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.
As I finish my summer and fall travel, I want to reiterate the importance of NASA’s 2nd Annual Historically Black Colleges and Universities and Minority Serving Institutions (HBCUs/MSIs) Partnerships Meeting held September 16 at Marshall Space Flight Center (MSFC). This event was cohosted by NASA’s Office of Small Business Programs (OSBP), the Office of Education, and Marshall Space Flight Center. The event was considered to be very successful by both the HBCUs/MSIs and NASA’s large prime contractors. Companies such as AeroJet Rocketdyne, Lockheed Martin, Northrop Grumman, and Orbital ATK had the opportunity to network with HBCUs and MSIs such as Alabama Agricultural and Mechanical (A&M) University, California State University, Northridge, Clark Atlanta University, Hinds Community College, and Prairie View Agricultural and Mechanical University. NASA is looking forward to the possible results of this networking session in the forms of subcontracts and Mentor-Protégé Agreements. While at MSFC, Administrator Bolden and I had the opportunity to tour the Alabama A&M engineering building. It was humbling to hear the Special Project Lab students’ success stories from the Alabama A&M College of Engineering, Technology and Physical Sciences (CETPS). I was greatly impressed by the various projects they presented.

A few weeks later, I was again at MSFC for the fall NASA Industry Forum (NIF) meeting. After the spring 2015 NIF meeting, I struggled to determine our path forward because the meeting attendees seemed to lack a clear focus and mission. However, I was extremely pleased with how much we accomplished at the fall meeting by identifying clear goals. I have no doubt that the NIF will prove to be a very beneficial forum for both NASA and the contractor community. I would like to thank MSFC and Orbital ATK for hosting the meeting, which provided the perfect environment for the group to flourish. I also want to personally thank each member of the NIF that participated in this meeting and to acknowledge the hard work and commitment that will undoubtedly make this forum a success.

The following week I was at the Kennedy Space Center (KSC) for the KSC 25th Year Anniversary Business Opportunities Expo. The turnout was phenomenal, with approximately 700–800 people walking through the door. This event had such an impact on the local community that it was covered by the local FOX television station, with a live 2-minute broadcast on the “Good Morning Orlando” show. I want to thank the entire KSC team and all of the Agency’s Small Business Specialists (SBS) for the hard work that made this event such a great success. The rest of the week we held a small business council meeting where the SBSes discussed many of the small business issues facing the Agency. We also recognized Randy Manning (SBS at Langley Research Center (LaRC)) for 40 years of excellent service with the Federal government. Randy took home the trophy from our 9th annual OSBP miniature golf tournament. We also need to recognize Robert Watts for having the same score as Randy; however, Randy won the tiebreaker and took home the trophy. The entire small business team had a good time and got its competitive spirits going during this team-building event.

As always, I want to recognize the unwavering support of Administrator Bolden and the rest of the Agency’s senior leadership team and Center Procurement Officers. Without this support, NASA would not have such a successful Small Business Program. We sincerely appreciate working with everyone at the Agency to ensure the success of all NASA’s missions and the integration of small businesses into those missions.

I wish everyone and their families a safe and happy holiday season. May the new year bring good health, happiness, and a prosperous future!
NASA Jet Propulsion Laboratory (JPL)

How JPL’s Small Business Programs Office is Using Product Demonstrations to Increase Small Business Awareness

Since 2010, the Jet Propulsion Laboratory (JPL) Small Business Programs Office (SBPO) has been using product demonstrations, a unique small business program concept, to give prospective suppliers the opportunity to market their products and services to JPL end-users. Companies are selected to participate in a demonstration based on the applicability of their products or services to the needs of JPL’s missions, research, and institutional operations. It is an opportunity for those companies with unique science and technology capabilities to present their products and services to the technical community.

The product demonstration creates a certain level of interest and excitement about a solution. It is also an effective way to address any specific product-related concerns that a JPL end-user may have. The product, sample, video, brochures, pictures, and other tools used in a demonstration are often referred to as “proof devices” because they show what the small business offers in the way of goods and/or services. Participation by a small business in a product demonstration does not guarantee that a contract or purchase order will be awarded by JPL. However, the increase in the visibility of the small business and its products or services within JPL and the local NASA Management Office (NMO) opens the door to future opportunities for new partnerships.

The SBPO team and the JPL/SBPO Technical Advisor discuss with the small business entity the objectives of each demonstration request in order to gain a solid understanding of the scope and capabilities of the products or services being offered. Once it is determined that a product demonstration request can be beneficial to JPL/NASA, the SBPO team begins its efforts to secure a match within the JPL technical communities that may have open requirements. After a solid match is identified, all interested parties meet to discuss the objectives and the logistics of the product demonstration.

A typical product demonstration is scheduled for approximately 2 hours, which allows for the actual demonstration, followed by a question and answer session. All JPL employees are invited to view the product demonstration, which is cohosted by SBPO and the end-user technical group.

The product demonstration is a key initiative for the SBPO in FY 2016, and, based on the interest from small businesses and the matching with the technical groups, SBPO hopes to host at least 10 of them. Small business entities should visit us at https://acquisition.jpl.nasa.gov/SB or e-mail us at smallbusinessprogramsoffice@jpl.nasa.gov for additional information on product demonstrations at JPL.

Metrics Update

Melanie A. Osei, Program Analyst (Contractor)
NASA Office of Small Business Programs

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Data generated November 20, 2015, from FPDS-NG
MSFC Signs Two Mentor-Protégé Agreements

Marshall Space Flight Center (MSFC) had two Mentor-Protégé Agreements signed in August. Teledyne Brown Engineering, Inc., announced that it entered into a NASA Mentor-Protégé Agreement with Alabama State University of Montgomery (ASU) and the University of Nevada, Las Vegas (UNLV). The 12-month agreement with UNLV is the first such agreement between a Marshall prime contractor and a minority serving institution (MSI). The 12-month agreement with ASU is the fifth such agreement between a Marshall prime contractor and a historically black college or university (HBCU).

As the prime contractor on NASA’s Mission Operations and Integration Contract, Teledyne Brown will mentor students in the development of multimedia training for International Space Station payload ground support personnel and payload developers.

“We are honored to once again be a part of NASA’s Mentor-Protégé Program. These signings mark the second and third time we have entered into this kind of agreement at Marshall Space Flight Center,” said Jan Hess, President of Teledyne Brown Engineering. “Our new relationships with ASU and UNLV are a direct result of our participation with NASA’s Small Business Program and demonstrate Teledyne Brown’s commitment to helping grow small businesses and the next generation of scientists and engineers.”

The NASA Mentor-Protégé Program encourages NASA prime contractors to enter into agreements with eligible protégés, including historically black colleges and universities and minority-serving institutions. The agreements are expected to enhance a protégé’s capability to successfully perform work on NASA contracts and subcontracts and eventually grow its capacity to compete for larger, more complex contract awards.

“This agreement provides our students with the unique ability to marry what they’re learning in their classrooms with practical, real-world applications,” said Nancy B. Rapoport, Acting Executive Vice President and Provost at UNLV. “It’s the perfect way to help our students grow into talented, creative professionals.”

“As part of NASA’s Mentor-Protégé Program, our agreement with Teledyne Brown Engineering represents a significant expansion of science, technology, engineering, and math (STEM) opportunities for our students and faculty,” said Leon Wilson, Provost and Vice President for Academic Affairs at ASU. “Given the national imperative to increase the training of minorities in STEM and STEM-related disciplines, this partnership is a step in the right direction.”

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.

OSBP Staff

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

Glenn A. Delgado
Program Manager
Associate Administrator

David B. Grove
Program Manager

Richard L. Mann
Program Manager

Tabisa T. Kalisa
Program Specialist, Editor

Trophelia M. Parker
Program Analyst (Contractor)

Chelsea R. Gaetani
Program Analyst (Contractor)

Deneen D. Newton
Program Analyst (Contractor)

Melanie A. Osei
Intern (Contractor)

Lauren M. Sphar
Administrative Assistant (Contractor)

Claudette E. Washington
On February 3, 2015, NASA’s Office of Small Business Programs (OSBP) and Stennis Space Center (SSC) hosted a Service-Disabled Veteran-Owned Industry Day (SDVOB) event at SSC’s Infinity Science Center. The SDVOB Industry Day gave businesses the opportunity to meet with procurement and technical representatives from Federal agencies, SSC contractors, and commercial companies to discuss contract opportunities, establish new business relationships, network with NASA representatives from each of NASA’s field centers as well as representatives from NASA’s OSBP.

More than 300 attendees from 17 states participated in the event, which included presentations, training, and matchmaking opportunities. The day began with opening remarks by Robert Watts, SSC Small Business Specialist (SBS), and welcome remarks by Dr. Richard J. Gilbrech, SSC Director. Special guest NASA Assistant Administrator for the Office of Procurement, William McNally, provided an Office of Procurement update. The Executive Director of the NASA Shared Services Center (NSSC), Mark Glorioso, updated the audience on the NSSC. Greg Hinkebein, interim President/CEO of the Mississippi Enterprise for Technology (MSET), provided an update on MSET. Glenn A. Delgado, Associate Administrator of the NASA Office of Small Business Programs, delivered the feature presentation of the day; he provided a NASA Small Business Program update and fielded questions from the audience. During his visit to SSC, the Associate Administrator also took time to present two very special awards to SSC members. The Small Business Champion Recognition was presented to Robert Harris, Procurement Officer at SSC. The Small Business Champion Recognition is a personal acknowledgement by the Associate Administrator for sustained excellence in the area of small business programs. The NASA Small Business Specialist of the Year Award was presented to Rob Watts, Small Business Specialist at SSC.

In the afternoon, businesses in attendance had the opportunity to network and to visit the exhibit booths of the more than 50 companies represented. The event also featured three breakout sessions for attendees. Doug Gerard, Procurement Center Representative (PCR) with the U.S. Small Business Administration (SBA), conducted training sessions on PCR 101, size protest training, and subcontracting and the Electronic Subcontracting Reporting System (eSRS). Dr. Darryl Smith, Chief Strategist with NSSC, conducted a training overview on the Enterprise License Management Team (ELMT). Cassandra Williams, Contracting Officer with NSSC, provided training on the Small Business Innovative Research (SBIR) Program. In the afternoon, Government agencies and prime contractors at SSC hosted informal matchmaking sessions at exhibit booths. Other organizations, including the MSET and the Mississippi and Louisiana Procurement Technical Assistance Centers, were also available to assist small company representatives in their efforts to identify business opportunities at Stennis and the surrounding region.

The Service-Disabled Veteran-Owned Industry Day was a collaborative effort between NASA’s Office of Small Business Programs, Stennis Space Center, MSET, and members of the Stennis Business Consortium (SBC). The mission of the SBC is to provide a mechanism for Federal agencies, local institutions, and businesses located at Stennis to exchange information on small business goals, needed and emerging technologies, upcoming procurement requirements and opportunities, and issues with existing procurement regulations. At quarterly meetings, specific information is exchanged based on funding cycles and forecasts of small business needs, as well as inquiries from small businesses.
NASA Small Business Legislative Update
From the Legal Corner

Eve Lyon, Attorney-Advisor
NASA Headquarters Office of the General Counsel

Two cases this summer involved small business. The first was Tinton Falls Lodging Realty, Inc., v. United States, No. 2014-5140 (Fed. Cir. Sept. 2, 2015) involving three size protests. The first size protest involved Mali, the Navy’s awardee. The Small Business Administration (SBA) and Office of Hearings and Appeals (OHA) concluded that Mali was not small. Tinton Falls filed the second size protest regarding DMC Management Services, the Navy’s second awardee. The SBA and OHA concluded DMC was small. The third size protest was from the contracting officer asserting that Tinton Falls and another offeror were not small because they had the same affiliation to the same large business as Mali had. The SBA concluded Tinton Falls was large.

Tinton Falls appealed to the U.S. Court of Federal Claims (CFC), challenging the SBA and OHA finding that DMC was small. Tinton Falls argued that the SBA and OHA decision lacked a rational basis because the requirement basically was for hotel services and transportation services, 80 percent of which would be subcontracted. (The SBA determined the requirement called for the coordination of services.) The appeal also questioned whether Tinton Falls, as a large business, was an interested party with standing to challenge the selection of procurement set aside for small business. CFC did not dismiss the case due to standing, but determined that Tinton Falls failed to prove that the SBA-OHA’s determination lacked a rational basis.

Tinton Falls appealed to the Federal Circuit, which affirmed the CFC’s decision. The Federal Circuit agreed that Tinton had standing to bring the suit, given the probability that the Navy would need to resolicit its requirement on an unrestricted basis, were DMC found to be other than small. The Federal Circuit also agreed that Tinton failed to meet the high burden required to overturn the SBA-OHA determination.

The second decision was Triad Isotopes, Inc. B-411360 (July 16, 2014) from the General Accountability Office (GAO). Triad, a large business, protested the Department of Veteran Affairs (VA) decision to set aside a Request for Quotations (RFQ) for radiopharmaceuticals. Triad argued that VA’s market research did not provide a reasonable basis that the VA would receive proposals from two or more small businesses. The VA’s market research was based on a search in the SBA Dynamic Small Business Database and considerations of previous attempts to procure the item in 2014. Triad argued that the applicable NAICS code included different types of businesses manufacturing all types of pharmaceuticals and that VA’s previous awards were to an ostensible small business.

GAO agreed with Triad that VA’s market research was insufficient to support the conclusion that the VA would receive viable quotations from at least two responsible small business concerns. GAO emphasized that market research involved more than the number of small business that might submit proposals. GAO stated, “the contracting officer must make reasonable efforts to ascertain whether it is likely that offers will be received from at least two small businesses capable of performing the work.”

News from OSBP

Lauren M. Sphar (Contractor), Intern
NASA Office of Small Business Programs

I started here in the Office of Small Business Programs (OSBP) as a summer intern in May 2014, and what began as an 8-week internship turned into one of the most valuable professional development experiences of my life. In my year and a half at NASA, I have had the opportunity to contribute to the noble mission and vision of my OSBP team.

Working in a professional business environment has been a great learning experience for me. As a college student, I had not had the opportunity to work in an office, so learning office etiquette and operating procedures was a crucial lesson.

The main project that I have worked on for the Office of Small Business Programs is coordinating and organizing the Industry Day events. I am involved in the process from start to finish, whether it is designing the campaign, reaching out to attendees, or developing the surveys to receive feedback after each event. I have had the great pleasure to travel to some of these Industry Day events, where I represent NASA and the OSBP and meet with representatives from small businesses who are interested in doing business with NASA.

Along with various other duties, I manage our office’s internal and external publications, keep track of our office inventory, and provide support wherever I can. I am thankful to the NASA Office of Small Business Programs for allowing me this opportunity to grow as a professional and learn more about myself and my abilities.
The Mentor-Protégé Program (MPP) made significant progress in meeting with all Mentors and Protégés in the program. Here is a recap of FY 2015, along with information on upcoming events. The MP Corner will feature success stories, program and policy updates, and program statistics on a quarterly basis and will be available on our Web site (http://www.osbp.nasa.gov).

**FY 2015: A Year in Review**
In FY 2015, the Office of Small Business Programs (OSBP) completed 13 annual reviews (including two 1-year follow-up reviews), approved 7 new Mentor-Protégé Agreements ($369,000 in developmental assistance to Protégés), and facilitated 7 Mentor-Protégé Agreement kickoff meetings. In addition, OSBP reviewed and approved 11 Mentor applications.

Last fiscal year, more Protégés participating in the program were awarded new contracts with the assistance of their respective Mentors, thereby increasing their workforce to meet NASA’s mission and program requirements. The Protégés have also increased their revenue and expanded their networking connections. They have been provided the platform to share their organization’s capabilities with various prime contractors, while also participating in Center roundtable discussions, trainings, and Agency Industry Day events.

The program has given the Protégés a platform to demonstrate their hard work and dedication to their Mentors as well as the opportunity to assist their Mentors with contracts and proposals. Through the program, Protégés have received certifications (i.e., ISO9000, AS9100, Project Management), Six Sigma training, training for Defense contract compliance audits, and accounting and payroll software training, along with the one-on-one assistance to strengthen business proposal skills.

In FY15, the Mentors have met and exceeded program milestones with the assistance of participating Protégés. Mentors have established trustworthy relationships with their Protégés, while understanding their willingness to increase productivity, strengthen skills, and build an exemplary workforce in order to be better positioned to do business with the Federal Government.

**Agreement Highlights**
Below are some notable highlights from the Mentor-Protégé annual reviews and an acknowledgement of the accomplishments achieved by MPP participants:

**Mentor: The Boeing Corporation**
Protégé: AMRO Fabricating Corporation
Center: Marshall Space Flight Center
In support of the Space Launch System (SLS) Program, AMRO Fabricating Corporation purchased a 113 foot long, 5 axis Cincinnati Milacron (shown below). The new Cincinnati Milacron will increase AMRO’s production machining capabilities in support of the critical SLS Intertank structure requirements.

**Mentor: Honeywell Technology Solutions, Inc.**
Protégé: Advocates in Manpower Management
Center: Goddard Space Flight Center
Honeywell Technology Solutions’ assistance on the Ground Systems and Mission Operations contract has resulted in their Protégé, Advocates in Manpower Management (AIMM), creating major products, including four Web-based training videos (eHire) currently in use at the Goddard Space Flight Center and the "Close Approach" video. (Visit http://svs.gsfc.nasa.gov, and search SVS Visualizations for “Close Approach.”) In 2013, under this Mentor-Protégé Agreement, AIMM’s facility clearance was upgraded from Secret to Top Secret. This development has enabled AIMM to be more competitive in the Federal marketplace.

**Mentor: Hamilton Sundstrand Space Systems International, Inc.**
Protégé: Mathematical Researchers, Inc.
Center: Johnson Space Center
Hamilton Sundstrand Space Systems International, Inc. (HSSSI) has exceeded the total subcontract dollars previously anticipated with its Protégé, Mathematical Researchers, Inc. (MRI), in the first 2 years of the current MPA. In FY 2015, significant proposals were submitted across NASA, the Department of the Navy, and internally to HSSSI. MRI’s reputation has grown, and it is now considered a reliable and proven Mentor partner.

Under this agreement, MRI has reached a major milestone by becoming AS9100 certified, a process which took 10 years, off and on. Getting that certification was a huge accomplishment for MRI.

MRI recently won the Department of the Navy’s SeaPort-E contract. HSSSI will be assisting MRI with this new award and helping establish new relationships with MRI and Department of the Navy points of contacts.

**Mentor: Teledyne Brown Engineering**
Protégé: MartinFederal Consulting
Center: Marshall Space Flight Center
Teledyne Brown Engineering (TBE) and MartinFederal concluded their Mentor-Protégé Agreement in June of FY 2015. The development assistance received during the agreement allowed MartinFederal to increase the company’s footprint on NASA/Continued on next page
TBE projects, develop a robust recruiting platform for personnel, and meet goals to receive assistance for stowage support for the International Space Station, among other accomplishments. Thanks to TBE’s developmental assistance, MartinFederal was able to enhance its proposal writing capabilities and win an 8(a) set-aside contract with the Department of the Army.

Mentor: Raytheon Company
Protégé: Element 84, Inc.

Center: Goddard Space Flight Center
Protégé Element 84, Inc., concluded a Mentor-Protégé Agreement with the Raytheon Company in September 2015, supporting the Earth Observing System Data and Information System Evolution Developer (EED) program. The developmental assistance received on this 9-month agreement allowed Raytheon to adapt the use of their new Six Sigma Specialist training and also train Element 84. The protégé will also be a part of the newly awarded follow-on contract, EED2, with Raytheon.

FY 2016 Outlook
OSBP is looking forward to evaluating and reviewing the nominations submitted for the newest Small Business Industry Award, Mentor-Protégé Program Agreement of the Year. We look forward to awarding 1 of the 12 Mentor-Protégé Agreements that were active during the eligibility period. In addition, MPP templates will be updated with our newly designed logo.

We look forward to this exciting new addition to the Program. Please check the OSBP Web site for more updates and MPP success stories.

Program Manager Highlight
The HQ Experience

Richard L. Mann, Program Manager
NASA Office of Small Business Programs

This time around, the column is geared more toward the NASA civilian community, so I beg forgiveness from the vendor community. Having spent more than 6 years now at NASA Headquarters and more than 5 at Stennis Space Center (SSC) prior to that, I’d like to take this opportunity to compare and contrast the experiences, both from a small business perspective as well as a broader cultural view. Obviously, SSC and Headquarters are two locations that, to put it mildly, have their differences.

Believe it or not, there are some trade-offs. After spending years at a NASA Center (or centers), one might feel somewhat removed from the space program upon transferring to Headquarters. After all, there are no planes taking off, engines being fired, rockets being launched, wind tunnels, clean rooms, or mission control rooms here. What’s the trade-off, you ask? For small business personnel, it’s the insight (and, perhaps, networking) one gains here in DC, where, sooner or later, we attend the various meetings with small business counterparts from all the other Federal agencies, including the Small Business Administration (SBA) headquarters. One learns how other agencies run their programs—what they do differently from us, what’s the same, common challenges, and so on. At one of these meetings last month, the director of small business at a cabinet agency shared that his agency regularly issues targeted Sources Sought Notices, meaning that a notice would seek only, for example, HUBZone sources, and only HUBZone small businesses were invited to respond to the notice. This is a practice that, to our knowledge, is not regularly used in this Agency. But a benefit to being at Headquarters is that we are privy to proposed bills and rules; we get to see, comment on, and perhaps influence them. (Typically, we don’t pass these items to centers because of the short turn-around times.)

Another tradeoff is that at Headquarters, one’s knowledge of the Small Business Program shifts to a macro level. You become sort of a jack of all centers, while being an expert on any particular center (and thus, specific contracts) becomes more difficult. Also, we have to deal with the DC commute, but we do get to visit the other centers and observe many of the happenings.

There’s also the cultural aspect to being at a center rather than at Headquarters. Most centers have land with outdoor recreation, picnic areas, and the like, which fosters a sense of community (an urbane way of saying I miss the SSC crawfish boils, among other things). In contrast, Headquarters is an office building without any surrounding land. This is just a fact of life, not only at Headquarters, but just about anywhere in DC. However, at Headquarters, one runs into the Agency leaders pretty often. In addition, the Headquarters Exchange Council strives to create a strong sense of community by planning various activities in the building during the year. The building becomes rather festive in December, for example, with several offices hosting open houses. There is even a Headquarters softball league now, which practices and plays on a field right around the corner from the building.

I could go on for quite a while, but there’s a 500-word limit in play. So I’ll just end by saying thanks to everyone for their efforts in FY 2015!