



- VOL. 4
- ISSUE 17
- SUMMER 2011

OFFICE OF SMALL BUSINESS PROGRAMS

VISION STATEMENT

The vision of the Office of Small Business Programs at NASA Headquarters is to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.

MARSHALL EARNS NASA SMALL BUSINESS ADMINISTRATOR'S CUP AWARD—TWICE IN THREE YEARS

BY RICK SMITH

On March 24, NASA Administrator Charles Bolden presented the Agency's Small Business Administrator's Cup award for fiscal year 2010 to the Marshall Space Flight Center (MSFC).

It's the second time in 3 years MSFC has earned the accolade, which is given annually to the NASA Center that has demonstrated the most successful and effective small business program. Marshall previously received the Small Business Administrator's Cup for fiscal year 2008, the year the award was created.

Administrator Bolden and Glenn Delgado, Associate Administrator of NASA's Office of Small Business Programs in Washington, DC, presented the honor to Marshall Center Director Robert Lightfoot and Marshall Small Business Specialist David Brock.

The award presentation was held during the Marshall Small Business Alliance's meeting at the U.S. Space & Rocket Center's Davidson Center for Space Exploration. The quarterly event provides networking opportunities and encouragement for businesses to compete for procurement and subcontracting opportunities.

"Small business is crucial not only to NASA, but to the Nation," Bolden said. "Federal procurement opportunities



Showing off the NASA Small Business Administrator's Cup award are, from left to right, Glenn Delgado, Associate Administrator of NASA's Office of Small Business Programs in Washington, DC; Byron Butler, Director of the MSFC's Office of Procurement; David Brock, MSFC Small Business Specialist; NASA Administrator Charles Bolden; and MSFC Director Robert Lightfoot. (MSFC/Doug Stoffer)

for women, minority, and veteran-owned small businesses are critical to the economy and to sustaining economic development. Marshall's commitment to the small business community, along with its broad and diverse portfolio, is why the Center is being recognized."

"I am extremely proud of the Marshall small business team, and its dedication to nurturing the small business partners and enterprises that are key to the success of our programs and projects," Lightfoot said. "To be recognized

twice in three years for that dedication reflects the strength of our small business program, and our commitment to creating and maintaining the kind of mutually rewarding partnerships that will carry on NASA's mission into the next era of space exploration and discovery."

Sponsored by the NASA Office of Small Business Programs (OSBP), the award recognizes the winning Center's implementation of successful, innovative practices that promote the participation of small businesses in helping NASA achieve its mission. It also honors the significant contributions of that Center's senior management, procurement office, and program and technical personnel to the Agency's small business programs.

When the Marshall Center first received the Administrator's Cup, it had just celebrated the Marshall Small Business Alliance's first year of operation. The alliance, a regional conduit to help small businesses pursue NASA procurement and subcontracting opportunities, has since established itself as a vital resource for thousands of small businesses.

"Our successes start with our management. Their continuing support has created a positive environment in which to promote small business utilization across all organizations at the Marshall Center," said David Brock, who organized the Small Business Alliance.

(continued on page 3)

IN THIS ISSUE:

PAGE TWO: SBS Spotlight

PAGE TWO: OSBP Contact Information

PAGE TWO: AA's Corner

PAGE THREE: Training Procurement Personnel: The NASA Perspective

PAGE FOUR: Mission Directorate Update

PAGE FOUR: Regulatory and Legal Update

PAGE FIVE: Glenn Research Center

PAGE FIVE: Johnson Space Center

PAGE SIX: Detail in Review

PAGE SIX: OSBP Program Manager Highlight

PAGE SEVEN: Mentor-Protégé Program Update

PAGE EIGHT: Important Dates to Remember

PAGE EIGHT: OSBP Newsletter Article Submission Schedule

PAGE EIGHT: OSBP Staff

PAGE EIGHT: OSBP Web Site

PAGE EIGHT: Metrics Update

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.

NATIONAL AERONAUTICS AND SPACE ADMINISTRATION

Headquarters Office of Small Business Programs

300 E Street SW, Suite 2K39

Washington, DC 20546-0001

Phone: 202-358-2088; Fax: 202-358-3261

E-mail: smallbusiness@nasa.gov

Web site: <http://www.osbp.nasa.gov>

SBS SPOTLIGHT



ANN HAASE

SMALL BUSINESS SPECIALIST

**GODDARD SPACE
FLIGHT CENTER
(GSFC)**

I was born in Washington, DC, and grew up in Columbia, MD. I received my Bachelor's Degree in Economics from the University of Maryland, Baltimore County (UMBC) campus. In order to gain

some real-life work experience, I became involved in the Cooperative Education Program (Co-op) at UMBC, where I worked for the Government during two semesters. My first job as a Co-op participant was held with the U.S. Department of Labor in Washington, DC, in the Office of the Inspector General. My second job was held at NASA's GSFC, where I was offered a permanent position in procurement in 1990. I have spent the last 20 years in the procurement field working for NASA and have fully enjoyed the knowledge and experiences gained within the variety of procurement offices (both institutional and project offices) that I have worked and managed. I served as the Source Evaluation Board manager responsible for major acquisitions, ensuring process, procedures and regulation were followed. I also participated in the Diversity Dialogue Project as a facilitator in an effort to build an organizational climate in which employees respect, appreciate, and value individual differences. Most recently, over the last several years I have held the position of the Associate Procurement Division Chief GOES R Procurement and responsible for the management of the Geostationary Operational Environmental Satellites (GOES) R instrument and spacecraft contracts that provide critical atmospheric, oceanic, climatic, and solar products that support weather forecasting and warnings, climatologic analysis and prediction, ecosystems management, and safe and efficient public and private transportation.

What made you want to become a Small Business Specialist (SBS)?

I was appointed as the SBS for GSFC on July 22, 2010. My new position is an eye-opening experience in that I realized very quickly the importance and criticality of this role, especially by facilitating opportunities for small businesses (SB) to participate in NASA contracts. My role as the SBS continues to be very challenging, but a very enlightening and positive experience because I feel strongly that I can make an impact towards increasing SB opportunities by maintaining open communication with the technical and procurement communities to ensure progress is made in the right direction.

What is your favorite part of being an SBS?

My favorite part of being an SBS is serving as an advocate for SB. I enjoy taking on initiatives that keep SB on the forefront; actively working to remove barriers to SB participation; and understanding that my role as SBS goes "beyond goals" by providing opportunities to SB in support of NASA's mission to serve the scientific community, inspire the Nation, foster education, and most importantly stimulate economic growth.

In your opinion, what is the biggest issue facing SB this year or in the future?

Fortunately, due to progressive initiatives being identified and actively implemented at the Agency and Center levels, identifying and pursuing opportunities for SB is currently a very visible issue. With that being said, I still believe it remains a significant challenge for SB to "get their foot in the door" when they may have a niche technology or innovation from which NASA can benefit. However, I hope to facilitate relationships on behalf of NASA GSFC with SB and open opportunities that were nonexistent in the past.

OFFICE OF SMALL BUSINESS PROGRAMS



AA's CORNER

Since the last time I wrote my column, our office has been very busy. The President's very strong support for the small business community kept our office and our Administrator busy. The White House Interagency Small Business Task Force requires participation on biweekly teleconferences and face-to-face meetings on a quarterly basis, which Administrator Bolden must attend to address NASA's small business programs and the status of the action items from the biweekly teleconferences. The quarterly meetings are chaired by one of President Obama's senior advisers, Ms. Valerie Jarrett. The heads of the other Federal agencies also attend. To date there have been two face-to-face meetings (January 10 and April 26) and the next one is scheduled for June 29.

While Administrator Bolden attends the face-to-face meetings, I participate in the biweekly teleconferences and discuss the Agency's progress in completing the assigned action items from the previous meetings. Thus far, these action items have included the Administrator sending a memorandum to the Agency stressing the importance of the small business program; and having NASA sponsor two outreach events, that the Administrator (or other senior Agency official) must attend, as well as a member of Congress and the mayor of the city. Other actions included sharing success stories and best practices, listing upcoming and small businesses training events on <http://FedBizOpps.gov>, and taking steps to increase the percentage of small business dollars in FY 2011 under the U.S. General Services Administration's Federal Supply Schedules Program.

Creation of this Interagency Small Business Task Force is one of many initiatives the President has set in place to ensure the success of small businesses throughout the Nation. As written in the Small Business Week Presidential Proclamation on May 12, 2011, new opportunities for small business owners and the next



AA's Corner (continued from page 2)

generation of entrepreneurs will ensure stability of the economic recovery.

The U.S. Small Business Administration (SBA) issued the FY 2010 scorecard grades to all Federal agencies and NASA received a "C" grade. In order to increase the Agency's FY 2011 small business achievements, Mr. Bill McNally, Assistant Administrator for Procurement, and I have been meeting on a regular basis and have issued a jointly-signed memorandum on February 8, 2011. The memo requested that each Center identify requirements that are candidates for the small business award, either in total or by breaking out segments of new or follow-on requirements. I want to thank Bill for all the assistance he provides to the Agency's Small Business Program. Without his assistance and that of the entire Agency procurement team, the improvement between FY 2010 and FY 2011 would not have been possible, and I look forward to even more collaboration in the future.

I would also like to recognize and congratulate the Marshall Space Flight Center for winning the Center's second Administrator's Cup Award, which recognizes the Center with the best overall small business program. Administrator Bolden presented the Center Director, Mr. Robert Lightfoot, and the Center Small Business Specialist, Mr. David Brock, with the Administrator's Cup Award trophy on March 24.

I would also like to congratulate and recognize the following Center's for achieving / exceeding all five of their small business socioeconomic goals for FY 2010:

- Dryden Flight Research Center
- Kennedy Space Center
- Marshall Space Flight Center
- Stennis Space Center

NASA conducted its annual Small Business Improvement Plan meeting on June 7 and 8 hosted by Goddard Space Flight Center (GSFC). The GSFC Small Business Conference 2011 followed on June 9 from 7:30 a.m. to 4:30 p.m. For more information, visit <http://sbc2011.gsfc.nasa.gov/>.

In conclusion, I would like to again thank and recognize each of the Center's Small Business Specialists for their hard work. This past fiscal year has been especially difficult and they have performed their jobs in what I would consider above and beyond what should be expected. To each of you I want to say thank you for making NASA's small business program one of the best programs in the Federal Government.

Glenn A. Delgado

Associate Administrator
NASA Office of Small Business Programs

TRAINING PROCUREMENT PERSONNEL: THE NASA PERSPECTIVE

BY BILL MCNALLY, ASSISTANT ADMINISTRATOR FOR PROCUREMENT

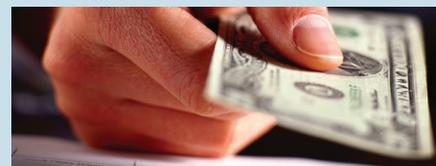
The Magic Number

When you need to buy milk, pants, and shoes, how many stores do you go to? You can buy all three in a big box store. It's convenient. But maybe you want something a little different, so you go to a grocery store and a clothing store. You only need to make two stops then. Or depending on your needs, you might make trips to three separate stores.

The decision you need to make in the scenario above isn't that far off from choosing how many prime contracts are needed to meet NASA's requirements. So what is the magic number of prime contracts? How does the acquisition team figure it out?

The easiest way is to begin with the end. We look at what outcomes the requirements office(s) want from procurement. It is critical in the acquisition planning process to look across all of the requirements. We must understand the proper supply chain for the acquisition through market research. Then, we can identify the total number of requirements.

Once we know that, it's time to think about what I call "packaging the requirements." What I mean by that is examining the requirements and packaging similar items together. We need to look at the types of skills a contractor will need for a requirement. If those skills are similar, then the requirements should be under a contract together. If they are not, why keep them together? Instead, match them with comparable skills from another requirement. These new packages of requirements tell us the right number of prime contracts needed.



There are a number of benefits to using this reverse look at the process. NASA will get the most efficient contract. We can identify and maximize strategic sourcing opportunities. We will have more opportunities for small businesses to compete at the prime level. The end result will give us the right number of prime contractors in the best configuration for the strongest possible acquisition.

Cover Story (continued from page 1)

Last December, he received the NASA Small Business Specialist of the Year award for fiscal year 2010.

Brock also credits Marshall's large business prime contractors, which helped provide approximately \$435 million in total subcontracting awards to small businesses in fiscal year 2010, and two Center organizations: the Marshall Prime Contractor Supplier Council, which includes representatives of 45 large businesses; and, the Marshall Small Business Executive Leadership Team, comprised of representatives of 27 small businesses.

"The key is teamwork," he said.

For more information about the NASA Small Business Administrator's Cup award and NASA's Office of Small Business Programs, visit <http://www.osbp.nasa.gov>.

Rick Smith, an AI Signal Research, Inc. employee, supports the Office of Strategic Analysis and Communications.

MISSION DIRECTORATE UPDATE

BY DR. WOODROW WHITLOW, JR. AND LEAH HOLLANDER,
NASA SCIENCE MISSION DIRECTORATE

The Mission Support Directorate (MSD) is one of the Agency's newest organizations. NASA Administrator Charles Bolden created the Directorate on the same organizational level as the four Mission Directorates to bring additional senior management focus to the spectrum of complex issues in the mission support area. This change was one of the significant organizational changes NASA described in our January 2010 reprogramming letter. The Associate Administrator for Mission Support will develop and execute the mission support budgets, and integrate mission support activities and policy requirements at an Agency level. Dr. Woodrow Whitlow, Jr., former Director of the John H. Glenn Research Center, was appointed as the Associate Administrator for Mission Support effective April 4, 2010. Mr. Lewis Braxton is the Acting Deputy Associate Administrator.

The goal of MSD is to enable program and institutional capabilities to conduct NASA's aeronautics and space activities. Capabilities are defined as a combination of workforce, facilities/laboratories, and the resources necessary to conduct relevant activities. With Headquarters and the Centers, MSD will ensure that we identify, cultivate, and sustain a diverse workforce and inclusive work environment that is needed to conduct NASA missions and that vital assets are ready,

available, and appropriately sized to conduct NASA's missions. The Associate Administrator for Mission Support is working with Headquarters offices and the Centers to lead an assessment of Agency capabilities. This will result in plans to make certain that the technical infrastructure and workforce are of the right size and type to meet current and emerging requirements.

Mission support functions are used to align and sustain the capabilities required for NASA's current and future missions; leverage resources and capabilities to meet mission needs; establish Agency-wide capabilities that improve collaboration, efficiency, and effectiveness; enhance execution of missions through sustainable practices and new technologies; and provide checks and balances and ensure NASA's compliance with laws and regulations. Elements of mission support are Center Management and Operations (CMO), Agency Management and Operations (AMO), and Construction and Environmental Compliance and Restoration (CECR). CMO funds ongoing management, operations, and maintenance of nine NASA Centers and major component facilities. AMO funds the management and oversight of Agency missions, programs and functions, and performance of NASA-wide activities. These include operational costs of Headquarters, safety and mission success activities, Agency Information Technology Services, and sustainment of critical Agency test capabilities and assets. CECR is used for the design and implementation of discrete and minor revitalization construction of facilities projects, demolition projects, and environmental compliance and restoration activities.

The focus of institutional construction of facilities is on projects to reduce, repair, and renew NASA's aging infrastructure. The goal is to decrease operating costs by reducing infrastructure and replacing inefficient facilities with smaller, more sustainable facilities. To ensure that the Agency's facilities can efficiently and effectively support

its mission into the future, NASA has undergone a comprehensive review of its facilities and implemented plans to reduce and renew these critical assets. The plan is to renew and modernize its facilities to sustain its capabilities to meet current and future mission requirements, and to accommodate those capabilities in fewer, more efficient facilities. This strategy provides the foundation for all of the Agency's facilities planning activities.

The Environmental Compliance and Restoration (ECR) Program provides the services and activities necessary to complete the mandated cleanup of hazardous materials and wastes that have been released to the surface or groundwater at NASA installations. These activities are required to protect human health and the environment under a variety of Federal and state environmental laws and regulations. Recent and current major ECR projects include the following:

- Santa Susana Field Laboratory cleanup
- Jet Propulsion Laboratory groundwater cleanup
- White Sands Test Facility cleanup
- Plum Brook Reactor Facility decommissioning

The MSD organization is comprised of the Offices of Agency Operations, Strategic Infrastructure, Human Capital Management, Headquarters Operations, and the NASA Shared Services Center.

The Office of Agency Operations is directed by Tom Luedtke, who supervises a diverse portfolio of activities including Internal Controls and Management Systems, Procurement, Protective Services, and the NASA Management Office.

Led by Assistant Administrator Olga Dominguez, the Office of Strategic
(continued on page 8)

REGULATORY AND LEGAL UPDATE

BY CRAIG BOWERS, NASA OFFICE OF PROCUREMENT

Small business has always been a large part of Federal contracting. After the Competition in Contracting Act, the Small Business Act and related small business legislation have had the greatest impact on our contracting procedures. Recent legislative changes and high-level White House involvement have significantly increased the emphasis placed on small business programs. Small businesses are the Nation's job creators. Emphasis on their development will help to drive down the high unemployment rates of the last few years.

Recently, the White House has started requiring large Federal department and agency leaders to brief their small business utilization progress quarterly. The first briefing was held on January 10, 2011. Unfortunately, NASA cannot report that it is meeting its small business utilization goal. Several efforts are underway to meet the goal, if not in FY 2011, at least by FY 2012. NASA Centers were asked to review their contract portfolios to look for small business set-asides candidates. On larger contracts they were asked to identify cost-effective breakout opportunities that could also be added to the small business program while offering cost savings from lower overheads. The responses were very favorable and

a significant improvement in the Agency's small business utilization rate appears likely. The Administrator has also asked the procurement workforce to try and utilize small businesses more when using Federal Supply Schedule (FSS) and Government-Wide Acquisition Contracts (GWACs).

Concurrent with these efforts is the Small Business Administration's (SBA) emphasis on getting the contract award coding right; one, making sure awards are only made to qualified small businesses meeting the program criteria; two, ensuring limitations on subcontracting are met; and, three, finally coding the data into the Federal Procurement Data System (FPDS) properly. The institution of the small business rerepresentation rule in July 2007 has added some complexity to coding long-duration (more than 5 years) contracts. Extra vigilance is needed to get the coding right. A SBA-directed Small Business Coding Anomaly Report, containing suspected business-size coding errors, was sent to all agencies for review and correction if errors were found. This review was just completed. Overwhelmingly, the coding was correct but a few rerepresentations had not taken place on schedule and needed to be corrected.

Policy Changes:

- Parity—parity between the HUBZone, 8(a), and Service-Disabled Veteran-Owned Small Business (SDVOSB) programs is now in place. Contracting officers now have the discretion to pick which program to utilize when more than one of these programs is viable. One exception to the rule is if a requirement was previously in the 8(a) program it must remain in the 8(a) program unless approved by SBA.
- The Woman-Owned Small Business (WOSB) Program was added, effective April 1, 2011. The WOSB program offers two types of set-asides. One allows set-asides to WOSB competing in substantially underrepresented North American Industry Classification System (NAICS) and a second, more restrictive set-aside, allows for set-asides to Economically Disadvantaged Woman-Owned Small Businesses (EDWOSB) competing in underrepresented NAICS. To qualify for EDWOSB set-asides, WOSBs must meet additional financial limitations. The WOSB program also has parity with HUBZone, 8(a), and SDVOSB programs.
- The FAR 19.12 Small Disadvantaged Business Participation Program will be removed soon. In the interim, a class deviation dropping the 19.12 requirements for NASA was issued on April 14, 2011.
- Section 8(a) sole source awards greater than \$20 million now require written justification and approvals and must be posted on <http://FedBizOpps.gov>.

GLENN RESEARCH CENTER

BY TERESA MONACO, SMALL BUSINESS SPECIALIST

Glenn Research Center: We are Small Business Friendly!

Glenn Research Center (GRC) leads the Agency in percentage of procurement dollars awarded to small businesses (over 70 percent thus far in FY 2011). We review each procurement as a potential award to a small business. Our contracting officers, contract specialists, and purchasing agents work diligently with technical requesters to perform market research and identify small business sources. The Center emphasizes the importance of awarding procurements to small businesses to all acquisition personnel.

GRC received a special achievement commendation at the 3rd Annual NASA Small Business Symposium and Awards Ceremony, for exceeding the statutory 3 percent Service-Disabled Veteran-Owned Small Business (SDVOSB) category for both FY 2009 and FY 2010. We significantly exceeded the statutory goals due to the award of two large construction contracts. We successfully had a SDVOSB set-aside for the "Decontamination and Decommissioning of Plum Brook Reactor Facility" and a year later awarded our new "Centralized Office Building" solicitation to a local SDVOSB, who is also 8(a).

Our continued focus on small business in FY 2011 is evidenced by several current actions, including our procurement plan for the \$250 million Glenn Engineering and Scientific Services-3 (GESS-3) as an 8(a) set-aside. In order to



Mary Lester, Deputy Director of Center Operations; Robyn Gordon, Director of Center Operations; Teresa Monaco, Small Business Specialist; and Bradley Baker, Procurement Officer; presented the NASA awards for Exceeding the Statutory 3 percent Service-Disabled Veteran-Owned Small Business (SDVOSB) category for both FY 2009 and FY 2010 to Center Director Ray Lugo (center) at a Director's Strategic Management Meeting.

increase small business opportunities, we encouraged potential bidders to explore the option of using the Small Business Administration's (SBA) 8(a) Joint Venture Agreement and Mentor-Protégé Program. The NASA Safety Center (NSC) Technical Services procurement, a set-aside for small business, is a combination of two existing contracts. One contract is held by a small business and the other one by a large business. The following GRC procurements are small business

set-asides: Occupational Health Services; the Science, Engineering, Mathematics and Aerospace Academy (SEMAA), and Security Services. We also anticipate Visitor Education and Community Outreach Support Services (VECOSS) to be an 8(a) set-aside.

As part of our continuing outreach to the small business community, we recently held a small business event, NASA's Solutions for Enterprise-Wide Procurement (SEWP) Information Technology (IT) tabletop show and training, at the nearby Ohio Aerospace Institute (OAI). Small business SEWP vendors set up displays in the lobby and gave presentations to the GRC senior leadership, IT personnel, and engineers on their products and services. SEWP civil servants conducted two 2-hour training sessions on using NASA's SEWP Contract Vehicles. These training sessions were attended by GRC procurement personnel, GRC technical staff, support service contractors, as well as small businesses invited by the GRC Small Business Specialist. This event is one of a series of events we anticipate sponsoring in the upcoming months as we continue to reach out to small businesses. "We're doing good things in small business at the Glenn Research Center and we're proud of it!"

JOHNSON SPACE CENTER

BY CHARLES WILLIAMS, SMALL BUSINESS SPECIALIST

In February 2009, Competitive Choice, an 8(a) firm located in Houston, Texas, met with the Johnson Space Center (JSC) Industry Assistance Office for the first time. Competitive Choice's primary business is selling bulk chemicals and solvents for a variety of applications. In the meeting it was discovered that they had been focusing their products and services to the construction industry, specifically solvents, adhesives, and several other chemicals. As the meeting progressed, it was determined that Competitive Choice had been in the 8(a) program for approximately 2 years and they had completed some small construction projects on the state level.

The JSC Small Business Specialist helped Competitive Choice develop a step-by-step process to market and develop more construction capabilities.

As part of the American Recovery and Reinvestment Act of 2009 (ARRA) funding to JSC, the Center identified several construction projects that needed to be completed as a result of Hurricane Ike. A part of the process was to identify 8(a) firms that could support this effort. Several firms were invited in to provide capability briefings. Competitive Choice was asked to

come in and provide a capability briefing. As a result of that briefing, Competitive Choice was selected as one of nine 8(a) firms that were chosen for a variety of projects. They were selected to replace carpet in Building 2 South. Competitive Choice far exceeded all expectations and was recognized for their outstanding performance. Competitive Choice continued their relationship with the JSC Small Business Office and worked to further expand their capabilities in the construction field. The JSC Small Business Specialist discussed options such as teaming arrangements, joint venturing, and subcontracting agreements. Shortly thereafter, Competitive Choice, with assistance from the Small Business Administration (SBA) Business Development Specialist, entered into an SBA Mentor-Protégé agreement with Gen-Tech Construction.

As a protégé to Gen-Tech, Competitive Choice was identified as a prime subcontractor on a proposal that Gen-Tech submitted for another JSC renovation project. Competitive Choice also received several subcontracting opportunities from Gen-Tech on other projects that they were performing outside of NASA. Eventually, Competitive Choice and Gen-Tech formed

an SBA-approved 8(a) joint venture. Subsequently, the Competitive Choice/Gen-Tech Joint Venture submitted a successful bid for the JSC 8(a) Indefinite-Delivery Indefinite-Quantity Multiple Award General Construction procurement here at JSC. In 2 years, Competitive Choice has made tremendous strides in marketing their capabilities. From an unknown company selling bulk chemicals and solvents to a successful prime contractor, Competitive Choice is an example of how hard work and perseverance can lead to success.



WHERE SMALL B
DIFF

DETAIL IN REVIEW SMALL BUSINESS SPECIALIST

BY MAIKEYZA BROWN, NASA DRYDEN FLIGHT RESEARCH CENTER

There was never a dull moment in the Office of Small Business Programs (OSBP). Over the duration of my 90-day detail I learned to make every moment count. As a Contracting Officer/Small Business Specialist (SBS) coming from the Dryden Flight Research Center (DFRC), I was excited to embark on the opportunity of working in the OSBP. During the first week of my detail, it was evident that I would be put to the challenge of joining my esteemed colleagues in advocating and petitioning for small businesses. Soon thereafter, I realized that my detail in the OSBP would exceed my expectations. The OSBP was not merely looking for ways to recruit Center SBSs interested in understanding the day-to-day operations of Headquarters, they were more interested in employing SBSs willing to assist them in finding innovative ways to better support a Center's small business program needs.

Glenn Delgado was instrumental in assuring that my detail was advantageous to all parties involved by establishing clear goals, a defined task, and by providing the resources necessary to get the job done. His leadership style motivated me to continuously elevate myself to a higher level of progression, with each day striving to manage my workload in order to produce successful outputs. The culture of this organization promotes one's desire to seek out the resources, training, and higher learning necessary to achieve such success. Additionally, during my detail I was afforded the opportunity to complete my graduate studies requirements at Trinity University with the support and collaboration of my Center and the OSBP. NASA has always found innovative ways to empower and support the workforce, as we strive to make a meaningful contribution in the work we do. On numerous occasions, I was reminded that the success of the OSBP is made possible through the hard work and

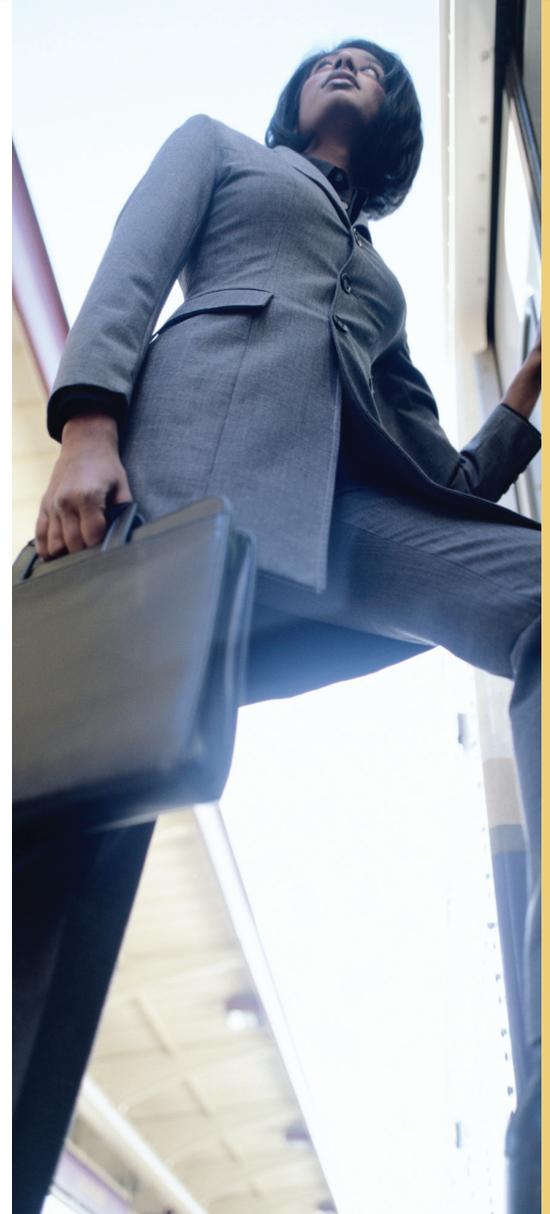
dedication of the SBS at the Centers.

Over the duration of my detail, I was continuously striving to make every moment count; from supporting various small business events and outreach initiatives, to accompanying the Assistant Administrator to various meetings, and collaborating with NASA Acquisition officials. From day one, the members of the OSBP staff made sure I was able to get the job done in the most proficient and effective way.

Likewise, it was the words of wisdom from Dave Grove about "glass and rubber balls" that taught me the importance of prioritizing my daily task in order to make every moment count. Additionally, my mentor Tabi Tepfer was dedicated to guiding me in the right direction in times of uncertainty.

Although my time in the OSBP was short, every member of the office was willing to assist me in achieving my goals. This created the ideal work environment. The team approach was advantageous to my ability to execute my day-to-day task from gathering critical small business reporting data to the completion of the SBS Desk Guide.

As I reflect on my detail, I am instantly reminded of the NASA vision "to reach for new heights and reveal the unknown so that what we do and learn will benefit all humankind." My experience is one of the many ways in which NASA, OSBP, and DFRC are working to uphold the vision of our Agency. The support of my Center and OSBP has enabled me to reach new heights and reveal the unknown through this detail and the graduate studies program. Therefore, I encourage others to take advantage of the great opportunities and programs that NASA has granted its workforce, as this experience has equipped me to better service my customers, my Center, and the Agency.





OSBP PROGRAM MANAGER HIGHLIGHT

BY TABISA TEPFER, PROGRAM MANAGER

The Women-Owned Small Business (WOSB) Federal Contracting Program was implemented in the Federal Acquisition Regulation on April 1, 2011. This long-awaited accomplishment ensures that Contracting Officers can now set aside certain contracts for competition among WOSBs or Economically Disadvantaged Women-Owned Small Businesses (EDWOSBs) for the provision of goods and services to the Federal Government.

The Small Business Administration (SBA) is sensitizing the Federal Acquisition community with "The WOSB Federal Contract Program Training for Contracting Officers" course. Salient points therein include the North American Industry Classification System (NAICS) codes in which WOSBs and EDWOSBs are underrepresented and substantially underrepresented, the WOSB program repository (SBA's General Login System), requirements for joint ventures, and a step-by-step guide on viewing and approving eligible WOSBs. NASA Headquarters was the proud host of the June 14, 2011, session, which was very well attended.

For more information on the WOSB Program including, the Contracting Officers guide and the list of eligible NAICS codes, visit <http://www.sba.gov/content/contracting-opportunities-women-owned-small-businesses>.

MENTOR-PROTÉGÉ PROGRAM UPDATE

BY DANA JONES, NASA OFFICE OF SMALL BUSINESS PROGRAMS

There are currently 12 active Mentor-Protégé Agreements and 30 Approved Mentor Applications.

Active Agreements under the Mentor-Protégé Program:

- Assurance Technology Corporation/Custom Manufacturing Services—WOSB
- ATK/Lansmont Corporation—SDVOSB
- Boeing Company/Creative Management Solutions—SDB, 8(a)
- Honeywell Technology Solutions, Inc./Advocates in Manpower Management—SDB, VOSB
- Jacobs Technology/Tuskegee University—HBCU/MI
- Jacobs Technology—ESC Group/Aerodyne Industries, LLC—SDVOSB
- PWR/Avans Machine and Tool—HUBZone
- Raytheon Information Solutions/Genex Systems LLC—SDB, 8(a)
- SAIC/ERT—WOSB
- SAIC/Oakwood University—HBCU/MI
- SGT, Inc./ MCT, Inc.—8(a), WOSB
- TASC, Inc. /Azimuth, Inc.—SDVOSB

Approved Mentors:

- AECOM Technical Services, Inc.
- Assurance Technology Corporation (ATC)
- ATK Space Systems
- Ball Aerospace & Technologies Corporation
- The Boeing Company
- Booz Allen Hamilton
- Coastal International Security, Inc.
- Computer Sciences Corporation
- General Dynamics C4 Systems
- Hamilton Sundstrand Space Systems Intl., Inc.

- Honeywell Technology Solutions, Inc.
- ITT Corporation Systems Division
- ITT Information Systems
- Jacobs Technology, Inc.
- Jet Propulsion Laboratory
- L-3 Enterprise Information Technology Solutions
- Lockheed Martin Corporation
- Northrop Grumman Corporation
- Parsons Infrastructure & Technology Group, Inc.
- Pratt & Whitney Rocketdyne
- Raytheon Information Solutions
- SAIC
- SGT, Inc.
- TASC, Inc.
- Teledyne Brown Engineering
- Tetra Tech NUS
- Unisys Corporation
- United Space Alliance, LLC
- Wackenhut Services Incorporated
- Wyle Integrated Science and Engineering

The next deadline for Mentor-Protégé Agreements to be submitted to NASA Centers is September 15, 2011. For more information about NASA's Mentor-Protégé Program, please visit <http://www.osbp.nasa.gov/mentor.html>. The Web site includes contacts for each of NASA's Field Centers, as well as the rules and deadlines for the program. Ms. Dana Jones, NASA Headquarters Office of Small Business Programs, may also be contacted at 202-358-2088 with questions.

IMPORTANT DATES TO REMEMBER

OSBP NEWSLETTER ARTICLE SUBMISSION SCHEDULE:

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

Mission Directorate Update (continued from page 4)

Infrastructure supports Agency missions by providing leadership, policy, technical expertise, and oversight of Agency infrastructure and management systems for aircraft, environmental, real property, logistics, and technical capabilities.

Assistant Administrator Jay Henn (Acting), leads the Office of Human Capital Management (OHCM). OHCM personnel develop and align the NASA civil service workforce strategies, programs, policies, and processes with the Agency's mission, strategic goals, and desired performance outcomes. OHCM establishes and manages long-term Agency workforce planning and analysis processes to identify workforce characteristics and competencies needed to accomplish the Agency mission; establishing staffing strategies to acquire a highly skilled workforce; developing tools to facilitate assessment of individual performance and contributions to organizational and mission achievement; and developing Agency-wide training and development programs, leadership development, and succession planning.

Leah Hollander is the Acting Executive Director, Office of Headquarters

Goddard Space Flight Center 2011 Small Business Conference

June 9, 2011
Greenbelt, MD
Web site: <http://sbc2011.gsfc.nasa.gov>

CEO Summit and Annual Meeting

June 21–22, 2011
Washington, DC

The Veterans Entrepreneur Training Symposium (VETS)

June 27–30, 2011
Reno, NV
Web site: <http://www.veterantrainingsymposium.com>

2011 Annual National Veteran Small Business Conference and Expo

August 15–18, 2011
New Orleans, LA
Web site: <http://www.nationalveteransconference.com>

National HUBZone Conference

September 7–9, 2011
Washington, DC
Web site: <http://www.hubzonecouncil.org>

The Minority Enterprise Development (MED) Week

September 27–30, 2011
Washington, DC
Web site: <http://www.medweek.gov>

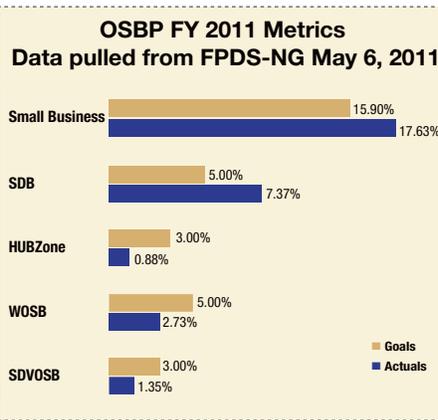
Kennedy Space Center Business Opportunities Expo

October 18, 2011
Kennedy Space Center, FL
Web site: <http://expo.ksc.nasa.gov>

4th Annual NASA Small Business Symposium and Awards Ceremony

Fall 2011
DC metro area
Web site: <http://www.osbp.nasa.gov>

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



Operations. This office ensures that NASA Headquarters has the facilities, services, and resources to support customers' needs and the NASA mission. By providing Budget Management and Systems Support, Equal Opportunity and Diversity Management, Information Technology and Communications, Facilities and Administrative Services, and Human Resources Management, the Office of Headquarters Operations strives to provide high-quality customer service with a focus on personal interaction with customers.

Led by the Acting Executive Director Michael Smith, the NASA Shared Services Center (NSSC) performs a variety of transactional and administrative activities previously performed at each NASA Center. The NSSC is a public/private partnership between NASA and Computer Sciences Corporation service providers. NSSC consolidated selected activities from all NASA Centers in the areas of: Financial Management, Human Resources, Information Technology, and Procurement.

Through detailed focus on the future in all of these areas, the Mission Support Directorate is supporting the evolving NASA mission in a time of constrained resources and constantly changing requirements.

OSBP STAFF:

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

GLENN A. DELGADO, Associate Administrator

DAVID B. GROVE, Program Manager

RICHARD MANN, Program Manager

TABISA TEPFER, Program Manager

NAEEMAH A. LEE, Executive Assistant

TRUPHELIA M. PARKER, Scheduler/Editor (Contractor)

DANA JONES, Program Analyst (Contractor)

MELANIE CARR, Budget Analyst (Contractor)

OSBP WEB SITE:

The improved NASA OSBP Web site is up and proving successful in helping individuals and companies to navigate small business policies, procedures, and best practices at NASA.

The purpose of the Web site <http://www.osbp.nasa.gov> is to share the vision of the small business program at NASA, as well as provide pertinent information on how to do business with NASA.