



Office of
Small Business Programs (OSBP)
where small business makes a **big** difference



NASA Small Business Learning Series: The Relevance of Subcontracting

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Relevance of Subcontracting to Small Businesses

- Foot in Door
- Learn NASA culture and idiosyncrasies
 - Have your accounting system in place
 - Benefits to employees
 - Centers can be very different
- Build up past performance history

Relevance of Subcontracting to Small Businesses

- Smaller, more manageable scopes of work
- More Opportunities: \$5.5 Billion to SB's in 2017, 51% at the subcontracting level
- Even more pronounced disparity for HUBZone and SDVOSB's
- Possible Mentor-Protégé agreement
- Possible work on other contracts with the same prime

Relevance of Subcontracting to NASA

- Largest, highest-profile programs couldn't be done without SB subcontractors
 - Orion – Lockheed – over 800 SB subcontractors
 - Space Launch System (SLS)
 - Boeing (250 SB subs)
 - Aerojet Rocketdyne (20 SB subs)
 - Webb Space Telescope (Grumman)

Relevance of Subcontracting to NASA

- Base Operations/Facilities/Construction
- Agency subcontracting goals
- Large prime subcontracting goals

How to Approach

- Start with NASA Small Business Specialist, who will put you in touch with large primes
- Attend joint counseling sessions
- Attend outreach events

How to Approach

- Must build relationships with primes
- Need to partner/be on a team 18-24 months before a solicitation comes out
- Use Active Contract Listing (ACL) sheets on OSBP Mobile app