Barrios Overview

NASA Office of Small Business Utilization
National Small Business Week Webinar
May 3, 2018

Barrios Technology
The Barrios Story

- Founded in 1980 as a Hispanic Woman-Owned Small Business (WOSB)
  - Emyre Barrios Robinson – majority owner with 7 partners (including Sandy Johnson)
  - First contract was Flight Design Support Services for NASA/JSC
- Successful growth, many awards, 8(a) status from 1984 to 1990
- Ownership changes from 1990 – 1992
- Sandy purchased company in 1993
  - Returned to roots as a WOSB
The original Barrios team
Mission/Vision/Values

• Barrios’ Mission Statement:
  – To be the foremost small aerospace engineering services company providing extraordinary value to our customers, employees, and communities

• Barrios’ Vision:
  – To replicate the best of who we are in targeted U.S. aerospace markets while strengthening our commitment to current customers

• Barrios’ Core Values:
  – Respect, Integrity, Commitment, Excellence
Barrios Core Capabilities

- Core Capabilities:
  - Mission Integration & Operations
  - Software Engineering & Integration
  - Program Planning & Control
  - Aerospace Engineering & Science
Accomplishments

• Held prime contracts continuously throughout 38 year history
• All award fee scores in the Excellent range
• Two-time winner of NASA’s prestigious George M. Low award
  – Product and Services categories
• AS9100 Certified with no findings at Renewal
• Numerous customer awards, including:
  – Small Business Administration (SBA) Region VI Subcontractor of the Year
  – NASA’s Woman-Owned Business of the Year (Agency-wide)
  – Boeing’s Supplier of the Year – WOSB Enterprise Award
  – NASA/JSC Mentor of the Year
MISSION and PROGRAM INTEGRATION

The Integration Contract for the NASA ISS Program

ISS Research: Payload Researcher assistance; Research data tracking; Outreach through social media, blogs, journals, and off-site visits

Real-Time Mission Support: Increment Planning; Research Operations Planning; On-console Support

Safety and Mission Assurance: Independent Safety Reviews; Probabilistic Risk Assessments

Analytical Assessments: Systems Engineering; visiting Vehicle approach clearances; Robotics; Dynamic Event Assessments

Mission Integration: Cargo Manifests; Stowage; On-board Consumables; Crew Time Planning

ISS Program Level Support: Certification of Flight Readiness; Change and Document Management; Information Technology
Lessons Learned

• Know when you need to hire expertise
  – Emerging business owners start by doing everything themselves or in-house
  – Can be hard to know when it’s time to bring in people smarter than yourself in an area (CFO, Business Development) but it pays off

• Banking
  – Everything has to be in writing
  – Bank story

• Know when to say stop
  – When investing in a new product line or market, set clear goals
  – Be willing to shut it down if it doesn’t pan out
  – Colorado story