After earning NASA’s top three corporate honors in less than 2 years, Applied Geo Technologies (AGT) has distinguished itself as one of the most detail-oriented contractors in the industry. In fact, you might even call it their business strategy. “Continuous improvement is not just a buzz word with us,” said Mike Miller, Interim President and CEO at AGT. “It’s an operational mission that drives everything we do—from global administration and strategic planning right down to the pattern we mow in the grass.”

With a cadre of operational services spanning commercial, aerospace, and defense concerns, maintaining such a consistently high level of success is no easy feat. “As our customers’ needs evolve, so does our list of products, services, and even locations. But with each new venture, we’re proud to uphold the values that have sustained us this far. Put the customer first, do it once, and do it right.”

In many ways, AGT’s ideals are no different than the organizations they serve. “NASA didn’t become what it is today by resting on its accomplishments,” added C.C. Fridlin, Director of Business Development at AGT. “With each new milestone came the motivation to push harder, learn more, achieve faster, and reach higher. We like to think we do the same.”

Their record agrees. In the first quarter of 2010 alone, AGT earned both the prestigious George M. Low Quality Award and the John C. Stennis Space Center Contractor Excellence Award—two of the highest commendations for a space contractor. The George M. Low Award is NASA’s premier quality and performance honor, recognizing excellence and outstanding technical and managerial achievements in quality and performance on NASA-related contracts or subcontracts. As part of its tireless dedication to operational efficiency, AGT developed a quality built-in approach to contract work. The resulting changes included improvements in everything from process control to management oversight, as an attempt to reduce the risk of quality and/or performance issues at all levels. As a result, AGT delivered reductions in human error, increased scores for technical performance and timeliness, zero cost overruns, and an excellent safety record.

The Low Award comes on the heels of the coveted Stennis Contractor Excellence Award, which recognizes outstanding product and service performance for work related to the Center’s laboratory services. Prior to that, AGT became the first resident agency at Stennis Space Center to receive the Occupational Safety and Health Administration Voluntary Protection Program “Star” status for safety implementations. AGT was also named the Center’s Small Business Prime Contractor of the Year under NASA’s Small Business Industry Awards program.

AGT is the premier tribally owned provider of aerospace and defense services. AGT has been certified by the U.S. Small Business Administration (SBA) as a tribally owned 8(a), HUBZone, Small Disadvantaged Business and is wholly owned by the Mississippi Band of Choctaw Indians. Please visit www.appliedgeotech.com or contact info@appliedgeotech.com to learn more about AGT.
From my first introduction to vendors, to briefing senior management, to shadowing David Brock and making a presentation to MSFC vendors at one of his Quarterly Counsel Meetings, where I would jokingly begin with “for those of you who know Richard Mann, I have some pretty big shoes to fill,” I embraced this new opportunity as a “fit” to rounding out my procurement career. Luckily for me, I was appointed as the permanent Small Business Specialist in May 2009.

Between Stennis’s “stimulus package” dollars that are mostly awarded to full and open large business contracts, to the cancellation of the Constellation program in which the A3 Test Stand contracts enabled us not to only meet but exceed our small business goals for 3 years, my biggest challenge this year was to meet our small business goals. There will definitely have to be some out-of-the-box creative thinking when it comes to acquisition strategy in the future.

Nursing school may not have been for me, but in my job as a small business specialist I’m still helping people, only in a different way!

**SBS SPOTLIGHT**

**MICHELLE STRACENER**

**SMALL BUSINESS SPECIALIST**

**Stennis Space Center**

From as early as I can remember, I always wanted to be a nurse. I guess it was in my nature to help people. After graduating from high school and spending one semester in college, in the infinite wisdom of an 18-year old, I decided to take a year off from school and get a job. I told myself that I’d go back again, and I did, however not until 25 years later!

Upon being hired by NASA, I worked in the Program Management Support Division, buying commercial items (piping, water tanks, valves, etc.) for the new A3 Test Stand that was being built at Stennis to test rockets that would be taking us back to the Moon then on to Mars and beyond in the Constellation program!

**ADMINISTRATOR’S CUP AWARD**

**BY FRANK OCNOA-GONZALES, EDITOR**

*Spaceport News*

The Kennedy Space Center (KSC) team has a lot to be proud of, and it recently added another accomplishment to its list: winner of the NASA Small Business Administrator’s Cup Award for fiscal year (FY) 2009.

On April 5, NASA Administrator Charlie Bolden and Office of Small Business Programs Associate Administrator, Glenn Delgado, presented the cup to Center Director Bob Cabana, Small Business Specialist Larry Third, and Procurement Office Director Dudley Cannon.

“The NASA Office of Small Business Programs is extremely proud to present the 2009 Administrator’s Cup Award to KSC and to recognize the Center’s small business program, which consistently develops and implements innovative practices in support of the Agency’s small business initiatives,” Delgado said.

VIPs who attended the event in the Operations and Checkout Building’s mission briefing room included NASA Associate Administrator Christopher Scolese; Joseph Jordan, Small Business Administration associate administrator of Government Contracting and Business Development; Mitchell Morand, Area Ill director of the Small Business Administration’s Office of Government Contracting; and Walter Wallace, SBA Procurement Center representative for KSC.

The purpose of the award is to honor the significant contributions that a NASA Center has made to the Agency’s small business program. The award recognizes successful and innovative practices that promote small business participation in the initiatives that NASA undertakes. The innovative practices that helped KSC receive this award include the following:

- Restructuring the Joint Base Operations Support Contract, resulting in four additional awards to small business firms.

(continued on page 4)
20th Anniversary OSDBU Procurement Conference

On Wednesday, April 21, 2010, the 20th Anniversary OSDBU Procurement Conference was held at the Dulles Expo Center in Chantilly, VA. The NASA OSBP was pleased to chair this successful outreach event that drew over 60 Federal agencies, more than 250 exhibitors, and over 3,500 total participants. Administrator Charlie Bolden helped to kick off the event by providing an Agency welcome and overview as part of the opening ceremony.

Mr. Charlie Bolden, NASA Administrator

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

Committed to Outreach: NASA OSBP Program Managers and Center Small Business Specialists

NASA Mentor-Protégé Program Update

On Wednesday, March 24, 2010, the NASA Mentor-Protégé Program celebrated its 15th birthday! Established in 1994, the program ran for 13 years then was then reorganized by NASA’s Office of Small Business Programs and temporarily shut down in 2007. In January 2008, the program was ready to be launched again with a new emphasis on developing small businesses to support space exploration and provide an industrial base for the next 20 years. The regulations and procedures prescribed in NASA FAR Supplement 1819.72 were amended, and the program was expanded and now includes award fee incentives and new eligibility categories for protégés. A protégé may now be one of the following: a small disadvantaged business, a woman-owned small business, a historically black college or university, minority institution, a veteran-owned small business, a historically underutilized business zone, a NASA SBIR Phase II company, or a nonprofit agency employing the blind or severely disabled (AbilityOne). (STTR companies are currently ineligible to participate in the program.) For more information on Mentor-Protégé guidelines and policy, please visit http://www.osbp.nasa.gov/mentor.html.

Recent Mentor-Protégé highlights include a March 16, 2010 Mentor-Protégé Agreement between Science Applications International Corporation (SAIC) of Washington, DC, and Earth Resources Technology (ERT), a woman-owned small business in Annapolis, MD; and the April 12, 2010 agreement between Pratt & Whitney Rocketdyne (PWR) of West Palm Beach, FL, and Avans Machine and Tool, a HUBZone Company in Scottsboro, AL.

There Are Currently 11 Active Mentor-Protégé Agreements and 23 Approved Mentor Applications:

- Assurance Technology Corporation/Custom Manufacturing Services-WOSB
- ATK/Lansmont Corporation-SDVOSB
- Honeywell Technology Solutions, Inc./Advocates in Manpower Management-SDB, VOSB
- Jacobs Technology/Tuskegee University-HBCU/MI
- Jet Propulsion Laboratory/Terra Design Group, Inc.-SDB, HUBZone
- PWR/Avans Machine and Tool-HUBZone
- Raytheon Information Solutions/Architech Technologies-HUBZone
- Raytheon Information Solutions/Genex Systems LLC-SDB, 8(a)
- SAIC/ERT-WOSB
- SAIC/Oakwood University-HBCU/MI
- The Boeing Company/Creative Management Solutions-SDB, 8(a)

Approved Mentors Are:

- Booz Allen Hamilton
- Coastal International Security, Inc.
- Computer Sciences Corporation
- Honey Technology Solutions
- ITT Corporation Systems Division
- Jacobs Technology
- Jet Propulsion Laboratory
- L-3 Enterprise Information Technology Solutions
- Lockheed Martin Corporation
- Northrop Grumman Corporation
- Pratt and Whitney Rocketdyne
- Raytheon Company
- SAIC
- SGT
- TASC, Inc.
- Teledyne Brown Engineering
- Unisys Corporation
- United Space Alliance, LLC
- Wyle Integrated Science and Engineering

The next deadline for Mentor-Protégé Agreements to be submitted to NASA Centers is September 15, 2010. Please consult NASA’s Mentor-Protégé Program Web site for further information at http://www.osbp.nasa.gov/mentor.html, or contact Ms. Dana Jones at (202) 358-2088 with questions.
programs, the proposed legislation for the creation of a women-owned small business program, and other pending issues. Since they are still working their way through the system, I cannot address them now, but this office will continue to monitor these issues and provide information on them as warranted.

On May 11, 2010, I was presented with the NASA Outstanding Leadership Medal. I am truly humbled and honored to have been nominated and blessed to have been selected to receive this prestigious award. I want to express my sincere gratitude to all of NASA's small business specialists, both past and present, everyone Agency-wide who is involved in the acquisition process, and all the Small Business Advocate Award winners for their support of the NASA small business programs. As I often say, it is the diligent work of the Center's acquisition community and the support I receive from the NASA senior leadership that have made this program effective in supporting the Agency's mission, goals, and objectives. Again, I am honored to have made this program effective in supporting the Agency's mission, goals, and objectives. Again, I am honored to have been nominated and blessed to have received this award, and very proud to be a part of NASA.

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

Administrator’s Cup Award
(continued from page 2)

Joint Counseling—Joint counseling provides private industry the maximum opportunity to do business with KSC and presents the ultimate team image. KSC is the first in the Agency to offer joint counseling, and it now is being implemented across the Agency.

KSC Prime Contractor Board—KSC and its prime contractors are committed to increasing competition in contracting, enhancing socioeconomic programs, and providing private industry the maximum opportunity to do business at the Center. To demonstrate this commitment and to form the board, Kennedy and its prime contractors joined forces to create a forum, offering “One Face to Industry.”

SOBSP 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, 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.

SUCCESS STORY SUBMISSION SCHEDULE:

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

TO SUBMIT AN ARTICLE:

The Office of Small Business Programs (OSBP) Newsletter is the Quarterly Electronic Publication of the NASA OSBP.

OSBP welcomes articles and opinion pieces that are directed to advocates of small businesses. These articles are printed as space is available and should be approximately 500–750 words in length. Articles that were printed elsewhere cannot be reprinted in the OSBP Newsletter without written permission from the original printing source. Submissions will be edited as necessary.

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

The 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
NAEEMAH A. LEE, Executive Assistant
RICHARD MANN, Program Manager
Diane Thompson, Program Manager
DANA JONES, Program Analyst (Contractor)
TRUPHELIA M. PARKER, Editor/Scheduler (Contractor)
Tabi Tepfer, Program Manager (Contractor)