



- VOL. 4
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# OFFICE OF SMALL BUSINESS PROGRAMS

## MSFC HOSTS CONTACTS 2011: MICHLOUD ENGINEERING A NEW PATH TO SUCCESS

### NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (NASA) MANUFACTURING FACILITY SEEKS ENTERPRISING NEW TENANTS, BUSINESS PARTNER

REPRINTED FROM *MARSHALL STAR*, FEBRUARY 10, 2011

BY RICK SMITH

At the Michoud Assembly Facility in New Orleans, much of NASA's hardware manufacturing equipment—used for three decades to build and deliver the Space Shuttle external tanks—sits temporarily idle. Safety-wrapped in towering hills of cushioned blue plastic, rows of fabrication and tooling machines patiently await their next space hardware assignment.

But with 832 acres of state-of-the-art facilities—43 of them under a single roof—Michoud doesn't stay quiet for long. NASA and Lockheed Martin continue work on the Orion crew capsule, which is intended to become a fully functional crew return vehicle for the International Space Station. The U.S. Coast Guard and the U.S. Department of Agriculture both operate out of Michoud. B-K Manufacturing of Arab, AL, builds precision hardware and components here for customers from the U.S. Air Force to the Smithsonian Institution. Blade Dynamics is preparing to build advanced wind turbine blades here—and soon will hire 600 new employees to do it.



They won't be alone. In the wake of an industry partnership conference on January 27, NASA leaders soon expect to put a lot of the Agency's world-class manufacturing equipment—and a lot more Michoud floor space—back to work.

More than 800 contractors and small-business entrepreneurs from 36 states took part in the conference, sponsored by NASA, the U.S. Small Business Administration (SBA), the U.S. Army Corps of Engineers, and Louisiana's Procurement Technical Assistance Center.

Participants talked with NASA and government business leaders, networked with representatives of numerous local and regional companies, and browsed trade-show exhibits by more than 120 companies. Many also took part in workshops and panel discussions, and toured sections of the massive manufacturing Facility itself.

"Our goal is to connect Government agencies with the nimble, innovative firms that will get the job done," said Marie Johns, deputy administrator of the SBA, in her opening remarks to the conference. "That's what this event is all about—working together to foster innovation and strengthen America's competitiveness."

Joe Jordan, associate administrator of SBA's Government Contracting and Business Development, was even more to the point. "We're here to get you the latest information you can use to go out and win contracts, grow jobs, and create business," he said.

Jordan talked at length about new changes to the Government's Small Business Development Act, and new opportunities for small, disadvantaged and minority-owned companies to partner with NASA and other Government agencies. (For more information, visit: <http://www.fbo.gov> and <http://www.sba.gov>)

In the wake of the conference, officials said companies already have begun inquiring further about Michoud capabilities and leasing opportunities. That bodes well for sustaining the critical NASA work that has long been the backbone of the Facility, said David Brock, small business specialist in the Office of Procurement at Marshall Space Flight Center, which manages Michoud for the Agency.

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# OFFICE OF SMALL BUSINESS PROGRAMS

## SBS SPOTLIGHT



**CHARLES WILLIAMS**  
**SMALL BUSINESS**  
**SPECIALIST**

I grew up in Durham, NC, in a family of four. I attended Durham Senior High School where I developed an interest in being an engineer. I attended two summer engineering programs

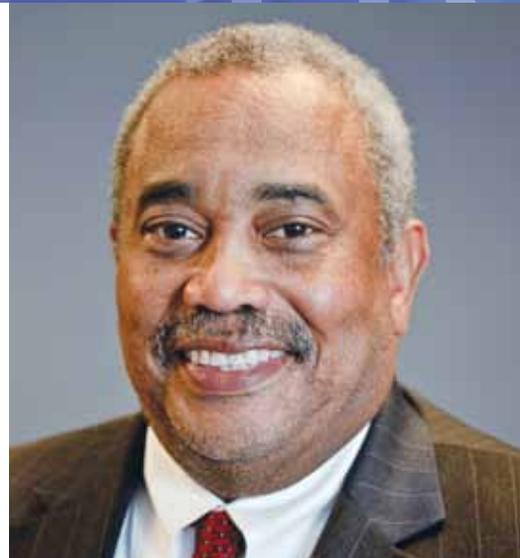
at North Carolina State University where I further developed and advanced my interest in becoming an engineer. I enrolled at North Carolina Agricultural and Technical State University (NC A&T) as an electrical engineering student. While there, I was fortunate to receive a co-op assignment with the Army Corps of Engineers in Mobile, AL. I worked there for one and a half years before going back to school to finish my degree. Throughout my high school and college career my mother worked for the Federal Government as a civil servant. So I kind of had an interest in working for the Government but also was exploring all of my options. After graduating from NC A&T, I started working for the U.S. Department of Energy in Oak Ridge, TN, as an electrical engineer. I spent about 8.5 years working in some capacity as an engineer. I started and managed the electrical safety program before moving on to being selected as the special assistant to the manager of Oak Ridge Operations Office. I applied and was one of two people that was selected to work in Headquarters

as the specialist to the U.S. Secretary of Energy for a year detail. After my detail, I went back to Oak Ridge and was assigned a project management position before being promoted to program manager. While program manager, the director of procurement asked me if I would be interested in serving a detail in his office as the small business program manager.

While serving as a program manager in the Environmental Restoration Program, I was asked by the procurement director if I would be interested in serving a detail as the small business program manager. This began my career in the small business program. After a short time on the detail, I was offered the position permanently.

I enjoy seeing people accomplish their dreams and helping business owners realize that they can provide their product or services to support NASA's mission.

One of the biggest issues facing small businesses is training and education in the procurement process. We spend a lot of effort identifying potential opportunities for small business set-asides. However, we are not getting adequate responses from small businesses to Sources Sought or Requests For Information. These responses are used to identify potential sources, typically small businesses that demonstrate capabilities to perform a scope of work or to help establish goals for the work. Without adequate responses from small businesses the work is typically not set aside and the procurement may not have as significant a goal.



## AA's CORNER

When it comes to the current small business regulatory environment, change is definitely in the air—so much change, that I will have trouble staying in my column space for this issue. While we await new Federal Acquisition Regulation (FAR) rules to specify operational details, here's a summary of what is coming.

First is the long-awaited set-aside program for Women-Owned Small Businesses (WOSB). SBA's revamped WOSB program became effective on February 4, 2011. The program expands Federal contracting opportunities for WOSBs in 83 underrepresented North American Industry Classification System (NAICS) codes. Requirements may be set aside for WOSBs (or Economically Disadvantaged WOSBs, depending upon the NAICS Code) for procurements not exceeding \$3 million (or \$5 million for manufacturing contracts). To implement the program, the FAR Council is in the final stages of issuing a FAR rule, which is expected by April 2011. The goal is for the program to be fully in place in time for the fourth quarter of this fiscal year. Additional information on the program is available at <http://www.sba.gov/wosb>.

The Small Business Jobs Act, passed in September 2010, will result in at least 11 FAR cases entailing small business contracting issues. Of most importance is that the Act addresses the parity issues that have clouded set-aside procedures for the last few years. Specifically, the Act changes the "shall" to a "may" in the Historically Underutilized Business Zone (HUBZone) statute regarding set-asides. This permits parity among the set-aside authorities for the subcategories: HUBZone, Service-Disabled Veteran-Owned Small Business (SDVOSB), 8(a) Business Development Programs, and WOSBs.

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### MSFC Hosts Contacts 2011 (continued from page 1)

It also bodes well for the Southern Louisiana coast, he said. "That region is connected to a lot of NASA business," Brock said, citing the critical, interrelated launch vehicle development and human space flight work conducted at Marshall, Johnson Space Center in Houston, and Stennis Space Center near Bay St. Louis, Miss. Michoud's capabilities enhance much of that work, and Brock said it is imperative to promote economic growth all along the Gulf Coast.

NASA leaders are confident the facility is on track to play its part in that growth—and to reinvent itself for a promising new era in space exploration. "We're beginning to gain momentum, bringing in new commercial customers," Marshall Deputy Director Gene Goldman said in his address to the conference. "The path to the stars is a difficult one, but the work we do here at Michoud is vital to it."

To learn more about doing business with Michoud, visit <http://mafbusiness.msfc.nasa.gov>.



## AA's Corner (continued from page 2)

The Act also establishes the term "Consolidation." The Act establishes restrictions on the use of consolidated contracts, including a justification requirement for such contracts exceeding \$2 million. As part of the justification, agencies may not include the benefits of administrative and personnel savings as part of the justification. As noted above, new FAR rules will need to iron out differences between bundling and consolidated policies.

The Act (with the implementation of new FAR rules) will allow agencies to reserve one or more contract award for small businesses under a full and open solicitation for multiple award Indefinite Delivery/Indefinite Quantity (IDIQ) contracts; set aside part or parts of a multiple award contract for small business concerns; and set aside task orders to be issued under a multiple award ID/IQ contract for small businesses.

Moreover, the Act eliminates the Small Business Competitiveness Demonstration program, meaning that NASA and other agencies may now set aside construction work (and other former Designated Industry Groups) for small businesses.

If all that weren't enough, the Act also targets subcontracting, specifically prime contractors not using services of subcontractors during contract performance after taking credit for the subcontractors in proposals. A representation is now required from the prime that states the prime will acquire the same amount and quality of supplies or services from the small businesses as specified in the bid or proposal. The prime must provide a written explanation if it fails to acquire work from small businesses as described in the proposal. Furthermore, primes are now required to notify the Contracting Officer (CO) in writing when a prime reduces a price to subcontractor or when payments to subcontractor are more than 90 days past due. The written notification must explain why the price was reduced or the payments are late. The CO shall consider any unjustified failure as part of evaluating the performance of the prime contractor, and shall record the identity of any prime contractor that has a history of unjustified, untimely payments to subcontractors.

Yet another result of the Act is that the SBA may now establish Mentor-Protégé Programs (MPP), modeled on the 8(a) program, for SDVOSBs, WOSBs, and HUBZone businesses. There will also be a study of the effectiveness of SBA's program, which may eventually affect the future of the program.

Additionally, the Act creates a statutory presumption regarding a loss to the Government due to a willful misrepresentation of size or status. The Act provides the losses are presumed to be the value of the instrument awarded. This establishes a monetary amount for penalties due to false representations.

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## TRAINING PROCUREMENT PERSONNEL THE NASA PERSPECTIVE

**BILL MCNALLY**, ASSISTANT ADMINISTRATOR FOR PROCUREMENT

One of the keys to a strong procurement organization is to provide good training to our workforce. CON 100 is the first of the required procurement training courses. Because this is a Defense Acquisition University course, participants get the needed information, but none of it from a NASA viewpoint.

The procurement training team at the Office of Procurement devised a method to provide NASA-specific information. For this most recent CON 100 class, half of the last day was set aside for the NASA perspective. I, along with the Headquarters division directors and members of our office, gave presentations to the class. The division directors went over what each of their organizations do. Staff experts covered key items that will impact procurement personnel across the Agency, including eTools, the Contract Management Module, the Federal Procurement Data System—Next Generation, Data Quality, and more. There were also briefings about the roles of the Centers and what their procurement offices do.

It was my pleasure to share some of the great things we do at NASA. I went over our mission, vision, and strategic goals. (I've put them below.) I talked about how procurement fits into NASA. Then, I spent the rest of the time going over two things I believe are very important: NASA procurement tenets and what goes into getting the best requirements.

This NASA-specific section of the class was very successful. It was also a successful outreach tool. About half of the people attending were Contracting Officer's Technical Representatives

(COTRs). So the session gave procurement personnel what they needed to know. It also gave COTRs a unique view of how the work they do carries over to the procurement side.

Feedback from the participants was positive. I was very pleased that this was such a successful session. I expect we'll see more of these in the future.

### Procurement's Vision, Mission, and Strategic Goals

**Mission:** Deliver optimal business solutions meeting NASA's mission.

**Vision:** Acquisition excellence in an evolving environment.

### Strategic Goals

Goal 1: Develop and maintain a balanced workforce strategy.

Goal 2: Enhance the development of procurement professionals.

Goal 3: Ensure procurement policy is required, clear, and easily implemented.

Goal 4: Improve procurement by fully integrating people, processes, and requirements to meet Agency needs.

Goal 5: Ensure an efficient and sustainable electronic tool set that is useful and used.

Goal 6: Forge strategic alliances, internal and external, that will enable continuous improvement of the acquisition function.

# MISSION DIRECTORATE UPDATE NASA ESMD

BY ASHLEY EDWARDS, ESMD SPECIALIST

NASA's Exploration Systems Mission Directorate (ESMD) remains focused on developing and managing the capabilities and technologies that NASA will need for future human exploration missions beyond low-Earth orbit. The primary current work of ESMD is to align our resources and mission priorities with the direction provided by Congress in the Authorization Act of 2010 and signed into law by the President. Although NASA will be operating under a continuous resolution through March 4, 2011 (at least), the NASA Authorization Act of 2010 does provide enough information for ESMD to broadly prepare plans for forward work.

As part of the Agency's ongoing integrated architecture analysis and program planning efforts for human space flight, a Human Exploration

Framework Team (HEFT) was chartered to provide decision packages to Agency leadership in order for them to make strategic and technical decisions regarding NASA's future human space flight architecture. The chosen Capability-Driven Framework approach is a flexible strategy that opens multiple potential destinations throughout the solar system—including the Moon, near-Earth asteroids, and Mars as the horizon destination—and is enabled by evolving capabilities, budget allocations, and national priorities.

It is within the Capability-Drive Framework approach that ESMD has created working groups to address top-level affordability, cost, performance, schedule, technology, and partnership considerations, while emphasizing an early focus on developing the "Big Four": (1) a human-rated Space Launch System (SLS); (2) a Multi-Purpose Crew Vehicle (MPCV); (3) commercial crew and cargo services to the International Space Station (Commercial Crew Development [CCDev] and Commercial Off-The-Shelf [COTS] partners); and (4) mission-focused technologies.

Leveraging this base, consistent with law and policy, NASA's Capability-Driven Framework captures the short-, mid-, and long-term plans for human space

exploration that include increased interagency, international, and commercial cooperation for the benefit of the Nation, while yielding improved affordability, sustainability, and flexibility. There may be opportunity for small business as these study areas become better defined and as NASA prepares to move forward with acquisition strategies on these programs.

With regard to the Mission-focused technologies mentioned above, ESMD continues to invest in the Advanced Capabilities Division (ACD), which provides the knowledge, technology, and innovation that will enable current and future exploration missions. ACD is composed of three major programs: Lunar Precursor Robotic Program (LPRP), Human Research Program (HRP), and Exploration Technology Development Program (ETDP). These ACD programs and their projects provide knowledge as a result of ground-based research and technology development, research conducted in space, and observations from robotic flight missions.

At the heart of this knowledge development is a partnership between NASA and small business concerns. Technology needs driven by NASA and

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## REGULATORY AND LEGAL UPDATE

BY EVE LYON, NASA OFFICE OF GENERAL COUNSEL

Public Law 111-499, the Small Business Jobs Act of 2010, was probably the most significant legislation in 2010 affecting procurement. A large number of FAR cases have been opened to implement the numerous provisions in statute; small business will become an even more active area as implementation of the statute occurs. Although a few provisions of the statute will be effective earlier in 2011, most of the provisions will not be effective until at least the end of 2011.

### The key provisions of the statute are:

- **Parity:** Changed "shall" to a "may" in the HUBZone statute. This change permits contracting offices to continue to follow executive Agency guidance to choose a set-aside among businesses owned by service-disabled veterans, HUBZone, or 8(a) programs without fear of a protest to Government Accountability Office or Court of Federal Claims. Expect a proposed rule to FAR early in 2011.
- **Reservations of Awards to Small Businesses:** Provides agencies the discretion

to foster small business by (1) reserving parts of a multiple award ID/contract; (2) setting aside tasks orders issued under a multiple award ID/Q contract; and (3) reserving one or more awards for a multiple award contract. Implementation will take time.

- **Payment to Subcontractors:** Requires prime contractors to notify the contracting officer when prime reduces price to subcontractor or payments to subcontractor are more than 90 days late. Identity of prime will be placed in Federal Awardee Performance and Integrity Information System (FAPIIS) if prime cannot justify its actions. Implementation will take time.
- **Repeal of the Small Business Competitiveness Demonstration Program:** Final rule is published. It became effective on January 31, 2011.
- **Subcontracting Compliance:** Requires prime contractor representing actual performance of a small business will be the same as

specified in the proposal. Prime contractor will be required to provide a written explanation if it fails to meet this representation. Implementation will take time.

- **Willfully Misrepresentation:** Statute defines "willfully misrepresentation" as the following actions by a large business: submission of a proposal in a competition that has been set aside; submission of a proposal that encourages agency to classify it as small; or registration in a Federal electronic database as a small business. Statute also presumes losses for "willfully misrepresentation" to be the value of the instrument awarded to an "other than small business concern." Implementation will take time.
- **Consolidation:** Proscribes required procedures when an agency "consolidates" requirements. Bundling is a subset of consolidation. The definition of consolidation is similar to the definition of bundling except consolidation does not require that the interests of a small business be affected. Implementation should be facilitated because U.S. Department of Defense already has procedures on consolidation.

## DOING BUSINESS WITH KSC

BY LARRY THIRD, SMALL BUSINESS SPECIALIST

You want to do business with KSC, but are not sure where to start? Does KSC need the product or service that you offer, or does KSC have resources that you would like to utilize? A good place to start is the NASA Office of Small Business Programs (OSBP) Web site located at <http://www.osbp.nasa.gov>. You will find a wealth of information on the various small business programs; information tailored to the individual Centers, such as acquisition forecasts, a top 10 list of North American Industrial Classification codes procured by each Center; links to important Web sites; and much more. By doing a little homework, you can focus your efforts on the Centers where your best opportunities exist.

If you are interested in doing business with KSC, you can access the KSC Web site at <http://www.ksc.nasa.gov>. The "Doing Business with Us" link on the KSC Web site provides information to ensure private industry has the maximum opportunity to do business with KSC. At KSC, we are committed to communicating our business opportunities to all potential bidders and partners. These opportunities include, but are not limited to, Shuttle and expendable launch vehicle processing, partnering with external industry, and utilizing preexisting Government and Center technology capabilities and infrastructure.

For those that are specifically interested in procurement opportunities, visit: <http://procurement.ksc.nasa.gov>. The KSC Office of Procurement has an off-site Central

Industry Assistance Office (CIAO) serving as an outreach to private industry and a primary source of information for firms seeking business opportunities at KSC and other NASA Centers.

The CIAO, pronounced "Chow" like the Italian salutation for hello or goodbye, was established by the KSC Small Business Council (now the KSC Prime Contractor Board [PCB]) in 1994 to provide "one-stop shopping" for small businesses in their quest to market to NASA at KSC and prime contractors. Because the world of Government contracting can be very complex, the CIAO provides outreach to private industry to help navigate through these processes. On Tuesdays and Thursdays, the CIAO provides joint counseling opportunities with entities wanting to engage in new business with KSC. By meeting jointly to counsel these businesses, it saves them time and money, presents a "team" face to the small business community, and provides a comfortable environment for them to share their information. To schedule an appointment, please call (321) 867-7353.

The Business Opportunities Expo, an outreach event organized annually by the PCB, provides companies an opportunity to network with representatives from the 45th Space Wing, KSC prime contractors, NASA, and many more agencies as another means of exploring business opportunities.

The CIAO is located just south of the gate on State Road 3 in the Press Accreditation Building. Being outside the gate, no badge is required for a visit. Next time you are in town, stop by, and say hello to Damian Boos, C&C International Computers and Consulting, and Larry Third, KSC small business specialist.

## AMES RESEARCH CENTER SMALL BUSINESS ADVOCACY AND SUCCESSSES

BY LUPE M. VELASQUEZ, SMALL BUSINESS SPECIALIST

AMES Research Center had a successful FY 2010 in the small business arena.

Many of the small business awards were made in the construction area and are attributable to the Multiple Award Construction Contracts (MACCs). From November 2007 through FY 2010, over \$33.3 million of construction has been competed under the MACC. Five of the six awards were made to small business firms and these firms have competed and won over \$27.9 million in awards or 92 percent of the total dollars awarded. In FY 2010 alone, these small business firms won awards totaling over \$12 million. The five small business firms include:

1. Agbayani Construction Corporation (HUBZone);
2. Kuehne Construction (Small Business);
3. R. S. Morris Construction (Woman-Owned Small Business/HUBZone);
4. RMA Land Construction [8(a)]; and
5. Sygnos, Inc. (SDVOSB/HUBZone).

The MACC concept has been so successful that ARC plans to issue a follow-on competition commencing this fiscal year. The team managing the MACC project was nominated for the NASA Small Business Advocates Awards in the category of procurement management team, and was pleasantly surprised when they received a call from Glenn Delgado, Associate Administrator OSBP, announcing

their selection for the FY 2010 awards program. Three of the members were able to attend the 3rd Annual Small Business Symposium to receive their awards and also meet Charles Bolden, NASA Administrator.

In response to SBA's annual call for small business prime contractor nominations, two nominations were submitted by ARC's contracting officer. The two nominations for R.S. Morris Construction and Eloret were selected for SBA Awards of Excellence. In fact, SBA Region IX selected R.S. Morris Construction to receive the Administrator's Award for Excellence based on ARC's nomination. A formal presentation was made at the Fresno Business Matchmaking event in Fresno, CA, on August 25, 2010.

FY 2010 resulted in two firsts for the Center. A large construction project was set aside as a HUBZone competition. This project for the Rotary Uninterruptable Power Supply (RUPS) was awarded to South Bay EDC, Inc., in September 2010 at a total value of \$10.7 million. The project is expected to be completed in September 2014, if options are exercised. The Center Wide IT Services (ACITS-3) requirement is being competed as a small business set-aside. This is the first set-aside for this requirement in the last 25 years. Presently, the proposals are in the evaluation phase of the procurement process. This acquisition strategy resulted from numerous exchanges with industry, great response to the Sources Sought announcement, and the submission of thorough capability statements.

Lastly, there will be personnel changes at the Center in the area of advocacy of the small business program. The current procurement officer, Jeff Lupis, will be leaving in mid-February for a new assignment at the National Science Foundation. Lewis Braxton III, the competition advocate, will be on a yearlong detail at NASA Headquarters commencing in March 2010. Deborah Feng has been designated the new procurement ombudsperson.

developed by small businesses, using research funding from Small Business Innovation Research (SBIR), have addressed numerous technology challenges that better position NASA for future surface exploration missions. This partnership is helping to create more robust, autonomous robots that are highly suited for harsh environments; batteries with higher energy densities; and materials that can repel dust and dirt from sensitive equipment.

In addition, this same partnership is studying solutions to known problems that must be solved before we arrive on another planetary body, e.g., long-term effects of abrasive dust on mechanical systems by producing high fidelity surface stimulants and damage control from debris scatter during landing. The small business partnership is helping NASA establish a safe method of arriving on another planetary body, a means to stay productive for extended mission durations, and new technologies that will enable us to make use of local resources to produce fuels, consumables, and potentially even new structural materials.

## MESSAGE FROM THE NASA CHIEF TECHNOLOGIST'S OFFICE

BY DOUG COMSTOCK AND GREGOR HANUSCHAK  
OFFICE OF CHIEF TECHNOLOGIST

Our National Space Policy states that, "A robust and competitive commercial space sector is vital to continued progress in space. The United States is committed to encouraging and facilitating the growth of a U.S. commercial space sector that supports U.S. needs, is globally competitive, and advances U.S. leadership in the generation of new markets and innovation-driven entrepreneurship." NASA's Office of the Chief Technologist (OCT) is supporting this policy through its programs and initiatives that include the SBIR program. As a recent example, NASA worked with the commercial space community to determine which technology innovations could be most important to emerging commercial space capabilities and, as a result, new commercial space subtopics were introduced as part of the 2010 SBIR solicitation, seeking solutions for needed innovations from small high-tech firms.

NASA has determined that Low Cost Reliable Access to Space (LCRATS) is one emerging area of commercial space that is of particular importance to both NASA and the emerging space industry. The development of new, U.S.-led commercial reusable launch vehicles could support numerous important areas for innovation and new market development, including reusable suborbital vehicles for tourism, science, and point-to-point transportation; frequent on-demand small satellite launches, which could include cubesats, phonesats, and microsats; payload launches for spacecraft from 100 kg

to 2000 kg; and general concepts that address frequent, on-demand payload return from space.

Working with NASA's Space Operations Mission Directorate (SOMD) and sponsored by the Partnerships, Innovation, and Commercial Space (PICS) Office in OCT (formerly known as the Innovative Partnerships Program or IPP), the commercial reusable launch vehicle (CRLV) technology roadmap development team worked with the Air Force Research Laboratory (AFRL) and the Federal Aviation Administration (FAA) to hold a series of meetings with 32 commercial companies pursuing LCRATS. When asked what nonmonetary assistance the Government could provide to help their businesses, many of these companies suggested that the Government should encourage research in areas that could help mitigate future engineering challenges. Suggested areas of research included secondary/auxiliary payload-to-launch vehicle interface technologies; propulsion technologies; spaceport enhancements and improvements; advanced composite tank and materials technologies; reusable, reliable, low cost thermal protection systems; vehicle integration and ground processing; and cryogenic fluid management technologies.

In the model of the National Advisory Committee for Aeronautics (NACA)—NASA's predecessor agency that helped facilitate the development of the emerging aviation industry—NASA is now looking to play a similar role with the emerging commercial space industry. NASA addressed the industry-suggested areas of research identified by the CRLV roadmap team in new 2010 SBIR subtopics. Research work is now beginning to address these technical challenges, as the first awards in these areas have recently been made. NASA hopes that SBIR subtopics aligned with commercial space needs will continue to serve NASA and the U.S. commercial space industry in future years.

# WHERE SMALL BUSINESS DIFFERS

## OSBP PROGRAM MANAGES NASA'S CONTRACTS TO SMALL BUSINESSES

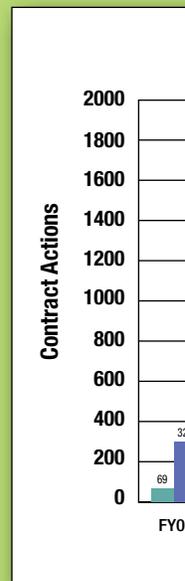
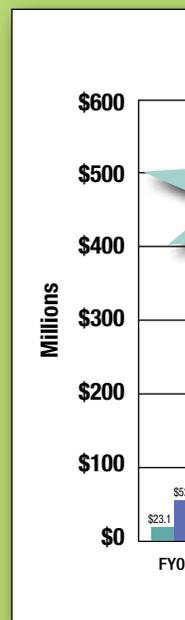
BY DAVID B. GROVE, NASA OFFICE OF SMALL BUSINESS PROGRAMS

In December, NASA presented awards to 5 of its 10 Centers for achieving the congressionally mandated goal of awarding three percent of their contracts to SDVOSBs. The Centers receiving the awards were Dryden Flight Research Center, Glenn Research Center, Langley Research Center, Stennis Space Center, and Goddard Space Flight Center. Goddard was the first large Center with an acquisition budget of almost \$3 billion to receive such an award.

The Federal Government has made great strides in contracting to both VOSBs and SDVOSBs. In the last 10 years, the Federal Government has gone from .07 percent to 2.49 percent in 2010.

NASA has also made steady progress over the last 10 years. In 2010, NASA awarded \$437 million to VOSBs and \$237 million to SDVOSBs. The ability for NASA to meet its veteran goals is dependent on many things. One of the most important factors is what NASA procures. There are very few small businesses, let alone veteran-owned small businesses, that manufacture rockets or satellites. In addition, there are no tools to set aside procurement for veterans and, until this year, even the SDVOSB program did not have parity with HUBZone or 8(a) set-asides. Even with these challenges, NASA continues to work toward meeting the same goal as every other government agency.

The graphs on the right indicate the progress NASA has made over the last few years in both dollars and contract actions. For SDVOSB, NASA is halfway to the 3 percent goal at 1.63 percent. The VOSB dollar amount has dropped off in the last 2 years and some of this is attributed to the lack of set-aside tools. NASA has updated its strategic plan for achieving its goals and it is posted on our Web site at <http://www.osbp.nasa.gov>.

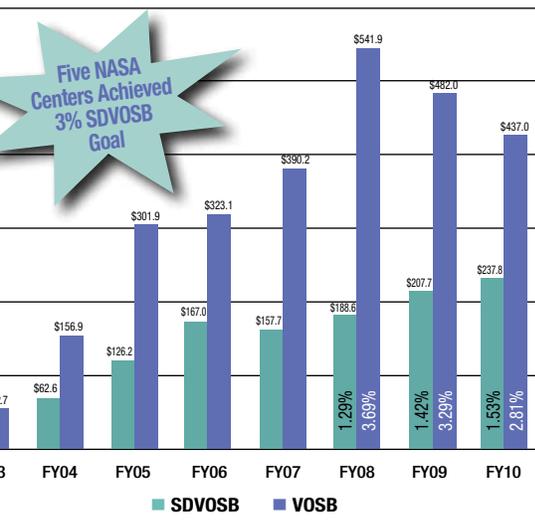


# BUSINESS MAKES A BIG DIFFERENCE

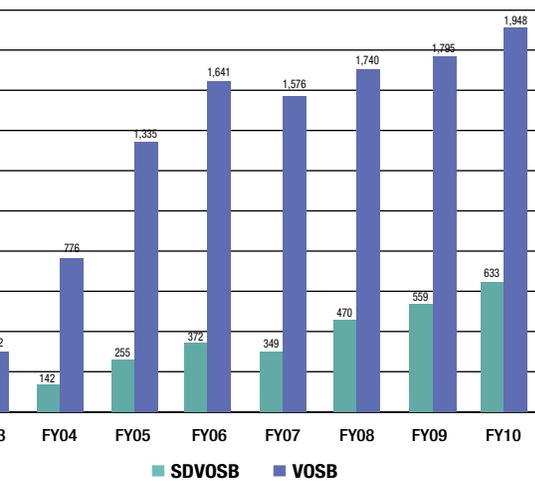


## LEADER HIGHLIGHT BUSINESS WITH VETERAN-OWNED

Dollars Awarded to Veteran and Service-Disabled Veteran-Owned Small Businesses



Contract Actions Awarded to Veteran & Service-Disabled Veteran-Owned Small Businesses



## MENTOR-PROTÉGÉ PROGRAM UPDATE

BY DANA JONES, NASA OFFICE OF SMALL BUSINESS PROGRAMS

In accordance with the guidelines of the NASA Mentor-Protégé Program, the OSBP will conduct annual reviews of all Mentor-Protégé (MP) Agreements that have been in place for one year or more. The reviews will monitor the progress of active agreements and ensure that the stated goals in each agreement have been completed for the year. Reviews will likely take place at the protégé's facilities. OSBP will set up meetings with both the mentors and protégés together and separately to discuss the progress of all elements of the agreement. Center small business specialists will be notified in advance of the specific items that will be reviewed. By conducting annual reviews, OSBP hopes to continue fostering successful business relationships between mentors, protégés, and NASA. **For more information about annual reviews, please contact Dana Jones at 202-358-2088.**

There are currently 11 active Mentor-Protégé Agreements and 27 Approved Mentor Applications Active Agreements under the New Mentor-Protégé Program:

- Assurance Technology Corporation/ Custom Manufacturing Services—WOSB
- ATK/Lansmont Corporation—SDVOSB
- Honeywell Technology Solutions, Inc./Advocates in Manpower Management—Small Disadvantaged Business (SDB),VOSB
- Jacobs Technology/Tuskegee University—HBCU/MI
- Jacobs Technology—ESC Group/ Aerodyne Industries, LLC—SDVOSB
- PWR/Avans Machine and Tool—HUBZone
- SAIC/ERT—WOSB
- SAIC/Oakwood University—HBCU/MI
- SGT, Inc./ MCT, Inc.—8(a), WOSB
- TASC, Inc. /Azimuth, Inc.—SDVOSB
- The Boeing Company/Creative Management Solutions—SDB, 8(a)
- Coastal International Security, Inc.
- Computer Sciences Corporation
- Hamilton Sundstrand Space Systems International, Inc.
- Honeywell Technology Solutions
- ITT Corporation Systems Division
- 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 Company
- SAIC
- SGT, Inc.
- TASC, Inc.
- Teledyne Brown Engineering
- Tetra Tech NUS
- Unisys Corporation
- United Space Alliance, LLC
- Wyle Integrated Science and Engineering

### Approved Mentors:

- AECOM Technical Services, Inc.
- Assurance Technology Corporation (ATC)
- ATK Space Systems
- Ball Aerospace
- The Boeing Company
- Booz Allen Hamilton

# IMPORTANT DATES TO REMEMBER

## A.A.'s Corner (continued from page 3)

These are just a few of the highlights of the bill. To read all 101 pages of the bill, go to: <http://www.gpo.gov/fdsys/pkg/BILLS-111hr5297enr/pdf/BILLS-111hr5297enr.pdf>.

As these changes become effective through implementation of FAR revisions, we will keep you informed.

As we all get through this cold and snowy winter and look forward to spring, I wish that everyone stays safe and warm.

## GLENN A. DELGADO

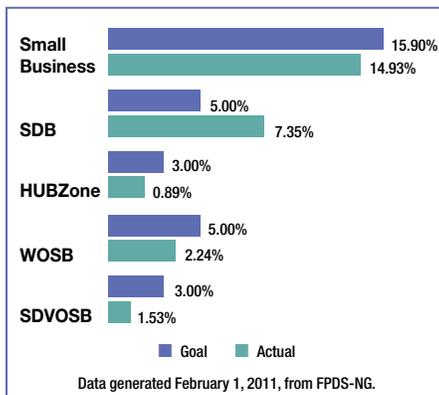
ASSOCIATE ADMINISTRATOR  
NASA OFFICE OF SMALL BUSINESS PROGRAMS

## U.S. SBA PROCUREMENT CENTER REPRESENTATIVE (PCRs)

Procurement Center Representative (PCRs) increase the small business share of Federal procurement awards by initiating small business set-asides; reserving procurements for competition among small business firms; providing small business sources to Federal buying activities; and counseling small firms. In addition, PCRs, advocate for the breakout of items for full and open competition to affect savings to the Federal Government.

For additional information, visit: <http://www.sba.gov/content/government-contracting-field-staff-directory>.

FY 2010 NASA Agency Prime Goals vs. Actual Percentages AS OF DECEMBER 31, 2010	
CATEGORY	DOLLARS
Total Dollars	\$ 15,556,366,646
Small Business	\$ 2,322,318,380
SDB	\$ 1,142,750,995
8(a)	\$ 476,470,319
HUBZone	\$ 138,951,926
WOSB	\$ 348,914,582
SDVOB	\$ 237,802,682



## Solutions for Enterprise-Wide Procurement (SEWP) Conference 2011

April 12–14, 2011 | San Diego, CA | Web site: <http://www.sewp.nasa.gov/conferences/sandiego11/index.shtml>

## 2011 OSDBU Procurement Conference

April 21, 2011 | Dulles Expo Center South Hall | Chantilly, VA | Web site: <https://www.fbcinc.com/osdbu/>

## CelebrAsian Business Opportunity Conference 2011

May 23–25, 2011 | Los Angeles, CA | Web site: <http://www.celebrasianconference.com/>

## 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/>

## The Minority Enterprise Development (MED) Week

September 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: [www.osbp.nasa.gov](http://www.osbp.nasa.gov)

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

## 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](mailto:smallbusiness@nasa.gov). Please type "newsletter" in the subject line of your e-mail.

## OSBP STAFF:

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

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**DANA JONES**, Program Analyst (Contractor)

**TRUPHELIA M. PARKER**, Editor/Scheduler (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.