surface Conditions from Column and Vertically Resolved Observations Relevant to Air Quality) team at Langley Research Center. With Navteca's VR visualizations, the user has a unique perspective of Earth, different from standard 2D projections. The user is literally inside the data, providing a natural way to observe data for correlations and complex patterns over an unlimited 360-degree, or more precisely, 4pi steradian, display.

This fall, Navteca is kicking off a study with ESTO on the scientific applications of VR/AR technology for Earth science and will present findings at the Earth Science Information Partners

(ESIP) winter meeting in January 2017. Navteca will also bring VR experiences to the NASA booth at Supercomputing 2016 and AGU this winter.

Another area that Navteca is exploring using VR is science storytelling. VR videos present a new paradigm for storytelling that can provoke empathy and allow the viewer to engage with the content in a new way. The 360-degree videos provide the user with an immersive experience when using a VR headset, or a 360-degree panoramic view when using other devices such as a smartphone, tablet, or computer. Navteca has created 360 VR video projects for clients like the government of Spain, high-end real estate, and mission-driven non-profit organizations. Navteca created its original 360 content "El Niño and the Winter Storm: A Climate Story," using NASA MERRA data and spherical video of an extreme weather event, and has been invited to feature it at South by Southwest (SXSW) Eco in

Austin, TX. Navteca's 360 content has also been selected for inclusion in the "Top 10 VR Videos" museum exhibit at the Newseum in Washington, DC.

In addition to VR, Navteca is well known for cloud computing. An Amazon Web Services (AWS) partner since 2013, Navteca's certified Cloud Solutions Architects are considered subject matter experts (SMEs) for cloud architecture, cloud security, cloud governance, and High Performance Computing (HPC) in the cloud. Navteca has created several innovative cloud products and continues to push the boundaries of economy and efficiency using cloud infrastructure as a service. Navteca has participated in projects like *Automated Event Service*, where they deployed large SciDB clusters in the cloud, Earth Observing System Data and Information System (EOSDIS) Next Generation Application Platform (NGAP), and NASA Center for Climate Simulation (NCCS) Adapt Science Cloud. Navteca is also entering the cyber security arena with a product that deploys cost-effective fleets of honeypots around the world to collect analytics of attacks and malware. Navteca currently provides cloud expertise and consulting at NASA Headquarters for the Information Technology and Communications Division (ITCD).

Navteca is a majority woman-owned small business (WOSB/EDWOSB 8(m)) headquartered in Greenbelt, MD. Navteca develops, executes, and manages unique technical solutions for Government clients like NASA and NOAA, non-profits, and private entities. At NASA, Navteca currently supports missions at GSFC EOSDIS, NCCS, ESTO, and ITCD at Headquarters. For more information, visit <http://www.navteca.com>. »



Shayna Skolnik, co-founder/CEO of Navteca, and Ramon Ramirez-Linan, co-founder/CTO, are exploring VR and AR technology with NASA ESTO.

### OSBP Web Site

The NASA OSBP Web site helps 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.



<http://osbp.nasa.gov>

# » NASA Small Business Legislative Update

## U.S. Supreme Court's Final Ruling on Kingdomware, Inc.

Eve Lyon, Attorney-Advisor

NASA Headquarters Office of the General Counsel

On June 16, 2016, the Supreme Court handed down its decision in *Kingdomware Technologies, Inc. v. United States*. What makes *Kingdomware* unique is the fact the Supreme Court ruled on a matter dealing with small business. As reported in a previous OSBP newsletter, *Kingdomware* revolves around an interpretation of 38 U.S.C. 8127(d), a statute that only applies to the Department of Veteran Affairs (VA), which provides:

**(d) USE OF RESTRICTED COMPETITION.—**

Except as provided in subsections (b) and (c), for purposes of meeting the goals under subsection (a), and in accordance with this section, a contracting officer of the Department shall award contracts on the basis of competition restricted to small business concerns owned and controlled by veterans if the contracting officer has a reasonable expectation that two or more small business concerns owned and controlled by veterans will submit offers and that the award can be made at a fair and reasonable price that offers best value to the United States.

In its regulations, the VA stated 38 U.S.C. 8127(d) did not apply to orders the VA placed against the General Services Administration's (GSA) Federal Supply Schedules (FSSs).

Kingdomware challenged a procurement for an emergency notification service the VA purchased using the FSS. The VA did not limit this procurement to veteran-owned small businesses

(VOSBs) as required by 38 U.S.C. 8127(d), but not required by the VA regulations. Veteran-owned small businesses are one of four subcategories under small business. While there is parity among these subcategories of small businesses for most agencies, Kingdomware argued 38 U.S.C. 8127 (d) required the VA to give priority to VOSBs.

*Kingdomware* worked its way through the General Accountability Office (GAO), which held for protester, but the VA ignored GAO's recommendation. Kingdomware petitioned the Court of Federal Claims, which upheld the validity of the VA regulations. The decision was appealed to the Federal Circuit Court of Appeals, which also held for the VA on the basis that the VA did not need to follow the unique "VA rule of two" once the VA met its small business goals. The Supreme Court reversed these earlier decisions, finding that "shall" in 38 U.S.C. 8127 (d) means "shall."

If there is an overarching legal issue, it is whether there is a tension between the Small Business Act with its rule of two for small businesses (as implemented by regulations) and the Small Business Jobs Act of 2010, which makes set-asides for orders (including the FSS) discretionary. (The rule of two in the regulations implementing the Small Business Act also uses the verb "shall.") The Small Business Jobs Act of 2010, however, is a compromise between the regulations implementing the Small Business Act and GSA's position that the rule of two did not apply to its FSSs. Until the Small Business Jobs Act of 2010, large businesses could bid on competitive orders under the FSS. Now, contracting officers have the discretion to set aside orders when using the FSS. »

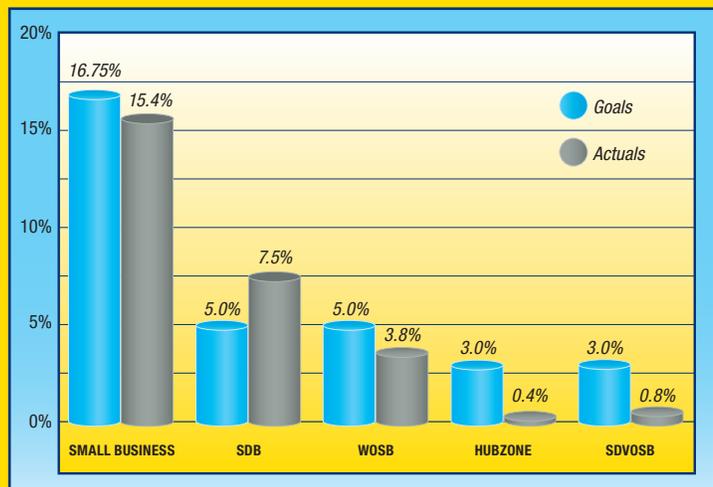
## Metrics Update

Zohra Gul Mir, Program Analyst (Contractor)

NASA Office of Small Business Programs

### FY16 NASA Agency Prime Goals vs. Actual Percentages

| Category              | Dollars                 |
|-----------------------|-------------------------|
| <b>Total Dollars</b>  | <b>\$14,372,362,097</b> |
| <b>Small Business</b> | \$2,212,152,714         |
| <b>SDB</b>            | \$1,083,624,744         |
| <b>WOSB</b>           | \$545,835,774           |
| <b>HUBZone</b>        | \$51,555,217            |
| <b>SDVOSB</b>         | \$112,876,189           |



Data generated September 7, 2016, from FPDS-NG

## » NASA Small Business Procurement Update

# SBA Final Rules Implementing the 2013 National Defense Appropriations Act (NDAA)

**Todd T. Lacks, Procurement Analyst**  
*NASA Headquarters Office of Procurement*

On May 31, 2016, the Small Business Administration (SBA) published the long-awaited final rules (<https://www.gpo.gov/fdsys/pkg/FR-2016-05-31/pdf/2016-12494.pdf>) implementing requirements under the 2013 National Defense Authorization Act (NDAA) relevant to small business. These rules address a wide variety of issues affecting not just small business Government contractors, but also large Government contractors that subcontract with small businesses. The final rules took effect on June 30, 2016, but only within the SBA regulations. The Small Business FAR team has begun work on the FAR implementation. To be clear, these small business changes/initiatives are not yet effective within the FAR or at NASA. An e-mail has been provided to the Small Business Specialists (SBS) for informational purposes so that they can be prepared if they receive inquiries from industry, especially from small businesses that have been eagerly awaiting these initiatives for nearly 3 years. Here is a highlight of just a few of the more significant changes implicated by these SBA final rules and soon to be included in the FAR:

**Limitation on Subcontracting:** In final form, the new rules exclude work subcontracted to “similarly situated” small business entities from the figures used to determine compliance with the limitation on subcontracting. Specifically, on small business and other socioeconomic set-aside contracts, the prime contractor may not pay more than 50% of the amount paid by the Government to firms that are not similarly situated. This methodology not only simplifies compliance, but the new rule effectively means that there is no limit on the amount of work that may be subcontracted at the first-tier level provided the work is subcontracted to other like firms. To prevent abuse, the new rules state that the SBA will apply the limitation on subcontracting collectively to the prime contractor and any similarly situated first-tier

subcontractor, which means that work not performed by the employees of the prime contractor or similarly situated first-tier subcontractor will count toward the limitation on subcontracting. Contractors also should note that, pursuant to statute, the new rules provide that businesses that violate the limitation on subcontracting are subject to a fine that is the greater of either \$500,000 or the dollar amount spent in excess of the permitted levels for subcontracting. The SBA rejected requests from commenters on the proposed rule to provide a “good faith” exception to this penalty, noting that this penalty is a “strong enforcement mechanism” and will deter contractors from proceeding without a practical plan to comply with the limitation on subcontracting.

**Non-Manufacturer Rule:** Under the new rules, the SBA will not apply the non-manufacturer rule, which is an exception to the limitation on subcontracting, to the mandatory small business set-aside contracts valued between \$3,500 and \$150,000.

**Affiliation:** The final rules codify decisions by the SBA’s Office of Hearings and Appeals (OHA) finding that certain familial relationships—married couples, parties to a civil union, parents and children, and siblings—give rise to a rebuttable presumption of affiliation. The final rules also

codify OHA decisions finding that there is a rebuttable presumption of affiliation if a firm derives 70% or more of its revenue from another firm over a three-year period.

**Joint Ventures:** The new rules remove restrictions on the types of contracts for which small businesses may joint venture without being deemed affiliated for size determination purposes. Under the new rules, a joint venture of two or more concerns may submit an offer as a small business for any Federal procurement, subcontract, or sale, provided that each concern individually is small under the size standard corresponding to the NAICS code assigned to the contract. This change should lead to an increase in offers from joint ventures, or at least more active strategic consideration of joint ventures among small businesses.

**Calculation of Annual Receipts:** The new rules clarify that passive income is to be included when calculating annual receipts for size purposes.

**Mergers and Acquisitions:** The new rules provide that if a business submits an offer as a small business concern, and is the subject of a merger or acquisition after offer but prior to award, the offeror must recertify its size to the contracting officer prior to award. »

## » Space Technology Mission Directorate Update

# NASA SBIR/STTR Program

**G. M. Green, Director for Communications and Operations**

*NASA Headquarters Space Technology Mission Directorate*

NASA’s Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs provide the small business sector with an opportunity to compete for funding to develop technology for NASA and to commercialize that technology to help drive economic growth.

The SBIR and STTR programs have three phases that reflect the innovation and commercialization processes. Phase I is the opportunity to establish the early-stage research and idea-generation process and awards feasible studies up to \$125,000 for 6 months. The most promising Phase I projects are awarded Phase II contracts through a competitive selection process based on scientific and technical merit, expected value to NASA, and commercialization potential. Phase II is the development, demonstration, and » *Continued on next page*

## » Federal Government Procurement News Category Management

David B. Grove, Program Manager

NASA Office of Small Business Programs

*Category management is a strategic approach that enables the Federal Government to buy smarter and more like a single enterprise. It involves managing large categories of procurement spend that are comprised of commonly purchased products and services.*

In FY 2015, the Federal Government purchased over \$353 billion in supplies and services. Of this amount, over \$91 billion was awarded to small business (25.8 percent of the eligible small business dollars). These contracts were awarded by thousands of contracting offices (3,300) awarding millions of contracts ranging from purchase card orders, simplified acquisition process (SAP) contracts, GSA orders, and large contracts.

The Office of Management and Budget (OMB) in FY 2015 proposed a pilot program that would transform the way Government buys supplies and services. This pilot program would combine hundreds of requirements in certain categories for routine purchases. The pilot would deploy talent and tools across agencies and grow this talent within agencies to drive innovation and ultimately build stronger vendor relationships. The idea for category management was inspired by a 2005 United Kingdom buying program for information technology.

Small businesses have long bemoaned the way Government buys things. The Government issues 100-page requests for proposals that are overly prescriptive and have significant contract duplication within or across agencies. Small businesses have wondered why they are rated one way at one agency and get the award, but rated as not capable at another agency. In addition, the same or similar contracts can have as much as a 300 percent price differential. One company may have hundreds of contracts with the

Government, but no one Government agency can provide them any comprehensive guidance. The company must go back to the issuing agency for each contract.

Category management is run by an interagency council and has established ten categories run by managers from the following six agencies: General Service Administration (GSA), Department of Defense (DOD), Office of Management and Budget (OMB), Department of Veterans Affairs (VA), Department of Homeland Security (DHS), and Office of Personnel Management (OPM). The categories range from IT, facilities/construction, transportation, professional services, industrial products, human capital, travel and lodging, office equipment, medical products, and security/protection. Small business utilization is one of the program metrics, and every category has a small business plan and strategy. These strategies include building relationships, engaging small businesses with industry feedback, and reducing the burden of contract management.

GSA is building an acquisition gateway for each of the categories. The gateway helps the agency's acquisition professionals by offering a one-stop location for each of the 10 categories. Users are able to add to the database and thereby give a comprehensive overview of the category. Each category is called a "hallway" and each hallway has "sub-hallways." For construction, the sub-hallways include material, services, and facilities. The gateway also contains featured articles, resources, solution finder, community discussion, and training for the acquisition professional. The resource section contains areas such as statement of work library, green procurement, and small business forecast. This is only one sample of a hallway's information, but you get the idea. The gateway is also open to the general public. The acquisition gateway is located at <http://www.gsa.gov/portall/category/107699>. »

## » Space Technology Mission Directorate Update (continued)

delivery of a prototype. Phase II projects range up to \$750,000 for 24 months. Phase II-Extended allows existing Phase II contracts more time for additional research and development by matching non-SBIR/STTR investments up to a set amount. Phase III is the commercialization of innovative technologies with contracts being awarded with non-SBIR/STTR funds for work performed under prior SBIR/STTR funding agreements.

Examples of funded research include growing plants and vegetables in space, distributed electric propulsion aircraft, and technologies that can develop high quality flood maps and tools to better assess the risk from flooding in an effort to reduce or mitigate flood risk.

Just recently, NASA selected Paragon Space Development Corporation, a small business headquartered in Tucson, AZ, to develop a system that will increase the rate of water recovery from the urine of astronauts aboard the International Space Station. The technology, currently scheduled for flight in 2018, will undergo a test demonstration on the Space Station to verify that it further closes

the "water loop," with a goal of achieving at least 94 percent recovery of water from urine. The water recovery system currently used on the Station captures and processes astronaut urine, but additional unrecovered water remains in the resulting effluent (brine). The Brine Processor Assembly will be used to reclaim more water from the brine. The reduction of costly resupply launches from Earth is essential to future human deep space missions, including NASA's Journey to Mars. By reusing in situ critical resources to the greatest extent possible, technologies such as BPA will aid in accomplishing this reduction. Through a series of SBIR program awards initially funded in 2010, Paragon Space Development created the unique technology to recover water from brine.

The SBIR program is a highly competitive program that encourages domestic small businesses to work with NASA to advance proposed innovations and transition resulting technologies, product and services into NASA mission programs and other markets. For more details about our program, visit <http://www.sbir.nasa.gov>. »

## » Small Business Success Story

# Stennis Space Center High Tech Small Business Forum

**Robert E. Watts, Small Business Specialist**

*Stennis Space Center*



*Associate Administrator Glenn Delgado, Healtheon's Jas Walia, MSET's Robert Ingram, Healtheon's Lance Nowacki*

Recognizing and emphasizing high tech small business was the theme today as NASA's Office of Small Business Programs Associate Administrator Glenn Delgado paid a visit to Stennis Space Center (SSC) during its 2016 High Tech Small Business Forum. The High Tech Small Business Forum is a collaborative effort between SSC, Mississippi Enterprise for Technology (MSET), and members of the Stennis Business Consortium (SBC), whose mission is to provide a mechanism for Federal agencies, local institutions, and businesses to exchange information on small business goals, emerging technologies, upcoming procurement opportunities, and issues dealing with existing procurement regulations.

Aided by MSET and Dr. Ramona Travis, Office of the Chief Technologist, the Office of Procurement hosted a select number of local small businesses that had the unique opportunity to meet with Delgado, present their company's mission capabilities, and discuss how they are uniquely primed to assist SSC in their efforts to support NASA's mission to Mars. SSC small business specialist Rob Watts got the day's events started with a short welcome to all of the participants, thanking the contractor community on behalf of Dr. Rick Gilbrech, the SSC Director, for its dedicated support to the Center and to NASA's mission. Presentations for the day began with Elizabeth Valenti, President/CEO of WorldWinds, Inc., whose partnering with WxWorx, Baron Services, and XMWX Satellite Radio led to providing 24/7 atmospheric and oceanographic weather forecasts to marine users on the water and to emergency

responders on the ground. Joel Lawhead, NVision Solutions, a star MSET incubator graduate, highlighted the focal areas of geospatial technology, electromechanical engineering for harsh environments, and technical communications. Keith Alphonso, Chief Information Officer, Geocent, spoke about recently being awarded a NASA Small Business Innovative Research (SBIR) grant to help develop a cloud-based solution for the handling of large data sets. Tim Brogdon, President, PSCI Professional Solutions, highlighted the company's work with B-2 Test Stand Upgrades for the Space Launch System (SLS) Stage Testing. The mid-morning saw the FY 2015 Small Business Industry Awards winners: Lockheed Martin (Large Business Prime Contractor of the Year), Healtheon (Small Business Prime Contractor of the Year), and Global Commerce and Services (Small Business Subcontractor of the Year) being invited to join the Associate Administrator Delgado at his table for lunch. Afterwards Delgado spent time visiting others who had joined the luncheon.

The afternoon session started with a short bus ride ending at building 8000 and a tour of Analytical Mechanics Associates (AMA) engine testing facilities. The tour highlighted how AMA combines the best of engineering and mathematics capabilities with the latest in information technology and visualization to build innovative solutions that support SSC's rocket engine testing mission.

Next up on the tour was Healtheon, Inc., two-time SSC Small Business Industry Award (SBIA) winner in the Small Business Prime Contractor of the Year category in 2013 and 2015. Healtheon also won the Agency Award in that same category in FY 2013. President Jas Walia, accompanied by Lance Nowacki, Operations Manager for Healtheon, provided the group with an in-depth look at the design and installation of the highly visible 96-inch valve mission and the intricacies associated with such a high-visibility project that plays such a critical role in the success of the Stennis mission.

Al Watkins, Program Manager, A2 Research, flanked by President/CEO Autumn Sellers, took up the third leg of the tour. The recent Stennis Space Center Contractor Excellence Award winner and NASA Prime Contractor of the Year gave the group a firsthand look at how A2 Research supports rocket engine testing at SSC and the new NASA SLS manufacturing operations at the Michoud Assembly Facility (MAF). The Lab Services contract is a separate contract not under SACOM.

The fourth leg of the tour took the Associate Administrator Delgado to the Stennis Data Center and SaiTech, the newest member of the SSC contractor support family as the prime for the SSC Information Technology (IT) Service contract. As proudly noted by Allecia Kimble, a computer scientist working for SSC's Office of the Chief Information Officer, "this state-of-the-art facility has the notable distinction of being the only NASA National Archive and Records Administration (NARA) Certified records retention center." SaiTech services will include IT, planning, policy and management, and other communications and technology support services.

Last on the presentation tour, but certainly not least, was Innovative Imaging and Research (I2R). This economically disadvantaged, woman-owned, small business (EDWOSB) leverages remote-sensing and geospatial technologies to provide geospatial products and custom instrumentation. Some of its custom instrumentation projects include advance plant growth units, integrated imaging and lighting systems, and photocatalytic reactors. The company is working with NASA SSC to develop a state-of-the-art, high dynamic range video system for imaging rocket engine tests.

Recognizing and emphasizing high tech small business (on the Mississippi, Louisiana Gulf Coast) was the theme for the day. Based on the number and types of dynamic, small, capable, highly technical companies that showed up to tout their capabilities, there is no doubt that the commitment is evident, the talent is in place, and the future is bright for SSC for any type of support it may need far into the future. »

## » NASA Mentor-Protégé Program Update

**Tabisa T. Kalisa, Program Manager**  
**Melanie A. Osei, Program Analyst (Contractor)**

*NASA Office of Small Business Programs*



Now that we are in the final quarter of FY 2016, we are looking forward to giving you an update for the Mentor-Protégé Program (MPP). The MP Corner will feature success stories, program and policy updates, and program statistics.

### Quarter Recap

Since the summer newsletter, NASA OSBP has hosted three Mentor-Protégé Agreement kickoff meetings. Congratulations are in order for Jacobs Technology, Inc., (Tidewater Operations Group) and Genex Systems, Inc., for establishing a 3-year Mentor-Protégé Agreement supporting Langley Research Center's (LaRC) Center Maintenance, Operations and Engineering contract. Genex Systems is an economically disadvantaged, woman-owned small business.

With the conclusion of the Vencore Services and Solutions and Enterprise Advisory Services, Inc., Mentor-Protégé Agreement in March 2016, the Kennedy Space Center's Industry Assistance Office successfully coordinated the approval of a new agreement in June 2016. The new agreement is between The Boeing Company (Mentor) and Bastion Technologies, Inc. (Protégé), in support of the Commercial Crew Transportation Capability program at Kennedy Space Center for 18 months. Bastion Technologies, an economically disadvantaged small business, currently supports seven NASA Centers.

The third kickoff meeting was between SGT, Inc., (Mentor) and MORI Associates, Inc., (Protégé), which established Ames Research Center's second Mentor-Protégé Agreement. This agreement supports the Intelligent Research and Development Support-2 contract (SGT, Inc.) and will provide 2 years of contracting/procurement, human resources, quality assurance, corporate management, and business development assistance to MORI Associates, Inc.

### Fiscal Year Closeout

We are proud to announce our last NASA Historically Black Colleges and Universities and Minority-Serving Institutions

(HBCU/MSI) Technology Infusion Road Tour at Florida Agricultural and Mechanical University (FAMU). From September 27 to September 29, 2016, the Home of the Rattlers will be the last road tour stop, where we will collectively share with HBCUs/MSIs how to do business with NASA. Presenters and panelists will include representatives from NASA's Office of Education, technical advisors, small business specialists, prime contractors, and other Federal agencies. With confirmed NASA prime contractors Aerojet Rocketdyne, OrbitalATK, Northrop Grumman, The Boeing Company, Jacobs Technology, SGT, SAIC, Raytheon Company, and more, this road tour stop is a proven testament to the valuable work being done to assist HBCUs/MSIs gain the necessary tools to enter Government contracting.

We hope to see you there. If you have any questions about the HBCU/MSI Technology Infusion Road Tour, please contact the Office of Small Business Programs at 202-358-2088.

### FY 2017 Outlook

In January 2017, the HBCU/MSI Technology Infusion Road Tour will make its first stop at the University of Nevada – Las Vegas (UNLV). As the first Minority-Serving Institution to participate in NASA's Mentor-Protégé Program, UNLV recently concluded an agreement with Mentor Teledyne Brown Engineering (TBE) in August 2016. Under the agreement, UNLV students who participated in this program received training development assistance for the International Space Station (ISS) payload ground support personnel (GSP) and payload developers (PD). The students gained knowledge of GSP and PD personnel involved in development of multimedia training to enhance the ISS training program.

In addition to UNLV, the HBCU/MSI Technology Infusion Road Tour will make stops at Tennessee State University April 4–6, 2017, and Jackson State University August 22–24, 2017.

We hope to see you there! »

## Social Media Update

**Tabisa T. Kalisa, Program Manager**  
**Zohra Gul Mir, Program Analyst (Contractor)**

*NASA Office of Small Business Programs*

The NASA Office of Small Business Programs (OSBP) has a Facebook page and Twitter handle! Why? NASA OSBP would like the public to have instant access to small business information. Whether it is news that impacts the small business community, outreach and matchmaking events, or procurement opportunities, we want to simplify the process.

 Please take a moment to like us on Facebook at <http://www.facebook.com/NASASmallBusiness>.

 Follow us on Twitter at [http://twitter.com/NASA\\_OSBP](http://twitter.com/NASA_OSBP).

 Also, tune in to Glenn's blog at <http://nasaosbp.blogspot.com>.

It will take only a few minutes of your time, and we would love to hear from you!



## OSBP Newsletter Article Submission Schedule

| DEADLINE:  | PUBLISHED: |
|------------|------------|
| January 15 | March      |
| April 15   | June       |
| July 15    | September  |
| October 15 | December   |

## Important Dates To Remember

**September 16, 2016**  
**"Stairway to the Stars...  
for Small Business"**  
Waltham, MA  
[http://www.sbane.org/single-event/?ee\\_uniqid=y17a-aerospace-workshop-with-nasa-2920-576960a289c4f](http://www.sbane.org/single-event/?ee_uniqid=y17a-aerospace-workshop-with-nasa-2920-576960a289c4f)

**September 27–29, 2016**  
**Road Tour at Florida  
Agricultural and  
Mechanical University**  
Tallahassee, FL  
<http://osbp.nasa.gov/calendar-osbp.html>

**October 12, 2016**  
**The National Defense  
Industrial Association  
Conference**  
Dulles, VA  
<http://www.ndia.org/meetings/714T/Pages/default.aspx>

**October 13–14, 2016**  
**National HUBZone  
Conference**  
Chantilly, VA  
<http://www.hubzonecouncil.org/clubportal/ClubStatic.cfm?clubID=528&pubmenuoptID=29484>

**October 23–27, 2016**  
**Engaging Our Federal  
Partners, Honoring  
National MED Week**  
Chicago, IL  
<http://www.nmsdeconference.com/mbda-national-med-week/>

**October 25, 2016**  
**KSC Expo**  
Cape Canaveral, FL  
<https://procurement.ksc.nasa.gov/procure/ciao.htm>

**January 10–12, 2017**  
**FY 2017 NASA HBCU/MSI  
Technology Infusion Road  
Tour at University of  
Nevada**  
Las Vegas, NV  
<http://osbp.nasa.gov/calendar-osbp.html>

## » News From OSBP

# Success of Inaugural Aerospace and Defense Small Business Industry Day

**Zohra Gul Mir, Program Analyst (Contractor)**

*NASA Office of Small Business Programs*

The NASA Office of Small Business Programs (OSBP) was pleased to participate with the Jefferson County Economic Development Corporation (JeffCO EDC) and come together behind a common goal: to provide the resources, tools, and information to show the real impact the industry has on businesses, economies, and communities. This collaboration is in alignment with the FY 2016/2017 NASA Small Business Improvement Plan initiative to participate in outreach efforts in non-traditional locations where the Agency does not have a current presence (or Center).

OSBP teamed up with JeffCO EDC, who presented the inaugural Aerospace and Defense Small Business Industry Day at the Sheraton Denver West Hotel in Lakewood, CO, on Tuesday June 28, 2016.

During the event, participants had the opportunity to choose among various sessions, workshops, and networking events, including one-on-one matchmaking sessions. Small business specialists (SBSs) from different NASA centers provided useful information regarding how to do business with NASA.

NASA Center SBSs and technology infusion managers from across the country participated in panel discussions, booth counseling rounds, and sold-out matchmaking sessions. The exhibitors offered a variety of products and services. Small businesses that wanted to do business with NASA had a great opportunity to meet and network with NASA and other aerospace and defense prime contractors.

NASA representatives, prime contractors, and other Government agencies were available to answer specific questions about doing business with their respective organizations.

Face-to-face interaction is the platform through which relationships are built, ideas generated, and deals struck. That is what industry day events are about: showing the real power of what business-to-business or business-to-Government collaboration can achieve.

Many organizations, companies, and agencies came together to support the industry day. They showcased the real impact that business meetings, networking, and exhibitions have on people, businesses, and communities.

The featured speakers were OSBP Associate Administrator, Glenn Delgado, JeffCO EDC's Board Chairman John Moore, and U.S. Congressmen Mike Coffman and Ed Perlmutter.

The event was a total success. Approximately 350 people were in attendance, which made the first-ever Colorado Aerospace and Defense Small Business Industry Day a sold-out event.

The audience and attendees gave excellent comments on the event's survey, and they are looking forward to the next successful partnership. »

## OSBP Staff

The OSBP team is committed to providing excellence in service and information to the small business community.

|                                |  |
|--------------------------------|--|
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