OSBP Learning Series: How to Do Business with the NASA Shared Services Center

Featured Speaker
Troy E. Miller
Small Business Specialist
The NASA Shared Services Center

March 17, 2021
Housekeeping

• If you have any questions during the presentation, please enter them into the Q&A Box.
  • **NOTE:** If possible, include the speaker whom your question is directed if multiple speakers are presenting.

• Other comments, like technical difficulties, please input them in the Chat Box.

• We will have a formal Q&A after the final presenter concludes, using questions from the Q&A Box.

• Please keep your computers on mute when not speaking.

• Please fill out the survey sent at the end of this presentation.
Polling

1. Is this the first webinar hosted by the NASA Office of Small Business Programs that you have attended?
   a. YES
   b. NO

2. How did you learn about this webinar?
   a. OSBP Website
   b. Communication from a NASA Center
   c. Marketing email from OSBP
   d. Marketing email from NASA Office of Procurement
   e. Social Media
   f. Eventbrite email
   g. Other (if you select other, tell us where in the CHAT BOX)
The NASA Office of Small Business Programs (OSBP) is located at Headquarters in Washington, D.C. and is under the leadership of Associate Administrator Glenn A. Delgado.

Our vision 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.

The NASA OSBP webinar series offers in-depth training relevant to small businesses; and provide the opportunity to ask questions directly to key points of contacts at the Agency.
Meet the Featured Speaker

Mr. Troy E. Miller is the Small Business Specialist (SBS) at NASA’s Shared Services Center (NSSC) in Mississippi. Mr. Miller is a graduate from the University of Central Arkansas (UCA) with a BA in Accounting.

Mr. Miller worked in Industry for over 22 years in various positions such as Accounts Receivable Rep, Pricing Analyst, Business Development Specialist, and Contracts Manager for companies such as Northrop Grumman, DynCorp, Booz Allen Hamilton (Consultant at FEMA), National Industries for the Blind (NIB), and Unisys.

In addition, Mr. Miller worked with Government (Dept. of Navy and NASA), for 5 years as a Contracting Officer, including my current position as the Small Business Specialist for the NSSC. Working to complete DAWIA LEVEL III certification in Contracting and Program Management.
Mr. Ken Newton is a Director of Service Delivery at the NASA Shared Services Center (NSSC) in Hancock County, Mississippi and was appointed to the federal Senior Executive Service (SES) effective March 25, 2012. Mr. Newton possesses over 15 years of engineering and aerospace technology experience, coupled with more than 16 years of program management and service delivery acumen.

As the Director of Service Delivery for the NASA Shared Services Center, Mr. Newton’s duties include managing more than 100 civil servants; managing all aspects of Service Delivery, serving as the Alt. Contracting Officer’s Representative for the NSSC Service Provider Contract; and managing the National Center for Critical Information Storage and Processing (Tier III Data Center Facility). He is also responsible for NSSC’s intelligent automation services including robotic process automation. Mr. Newton is responsible for interfacing with stakeholders and customers on all matters regarding technical integration, operational readiness and risk management.

Mr. Newton began his NASA career at the Kennedy Space Center where he last served as an Independent Assessment Engineer in the Assessments Division of the Safety, Health, and Independent Assessment Directorate. At the Kennedy Space Center, Mr. Newton previously served as Lead, Logistics Engineering Management in the Joint Performance Management Office, Logistics Operations Engineer in the Logistics Operations Directorate, and Shuttle Operations Engineer in the Shuttle Operations & Management Directorate.

Mr. Newton’s ability to communicate operational, financial, and budgetary impacts effectively helped to facilitate the necessary organizational and policy changes to implement such a successful centralized service delivery model for NASA.

Mr. Newton earned a Bachelor of Science in Mechanical Engineering (BSME) from the University of Florida. Mr. Newton joined NASA in September 1989.
Meet the Guest Speakers

Mr. Lewis Hansen has been with NASA since September 2012 and currently serves as the NASA Shared Services Center, Chief of Procurement Operations. I have held this position since April 2018. In this role, I manage a workforce of as many as thirteen highly skilled Contract Specialists who perform all pre-award and post-award administration activities for a contract portfolio that at its highest point was valued more than $5B in total potential value. I also serve as the NSSC POC for the Human Capital, Officer of Diversity and Equal Opportunity, and Office of Science, Technology, Engineering, and Mathematics Product Service Lines.

Between June 2015 through April 2018, I served in two separate teams lead positions. The first was as team lead for Agency Contracts and the Enterprise License Management Team and then as team lead for Enterprise IT Services.

Between September 2012 and June 2015, I served as the Administrating Contracting Officer for the Agency Consolidated End User Services (ACES) contract as well as numerous other Agency or ELM contracts.
Mr. Eli Ouder is a Simplified Acquisition Threshold Branch Chief in the Procurement Division at the NASA Shared Services Center (NSSC) in Hancock County, Mississippi. Mr. Ouder possesses over 24 years of Procurement experience spanning multiple Federal Agencies.

As the Simplified Acquisition Threshold Branch Chief for the NASA Shared Services Center, Mr. Ouder’s duties include supervising 7 Civil Servants and managing a Simplified Acquisition portfolio consisting of over 4K contract actions with obligations in excess of $160M annually in support of numerous missions across 10 NASA Centers.

Mr. Ouder began his career in 1996 as an enlisted Airman in the United States Air Force where he served in active-duty status for 9 years at 3 different bases as a Contract Specialist. Mr. Ouder eventually crossed over into the Air Force Reserve to continue serving on a part-time basis where he still actively performs military duty as a Joint Mobility Officer for the United States Transportation Command. In 2006, Mr. Ouder began his career with NASA at the NSSC as a Contracting Officer in the Procurement Operations Branch managing a portfolio of contracts in support of customers NASA-wide. Mr. Ouder has also served as a Team Lead managing a suite of contracts in the NASA IT Infrastructure Integration Program (I3P). Mr. Ouder assumed his current position in March 2016 where he helped lead a massive transition of Simplified Acquisition purchases from 10 NASA Centers to a centralized buying arm at the NSSC.

Mr. Ouder earned a Bachelors Degree in Business Administration from Faulkner University and a Masters Degree in Contracts Management from American Graduate University. Mr. Ouder is married (Shawna) and has 4 children (Jonathan, Kelsey, Garrett and Ty). In his free time, Mr. Ouder enjoys running, spending time with family, and doing volunteer work within the local community where he resides.
Mr. Justin Fraser is the Contracting Officer Team Lead for the ELMT portfolio and is responsible for overseeing the procurement of software across the agency. As a member of the NSSC’s Procurement Ops team, he also assists on other actions within the branch’s portfolio. As the Team Lead for the ELMT portfolio, Justin is responsible for strategic decisions and helping stakeholders develop the best procurement strategies for their requirements while simultaneously following federal and agency regulations and initiatives.

Justin has served as in the contracting profession since August 2009 and has a wide variety of experience and has witnessed best practices at the Dept. of Veterans Affairs, National Institutes of Health, US Dept. of Agriculture, Export-Import Bank of the US and Dept. of Navy. He has a bachelor’s degree in business administration from the University of North Carolina.
Mr. Steven Brockway is Steven Brockway is a Contracting Officer and Grant Officer for the NSSC Research Activities Branch. As a member of the NSSC’s SBIR/STTR team, he assists stakeholders to develop the best procurement strategies for their requirements while simultaneously following federal and agency regulations and initiatives.

Steven is a retired US Navy Logistics Specialist – Submarines. He has served as in the federal contracting profession since March 2009 and has a worked for NASA NSSC for the entire time. He has a bachelor’s degree in business administration (accounting) from Saint Leo University and a MBS in Logistics Management.
Welcome and NSSC Overview: Mr. Ken Newton

NSSC FY21 Goaling: Mr. Troy E. Miller

NSSC Product Service Lines (PSL): Mr. Lewis Hansen

Simplified Acquisitions: Mr. Eli Ouder

Enterprise License Management: Mr. Justin Fraser

Small Business Innovative Research (SBIR): Mr. Steven Brockway

HQ OSBP Marketing Tools: Mr. Troy E. Miller

Question & Answers: Ms. Briana Lynn
Featured Presentations
MISSION SUPPORT DIRECTORATE
Enables Mission Success
NASA Shared Services Center
How to do Business with NSSC Webinar
NASA Shared Services Center Overview

Ken Newton, Director of Service Delivery
March 17, 2021
NSSC Vision

Unparalleled Service

NSSC Mission

To provide timely, accurate, high-quality, cost-effective and customer-focused support for selected NASA business and technical services.
A Working Capital Fund organization delivering support services to NASA utilizing the shares services delivery model since 2006

Over 60 business activities in the areas of Financial Management, Human Resources, Procurement, Enterprise Services, and Agency Business Support.

FY19 annual operating budget of $63.1 million; FY20 is $71.7 million

National Center for Critical Information Processing and Storage (NCCIPS) with a FY19 annual operating budget of $22.8 million; FY20 is $26.9 million

Tier III-equivalent data center which provides secure processing and storage for nationally sensitive, critical or classified Federal information

Customers include Department of Homeland Security, Intelligence Community Customer, Army Missiles & Space Program Executive Office, Department of Transportation, Department of Housing and Urban Development, General Services Administration, Navy, Maritime Administration, and NASA
• Single mission to achieve operational efficiencies through consolidation, standardization, and automation.

• Organizational culture that values and promotes the customer experience, problem solving, collaboration, and responsiveness

• NSSC is able to deliver to its customers across the Agency:
  • **Enhanced Customer Experience**: NASA employees realize increased overall satisfaction through the efficient, cost effective delivery of high-quality services
  • **Improved Performance Management**: Service delivery approach that reflects transparency, accountability, and informed decision making
  • **Strengthened Mission Focus**: NASA employees are able to devote more time to strategic activities rather than transactional/administrative tasks
Engaging a Flexible and Agile Workforce

Evolving from Metrics Focused to Customer Engagement, Relationship, and Satisfaction Focused

Providing Timely, High-Quality, and Cost-Effective Support

NSSC VALUE PROPOSITION
Engaging a Flexible and Agile Workforce

- Integrating and supporting a geographically-dispersed workforce
  - Accelerating transitions through use of Agency-wide talent
  - Realizing more expedient cost savings
  - Using collaborative tools to improve viability of remote work
  - Shifting to MAP-aligned model
- Increasing proficiency through job-related applications training
- Awarding and recognizing deserving employee performance

Historically, the financial benefit/cost avoidance of NSSC was not immediate, since new employees were hired at NSSC and FTE remained at the Centers. Savings were not seen until FTE attrition.
Team Member Expectations:

- Customer Focused
- Enhanced Customer Experience
- Improved Quality & Accuracy
- Agile & Responsive
- Continuous Service Improvement
- Transparent
- Communications Guidance
- Lagniappe
Includes traditional macros, scripting, and Intelligent automation (i.e., Robotic Process Automation, Cognitive Automation and Artificial Intelligence)

Process automation results in expedited back-office tasks in finance, procurement, accounting, customer service and human resources, including data entry, purchase order issuing, creation of online access credentials

Use of RPA for NSSC continuous improvement; RPA as a Service in planning

NASA was the first federal agency to use RPA
TRANSFORMING ROUTINE OR REPETITIVE WORK

Case Managers

Subject Matter Experts

Mission Enablers

Innovators

Problem Solvers

Trust  Loyalty  Confidence  Building Relationships
DOING BUSINESS WITH THE NASA SHARED SERVICES CENTER (NSSC)

Troy E. Miller
Small Business Specialist
March 17, 2021
NSSC JANUARY FY21
PRIME GOALS VS. ACTUAL PERCENTAGES
DATA GENERATED MARCH 4, 2021 FROM BETA.SAM.GOV

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<tr>
<th>CATEGORY</th>
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<tr>
<td>TOTAL DOLLARS</td>
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<td>SMALL BUSINESS</td>
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<tr>
<td>SDB</td>
<td>$19,792,282</td>
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<td>WOSB</td>
<td>$9,554,124</td>
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<tr>
<td>HUBZone</td>
<td>$9,338,244</td>
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<tr>
<td>SDVOSB</td>
<td>$11,142,195</td>
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</table>

Goal Percentages:
- Small Business: 40.0%
- SDB: 5.5%
- WOSB: 8.3%
- HUBZone: 5.3%
- SDVOSB: 1.0%

Actual Percentages:
- SDB: 31.1%
- WOSB: 8.3%
- HUBZone: 4.0%
- SDVOSB: 3.9%
NSSC LIST OF MAJOR NAICS CODES

• 511210 – Software Publishers
• 541511 - Custom Computer Programming Services
• 541512 - Computer Systems Design Services
• 541519 - Other Computer-Related Services
• 541715 - Research and Development in the Physical, Engineering, and Life Sciences
• 611430 - Professional and Management Development Training
MEETING THE GOALS

• NSSC divisions
  • Simplified Acquisitions
  • SBIRs/STTR
  • Enterprise License Management
  • Agency Contracts – Acquisition Support Services, new PSLs
## SBIRS/Simplified Acquisitions Metrics

### SBIRs Total Spend

FY20 - $182.5M  
FY19 - $172.1M

### Simplified Acquisitions Total Spend

<table>
<thead>
<tr>
<th></th>
<th>FY19 Dollars</th>
<th>Percentage</th>
<th>FY20 Dollars</th>
<th>Percentage</th>
<th>Variance</th>
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<tr>
<td>Total SAT</td>
<td>$150.1M</td>
<td>37.4%</td>
<td>$234.3M</td>
<td>29.2%</td>
<td>$84.1M</td>
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<tr>
<td>Total SB</td>
<td>$94.0M</td>
<td>62.6%</td>
<td>$165.9M</td>
<td>70.8%</td>
<td>$71.9M</td>
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<tr>
<td>Total SDB</td>
<td>$24.8M</td>
<td>16.5%</td>
<td>$41.9M</td>
<td>17.9%</td>
<td>$17.1M</td>
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<tr>
<td>Total Hubzone</td>
<td>$6.7M</td>
<td>4.5%</td>
<td>$9.6M</td>
<td>4.1%</td>
<td>$2.9M</td>
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<tr>
<td>Total SDVOSB</td>
<td>$12.5M</td>
<td>8.3%</td>
<td>$15.0M</td>
<td>6.4%</td>
<td>$2.5M</td>
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<tr>
<td>Total WOSB</td>
<td>$21.0M</td>
<td>14.0%</td>
<td>$34.1M</td>
<td>14.5%</td>
<td>$13.1M</td>
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NSSC TRANSITION CONTRACTS

• IT Contracts (transitioned from NSSC)
  • IT contracts transitioning to GSFC in mid FY21
  • Contract transitioning – NICS/ AEGIS, EAST 2, NEST, EIS, & Networx
  • Total spend $450M

• Human Capital Contracts (OCHCO) (transitioned to NSSC)
  • Contracts transitioning March/April FY22
• Telecons - one on one counseling
• Scheduled Teams meeting
• Outreach events (virtual)
# NSSC SMALL BUSINESS PROGRAM

**CONTACTS**

<table>
<thead>
<tr>
<th>CONTACT</th>
<th>TITLE</th>
<th>EMAIL</th>
<th>PHONE</th>
</tr>
</thead>
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<tr>
<td>Troy E. Miller</td>
<td>Small Business Specialist (SBS)</td>
<td><a href="mailto:troy.e.miller@nasa.gov">troy.e.miller@nasa.gov</a></td>
<td>228.813.6558</td>
</tr>
</tbody>
</table>
THANK YOU
NASA Shared Services Center
Lewis Hansen
Chief, Procurement Operations Branch
Agenda

• Product Service Lines (PSLs) – OCHO, ODEO, and OSTEM

• Other Agency Contracts - Audit Services

• Enterprise License Management Team (ELM) – to be discussed in a separate briefing presented by Justin Fraser, Team Lead for ELM.
Product Service Lines

As part of the Mission Future Architecture program (MAP) the NSSC was assigned the following PSLs

- Office of Chief Human Capital Officer (OCHCO)
  Contracting Officer, Bruce McDonald  bruce.t.mcdonald@nasa.gov

- Office of Diversity and Equal Opportunity (ODEO)
  Contracting Officer, Bruce McDonald  bruce.t.mcdonald@nasa.gov

- Office of Science, Technology, Engineering and Mathematics (OSTEM)
  Contracting Officer, Shari Trigg  shari.trigg@nasa.gov

- Product Service Line owner for OCHCO, ODEO, and OSTEM
  Chief of Procurement Operations Lewis Hansen  lewis.r.hansen@nasa.gov
• The OCHCO PSL will consolidate services currently performed under contracts at ARC, GFSC, JSC, and MSFC. NASA HQs and other Centers leverage their Human Capital services from those contracts.

• RFI 80NSSC21Q0010 for the NASA Enterprise-Wide Human Capital Support Services (NECHSS) was posted on beta.sam.gov and GSA HCaTS (Pool 2) on 12/14/2020.

• The estimate release of an RFQ/RFP will be in the 4th qtr. of FY 21.
• The ODEO PSL will consolidate Program Management services currently performed under contracts at multiple Centers.

• NASA is still reviewing the current contract portfolio needed to develop a procurement strategy.

• One option being considered it to include this in the OCHCO solicitation.

• AN RFI has not yet been posted.

• A requirement for Enterprise-wide Interpreter Services will be acquired separately.
OSTEM PSL

• The OSTEM will consolidate services currently performed under contracts at multiple Centers, primarily GRC and GSFC.

• RFI 80NSSC21R0009 was posted to beta.sam.gov on 11/2/2020.

• The estimated release of an RFQ/RFP will be late 3rd qtr. or early 4th qtr. of FY 21.
Other Agency Contracts – Audit Services

- Audit Services – Four current MAC contracts expire on 10/20/2020.

- RFI 80NSSCAudit Services was posted on beta.sam.gov on 2/3/2021.

- A second RFI was posted on GSA on 2/19/2021.

- The estimated release of an RFQ/RFP is the 3rd qtr. of FY 21.
Questions?
MISSION SUPPORT DIRECTORATE
Enables Mission Success
NASA Shared Services Center
Simplified Acquisition Threshold (SAT)
Overview

• SAT Summary
• Categories of Purchases
• Top 10 NAICS Codes for FY20
• Methods of Soliciting
• Questions
SAT Summary

• Select purchases for NASA valued between $10K-$250K.
• SAT Team awarded 3,474 awards totaling approximately $163M in obligations in FY20. The team also processed 1,272 modifications.
  • Support numerous missions at 10 NASA Centers across the Country
• NSSC awarded 70.8% of its SAT purchases to small business concerns in FY20 (63% in FY19).
• Approximately 46% of all requests come in Qtr. 4 of the FY. This is a consistent trend we see each year.
• 19,986 awards made and over $630M in obligations since 2016.
49% of purchases are IT related (including software) with 32% being specifically software related

Heavy users of Lab Equipment and instruments (14.3%)

Support—Professional, Maintenance/Repair of Equipment, Flight Hardware/Software, Electrical equipment and Subscriptions make up the remaining categories most frequently used

“Other/I don’t know” represents buys not related to any other category designated
## Top 10 NAICS Codes for FY 20

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Description</th>
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<tbody>
<tr>
<td>333314</td>
<td>Optical and Instrument Lens Manufacturing</td>
</tr>
<tr>
<td>334111</td>
<td>Electronic Computer Manufacturing</td>
</tr>
<tr>
<td>334513</td>
<td>Instruments and Related Products Manufacturing for Measuring</td>
</tr>
<tr>
<td>334516</td>
<td>Analytical Laboratory Instrument Manufacturing</td>
</tr>
<tr>
<td>423430</td>
<td>Computer and Computer Peripheral Equipment and Software Merch</td>
</tr>
<tr>
<td>511210</td>
<td>Software Publishers</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>541511</td>
<td>Custom Computer Programming Services</td>
</tr>
<tr>
<td>541512</td>
<td>Computer System Design Services</td>
</tr>
<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
</tr>
</tbody>
</table>
SAT Methods of Soliciting

• NASA Small Business Vendor Database
• NASA Solutions for Enterprise-Wide Procurement (SEWP) Contracts
• General Services Administration (GSA) Contracts
• Federal Business Opportunities (FBO) Open Market Announcements
• Oral Solicitations
MISSION SUPPORT DIRECTORATE
Enables Mission Success
NASA Shared Services Center
NASA Shared Services Center
Enterprise License Management Team (ELMT)
Overview

Justin Fraser, ELMT Team Lead
In 2008, the NSSC established the Enterprise License Management Team (ELMT). The ELMT Mission includes the following:

- Establish and administer software agreements for NASA
- Assist program offices with strategic decisions and procurement strategies
- Negotiate terms, conditions and pricing favorable to NASA
- Assist with the software asset management
<table>
<thead>
<tr>
<th>Manufacturer - Publisher / Product(s)</th>
<th>Agreement Number</th>
<th>Manufacturer - Publisher / Product(s)</th>
<th>Agreement Number</th>
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<td>NNX15ME45B</td>
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Tips for Doing Business with ELMT

• SEWP and GSA contracts receive precedence
• SBA socioeconomic categories receive preference
• Price is the primary driver
• Build relationships with software publishers
• Look for ways to add value
• Keep an eye on ELMT sources sought and acquisition forecasts
What ELMT Prioritizes

- Ordering flexibility
- Long-term agreements
- IT directives and policies addressed
- Transparency on T&Cs/EULAs
- Relationships
The following summarizes the process for a NASA customer when it has been determined that:

- commercial software may satisfy the identified NASA Program’s requirement and
- ELMT has an agreement in place for the product(s) required

support through the ELMT managed agreements that vary depending upon the total value of the purchase:

<table>
<thead>
<tr>
<th><em>Government Purchase Cards (GPC)</em></th>
<th>Simplified Acquisition Team (SAT)</th>
<th>Enterprise License Management Team (ELMT)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intended for purchases equal to or less than $10K.</td>
<td>This path is intended for purchases equal to or less than $250K.</td>
<td>The ELMT avenue should be used for purchases greater than $250K.</td>
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</table>

(*)Note: this may vary depending upon Center policies; please consult with your local Center ITAM for guidance.

B. The ELMT also has a fourth option for a NASA customer to procure new software licenses and/or maintenance support for items not available in the ELMT portfolio:

**Enterprise License Management Team (ELMT) Individual Purchases**

The ELMT optional approach may be used for purchases greater than $250K.

(**)Note: this option is not required by NASA policy. This only serves as an option for NASA customers.
MISSION SUPPORT DIRECTORATE
Enables Mission Success
NASA Shared Services Center

www.nasa.gov
Agenda

• SBIR/STTR Basics

• Program Impact & Overview

• NSSC’s Role
The SBIR and STTR Programs

Small Business Innovation Research (SBIR)
- A set-aside program for small business to engage in Federal R&D with potential for commercialization
- Currently, 3.2% of Federal agencies Extramural R&D budgets >$100M per year

Small Business Technology Transfer (STTR)
- A sister set-aside program to facilitate cooperative R&D between small business concerns and U.S. research institutions with potential for commercialization
- Currently, 0.45% of the extramural research budget for all agencies with a budget >$1B per year
Eligibility Requirements - SBIR

SBIR (Small Businesses)

• For-profit business
• Less than 500 employees
• Must be located in the United States
Eligibility Requirements - STTR

STTR (Small Businesses & Research Institutions)

• All of the SBIR requirements listed on this slide apply to the Small Business prime; plus...
• Cooperative R&D effort with a U.S. Research Institution (RI)
• Minimum 40% by small business, 30% by RI
• Principal Investigator can be from Small Business or RI
• The RI must be an accredited college/university, a federal R&D center, or other non-profit research organization
NASA SBIR/STTR Opportunities

NASA SBIR/STTR PHASES

**PHASE I**
- Idea Generation
- $125,000
- SBIR 6 months
- STTR 13 months

**PHASE II**
- Prototype Development
- $750,000
- 24 months

**PHASE III**
- Non-SBIR Funding

**POST PHASE II OPPORTUNITIES**

- **PHASE II - E/X**
  - Reqs matching funding up to $375,000
  - 6 to 12 months

- **PHASE II SEQUENTIAL**
  - Occasional opportunity (not routine)
  - Varying award amount
  - 24 months+

- **CCRPP**
  - Reqs matching funding $500,000 to $3,000,000
  - 24 months+
NSSC ROLE IN SBIR/STTR PROGRAM

• Pre-award
  • Work with the SBIR/STTR PMO on Solicitation Development and Procurement guidance

• Award
  • After Selection, NSSC Contracting Officers negotiate and award all of NASA’s Phase I, Phase II, Post-Phase II, and Phase III SBIR/STTR Contracts.
NSSC ROLE IN SBIR/STTR PROGRAM

• Post-Award
  • After Award, NSSC Administrative Contracting Officers are responsible for the administration of all SBIR/STTR contracts. This Administration includes:
    • Completing Modification as necessary such as change in Principal Investigator, Authorized Contract Negotiator, Key Personnel, or Technical Monitor/Contracting Officer’s Representative.
    • Processing options and extension request
    • Approving invoices for payment
    • Completing Contractor Performance Evaluations (CPARS) – If applicable.
    • Forward Contract to Close-out upon completion.
Questions?

Visit NASA SBIR/STTR Website: [www.SBIR.NASA.gov](http://www.SBIR.NASA.gov)

SBIR/STTR Request an Extension Portal
[https://www.nasa.gov/centers/nssc/forms/sbir-sttr-extension-request](https://www.nasa.gov/centers/nssc/forms/sbir-sttr-extension-request)

SBIR/STTR Status Search: [https://www.nssc.nasa.gov/sbir-search](https://www.nssc.nasa.gov/sbir-search)

SBA: [https://www.sbir.gov](https://www.sbir.gov)
What Can Small Businesses Do?

1) Understand the mission of each NASA Center

2) Review the NASA Acquisition Forecast for opportunities.

3) Once an opportunity is identified, contact the Small Business Specialist (SBS) at that center for the FOIA Officer information to request a copy of the SOW

4) Review the SOW to ensure your capabilities match the requirements.

5) Determine if you can bid solo or team with the incumbent or other company

6) Attend outreach events for network/ matchmaking opportunities with other NASA prime contractors.
Associate Administrator’s Welcome Message

Greetings and welcome to the NASA Office of Small Business Programs (OSBP) Web site. NASA is committed to providing all categories of small businesses an opportunity to participate in both NASA prime contracts and subcontracts. To do this we need to ensure that the lines of communication are open and effective. This Web site is key to that open communication.

Glenn A. Delgado
Associate Administrator

Read Full Bio

NASA Office of Small Business Programs Mobile
- Contact Small Business Specialists
- View Active Contract Listings
- Find Networking Events

Download on the App Store

Vision and Mission

How To Do Business with NASA

Business Development and Technology

Small Business Programs

Outreach

Awards and Achievement

Contact Us
DOORWAYS TO THE NASA MARKETPLACE, CONT’D

Business Development and Technology
Small Business Programs
How to Partner with NASA
Outreach
Awards and Achievement
Contact Us

HQ Office of Small Business Programs
300 E Street SW, Suite 2K68
Washington, DC 20546-0001

Phone: 202-358-2088
Fax: 202-358-3261
Email: smallbusiness@nasa.gov

Small Business Center Contacts
What NSSC Buys

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<td>541511</td>
<td>CUSTOM COMPUTER PROGRAMMING SERVICES</td>
</tr>
</tbody>
</table>

Point of Contact

Troy E. Miller  
Small Business Specialist  
Tel: 226-813-6568  
Fax: 226-813-6434  
nasa-smallbusiness@mail.nasa.gov
DOORWAYS TO THE NASA MARKETPLACE, CONT’D

Locate a Small Business Specialist

Awards and Achievement

Contact Us

NASA Acquisition Forecast
ACQUISITION FORECAST

NASA Acquisition Forecast

It is NASA policy (see NASA FAR Supplement 1807.72) to prepare an annual forecast and a semiannual update of expected contract opportunities, or classes of contract opportunities, for each fiscal year. The forecast consolidates anticipated procurements (in excess of the simplified acquisition threshold) at each NASA Center with the aim of increasing industries' advance knowledge of NASA requirements and to enhance competition.

The procurements described in this forecast are expected to be solicited in this fiscal year and beyond, based on the best information available at the time of publication. All projected procurements are subject to revision or cancellation. Final decisions as to the extent of competition, small or disadvantaged business set-asides, estimated value, etc., will not be made until each procurement is initiated. The data is for planning purposes only; it does not represent a presolicitation synopsis or constitute an invitation for bid or request for proposal, nor is it a commitment by the Government to purchase the described supplies and services. You are urged to review beta.sam.gov under Contract Opportunities for the actual notice of a pending contract action.

Agency-Wide Acquisition Forecast

FY 2021 -- updated October 2020

The following Consolidated Agency-wide Acquisition Forecast is provided to allow users to search multiple NASA Centers for specific types of opportunities to match your organizational interests.

NASA Agency-Wide Forecast
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<th>Buying Office</th>
<th>Acquisition Status</th>
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<td>New</td>
<td>Cloud Service: Cloud Access Security Broker (CASB)</td>
<td>ARC's Agency Cloud Service Office acquires this software to support Agency Security and Cloud Governance requirements</td>
<td>Services</td>
<td>IT Services</td>
<td>$250K - $1M</td>
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<td>ARC</td>
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<td>Cloud Professional Services</td>
<td>ARC's Agency Cloud Service Office acquires these services to support Agency cloud services utilization</td>
<td>Services</td>
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<td>Cloud Management Software</td>
<td>ARC's Agency Cloud Service Office acquires this software to support Agency cloud services utilization</td>
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<td>$250K - $1M</td>
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<tr>
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<td>ARC's Agency Cloud Service Office acquires this software to support Agency cloud services utilization</td>
<td>Services</td>
<td>IT Services</td>
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<td>ARC</td>
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<td>Cloud Services: Infrastructure-as-a-Service (IaaS) and Platform-as-a-Service (PaaS)</td>
<td>ARC's Agency Cloud Service Office acquires this software to support Agency cloud services utilization</td>
<td>Services</td>
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<td>$5M - $25M</td>
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<td>GUTIERREZ, VERONICA L (ARC-JAI)</td>
<td><a href="mailto:veronica.l.gutierrez@nasa.gov">veronica.l.gutierrez@nasa.gov</a></td>
<td>None</td>
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<tr>
<td>Obrien, Raymond G. (ARC-IQ)</td>
<td><a href="mailto:raymond.g.obrien@nasa.gov">raymond.g.obrien@nasa.gov</a></td>
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<td>Obrien, Raymond G. (ARC-IQ)</td>
<td><a href="mailto:raymond.g.obrien@nasa.gov">raymond.g.obrien@nasa.gov</a></td>
<td>MINBURN TECHNOLOGY GROUP, LLC</td>
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<td>Obrien, Raymond G. (ARC-IQ)</td>
<td><a href="mailto:raymond.g.obrien@nasa.gov">raymond.g.obrien@nasa.gov</a></td>
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<tr>
<td>Obrien, Raymond G. (ARC-IQ)</td>
<td><a href="mailto:raymond.g.obrien@nasa.gov">raymond.g.obrien@nasa.gov</a></td>
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<td>Dicki, Dennis J. (GRC-FTD0)</td>
<td><a href="mailto:dennis.j.dicki@nasa.gov">dennis.j.dicki@nasa.gov</a></td>
<td>None</td>
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<td>Lane, Janet R. (GRC-FDP0)</td>
<td><a href="mailto:janet.r.lane@nasa.gov">janet.r.lane@nasa.gov</a></td>
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</table>
NASA Vendor Database

Welcome to the NASA Vendor Database (NVDB). This database is open to all vendors, both large and small, who wish to do business with the National Aeronautics and Space Administration. As company representatives, vendors can post capability briefs in any format and sign up for e-mail messages on Source Sought Notices, the NASA Office of Small Business Programs Newsletter, Requests for Information (RFIs), or Requests for Proposals (RFPs).
<table>
<thead>
<tr>
<th>CONTACT</th>
<th>TITLE</th>
<th>EMAIL</th>
<th>PHONE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Troy E. Miller</td>
<td>Small Business Specialist (SBS)</td>
<td><a href="mailto:troy.e.miller@nasa.gov">troy.e.miller@nasa.gov</a></td>
<td>228.813.6558</td>
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</table>
THANK YOU
Q&A Session
OSBP Updates
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## NASA Small Business Specialists

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<tr>
<td></td>
<td>Ames Research Center</td>
<td>Christine L. Munroe</td>
<td>650-604-4695</td>
<td><a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a></td>
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<td></td>
<td>Armstrong Flight Research Center</td>
<td>Christine L. Munroe</td>
<td>650-604-4695</td>
<td><a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a></td>
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<td>Glenn Research Center</td>
<td>Eunice J. Adams-Sipp</td>
<td>216-433-6644</td>
<td><a href="mailto:Grc-smallbusiness@mail.nasa.gov">Grc-smallbusiness@mail.nasa.gov</a></td>
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<tr>
<td></td>
<td>Langley Research Center</td>
<td>Robert O. Betts</td>
<td>757-864-6074</td>
<td><a href="mailto:Larc-smallbusiness@mail.nasa.gov">Larc-smallbusiness@mail.nasa.gov</a></td>
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<tr>
<td></td>
<td>Johnson Space Center</td>
<td>Robert E. Watts</td>
<td>281-244-5811</td>
<td><a href="mailto:Jsc-smallbusiness@mail.nasa.gov">Jsc-smallbusiness@mail.nasa.gov</a></td>
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<tr>
<td></td>
<td>Kennedy Space Center</td>
<td>Joyce C. McDowell</td>
<td>321-867-3437</td>
<td><a href="mailto:Ksc-smallbusiness@mail.nasa.gov">Ksc-smallbusiness@mail.nasa.gov</a></td>
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<tr>
<td></td>
<td>Marshall Space Flight Center</td>
<td>David E. Brock</td>
<td>256-544-0267</td>
<td><a href="mailto:Msfc-smallbusiness@mail.nasa.gov">Msfc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Stennis Space Center</td>
<td>Kay S. Doane</td>
<td>228-688-1720</td>
<td><a href="mailto:Ssc-smallbusiness@mail.nasa.gov">Ssc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td><strong>SCIENCE CENTER</strong></td>
<td>Goddard Space Flight Center</td>
<td>Jennifer D. Perez</td>
<td>301-286-4379</td>
<td><a href="mailto:Gsfc-smallbusiness@mail.nasa.gov">Gsfc-smallbusiness@mail.nasa.gov</a></td>
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<tr>
<td><strong>FEDERALLY FUNDED R&amp;D CENTER</strong></td>
<td>Jet Propulsion Laboratory</td>
<td>Charles E. Bray</td>
<td>818-354-5620</td>
<td><a href="mailto:smallbusiness.programsoffice@ipl.nasa.gov">smallbusiness.programsoffice@ipl.nasa.gov</a></td>
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<td><strong>AGENCY-WIDE RESOURCE CENTER</strong></td>
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<td>Troy E. Miller</td>
<td>228-813-6558</td>
<td><a href="mailto:nssc-smallbusiness@mail.nasa.gov">nssc-smallbusiness@mail.nasa.gov</a></td>
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# Upcoming Webinars

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<td>Kay S. Doane NASA Stennis Space Center</td>
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</tbody>
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