OSBP Learning Series: How to Do Business with the NASA Ames Research Center and the NASA Armstrong Flight Research Center

Speaker: Christine L. Munroe

July 15, 2020
Housekeeping

• If you have any questions during the presentation, please enter them into the CHAT BOX.
• We will have a formal Q&A after the presenter concludes.
• Please keep your computers and phones on mute when not speaking.
• Please fill out the survey sent at the end of this presentation.
Participant Poll

Please answer these poll questions in the poll function in the CHAT BOX

• Is this the first webinar hosted by the NASA Office of Small Business Programs that you have attended?
  • YES OR NO

• How did you learn about this webinar?
  • A = OSBP Website
  • B = Communications from ARC, AFRC, or another Center
  • C = NASA Vendor Database email
  • D = Social Media
  • E = Other ________________
About the NASA Office of Small Business Programs

The NASA Office of Small Business Programs (OSBP) is located at Headquarters in Washington, D.C. and is under the leadership of Associate Administrator Glenn A. Delgado.

Our vision 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.

The NASA OSBP webinar series offers in-depth training relevant to small businesses; and provide the opportunity to ask questions directly to key points of contacts at the Agency.
Meet the Presenter

Ms. Christine Munroe is the Small Business Specialist for the NASA Ames Research Center located in the heart of Silicon Valley, CA and the NASA Armstrong Flight Research Center at Edwards Air Force Base.

She is responsible for promoting and integrating small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautic research. She assists in assuring that small businesses in all socio-economic categories receive adequate consideration in the procurement process.

Additionally, she represents the Agency at various events sponsored by the NASA Office of Small Business Programs (OSBP), the Small Business Administration (SBA), and other Government organizations, counseling small businesses on how to compete for Government contracts.

Ms. Munroe has more than 30 years of experience as a contracting professional and has advised several Source Evaluation Boards as a Contracting Officer in the procurement process. She is Federal Acquisition Certification in Contracting (FAC-C) Level III certified contracting professional. She recently graduated from the San Francisco Executive Board Leadership Program May 2019.

Ms. Munroe holds both a Masters’ of Science Degree in Systems Management and a Bachelor’s of Science in Human Services from Notre Dame de Namur University in Belmont, CA.

She has spoken at various Career Days, Math and Science Conferences throughout the Bay Area at local churches and school events. Her interests include traveling, reading, and watching sports. As an Air Force brat, she has resided in several locations (Madrid, Spain, Sacramento, CA, Bay Area, CA), but Ms. Munroe considers Milpitas, California her hometown. She currently resides in the Bay Area.
HOW TO DO BUSINESS WITH
THE NASA AMES RESEARCH CENTER AND
THE NASA ARMSTRONG RESEARCH CENTER
Agenda

• NASA Overview
• Ames Research Center Overview
• Armstrong Flight Research Center Overview
• Doing Business with NASA
• Metrics
• Upcoming Requirements ARC/AFRC
• Prime Contractor Information
• Small Business Resources
NASA Overview

Vision: To discover and expand knowledge for the benefit of humanity.


Ten Centers plus Jet Propulsion Laboratory organized into Space Centers, Research Centers, and a Shared Services Center.

Visit www.nasa.gov for more information.
NASA Mission Directorates
(Where To Do Business)

Aeronautics Research
Research directly benefits today's air transportation system, the aviation industry, and the passengers and businesses who rely on aviation every day.

Human Exploration & Operations
Oversees the leadership and management of NASA space operations related to human exploration in and beyond low-Earth orbit.

Science
Engages the Nation's science community, sponsors scientific research, and develops and deploys satellites and probes in collaboration with NASA's partners around the world.

Space Technology
Technology drives exploration to the Moon, Mars and beyond. NASA's Space Technology Mission Directorate (STMD) develops transformative space technologies to enable future missions.

Mission Support Directorate
Provide effective and efficient institutional support to enable successful accomplishment of NASA mission objectives.
NASA Centers

Enables the Agency’s mission and execute contracts in support of programmatic, institutional, and operational needs.

- **Headquarters OP** - Provides stewardship of acquisition process to support successful accomplishment of mission objectives. Provide policy, oversight, optimization of procurement resources, and support Mission Directorate Acquisition Strategy Development to enable more efficient operations for NASA.

- **NASA Shared Services Center** - Supports NASA’s overall mission by providing core procurement services across the Agency; award/adминистraiton of grants and cooperative agreements; research & development contracts; complex, large dollar service contracts; and commercial item acquisitions.

- **NASA Management Office** – NMO ensures proper coordination of all the required operational functions associated with the management of the FFRDC, the JPL contract, and is the focal point for communication with upper management at the JPL, and actively represents NASA in local outreach and educational events.

- **Armstrong Flight Research Center** - As the lead Center for flight research, Armstrong continues to innovate in aeronautics and space technology. The newest, the fastest, the highest -- all have made their debut in the vast, clear desert skies over Armstrong.

- **Glenn Research Center** - Glenn develops and transfers critical technologies through research, technology development, and systems development for safe and reliable aeronautics, aerospace, and space applications.

- **Kennedy Space Center** - Kennedy is "America’s Gateway to the Universe" -- leading the world in preparing and launching missions around Earth and beyond.

- **Marshall Space Flight Center** - Marshall is the world’s leader in the access to space and the use of space for research and development to benefit humanity.

- **Glenn Research Center** - Glenn develops and transfers critical technologies through research, technology development, and systems development for safe and reliable aeronautics, aerospace, and space applications.

- **Stennis Space Center** - Stennis is responsible for NASA’s rocket propulsion testing and for partnering with industry to develop and implement remote- sensing technology.

**NASA** spends approximately 85% of its budget on acquiring goods and services. FY18 Procurement spend was $19 billion; completed approximately 40K procurement actions (e.g., awards, modifications) and managed in excess of 25K instruments (e.g., contracts, PO, TO, DO).
Food for Thought

“Solicitations don’t just magically become set-asides or generally categorized by happenstance; the decision framework begins at the time that Market Research is being conducted and sources are being sought.”
ARC/AFRC Small Business Office
Vision and Mission Statement

Vision Statement
The vision of the Office of Small Business Programs at Ames Research center 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.

Mission Statement
To advise the Center personnel on all matters related to small business.

To expand and enhance supplier diversity efforts by participating in small business outreach events.

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 Small Business Innovative Research (SBIR/STTR).

To provide small businesses maximum practicable opportunities to participate in NASA prime contracts and subcontracts.
Ames Research Center At-a-Glance

- Main focus at Ames Research Center
  - Research and Development in Aeronautics
  - Exploration Technology and Science aligned with the center's core capabilities
- Unique about Ames Research Center
  - ARC is located at Moffett Field, CA in the heart of California's Silicon Valley. 40 miles south from San Francisco, 12 miles north from San Jose, CA between Mountain View and Sunnyvale
- ARC is participating in Gateway/Artemis
  - VIPER
- Doing Business with NASA Ames: [https://www.nasa.gov/centers/ames/business/index.html](https://www.nasa.gov/centers/ames/business/index.html)
- ARC Current Missions: [https://www.nasa.gov/centers/ames/missions/index.html](https://www.nasa.gov/centers/ames/missions/index.html)
We are Ames!

Online Locations: [https://osbp.nasa.gov/about-arc.html#missionvid](https://osbp.nasa.gov/about-arc.html#missionvid)
Armstrong Strong Flight Research Center
At-a-Glance

Main focus at Armstrong Flight Research Center
• Aeronautical Flight Research and Airborne Science Research

Unique about Armstrong Flight Research Center
• AFRC is located at Edwards AFB
• AFRC has a satellite facility in Palmdale, CA Plant 42 Site 9 in support of Airborne Science Program

AFRC is participating in Gateway/Artemis
• Orion AA-2 Launch Abort System

AFRC is participating in New Aviation Horizons
• X-Planes (Experimental Aircraft will test advanced technologies & designs to reduce time for the technology to be adopted by industry)
  • https://www.nasa.gov/feature/nasa-aeronautics-budget-proposes-return-of-x-planes

Doing Business with AFRC: https://www.nasa.gov/centers/armstrong/business/index.html

Programs and Projects: https://www.nasa.gov/centers/armstrong/programs_projects/index.html
We are Armstrong!

Online Location: https://osbp.nasa.gov/about-armstrong.html#missionvid
<table>
<thead>
<tr>
<th>Agency/Center Breakdown by NAICS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Agency</strong></td>
</tr>
<tr>
<td>336414, 541710, 481212, 541715</td>
</tr>
</tbody>
</table>

### Research Centers

<table>
<thead>
<tr>
<th>Agency</th>
<th>336414</th>
<th>541710</th>
<th>481212</th>
<th>541715</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Ames Research Center</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541715</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>561210</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541715</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541330</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541519</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Armstrong Flight Research Center</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>336411</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541715</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>488190</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>336413</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541313</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Glenn Research Center</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541715</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>561210</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541519</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>236220</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541330</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Langley Research Center</strong></td>
<td>541710</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>561210</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541715</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541512</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>541611</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Shared Services

<table>
<thead>
<tr>
<th><strong>NASA Shared Services Center</strong></th>
<th>514512</th>
<th>541715</th>
<th>541519</th>
<th>561110</th>
<th>561110</th>
</tr>
</thead>
</table>

### Federally Funded Research & Development Center

<table>
<thead>
<tr>
<th><strong>Jet Propulsion Laboratory</strong></th>
<th>334511</th>
<th>541330</th>
<th>541715</th>
<th>611310</th>
<th>336414</th>
</tr>
</thead>
</table>

---

*www.nasa.gov*
Doing Business with NASA Basics

Preparation

Focus-
• Start with Small Business Specialist (SBS)
• Build relationships 18 to 24 months in advance
• Be persistent but not a Stalker

Know Customer and Do Your Homework –
• NASA Acquisition Forecast
• NAICS Code Chart
• Respond to Sources Sought Synopses / Request for Information
• Solutions

People – People Do Business With People
Patience – Long Term Relations
Persistence – But Don’t Be A Pest
Performance – Exceed Customer Expectations
Homework

Get To Know NASA Small Business Specialist Your Initial Point-Of-Contact (http://osbp.nasa.gov/contacts.html)

Review NASA Center Homepages (http://www.nasa.gov/centers/hq/organization/index.html)


NASA Shared Service Center (NSSC)

NSSC where small business makes a big difference

Decentralized Procurement

NASA Shared Services Center (NSSC) performs selected business activities for all 10 NASA Centers

- Contract Closeout & Procurement activities such as grant awards and administration
- Acquisition of training services
- Invoice Processing
- IT Seat Management and the administration of the
- Agency’s IT services contract

Starting in FY 2017, simplified acquisitions will be performed. SAT team will provide NASA Agency leadership with unprecedented insight into the simplified acquisition purchasing activity of NASA by consolidating all SAT purchases at or below $250,000
SBA and PTAC Resources

- Small Business Administration: www.sba.gov
- Procurement Technical Assistance Centers (PTACs): https://www.aptac-us.org/
- Small Business Development Centers (SBDC): www.sba.gov/sbdc
- Service Corps of Retired Executives (SCORE): www.sba.gov/score
- California Capital PTAC: www.cacapital.org
- Monterey PTAC Office: http://montereybayptac.org/
- NorCal PTAC: http://norcalptac.org/
- MCSC Kern Women’s Business Center: https://www.mcscorp.org/kern
METRICS
NASA Agency June FY20
Prime Goals vs. Actual Percentages
Data generated July 7, 2020 from BETA.SAM.GOV

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$13,189,688,105</td>
</tr>
<tr>
<td>SMALL BUSINESS</td>
<td>$2,043,551,373</td>
</tr>
<tr>
<td>SDB</td>
<td>$956,416,065</td>
</tr>
<tr>
<td>WOSB</td>
<td>$535,964,790</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$67,770,739</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$179,015,217</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>GOALS</th>
<th>ACTUALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>15.4%</td>
<td>15.5%</td>
</tr>
<tr>
<td>SDB</td>
<td>5.0%</td>
<td>7.3%</td>
</tr>
<tr>
<td>WOSB</td>
<td>5.0%</td>
<td>4.1%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>3.0%</td>
<td>0.5%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>3.0%</td>
<td>1.4%</td>
</tr>
</tbody>
</table>
ARC June FY20
Prime Goals vs. Actual Percentages
Data generated July 7, 2020 from BETA.SAM.GOV

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$331,863,443</td>
</tr>
<tr>
<td>SMALL BUSINESS</td>
<td>$100,191,656</td>
</tr>
<tr>
<td>SDB</td>
<td>$54,784,236</td>
</tr>
<tr>
<td>WOSB</td>
<td>$39,929,120</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$3,262,988</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$13,176,769</td>
</tr>
</tbody>
</table>

- Small Business: 37.9% Goals, 30.2% Actuals
- SDB: 14.5% Goals, 16.5% Actuals
- WOSB: 9.2% Goals, 12.0% Actuals
- HUBZone: 0.4% Goals, 1.0% Actuals
- SDVOSB: 3.4% Goals, 4.0% Actuals
AFRC June FY20
Prime Goals vs. Actual Percentages
Data generated July 7, 2020 from BETA.SAM.GOV

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$163,586,847</td>
</tr>
<tr>
<td>SMALL BUSINESS</td>
<td>$56,535,836</td>
</tr>
<tr>
<td>SDB</td>
<td>$23,513,162</td>
</tr>
<tr>
<td>WOSB</td>
<td>$4,948,608</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$610,493</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$4,581,090</td>
</tr>
</tbody>
</table>
UPCOMING REQUIREMENTS ARC AND AFRC
## ARC FY19-20 Upcoming Major Procurements

<table>
<thead>
<tr>
<th>Name of Procurement</th>
<th>NAICS Code</th>
<th>Estimated Dollar Value* (From the Acquisition Forecast)</th>
<th>Set-Aside (Y/N)</th>
<th>Anticipated Solicitation Release Fiscal Year Qtr.</th>
<th>Estimated Award Fiscal Year Qtr.</th>
<th>Re-compete (Y/N)</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Mars Sample Return (MSR) Earth Entry Vehicle (EEV) Thermal Protection Systems (TPS)</td>
<td>541715</td>
<td>$5M - $25M</td>
<td>Y</td>
<td>Q3/20</td>
<td>Q2/21</td>
<td>N</td>
</tr>
<tr>
<td>Aircraft Systems and Spaceflight Engineering Support Services (ASSESS)</td>
<td>541715</td>
<td>&gt;$100M</td>
<td>N</td>
<td>Q4/20</td>
<td>Q3/21</td>
<td>Y</td>
</tr>
<tr>
<td>Aerospace Testing Operations and Maintenance (ATOM) - 5</td>
<td>561210</td>
<td>&gt;$100M</td>
<td>N</td>
<td>Q4/20</td>
<td>Q4/21</td>
<td>Y</td>
</tr>
<tr>
<td>Cloud Service: Cloud Access Security Broker (CASB)</td>
<td>541512</td>
<td>$250K-$1M</td>
<td>Y</td>
<td>Q2/2021</td>
<td>TBD</td>
<td>Y</td>
</tr>
<tr>
<td>Cloud Professional Services</td>
<td>541512</td>
<td>$250K-$1M</td>
<td>Y</td>
<td>Q2/2021</td>
<td>TBD</td>
<td>Y</td>
</tr>
</tbody>
</table>

*Total value over life of contract, not annual value. Use Acquisition Forecast amounts: SAP-$1M; $1M-$5M; $5M-$50M, $50M+, TBD
## AFRC FY19-20 Upcoming Major Procurements

<table>
<thead>
<tr>
<th>Name of Procurement</th>
<th>NAICS Code</th>
<th>Estimated Dollar Value* (From the Acquisition Forecast)</th>
<th>Set-Aside (Y/N) If yes, also list category of set-aside</th>
<th>Anticipated Solicitation Release Fiscal Year Qtr.</th>
<th>Estimated Award Fiscal Year Qtr.</th>
<th>Re-compete (Y/N)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Center Administrative and Technical Support Services (CATSS)</td>
<td>561110</td>
<td>$25M - $50M</td>
<td>Y</td>
<td>Q4/Q20</td>
<td>Q2/Q21</td>
<td>Y</td>
</tr>
<tr>
<td>Facility Maintenance and Operations</td>
<td>561210</td>
<td>$5M - $25M</td>
<td>Y</td>
<td>Q3/21</td>
<td>Q3/22</td>
<td>Y</td>
</tr>
<tr>
<td>Institutional Safety Support</td>
<td>541990</td>
<td>$5M - $25M</td>
<td>Y Current (SDVOSB)</td>
<td>Q1/21</td>
<td>Q3/21</td>
<td>Y</td>
</tr>
<tr>
<td>Other Opportunities at AFRC – Currently purchased by Support Contractors</td>
<td>336413</td>
<td>Contractor</td>
<td>Email</td>
<td>N</td>
<td>N</td>
<td>N</td>
</tr>
<tr>
<td>Aircraft Parts – Various Platforms</td>
<td></td>
<td>Kay and Associates</td>
<td>InuTeq</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IT and Range Equipment</td>
<td>334511</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>334210</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Total value over life of contract, not annual value. Use Acquisition Forecast amounts: SAP-$1M; $1M-$5M; $5M-$50M, $50M+, TBD*
PRIME CONTRACTORS AT ARC AND AFRC
Logical Innovations, Inc.

- NASA Ames Research Center (ARC) – Financial Support Services (FSS)
  - The Logical-R Joint Venture, LLC
- Current NASA Centers/locations:
  - Ames Research Center
  - Armstrong Flight Research Center
  - Goddard Space Flight Center
  - Headquarters
  - Johnson Space Center
  - Kennedy Space Center
  - Marshall Space Flight Center
  - Stennis Space Center
- Logical Innovations, Inc. is a small business, minority-owned small business and woman owned small business – serving as a value-added provider of business, technical and creative services for the federal government and private industry
- With a career that began as a NASA contractor in 1984, I had the opportunity to grow professionally within this great agency and establish my company here. I started in my ‘comfort zone’ and grew from there.
- Building a company takes hard work and determination – it may not happen overnight but with the right planning, persistence and passion, it will!
  - There is no secret formula – it’s all about you!
- Primary NAICS Codes: 541219, 541511, 541512, 541513, 541519, 541330, 561210, 541715

www.logical-i2.com
info@logical-i2.com
281.990.8560
NASA Ames Research Center (ARC)

Doing Business at NASA Centers:

- Ames Research Center
- Goddard Space Flight Center
- Glenn Research Center
- Johnson Space Center
- Jet Propulsion Laboratory
- Kennedy Space Center
- Marshall Space Flight Center
- Stennis Space Center

- World-leading human spaceflight support organization
- Key provider of ground systems support & mission operations
- 60+ years of pioneering space engineering and operations

**NASA MPP Participation:** KBR commitment to MPP on ISRSD2 Contract

**Mentor Protégé Program (MPP) pursuit:**

- Develop strategic relationship with current Prime contractor to pursue potential MP opportunity
- As a new Subcontractor, establish strategic working relationship with the Prime contractor in consideration for a future MP opportunity

---

Chemise Smith, Small Business Liaison Officer
Email: csmith@sgt-inc.com

Phone: 301 464-7584
Website: kbr.com
Small Business Resources and Marketing Tools

Agency

NASA OSBP Calendar Outreach Calendar [https://osbp.nasa.gov/calendar-osbp.html](https://osbp.nasa.gov/calendar-osbp.html)

NASA Acquisition Forecast: [https://www.hq.nasa.gov/office/procurement/forecast/](https://www.hq.nasa.gov/office/procurement/forecast/)

NASA Partnership Office [https://www.nasa.gov/partnerships.html](https://www.nasa.gov/partnerships.html)


NASA Small Business Innovative Research (SBIR) and Small Business Technology Transfer (STTR) program: [http://sbir.gsfc.nasa.gov/SBIR/SBIR.html](http://sbir.gsfc.nasa.gov/SBIR/SBIR.html)

NASA OSBP Mobile App

- Features the NASA Small Business Specialists (SBS) and ability to request appointments
- Active Contract Listings (ACL)
- Highlights location and contact information of:
  - Center SBSs
  - Center Small Business Technical Advisors
  - Center Small Business Liaison Officers
  - Center PCR’s
  - Center Ombudsman
- NASA Agency Prime Contract Metrics
- Feature a “Fact or Fiction” Small Business quiz
- Available on all versions of iOS and Android platforms
NASA OSBP Mobile App
Small Business Resources and Marketing Tools

Center

Doing Business with ARC Small Business Upcoming Events
https://www.nasa.gov/centers/ames/business/index.html

Ames Contractor Council Contractor Information
http://www.amescontractorcouncil.org/contractorinfo.html

NASA Research Park http://www.nasa.gov/centers/ames/researchpark/home/#.VvMOA0bJSFg

NASA ARC Chief Technologist Office http://www.nasa.gov/centers/ames/cct/
Tech-bytes newsletter http://www.nasa.gov/centers/ames/cct/tech-bytes-newsletters

Moffett Air Field Goggle
https://sites.google.com/a/pv-nuq.com/nuq/
Tips

1. Be Educated –
   • Understanding your strategic advantages and your “disadvantaged advantages” such as 8a status, HUB zone, veteran or woman owned.
   • Sign up for training at the PTAC, SBA or SCORE Office.
   • If you are a small business sign up with the PTAC or local SBDC to assist you with reviewing your proposal before you submit it.
   • New 2017 effective of 10/1/17 NAICS codes SBA website has a new SBA tool to assist - https://www.sba.gov/tools/size-standards-tool
Tips

2. Leverage Partners & Competitors –
   • Small business as well as large businesses can easily benefit from partnering with other same size or different size businesses.
   • There are Mentor-Protégé programs and other programs through Small Business Advocate offices that can help small businesses.
   • Understand your advantages and what partners may make the best sense. Be smart about not looking at competition as competition, but as a potential partner.
   • Write a Success Story and Publish it.
   • Tell your competitors about upcoming requirements so that we can set-aside in (WOSB, SDVOSB and Hubzone)
3. Plan & Execute

- Devise a strategic business plan and implement it.
- Have a roadmap will keep you on track and ensure success.
- Review the NASA Acquisition Forecast, NSPIRE and SBIR websites at least twice a year.
- When meeting with the Contracting Officer regarding an upcoming requirement make sure that you review the requirement and submit questions in writing.
- Add NASA OSBP mobile app to your Android or iPhone
Tips

4. Build Relationships – Relationships are key in any sector
   • Attend Outreach Events for network/ matchmaking opportunities with other NASA prime contractors and other federal agencies.
   • Attend ACC monthly meetings and other events
   • Attend HBCU and other Socio Economic events locally

5. Be Prepared
   • Have an elevator speech that address what your company does when meeting with other Industry or Government
   • Have a capability sheet for each of your capabilities
   • Know your NAICS codes, GSA contracts & socio economic codes.
SBS Contact Information

NASA Office of Small Business Programs
Ames Research Center & Armstrong Flight Research Center

Attn: Christine Munroe
M/S 241-1
Moffett Field, CA 94035
Tel: (650) 604-4695
Fax: (650) 604-0912

E-mail: ARC-SmallBusiness@mail.nasa.gov
Web site: www.osbp.nasa.gov
Guest Speaker Contact Information

Denise S. Navarro  
President/CEO  
Logical Innovations, Inc.  
SB/SDB/WOSB/EDWOSB  
Office: 281-990-8560  
Cell: 281-460-5840  
dnavarro@logical-i2.com

Chemise Smith  
KBR | Small Business Liaison Officer  
Space and Mission Solutions  
Office: 301 464-7584  
csmith@sgt-inc.com

Robbin Kessler  
AFRC CO  
Office: 661.276.3761  
robben.m.kessler@nasa.gov
ANY QUESTIONS?
## Upcoming Webinars

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Guest(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>8/19/2020</td>
<td>How to do Business with NASA from the Vendor Perspective</td>
<td>FY 2019 Agency-level Small Business Industry Awards Winners</td>
</tr>
<tr>
<td>9/16/2020</td>
<td>How to Do Business with NASA Goddard Space Flight Center</td>
<td>Jennifer D. Perez Small Business Specialist</td>
</tr>
<tr>
<td>10/21/2020</td>
<td>Updates from the FAR: Small Business Edition</td>
<td>Dorice Kenely NASA Office of Procurement</td>
</tr>
</tbody>
</table>
NASA Small Business Specialists Across the Country

Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA
Armstrong Flight
Research Center
Atmospheric Research
and Testing
Edwards, CA
Christine L. Munroe

Jet Propulsion
Laboratory
Deep Space Robotic
Rovers and Networks
Pasadena, CA
Charles E. Bray, Jr.
Mary Helen Ruiz
Matthew B. Christian
Tara A. Every

Johnson Space Center
Human Space Flight Operations
Houston, TX
Robert E. Watts
Richard T. Slater
Monica F. Craft

NASA Shared Services
Center
Agency Contract Support
Bay St. Louis, MS
Troy E. Miller

Stennis Space Center
Vehicle Engine Testing
Bay St. Louis, MS
Kay S. Doane

Glenn Research Center
Aeronautics and
Spacecraft Technology
Cleveland, OH
Eunice J. Adams-Sipp

Goddard Space Flight
Center
Science Missions and Telescopes
Greenbelt, MD
Jennifer D. Perez
Sholainka Martyn
Kandice P. Chappell

Langley Research Center
Aviation and Space Research
Hampton, VA
Robert O. Betts

Kennedy Space Center
Space Vehicle Launch and
Landing
Cape Canaveral, FL
Joyce C. McDowell
Natalie B. Colvin

Marshall Space Flight Center
Space Transportation, Propulsion
Systems, Space Systems, and Science
Huntsville, AL
David E. Brock

www.nasa.gov
# Upcoming OSBP Outreach Events

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>NASA Speaker(s)</th>
<th>More Information</th>
</tr>
</thead>
</table>
| 7/22/2020  | USWCC National Small Business Federal Contracting Summit | Glenn A. Delgado  
Associate Administrator  
NASA Office of Small Business Programs (OSBP) | [www.uswcc.org](http://www.uswcc.org)                                           |
| 7/27/2020  | Lockheed Martin Interview with NASA                                  | Glenn A. Delgado  
Associate Administrator  
OSBP                                               | [smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov)                         |
| 7/30/2020  | NASA Virtual Small Business Outreach event with Congressman Matt Cartwright (PA-08) | Various NASA organizations                                                                 | [smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov) |
| 10/7/2020  | NASA OSBP Virtual Regional Outreach Event                            | Various NASA organizations                                                                 | [www.osbp.nasa.gov](http://www.osbp.nasa.gov) |

For additional information regarding OSBP outreach, email [smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov).
About the NASA Vendor Database (NVDB) on the Google Platform

• NVDB user benefits:
  • Market Research
  • Vendor Search Capability
  • OSBP Learning Series notices
  • HBCU/MSI Search
  • Capability Statement viewing
  • Vendor-to-Vendor engagement
  • Joint Venture opportunities

• NASA Agency User Registration: https://bit.ly/2O1u4uI
• Vendor Registration: https://Bit.ly/2O111aA
To learn more about the Small Business Program at NASA:

- [http://www.osbp.nasa.gov](http://www.osbp.nasa.gov)
- 202-358-2088
- smallbusiness@nasa.gov
- @NASA_OSBP
- NASASmallBusiness
- OSBP Mobile, available on iOS and Android devices