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