NASA Agency September FY18 Prime Goals vs. Actual Percentages
Data generated 10/12/2018 from FPDS-NG

<table>
<thead>
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<th>CATEGORY</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$16,966,726,913</td>
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<tr>
<td>SMALL BUSINESS</td>
<td>$2,831,936,605</td>
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<tr>
<td>SDB</td>
<td>$1,374,662,759</td>
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<tr>
<td>WOSB</td>
<td>$756,204,676</td>
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<tr>
<td>HUBZone</td>
<td>$90,013,626</td>
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<td>SDVOSB</td>
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LaRC September FY18
Prime Goals vs. Actual Percentages
Data generated November 16, 2018 from FPDS-NG

<table>
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<th>CATEGORY</th>
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<tr>
<td>SDB</td>
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<td>WOSB</td>
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<td>HUBZone</td>
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## NASA FY17 Subcontracting Goals vs. Actual Percentages End-Year

Data pulled February 12, 2018 from eSRS

<table>
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<tr>
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<td>$772,664,124</td>
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<td>WOSB</td>
<td>$682,241,050</td>
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<tr>
<td>HUBZone</td>
<td>$209,113,078</td>
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<td>VOSB</td>
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<td>SDVOSB</td>
<td>$237,143,365</td>
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<tr>
<td>HBCU/MI</td>
<td>$15,851,325</td>
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</table>

### Graph

- **Small Business**: Goals - 42.7%, Actuals - 31.7%
- **SDB**: Goals - 5.0%, Actuals - 11.7%
- **WOSB**: Goals - 10.4%, Actuals - 5.0%
- **HUBZone**: Goals - 3.0%, Actuals - 3.2%
- **SDVOSB**: Goals - 3.0%, Actuals - 3.6%
NASA Small Business Specialists
(https://www.osbp.nasa.gov/map.html)

Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA
Christine L. Munroe

Armstrong Flight Research Center
Atmospheric Research and Testing
Edwards, CA
Robert Medina

Jet Propulsion Laboratory
Deep Space Robotic Rovers and Networks
Pasadena, CA
Felicia A. Bell
Section Manager
Mary Helen Ruiz
Small Business Administrator

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

NASA Shared Services Center
Agency Contract Support
Bay St. Louis, MS
Trey 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
Elizabeth A. Haase
Gilberto Del Valle
Jennifer D. Perez
Sholainka Martyn

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

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

Kennedy Space Center
Space Vehicle Launch and Landing
Cape Canaveral, FL
Joyce C. McDowell
Natalie B. Colvin
Procurement Analyst
## NASA Small Business Specialists Contact Info

<table>
<thead>
<tr>
<th>Center Category</th>
<th>Center</th>
<th>Name</th>
<th>Phone</th>
<th>Email</th>
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<tbody>
<tr>
<td><strong>Research Centers</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Ames Research Center</td>
<td>Christine L. Munroe</td>
<td>650-604-4695</td>
<td><a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Armstrong Flight Research Center</td>
<td>Robert Medina</td>
<td>661-276-3343</td>
<td><a href="mailto:Afrc-small-business-office@mail.nasa.gov">Afrc-small-business-office@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Glenn Research Center</td>
<td>Eunice J. Adams-Sipp</td>
<td>216-433-6644</td>
<td><a href="mailto:Grc-smallbusiness@mail.nasa.gov">Grc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Langley Research Center</td>
<td>Robert O. Betts</td>
<td>757-864-6074</td>
<td><a href="mailto:Larc-smallbusiness@mail.nasa.gov">Larc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td><strong>Space Centers</strong></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Johnson Space Center</td>
<td>Robert E. Watts</td>
<td>281-244-5811</td>
<td><a href="mailto:Jsc-smallbusiness@mail.nasa.gov">Jsc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Kennedy Space Center</td>
<td>Joyce C. McDowell</td>
<td>321-867-3437</td>
<td><a href="mailto:Ksc-smallbusiness@mail.nasa.gov">Ksc-smallbusiness@mail.nasa.gov</a></td>
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<tr>
<td></td>
<td>Marshall Space Flight Center</td>
<td>David E. Brock</td>
<td>256-544-0267</td>
<td><a href="mailto:Msfc-smallbusiness@mail.nasa.gov">Msfc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>Stennis Space Center</td>
<td>Kay S. Doane</td>
<td>228-688-1720</td>
<td><a href="mailto:Ssc-smallbusiness@mail.nasa.gov">Ssc-smallbusiness@mail.nasa.gov</a></td>
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<tr>
<td><strong>Science Center</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Goddard Space Flight Center</td>
<td>Elizabeth A. Haase</td>
<td>301-286-3443</td>
<td><a href="mailto:Gsfc-smallbusiness@mail.nasa.gov">Gsfc-smallbusiness@mail.nasa.gov</a></td>
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<tr>
<td><strong>Federally Funded R&amp;D Center</strong></td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Jet Propulsion Laboratory</td>
<td>Felicia A. Bell</td>
<td>818-393-8054</td>
<td><a href="mailto:smallbusiness.programsoffice@jpl.nasa.gov">smallbusiness.programsoffice@jpl.nasa.gov</a></td>
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<tr>
<td><strong>Agency-wide Resource Center</strong></td>
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<tr>
<td></td>
<td>NASA Shared Services Center</td>
<td>Troy E. Miller</td>
<td>228-813-6558</td>
<td><a href="mailto:nssc-smallbusiness@mail.nasa.gov">nssc-smallbusiness@mail.nasa.gov</a></td>
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# Agency/Center Breakdown by NAICS

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<table>
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<tbody>
<tr>
<td>Ames Research Center</td>
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<td>Glenn Research Center</td>
<td>Langley Research Center</td>
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<table>
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<tr>
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## NASA's FY2018 Top 20 Prime Contractors

<table>
<thead>
<tr>
<th>PRIME CONTRACTOR</th>
<th>TOTAL DOLLARS</th>
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<tbody>
<tr>
<td>CALIFORNIA INSTITUTE OF TECHNOLOGY</td>
<td>$2,712,916,278</td>
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<tr>
<td>THE BOEING COMPANY</td>
<td>$2,247,075,176</td>
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<tr>
<td>LOCKHEED MARTIN CORPORATION</td>
<td>$1,268,533,544</td>
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<tr>
<td>JACOBS TECHNOLOGY INC.</td>
<td>$888,416,431</td>
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<tr>
<td>SPACE EXPLORATION TECHNOLOGIES CORP.</td>
<td>$699,173,222</td>
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<tr>
<td>ORBITAL SCIENCES CORPORATION</td>
<td>$653,839,438</td>
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<tr>
<td>UNITED LAUNCH SERVICES, LLC</td>
<td>$455,470,330</td>
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<tr>
<td>SCIENCE APPLICATIONS INTERNATIONAL CORPORATION</td>
<td>$437,946,874</td>
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<tr>
<td>NORTHROP GRUMMAN SPACE AND MISSION SYSTEMS CORPORATION</td>
<td>$347,650,374</td>
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<tr>
<td>SIERRA NEVADA CORPORATION</td>
<td>$338,699,662</td>
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<tr>
<td>AEROJET ROCKETDYNE OF DE, INC</td>
<td>$306,452,943</td>
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<tr>
<td>ATK LAUNCH SYSTEMS INCORPORATED</td>
<td>$286,867,630</td>
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<tr>
<td>WYLE LABORATORIES, INC.</td>
<td>$274,511,355</td>
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<tr>
<td>RAYTHEON COMPANY</td>
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<td>SGT, INC.</td>
<td>$212,387,060</td>
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<td>HARRIS CORPORATION</td>
<td>$197,137,441</td>
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<td>PERATON INC.</td>
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<td>URS FEDERAL SERVICES, INC.</td>
<td>$171,927,482</td>
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<td>ASSOCIATION OF UNIVERSITIES FOR RESEARCH IN ASTRONOMY INCORPORATED</td>
<td>$154,224,871</td>
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<td>SYNCOM SPACE SERVICES LLC</td>
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<td><strong>NASA'S FY2018 TOP 20 PRIME CONTRACTORS</strong></td>
<td><strong>$12,255,674,764</strong></td>
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</tbody>
</table>
NASA Industry Councils

- If interested in participating in the Industry Councils, please contact the NASA Small Business Specialist or Council point of contact

https://www.osbp.nasa.gov/map.html
FY2019 NASA Outreach

• Stay abreast of NASA OSBP supported events by visiting www.osbp.nasa.gov or the NASA OSBP Mobile App
NASA OSBP Mobile App
(Available on iOS and Android)

• NASA Small Business Specialists (SBSs), contact information and ability to request appointments
  o Center Small Business Technical Advisors
  o Center Small Business Liaison Officers
  o Center PCR’s
  o Center Ombudsman

• Active Contract Listings (including selective Contracts & RFPs)

• NASA Agency prime contract metrics

• “Fact or Fiction” Small Business Quiz
NASA Vendor Database (NVDB)

• The NVDB allows representatives from both large and small vendors who wish to do business with NASA to:
  • Post capability statements
  • Receive e-mail updates regarding:
    o Sources Sought Notices
    o Requests for Information (RFIs)
    o Requests for Proposals (RFPs)
    o Office of Small Business Programs (OSBP) newsletter
    o Outreach Events
How To Do Business with NASA
1. Identify Your Product or Service

• Know the Federal Supply Class or Service (FSC/SVC) codes ([http://www.hq.nasa.gov/office/procurement/regs/FSCCodes.doc](http://www.hq.nasa.gov/office/procurement/regs/FSCCodes.doc)) and the North American Industry Classification System (NAICS) codes ([http://www.census.gov/naics/](http://www.census.gov/naics/)) for your products or services.

• Prepare a capability brief in both printed and electronic versions with an emphasis on Government work.
2. Register Your Business

- Obtain a Data Universal Numbering System (DUNS) number (https://www.dandb.com/product/companyupdate/companyupdateLogin?execution=e1s1).

- Register with the System for Award Management (SAM) (http://www.sam.gov).

3. Identify Your Target Market Within NASA

- Identify what each NASA Center (http://osbp.nasa.gov/about-centers.html) procures by reviewing its top NAICS code and the NASA Acquisition Forecast (http://www.hq.nasa.gov/office/procurement/forecast/).
- Review the NASA Web site (http://www.nasa.gov), the OSBP Newsletter (http://osbp.nasa.gov/newsletter.html), and industry publications such as Space News, Aviation Weekly, and Physics Today.
- Contact the Small Business Specialists (SBSs) (http://osbp.nasa.gov/map.html) located at each NASA Center for assistance on how to do business with that particular NASA Center.
4. Identify Current NASA Procurement Opportunities

- Identify current procurement opportunities in your product or service area by checking the Federal Business Opportunities Web site (https://www.fbo.gov), which can assist you in identifying NASA requirements and send you e-mail notifications of released requirements.
5. Familiarize Yourself with NASA Contracting Procedures

• Be familiar with the Federal Acquisition Regulations (FAR) ([https://www.acquisition.gov](https://www.acquisition.gov)) and the NASA Federal Acquisition Regulation Supplement ([http://www.hq.nasa.gov/office/procurement/regs/nfstoc.htm](http://www.hq.nasa.gov/office/procurement/regs/nfstoc.htm)).
6. Investigate Federal Supply Schedule (FSS) Contracts

• Contact the U.S. General Services Administration (GSA) ([http://www.gsa.gov/portal/category/100611](http://www.gsa.gov/portal/category/100611)) for information on how to obtain a Federal Supply Schedule contract. Many NASA purchases are, in fact, orders on FSS contracts.
7. Seek Additional Assistance as Needed

- Request training and counseling on marketing, financial, and contracting issues at minimal or no cost from Procurement Technical Assistance Centers (PTACs) ([https://www.sba.gov/tools/local-assistance/](https://www.sba.gov/tools/local-assistance/)). PTACs are located in most states and are partially funded by the U.S. Department of Defense (DOD) to provide small business concerns with information on how to do business with DOD and other Government agencies.

- Consult with the SBA’s Procurement Center Representatives (PCRs) ([http://www.sba.gov/content/procurement-center-representatives](http://www.sba.gov/content/procurement-center-representatives)) and the SBA Business Development Centers ([https://www.sba.gov/tools/local-assistance/sbdc](https://www.sba.gov/tools/local-assistance/sbdc)). The SBA provides each NASA Center with a liaison.

- Get free and confidential mentoring by former CEOs through SCORE ([http://www.score.org](http://www.score.org)).
8. Explore Subcontracting Opportunities

• Obtain information on subcontracting opportunities through the SBA’s SUB-Net ([http://web.sba.gov/subnet/](http://web.sba.gov/subnet/)).
9. Investigate NASA Small Business Programs

• Explore other small business programs, such as the NASA Mentor-Protégé Program (http://osbp.nasa.gov/mpp/index.html), the Small Business Innovation Research Program (http://sbir.gsfc.nasa.gov/), and the Historically Black Colleges and Universities and Minority-Serving Institutions Program. Information on these and other programs is available on the NASA Office of Small Business Programs Web site (http://osbp.nasa.gov).
10. Market Your Firm Well

• After you have identified your customers, researched their requirements, and familiarized yourself with NASA procurement regulations and strategies, it is time to market your product or service. Present your capabilities directly to the NASA Centers that buy your products or services. Realize that, as with yours, their time is valuable. If the match is a good one, you can provide them with a cost-effective, quality solution to their requirements. Good luck!
Upcoming NASA Procurements
EXPLORER SMALL BUSINESS

• To view NASA’s Acquisition Forecast, visit: https://www.hq.nasa.gov/office/procurement/forecast/
## FY 19-21 LaRC 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>Estimated PSM Fiscal Year Qtr.</th>
<th>Estimated Award Fiscal Year Qtr.</th>
<th>Re-compete (Y/N)</th>
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</thead>
<tbody>
<tr>
<td>Facility Assurance, Inspection, Maintenance, &amp; Occupational Safety Support Services (FAIMOS)</td>
<td>541690</td>
<td>$5M-$50M</td>
<td>TBD</td>
<td>FY19 3rd Qtr.</td>
<td>FY20 2nd Qtr.</td>
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<td>Electronics, Mechanical, and Composites Fabrication Support Services III (EMCHFSSIII)</td>
<td>336413</td>
<td>$5M-$50M</td>
<td>TBD</td>
<td>FY19 4th Qtr.</td>
<td>FY20 2nd Qtr.</td>
<td>Yes</td>
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<td>Langley Information Technology Enhanced Services 3 (LITES 3)</td>
<td>541512</td>
<td>&gt;$100M</td>
<td>TBD</td>
<td>FY19 4th Qtr.</td>
<td>FY20 4th Qtr.</td>
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<td>Occupational Health</td>
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<td>FY20 2nd Qtr.</td>
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<td>Evaluations, Assessments, Studies, Services Support 3 (EASSS 3)</td>
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<td>&gt;$100M</td>
<td>TBD</td>
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<td>Geospatial Support Services (GSS)</td>
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<td>TBD</td>
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<td>Simulation and Aircraft Services (SAS)</td>
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<td>TBD</td>
<td>FY20 2nd Qtr.</td>
<td>FY21 1st Qtr.</td>
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<td>Name of Procurement</td>
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<td>If yes, also list category of set-aside</td>
<td>Estimated Award Fiscal Year Qtr.</td>
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<tr>
<td>Electrical Distribution System Upgrades (Langley Blvd)</td>
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<td>$1M-$5M</td>
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<td>CMOE. Part 3 of 6</td>
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<td>Utility Tunnel 1 &amp; 2 Repairs (Phase 1 - Ceiling Repairs)</td>
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<td>Central Steam Plant Repairs (Condensing Piping, Pumps)</td>
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</table>
Ways NASA LaRC Procures Construction Work

- Center Maintenance, Operations, and Engineering (CMOE)
  - Jacobs Technology, Inc
  - Business Manager – Dorian Derse (757) 224-7893
dorian.derse@Jacobs.com
  - Subcontract Manager – Phil Edwards (757) 864-1372
  phillip.m.edwards@nasa.gov

- Multiple Award Construction Contracts
  - NASA Stennis
  - Langley AFB

- General Services Administration (GSA)

- US Army Corps of Engineers (USACE)

- Open Market
NASA Langley Research Center
Contact Information & Links

Robert Betts
Small Business Specialist
Tel: (757) 864-6074

Website: [www.osbp.nasa.gov](http://www.osbp.nasa.gov)
Email: [larc-SmallBusiness@mail.nasa.gov](mailto:larc-SmallBusiness@mail.nasa.gov)

NASA Vendor Database: [https://vendors.nvdb.nasa.gov](https://vendors.nvdb.nasa.gov)
NASA Tech Transfer: [http://technology.nasa.gov](http://technology.nasa.gov)