Navigating the Contracting Landscape with NASA

Society of American Military Engineers (SAME) Mid-Maryland Post 2019 Industry Day

Jennifer D. Perez
OSBP Small Business Specialist
June 4, 2019
The mission of the Goddard Space Flight Center is to expand knowledge of the Earth and its environment, the solar system and the universe through observations from space.

To assure that our nation maintains leadership in this endeavor, we are committed to excellence in scientific investigation, in the development and operation of space systems and in the advancement of essential technologies.
GSFC’s Diverse Mission Portfolio

Diagram showing various spacecraft and satellites, including Voyager, Stereo, QuickSCAT, THEMIS, Geotail, Wind, Landsat-7, ACRIMSAT, TOPEX/Posidon, CALIPSO, ICESat, POES, GOES-M, GPM, AIM, CloudSat, Aquarius, LDCM, JWST, Chandra, HST, Swift, GALEX, WMAP, RXTE, GLAST, FUSE, Mars Global Surveyor, New Horizons, Juno, LRO, Earth, Mars, Jupiter, Saturn, Uranus, Neptune, Earth, Sun, and various space missions and observations.
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
Pamela A. Bell
Section Manager
Mary Helen Huiz
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

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

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

Goddard Space Flight Center
Science Missions and Telescopes
Greenbelt, MD
Elizabeth A. Haase
Gilberto del Valle
Jennifer D. Perez
Shola A. Martyn

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
Procurement Analyst

Marshall Space Flight Center
Space Transportation, Propulsion Systems, Space Systems, and Science
Huntsville, AL
David E. Brock
# NASA Agency April FY19
Prime Goals vs. Actual Percentages

Data generated May 6, 2019 from FPDS-NG

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
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</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$10,557,238,345</td>
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<tr>
<td>SMALL BUSINESS</td>
<td>$1,441,035,087</td>
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<td>SDB</td>
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<td>HUBZone</td>
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<td>SDVOSB</td>
<td>$135,265,031</td>
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![Bar chart showing goals vs. actual percentages for different categories](chart.png)
GSFC/HQ April FY19
Prime Goals vs. Actual Percentages
Data generated May 6, 2019 from FPDS-NG

<table>
<thead>
<tr>
<th>CATEGORY</th>
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<td>SDVOSB</td>
<td>($800,878)</td>
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# Major Procurements

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<tr>
<th>Name of Procurement (Contract Number)</th>
<th>NAICS Code</th>
<th>Estimated Dollar Value (Acquisition Forecast)</th>
<th>Set-Aside</th>
<th>Estimated Award Fiscal Year QTR.</th>
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</thead>
<tbody>
<tr>
<td>Hydrosphere, Biosphere, and Geophysics Support Services (HBG)</td>
<td>541712</td>
<td>&gt;$100M</td>
<td>Y</td>
<td>FY 20, QTR 2</td>
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<tr>
<td>Rapid Spacecraft Development Office IV (RSDO IV)</td>
<td>336414</td>
<td>&gt;$100M</td>
<td>N</td>
<td>FY 20, QTR 3</td>
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<td>NASA Balloon Operations Contract</td>
<td>541330</td>
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<td>Mechanical Integrated Services and Technologies (MIST)</td>
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<td>Y</td>
<td>FY 21, QTR 1</td>
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<tr>
<td>Software and Engineering Services III (SES)</td>
<td>541712</td>
<td>&gt;$100M</td>
<td>Y</td>
<td>FY 21, QTR 2</td>
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</tbody>
</table>
10 Tips on Doing Business with NASA

https://osbp.nasa.gov/business.html

1. Identify Your Product or Service
2. Register Your Business
3. Identify Your Target Market Within NASA
4. Identify Current NASA Procurement Opportunities
5. Familiarize Yourself with NASA Contracting Procedures
6. Investigate Federal Supply Schedule (FSS) Contracts
7. Seek Additional Assistance as Needed
8. Explore Subcontracting Opportunities
9. Investigate NASA Small Business Programs!
10. Market Your Firm Well!!!
## NASA Small Business Specialists

<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>
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<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>
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<tr>
<td></td>
<td>Glenn Research Center</td>
<td>Eunice 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 Betts</td>
<td>757-864-5717</td>
<td><a href="mailto:Robert.betts@nasa.gov">Robert.betts@nasa.gov</a></td>
</tr>
<tr>
<td></td>
<td>NASA Shared Services Center</td>
<td>Troy 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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<tr>
<td><strong>Space Centers</strong></td>
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<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 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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<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>
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<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>
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<tr>
<td></td>
<td>Goddard Space Flight Center</td>
<td>Elizabeth 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>Jet Propulsion Laboratory</td>
<td>Felicia 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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Contact

NASA Office of Small Business Programs
Tel: (202) 358-2088

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smallbusiness@nasa.gov

Web site:
www.osbp.nasa.gov

NASA Vendor Database:
https://vendors.nvdb.nasa.gov