



ALASKA

REGIONAL CONFERENCE

JUNE 20-23, 2022 — ANCHORAGE

NASA OSBP

Glenn Delgado, NASA



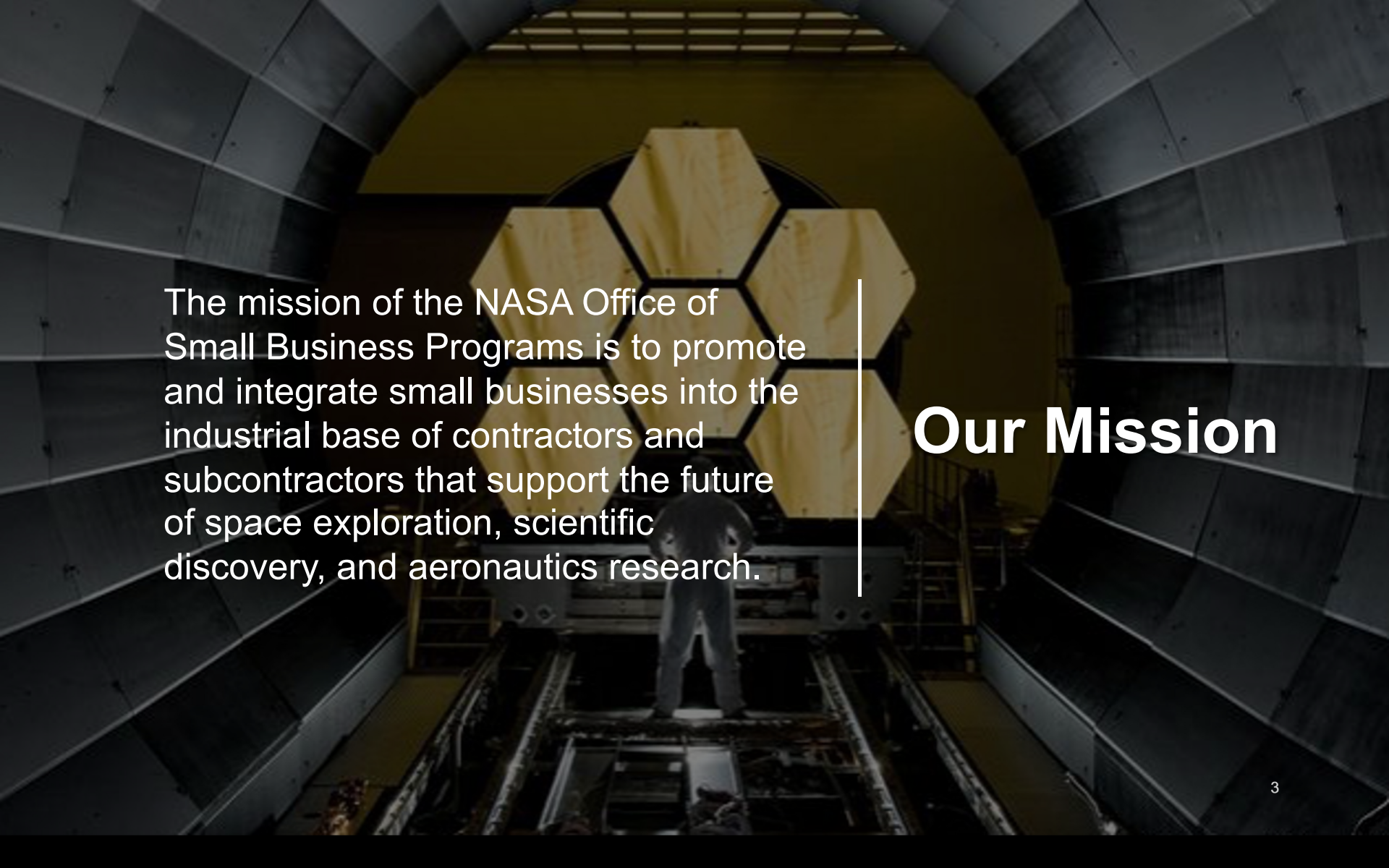
NASA Office of Small Business Programs Update

2022 Alaska Regional Conference

Glenn A. Delgado, Associate Administrator
NASA Office of Small Business Programs

June 22, 2022



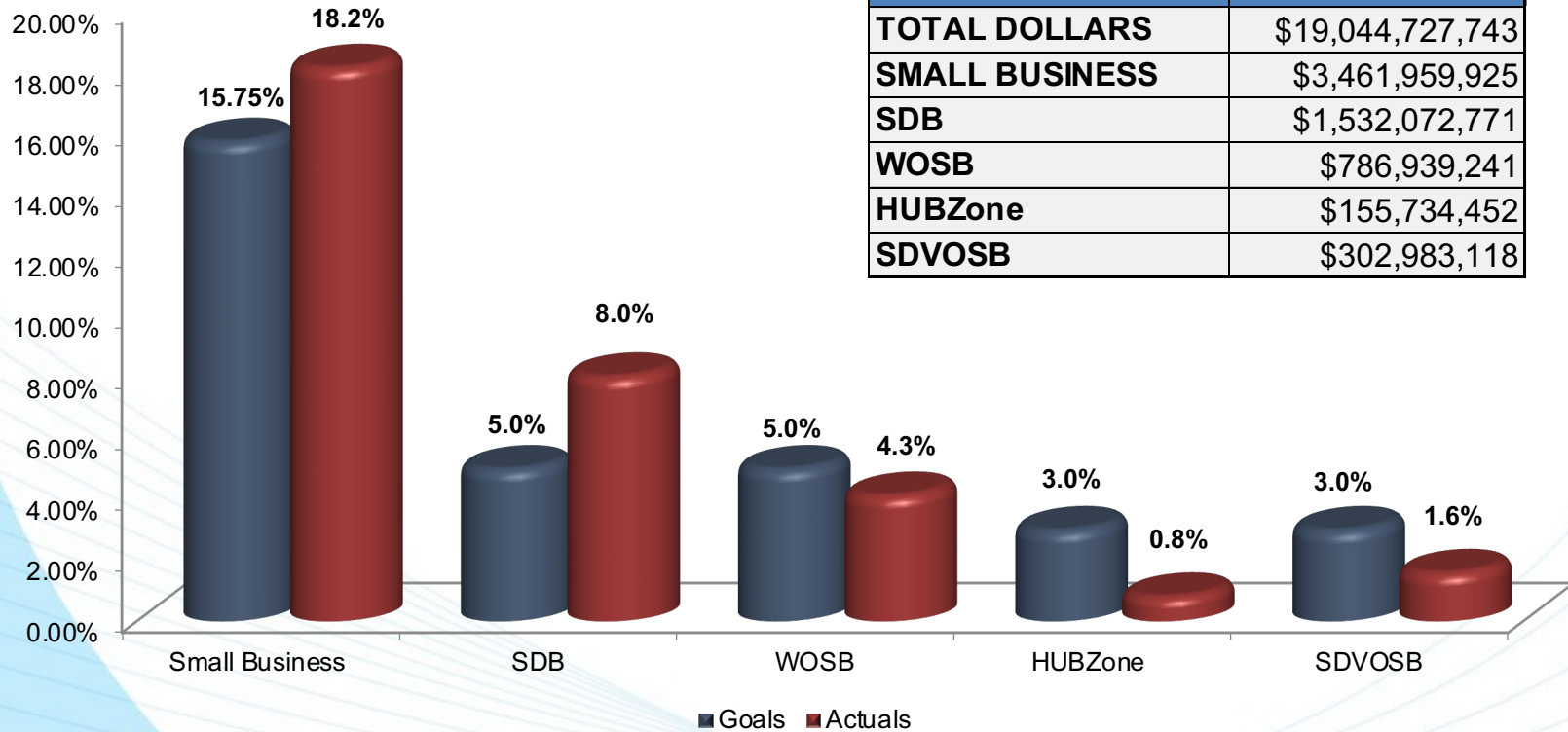


The mission of the NASA Office of Small Business Programs is to promote and integrate small businesses into the industrial base of contractors and subcontractors that support the future of space exploration, scientific discovery, and aeronautics research.

Our Mission

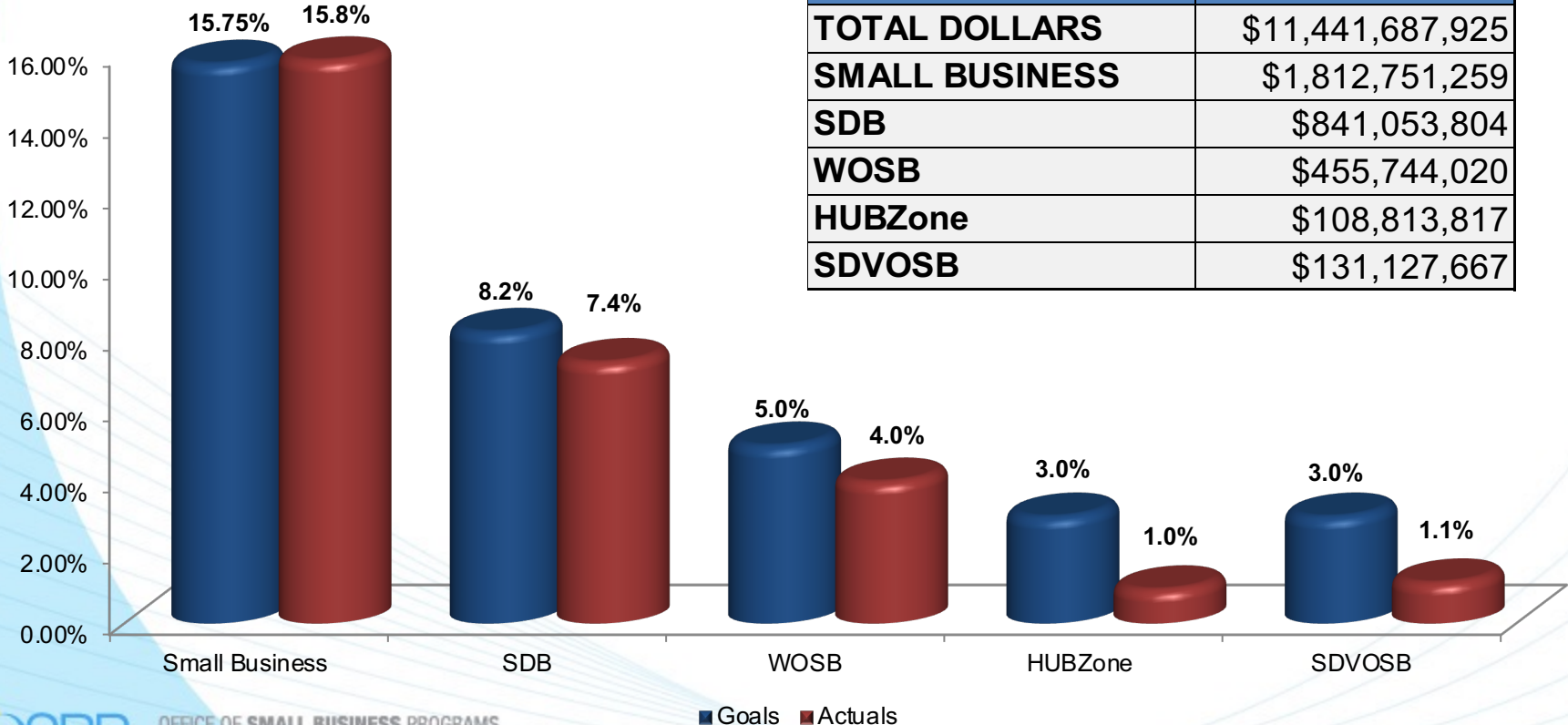
NASA Agency October 1 – September 30 FY21 Prime Goals vs. Actual Percentages

Data generated February 24, 2022 from SAM.GOV



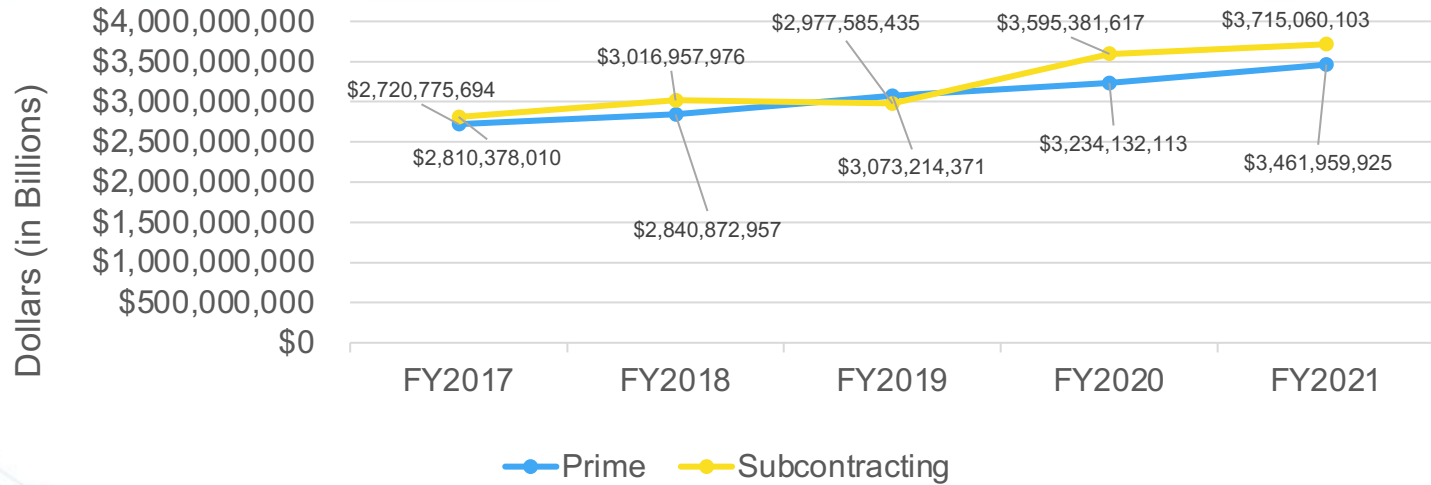
NASA Agency October - May FY22 Prime Goals vs. Actual Percentages

Data generated June 6, 2022 from SAM.GOV



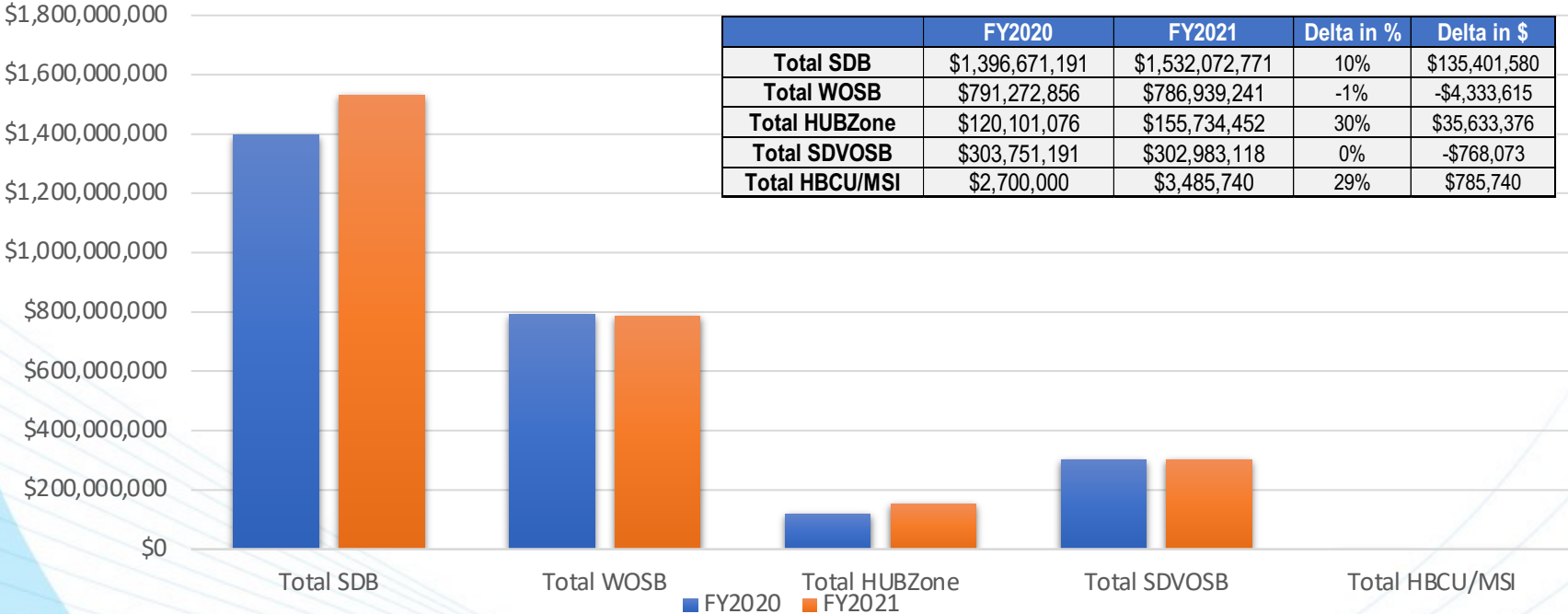
CATEGORY	DOLLARS
TOTAL DOLLARS	\$11,441,687,925
SMALL BUSINESS	\$1,812,751,259
SDB	\$841,053,804
WOSB	\$455,744,020
HUBZone	\$108,813,817
SDVOSB	\$131,127,667

FY17-FY21 OSBP Prime and Subcontracting Dollars Trend



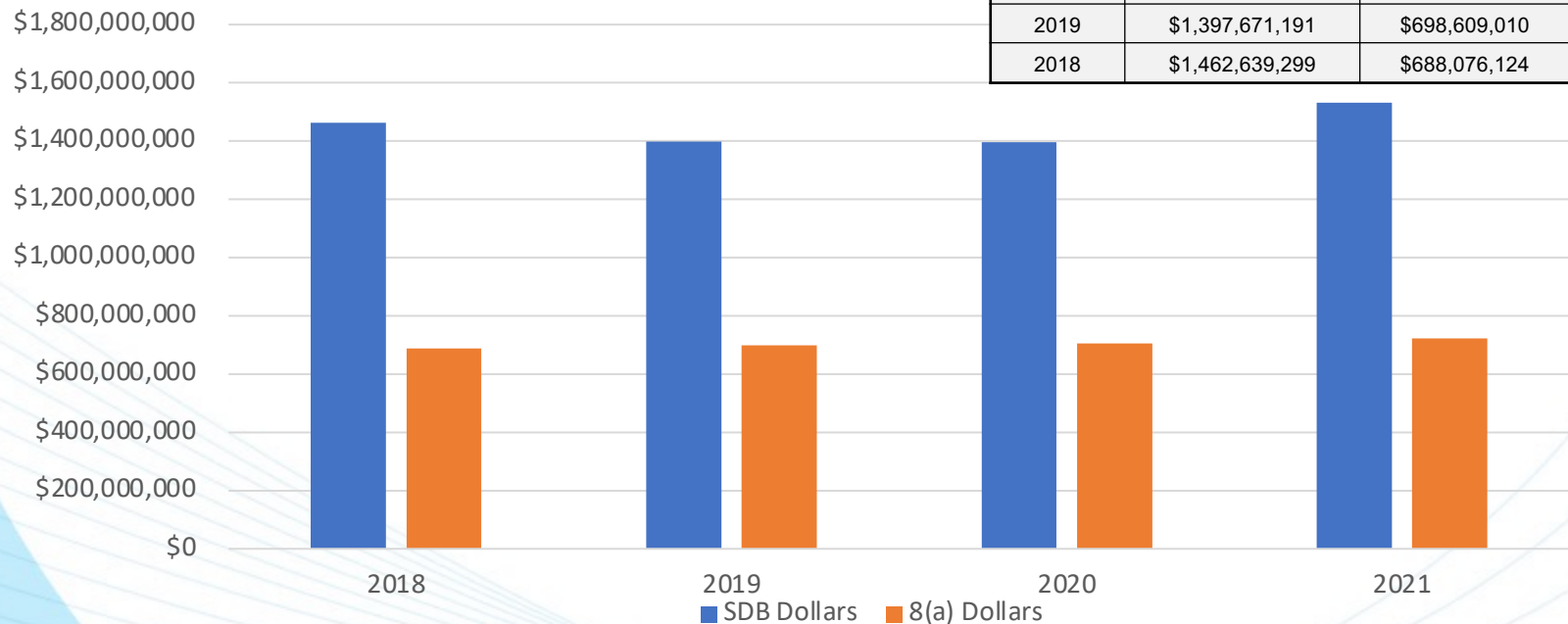
	FY2017	FY2018	FY2019	FY2020	FY2021	Δ FY17-FY21 %	Δ FY17-FY21 \$
Prime	\$2,720,775,694	\$2,840,872,957	\$3,073,214,371	\$3,234,132,113	\$3,461,959,925	27.2%	\$741,184,231
Subcontracting	\$2,810,378,010	\$3,016,957,976	\$2,977,585,435	\$3,595,381,617	\$3,715,060,103	32.2%	\$904,682,093
Total SB	\$5,531,153,704	\$5,857,830,933	\$6,050,799,806	\$6,829,513,730	\$7,177,020,028	29.8%	\$1,645,866,324
Total Spend	\$16,489,553,702	\$17,045,387,176	\$17,666,905,370	\$18,426,228,532	\$19,044,727,743	15.5%	\$2,555,174,041
						Δ FY20-FY21 %	Δ FY20-21 \$
Prime						7.0%	\$227,827,812
Subcontracting						3.3%	\$119,678,486
Total SB						5.1%	\$347,506,298

FY20-FY21 NASA OSBP Prime Subcategory Trend Analysis

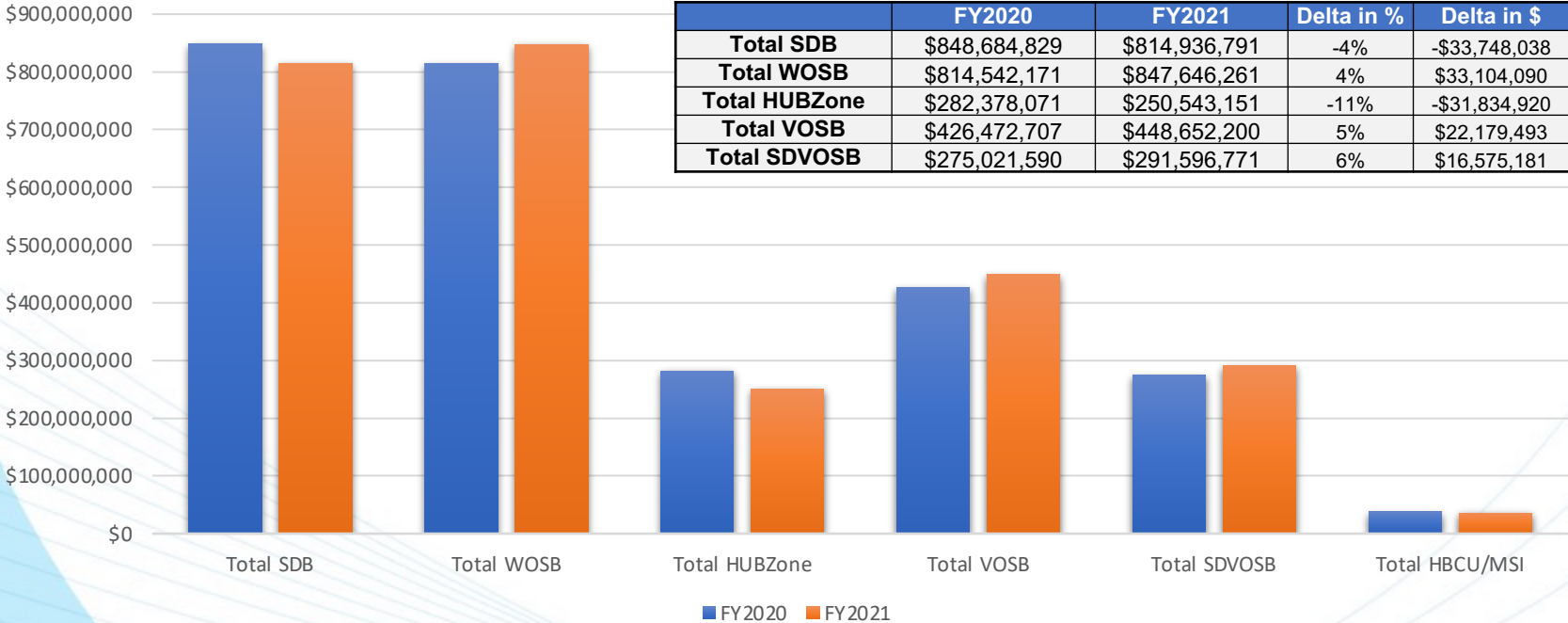


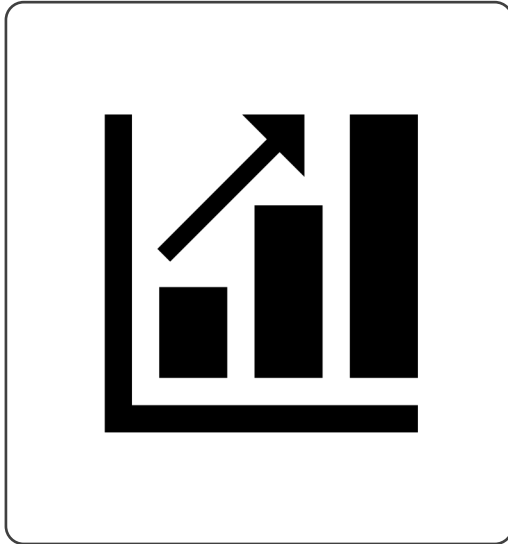
FY 2018 - 2021 NASA 8(a) vs. SDB Dollars

Year	SDB Dollars	8(a) Dollars
2021	\$1,532,072,771	\$722,333,723
2020	\$1,396,671,191	\$705,791,336
2019	\$1,397,671,191	\$698,609,010
2018	\$1,462,639,299	\$688,076,124



FY20-FY21 NASA OSBP Subcontracting Subcategory Trend Analysis





- Subcontracting dollars to small business has strengthened over the years
- Between FY17 to FY21, there has been a steady increase in small business prime and subcontracting dollars
 - Prime small business dollars increased 27% (\$741M)
 - Subcontracting small business dollars increased 32% (\$901M)
 - This equates to \$1.6B in combined prime and subcontracts dollars awarded to small businesses
 - Total dollars increased by 30%

Small Business Makes a BIG Difference at NASA



To learn more about the NASA Office of Small Business Programs, visit www.nasa.gov/osbp.



TOP 20

NASA PRIME CONTRACTORS

FY 2021

VENDOR NAME AND WEBSITE	TOTAL DOLLARS
California Institute of Technology (JPL) https://acquisitions.jpl.nasa.gov	\$2,366,825,530
The Boeing Company http://www.boeingsuppliers.com/esd/getstart.html	\$1,666,164,987
Space Exploration Technologies Corp. https://www.spacex.com/	\$1,625,514,025
Northrop Grumman (Includes Orbital Sciences and ATK) https://www.northropgrumman.com/suppliers/pages/default.aspx	\$1,438,545,564
Lockheed Martin Corporation https://www.lockheedmartin.com/en-us/suppliers.html	\$1,372,076,278
Jacobs Technology, Inc. https://www.jacobs.com/suppliers/registration	\$1,018,915,347
KBR, Inc. (Includes Wyle and SGT) https://kbrsupplier.com/	\$641,595,784
Science Applications International Corporation http://www.saic.com/suppliers	\$508,140,907
Aerojet Rocketdyne of DE, Inc. https://www.rocket.com/supplienet	\$462,109,238
Blue Origin Federation, LLC https://www.blueorigin.com/fly-with-us/become-a-supplier	\$278,284,724
Science Systems and Applications, Inc. https://www.ssaihq.com/contact.html	\$263,093,314
Johns Hopkins University (5111) https://hopkinsmedicine.org/business/index.html	\$252,785,160
Leidos https://www.leidos.com/suppliers	\$226,278,015
Ball Aerospace & Technologies Corp. https://www.ball.com/aerospace/about-ball-aerospace/supplier-resources	\$204,735,159
Peraton, Inc. https://www.peraton.com/supplier-diversity/	\$201,814,678
Dynetics, Inc. https://www.dynetics.com/suppliers/	\$186,686,052
Syncom Space Services, LLC http://syncomspaceservices.com/Vendors.aspx	\$182,459,852
Universities Space Research Association https://www.usra.edu/about-usra/doing-business-usra	\$180,103,360
Raytheon Company https://www.rtx.com/suppliers	\$146,218,894
Southwest Research Institute https://www.swri.org/content/subcontracts-team-member	\$144,880,241
TOTAL	\$13,367,227,109



OFFICE OF SMALL BUSINESS PROGRAMS
...where small business makes a **BIG** difference

TOP 20

NAICS TOTAL DOLLARS

FY 2021

NAICS CODE AND DESCRIPTION		TOTAL DOLLARS
541710	Research and Development in the Physical, Engineering, and Life Sciences	\$9,365,243,206
541712	—— (Except Biotechnology)	
541715	—— (Except Nanotechnology and Biotechnology)	
336414	Guided Missile and Space Vehicle Manufacturing	\$2,939,696,112
481212	Nonscheduled Chartered Freight Air Transportation	\$1,265,277,831
541330	Engineering Services	\$982,127,108
561210	Facilities Support Services	\$634,474,180
541512	Computer Systems Design Services	\$634,150,512
336415	Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	\$431,706,503
334511	Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing	\$250,445,606
517919	All Other Telecommunications	\$247,486,600
336419	Other Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing	\$185,836,953
236210	Industrial Building Construction	\$174,742,047
541611	Administrative Management and General Management Consulting Services	\$174,350,333
541519	Other Computer Related Services	\$167,692,297
561110	Office Administrative Services	\$151,454,541
541513	Computer Facilities Management Services	\$147,891,233
541612	Human Resources Consulting Services (2007), Human Resources and Executive Search Consulting Services (2002)	\$127,757,164
333314	Optical Instrument and Lens Manufacturing	\$124,971,776
561612	Security Guards and Patrol Services	\$110,441,455
488190	Other Support Activities for Air Transportation	\$85,645,060
336411	Aircraft Manufacturing	\$84,963,620
		TOTAL \$18,286,354,137



Getting a Contract with NASA: Setting Expectations

- Building a relationship with federal agencies takes time
- Learn about NASA 's various missions
- Find an advocate – Small Business Specialist
- Build coalitions with other companies at NASA
- Reach out to industry Small Business Liaison Officers (SBLO)
- Take advantage of business-to-business networking opportunities
- Respond to and review NASA Sources Sought and Request for Information solicitations
- Use Small Business resources:
 - NASA OSBP Mobile App
 - Procurement Technical Assistance Centers (PTAC) and Small Business Development Centers (SBDC)

Service Delivery – Product Service Lines Structure

West Coast		GRC	GSFC	JSC	KSC	LaRC	MSFC	NSSC	SSC
AFRC	ARC								
★ Environmental (Compliance)		● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)
★ Utilities		● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	● Utilities
★ Construction	★ Facilities O&M	★ A&E Services	▲ IT Services	▲ Occupational Health	★ A&E Services	▲ Grounds Maintenance	▲ Logistics	▲ Human Capital	★ Construction
★ A&E Services	★ Protective Services	▲ Custodial Services	★ Financial Support Services	★ Facilities O&M	★ Facilities O&M	★ Facilities O&M	★ Financial Support Services	▲ ODEO / EEO	
		★ Construction	★ PP&C		★ Protective Services	▲ Admin. Services	★ PP&C	▲ Acquisition Support Services	
			★ Protective Services		▲ Communication Services			▲ Subscriptions	
					▲ Environmental (Remediation)			▲ Cooperative Agreements	
					▲ Propellants			▲ Software	
								▲ Audit Support / Financial Support Services for NSSC	
								▲ SAT	
								▲ SBIR / STTR	

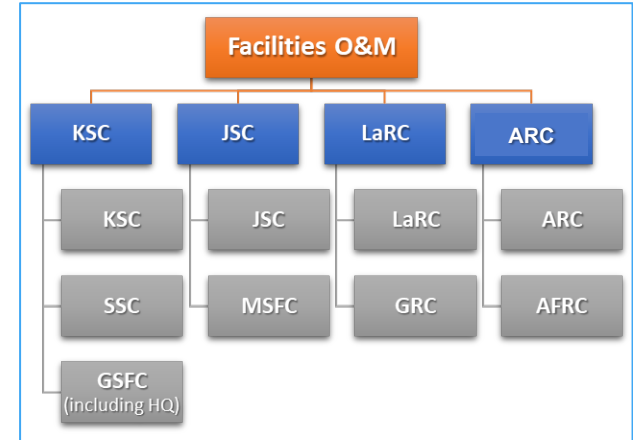
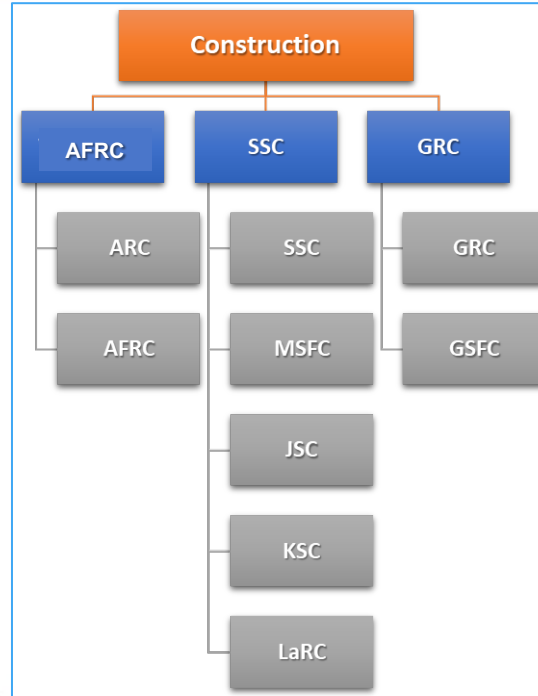
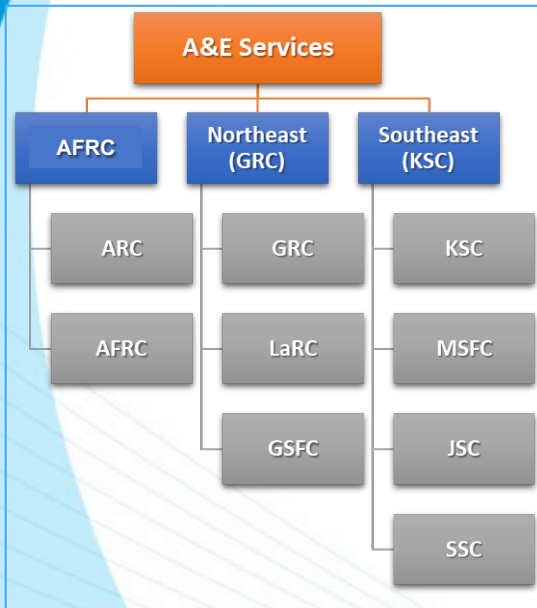
Green box represents ARC and AFRC procuring as a Region

- ★ Regionalized
- Remains Localized
- ▲ Centralized → Procures for Agency

Regionalized or Centralized buying locations does not equate to consolidation of contracts. It is the Procurement Office that has overall responsibility of Contract Award (e.g. SEB)

In addition to the above Procurement assignments, Procurement Offices workload includes additional actions related to Program procurements to include Program/Project Specific PSL (Engineering, S&MA, Tech. Transfer, Aircraft Operations)

Procurement Assignments by Product Service Line (PSL)



Regionalized or Centralized buying locations does not equate to consolidation of contracts. It is the Procurement Office that has overall responsibility of Contract Award (e.g. SEB).

Centralized IT Procurement Office

- ✓ **Reports to OP AA**
- ✓ **Centralized office with leadership and core staff hosted at GSFC**
- ✓ **Centralization:**
 - ✓ Achieve consistency in IT requirements and enable greater commonality in implementing IT solutions
 - ✓ Reduce duplication in IT contracting, leading to greater efficiencies
 - ✓ Provide consistent experience to Industry
- ✓ **Scope of IT Procurement Office: (Does not include P-Card, Software, Simplified Acquisition Threshold)**
 - ✓ Enterprise IT contracts/task orders currently at NSSC: NEST, NICS, EAST-2, WITS-3
 - ✓ IT Support Service contracts/orders and other institutional IT contracts at all Centers
 - ✓ Solutions for Enterprise-wide Procurement Master Contracts (SEWP)
 - ✓ Continue to identify and assess other IT procurements
- ✓ **Incremental approach, based on contract end dates, staffing availability, etc.**
 - ✓ Ongoing IT procurements will continue to be coordinated with PPM/ERM and the OCIO
 - ✓ Enabling the transition, Enterprise IT contracts will continue to be staffed by NSSC and local Procurement offices

NASA FAR Supplement Appendix A: Researching PSL's

- ✓ Click on the link ([NASA FAR Supplement Appendix A](#))
- ✓ Search "Appendix A"
- ✓ Scroll down to the bottom

- ✓ Review PSLs listings

APPENDIX

Appendix A
Appendix B

Enterprise Procurement Strategies
Contract Closeout Procedures

A-102	Enterprise Procurement Strategies.
A-102.1	Acquisition of helium, hydrogen, nitrogen, oxygen, other propellants and aerospace fluids.
A-102.2	Information Technology Services.
A-102.3	Protective Services.
A-102.4	Acquisition Support Services.
A-102.5	Subscription Purchases.
A-102.6	Human Capital Services.
A-102.7	Aircraft Operational Support Services.
A-102.8	Financial Support Services.
A-102.9	Project Planning and Control Services.
A-102.10	Custodial Services.
A-102.11	Grounds Maintenance Services.
A-102.12	Logistics Services.
A-102.13	Construction.
A-102.14	Architect-Engineering Services Not Associated with Environmental Remediation.
A-102.15	Environmental Remediation and Associated Architect-Engineering Services.
A-102.16	Environmental Compliance and Associated Operations and Maintenance.

8(a) Strategy Going Forward

- While developing strategies for PSL NASA realizes that some work will move from 8(a) contracts to PSL that are set-aside for 8(a), and there will be some work moving to PSLs that will be set aside for 8(a)s.
- NASA is compiling a list of all current 8(a) contracts, and all requirements that may be offer to SBA. This list will be updated quarterly.

8(a) Strategy Going Forward (Continued)

- Established a quarterly meeting with SBA to discuss requirements that NASA may request to have release from the 8(a) program and for requirements that NASA would like to offer into the 8(a) program.
- This will allow NASA and SBA to review 8(a) requirements on an Agency level.
- Better manage the impact on the Small Business Program.

NASA Active Contract Listings

ACTIVE CONTRACT LISTINGS (ACLs)

→ NASA Employees Click Here → Vendors Click Here

Active Contract Lists (ACLs) record NASA recurring acquisitions. ACLs are grouped based on NAICS codes and are categorized as follows:

- Accounting Financial Business Services
- Administrative Services
- Environmental Services and Remediation
- Facilities Maintenance
- IT
- Multiple Award Construction
- Occupational Health
- Protective Services

NASA ACQUISITION FORECAST

<https://www.hq.nasa.gov/office/procurement/forecast/>

The NASA Acquisition Forecast is a consolidated Agency-wide forecast provided to allow users to search multiple NASA Centers for procurement opportunities.

Expiration Date (or "last date to order" for indefinite-delivery contracts)

This allows for long-term tracking of recurring requirements, as well as for the long-term planning time normally required in pursuing the contracts.

Sample Active Contract Listing

Center	NAICS	Contract Name	Contractor Name Contract #	Type of Competition	Potential Value	Ultimate Contract End Date
AFRC	561210	Facilities Operations and Maintenance Services	Helix Management Services, LLC NND13AD53C	8(a) Competitive	\$44.9 M	5/31/2021 Last Date to Order
ARC	561210	Safety and Mission Assurance	Bastion Technologies, Inc. 80ARC020D0012	Full & Open	\$66.6 M	10/31/2024 Last Date to Order
GRC	561720	Janitorial Services	Creative Management Technology 80GRC020C0007	SB Set-Aside	\$15.4 M	7/31/2025
KSC	561210	Base Operations and Spaceport Services (BOSS)	PAE-SGT Partners, Inc. 80KSC018C0017	Full & Open	\$609 M	3/21/2023
KSC	561730	Grounds and Landscaping Maintenance and Pest Contract II	S.C. Jones Services, Inc. 80KSC019C0020	HUBZone Set-Aside	\$10.9 M	9/30/2023

Center Acronym

Indicates the center(s) or location(s) of the work to be performed, or where the requirement exists. The location of the contracting center may or may not be the same as the location of the work/requirement.

To view:

<https://www.nasa.gov/osbp/active-contract-listings>

Sample NASA ACL - IT

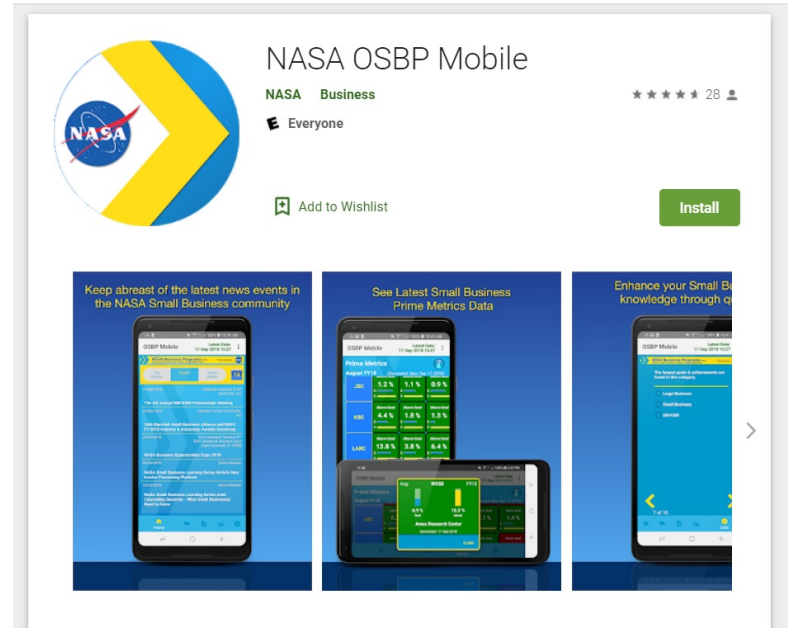
NASA IT CONTRACTS							
LOCATION OF WORK*	CONTRACTING OFFICE	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
Agency-wide	ITPO	541519 & 334111	Solutions for Enterprise-Wide Procurement (SEWP) V www.sewp.nasa.gov	Multiple Awards	Full & Open SB Set-Aside HUBZone Set-Aside SDVOSB Set-Aside	Varies	Most contracts expire in 2025
Agency-wide	ITPO	541512	Enterprise Application Service Technologies (EAST) 2	SAIC NNX16MB01C	Full & Open	\$710 M	6/30/2024
Agency-wide	ITPO	541512	NASA End-User Services and Technologies (NEST)	Leidos, Inc. 80NSSC19D0001	Full & Open	\$2.9 B	8/31/2029
Agency-wide	ITPO	541519	SAFe Agile Requirements	Carahsoft Technology Corp 80TECH22FA019	Full & Open	\$5.6 M	8/31/2025
Agency-wide	ITPO	541512	Advanced Enterprise Global Information Technology Solutions (AEGIS)	Leidos, Inc 80TECH21DA002	Full & Open	\$2.5 B	04/30/2024 Last Date to Order
Agency-wide	ITPO	541519	Cybersecurity and Privacy Enterprise Solutions and Services (CyPRESS)	Booz Allen Hamilton, Inc. 80TECH22DA001	Full & Open	\$651 M	12/08/2030 Last Date to Order
ITPO	ITPO	541330	SEWP Information Technology Support Services (SITSS)	Halvik Corp 80TECH22FA001	8(a) Competitive under GSA Schedule 70	\$149 M	11/30/2026
AFRC	AFRC	541513	Research Facilities & Engineering Support Services (RF&ES)	ASRC Federal Systems Solutions, LLC 80AFRC21C0001	SB Set-Aside	\$81 M	1/4/2025
ARC	ARC	541513	NASA Advanced Computing Services	Inuteq, LLC 80ARCO18D0010	Full & Open	\$1.2 B	6/30/2028 Last Date to Order
ARC	ITPO	541512	Ames Consolidated Information Technology Services (ACITS) 4	ASRC Research & Technology Solutions 80ARCO20D0006	8(a) Competitive	\$338 M	10/31/2025 Last Date to Order
GRC	GRC	541519	Software Engineering Process Improvement (SEPI) 2	Cepeda Systems & Software Analysis, Inc 80GRCO21D0002	SB Set-Aside	\$4.5 M	12/16/2025 Last Date to Order
GRC	ITPO	541519	Professional Administrative Computational & Engineering Services (PACE) V	BQMI-Peerless Technologies JV, LLC 80TECH21DA001	SB Set-Aside	\$259.4 M	07/31/2026 Last Date to Order
GSFC	GSFC	519120	Goddard Library and Information Services Technical Support (GLISTS)	Select Federal Systems, LLC 80GSFC19D00009	SB Set-Aside	\$15.5 M	11/30/2023 Last Date to Order
GSFC	GSFC	541512	GSFC Strategic Partnership Office Support	N4 Solutions, LLC 80GSFC21C0064	8(a) Sole Source	\$1.4 M	4/24/2024
GSFC	GSFC	541712	Support for Atmospheres, Modeling, and Data Assimilation (SAMDA)	Science Systems and Applications, Inc NNG17HP01C	SB Set-Aside	\$180 M	8/31/2022
GSFC	GSFC	541519	Systems and Software Tool Engineering Tools (SET) 2	TMC Technologies of West Virginia Corp 80GSFC21A0004	Blanket Purchase Agreement Fair Opportunity under FSS	\$24 M	5/31/2026
GSFC	GSFC	541330	System and Software Assurance Services (SAS) 2	Millennium Engineering and Integration Services, LLC 80GSFC22CA010	Full & Open	\$170 M	4/30/2027
GSFC	ITPO	541513	Goddard Information Technology Integration & Support Services (GITSS)	Business Integra Technology Solutions NNG16VU01C	8(a) Competitive	\$206 M	7/31/2022
GSFC	GSFC	541512	Space Geodesy Satellite Laser Ranging Stations	KBR Wyle Technology Solutions LLC 80GSFC18C0072	Full & Open	\$48 M	10/23/2025
HQ	ITPO	541512	Headquarters IT Support Services (HITSS) III	Venesco & Saitech Joint Venture LLC 80HQTR18C0029	8(a) Competitive	\$217 M	3/31/2024 Last Date to Order
JSC	ITPO	541512	Base Information Technology Security (BITSec)	Cambridge International Systems, Inc. NNJ16JB04T	SDVOSB Set-Aside order under NIH SP3	\$15 M	9/30/2022

OSBP Mobile App

OSBP Mobile is designed to help:

- Provide active contract listings and requests for proposals
- Network with Small Business Specialists at each NASA Center
- Explore the latest Agency prime metrics data
- Inform you of the latest small business news and events

Come make a BIG difference at NASA!



Download at:

<https://play.google.com/>

<https://apps.apple.com/>

NASA Vendor Database

- The NASA Vendor Database (NVDB) is open to all **NASA employees** as well as vendors, both large and small, who wish to do business with the National Aeronautics and Space Administration.
 - Build a company profile
 - Conduct vendor search
 - Increase company visibility at NASA!
- For more information and to **register**, visit: <https://www.nasa.gov/osbp/nasa-vendor-database>





Upcoming Outreach Events & Webinars

Online: <https://www.nasa.gov/osbp/regional-outreach>

Online: <https://www.nasa.gov/osbp/learning-series>

June 20-23, 2022
2022 Alaska Regional Conference

July 20, 2022
Partnering with NASA

August 17, 2022
How to Do Business with the
NASA Information Technology (IT)
Procurement Office

September 13-15, 2022
NASA HBCU/MSI Technology
Infusion Road Tour

September 20-23, 2022
National HBCU Week/Conference

September 21, 2022
HUBZone Program Update and
Resources for Small Business

NASA Small Business Specialists

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Vacant		Larc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfsc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Jennifer D. Perez	301-286-4379	Gsfsc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray, Jr.	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	Information Technology Procurement Office	Robert O. Betts	757-864-6074	hq-itpo-smallbusiness@mail.nasa.gov
	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

NASA Small Business Specialists Around 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
Anna N. Hovano



Johnson Space Center
Human Space Flight Operations
Houston, TX

Robert E. Watts
Monica F. Craft
Tumarow Romain



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

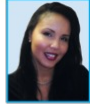
Glenn Research Center

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



Goddard Space Flight Center

Science Missions and Telescopes
Greenbelt, MD
Jennifer D. Perez
Sholainka O. Martyn
Kandace P. Chappell
Djaataa Onanuga



IT Procurement Office

Washington, DC
Robert O. Betts



Langley Research Center

Aviation and Space Research
Hampton, VA
Vacant



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



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