Housekeeping

• We will take questions through the conference line at the end.

• If you have any questions during the presentation, please enter them into the chat box.

• Please keep your phones on mute when not speaking.

• Press *6 to mute/unmute your line when asking your questions.
Joe Kroener is the Director of the NASA Partnerships Office within the HQ Mission Support Directorate.

He began his NASA career in 1990 as a procurement intern at Goddard Space Flight Center (GSFC). He went on to serve in several other capacities at Goddard and NASA HQ, including as a senior Contracting Officer and procurement manager at Goddard and Executive Officer and Director of the Procurement Audits Directorate for the NASA Office of Inspector General.

In his current role, Joe is responsible for providing Agency-wide guidance, operational support, advocacy, and training for domestic unclassified partnership agreements, as well as providing advisory and analytical decision support to the NASA Acquisition Strategy Council.

Joe has a B.S. in Finance from the University of Baltimore and an MBA from Loyola College in Maryland.
Non-Procurement Partnerships with NASA

NASA Office of Small Business Programs (OSBP)
Learning Series Webinar

February 19, 2020

Joe Kroener
Director, NASA Partnership Office
What are Partnerships?

- NASA regularly engages in a wide range of activities with a multitude of external entities; in a broad sense, all of these activities can be considered “partnerships”

- The focus of this briefing is on non-procurement partnerships such as NASA Space Act Agreements (SAAs)

- An SAA is a specific type of partnership instrument done under NASA’s “other transactions” authority under the Space Act

- In addition to the Space Act, there are several other partnering authorities used by NASA, including the Economy Act, Commercial Space Launch Act, Federal Technology Transfer Act, and others
What are Partnerships? (Cont’d)

- NASA partnership agreements are typically one of the following types:
  - reimbursable (partner reimburses NASA, in full or in part, for access to unique NASA resources);
  - nonreimbursable (no exchange of funds collaborations); or
  - unfunded (NASA provides resources other than funding to the partner) to help advance a technology or area of interest relevant to NASA’s missions

- Partnership agreements such as SAAs are not procurement instruments; NASA does not procure goods or services for the benefit of the Agency through partnership agreements
Why Does NASA Engage in Partnerships?

- Facilitates collaborative opportunities with domestic and international partners
- Helps NASA resolve gaps in technical capabilities that are important to meeting our mission objectives
- Supports U.S. economic innovation and industrial competitiveness
- Serves as a tool for meeting NASA’s mandate under the Space Act of stimulating the “fullest commercial use of space” and transferring NASA-developed technologies
- Helps maintain essential NASA expertise and facilities
- Facilitates NASA’s education and outreach goals
Potential Benefits for the Partner

- Access to unique NASA assets (e.g., specialized clean room, testing facilities/equipment) without having to incur a large capital expenditure.

- Access to unique NASA technical expertise (e.g., specialized consulting and analyses), software, and licensing opportunities.

- Opportunity to leverage resources by co-funding technology development of mutual interest, while retaining commercial IP rights to partner-developed technologies.

- NASA brand recognition (although NASA does not endorse commercial products or services).
With Whom Does NASA Partner?

- U.S. industry
- U.S. Federal agencies
- Research institutions
- Public outreach organizations (e.g., museums)
- State and local governments
- Colleges and universities
- Professional associations and non-profits
- Foreign entities (businesses, academia, research institutions, governments)
The U.S. private sector is NASA’s largest partner segment by # of agreements, accounting for more than a third of NASA’s 2,866 active agreements.

Source: NASA Partnership Agreement Maker (PAM) system and NASA System for International and External Relations Agreements (SIERA) database as of 9/30/2019
Partnerships Trends & Future Focus Areas

- The range of NASA partnership activities is increasingly diverse

- External partners and their capabilities are expanding; external partners continue to make breakthroughs in exploration technology and science in areas pertinent to NASA’s missions

- Effective partnerships with all partner segments will be vital for successfully accomplishing NASA’s missions, including the Artemis program and future exploration initiatives to Mars and beyond!

- NASA Partnerships Portal
  [http://www.nasa.gov/partnerships.html](http://www.nasa.gov/partnerships.html)
Contact Partnerships

- **Website:** [https://www.nasa.gov/partnerships.html](https://www.nasa.gov/partnerships.html)
- **Points of Contacts:** [https://www.nasa.gov/partnerships/contact.html](https://www.nasa.gov/partnerships/contact.html)
- **Current Space Act Agreements:** [https://www.nasa.gov/partnerships/about.html](https://www.nasa.gov/partnerships/about.html)
  - Select: List of Agreements with Domestics Entities
- **Sample Partnerships:** [https://www.nasa.gov/partnerships/recent-partnerships.html](https://www.nasa.gov/partnerships/recent-partnerships.html)
- **Upcoming Events:** [https://www.nasa.gov/partnerships/opportunities.html](https://www.nasa.gov/partnerships/opportunities.html)
OSBP UPDATES
## Upcoming Webinars

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<td>April 15, 2020</td>
<td>The Reboot of the NASA Mentor-Protégé Program</td>
<td><strong>David Brock</strong>&lt;br&gt;Small Business Specialist/Program Manager&lt;br&gt;NASA Marshall Space Flight Center</td>
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<tr>
<td>June 17, 2020</td>
<td>The Ins and Outs of Bid Protest</td>
<td><strong>Lisette Washington</strong>&lt;br&gt;Attorney Advisors&lt;br&gt;NASA Office General Counsel</td>
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Outreach Events

February 26-27, 2020

NASA Engagement Forum & Small Business Symposium at the Central Intercollegiate Athletic Association (CIAA)
Charlotte, NC

NASA Office of STEM Engagement
Mr. Rod Chappell, roderick.d.chappell@nasa.gov
Ms. Sharon Fitzgerald, sharon.g.fitzgerald@nasa.gov

March 25, 2020

Countdown to Success Supplier Summit and STEM Experience
Charleston, SC

NASA Office of Small Business Programs
Ms. Truphelia Parker, truphelia.parker-1@nasa.gov
Ms. Renee Crews, renee.crews@nasa.gov

April 21-22, 2020

NASA HBCU/MSI Technology Infusion Road Tour
at Morgan State University
Baltimore, MD

NASA Office of STEM Engagement
Mr. Rod Chappell, roderick.d.chappell@nasa.gov
Ms. Sharon Fitzgerald, sharon.g.fitzgerald@nasa.gov

June 11, 2020

Northwest Aerospace Defense Conference
Seattle, WA

NASA Office of Small Business Programs
Ms. Truphelia Parker, truphelia.parker-1@nasa.gov
Ms. LaRia Land, laria.b.land@nasa.gov
To learn more about the Small Business Program at NASA:

http://www.osbp.nasa.gov
202-358-2088
smallbusiness@nasa.gov
@NASA_OSBP
NASASmallBusiness
OSBP Mobile, available on iOS and Android devices
The NASA SBIR/STTR Program’s Phase I solicitation period is open from January 21 through March 20, 2020. For more information, https://sbir.nasa.gov/