



Office of  
**Small Business Programs** (OSBP)  
where small business makes a **big** difference



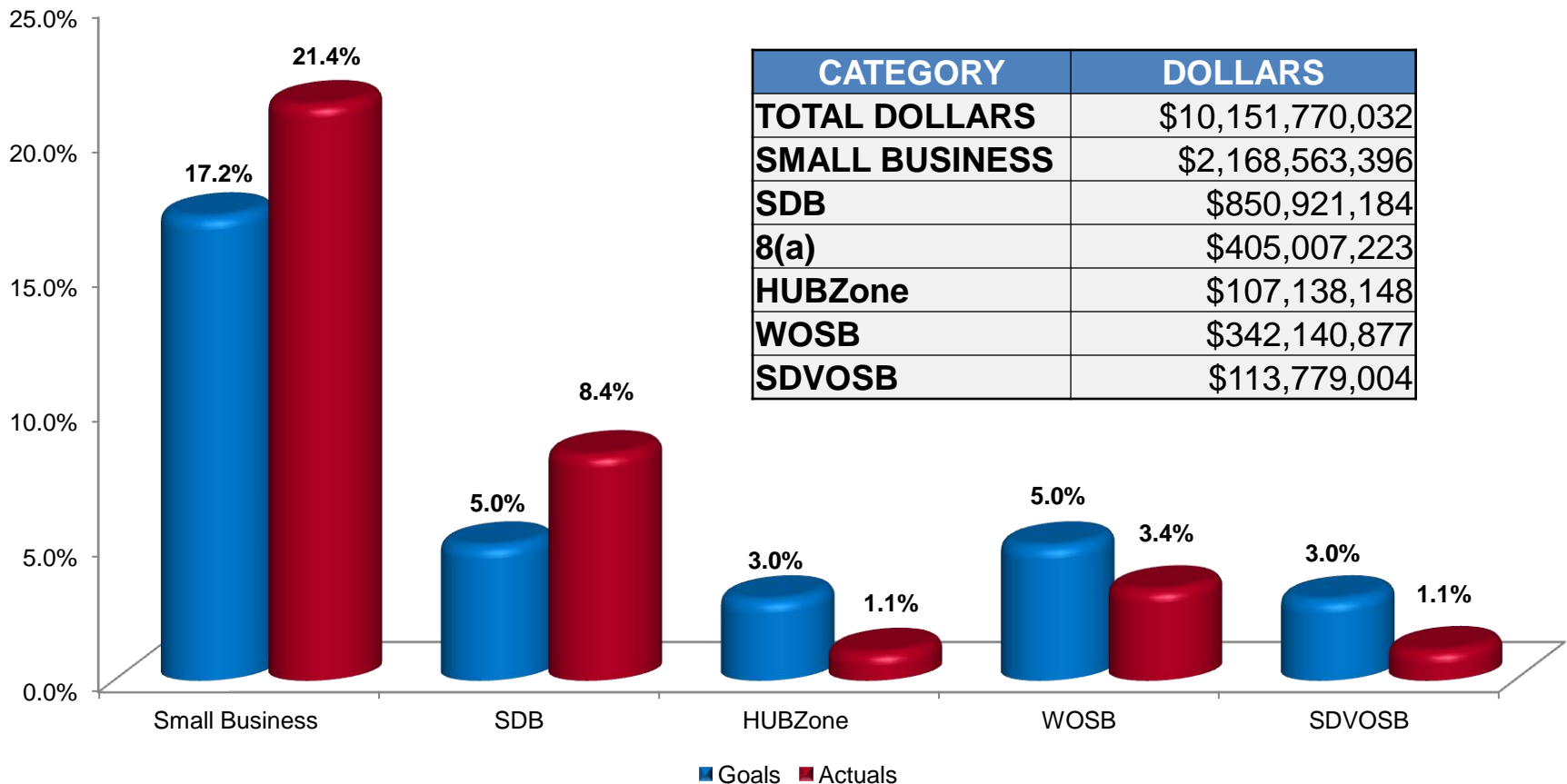
Glenn A. Delgado, Associate Administrator

# NEW OPPORTUNITIES FOR SMALL BUSINESS

NDIA 10<sup>th</sup> National Small Business Conference  
September 25, 2013

# NASA Agency Wide - July Fiscal Year 2013

## Prime Goals vs. Actual



# NASA Small Business Scorecard

NASA's SBA Small Business Scorecard over the previous three fiscal years.

NASA Small Business Scorecard Improvement		Total Spend
Fiscal Year 2010	C - \$2.4B Awarded to Small Businesses	\$15.4B
Fiscal Year 2011	B - \$2.5B Awarded to Small Businesses	\$14.0B
Fiscal Year 2012	A - \$2.6B Awarded to Small Businesses	\$13.7B

# NASA's Top NAICS Codes by Dollars

6 digit NAICS Code (Description)	Total Dollars
541710 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES)	\$4,047,688,793.86
541712 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY))	\$1,912,984,494.41
336414 (GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING)	\$1,801,611,579.07
541330 (ENGINEERING SERVICES)	\$1,368,181,902.78
927110 (SPACE RESEARCH AND TECHNOLOGY)	\$777,822,656.91
561210 (FACILITIES SUPPORT SERVICES)	\$705,749,899.70
517919 (ALL OTHER TELECOMMUNICATIONS)	\$596,086,366.99
481212 (NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION)	\$573,165,722.04
541512 (COMPUTER SYSTEMS DESIGN SERVICES)	\$387,579,725.50
336415 (GUIDED MISSILE AND SPACE VEHICLE PROPULSION UNIT AND PROPULSION UNIT PARTS MANUFACTURING)	\$311,035,971.01
334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	\$218,639,810.66
541519 (OTHER COMPUTER RELATED SERVICES)	\$184,144,741.54
517110 (WIRED TELECOMMUNICATIONS CARRIERS)	\$162,492,811.34
541690 (OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES)	\$135,050,130.05
541513 (COMPUTER FACILITIES MANAGEMENT SERVICES)	\$128,407,934.89
561612 (SECURITY GUARDS AND PATROL SERVICES)	\$98,933,704.37
541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)	\$94,853,459.69
236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)	\$86,651,870.17
561110 (OFFICE ADMINISTRATIVE SERVICES)	\$78,405,718.89
333314 (OPTICAL INSTRUMENT AND LENS MANUFACTURING)	\$70,628,319.69

# Fiscal Year 2012 Top 20 NASA Vendors

(As of September 16, 2013 from FPDS-NG)

<b>Vendor Name</b>	<b>Total Dollars</b>
CALIFORNIA INSTITUTE OF TECHNOLOGY	\$1,672,562,260
LOCKHEED MARTIN CORPORATION	\$1,512,336,622
THE BOEING COMPANY	\$1,164,447,721
JACOBS TECHNOLOGY INC.	\$663,761,534
UNITED SPACE ALLIANCE LIMITED LIABILITY COMPANY	\$627,149,957
RAYTHEON COMPANY	\$432,227,513
ORBITAL SCIENCES CORPORATION	\$422,079,146
ATK LAUNCH SYSTEMS INCORPORATED	\$325,494,121
NORTHROP GRUMMAN SPACE AND MISSION SYSTEMS CORPORATION	\$321,011,531
UNITED LAUNCH SERVICES, LLC	\$314,903,100
SGT, INC.	\$275,515,973
PRATT AND WHITNEY ROCKETDYNE INCORPORATED (UNITED TECHNOLIGES CORP.)	\$274,125,271
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	\$263,074,165
SPACE EXPLORATION TECHNOLOGIES CORP.	\$256,277,027
ITT CORPORATION	\$231,483,802
URS FEDERAL TECHNICAL SERVICES, INC.	\$219,380,146
COMPUTER SCIENCES CORPORATION	\$194,367,055
GENERAL DYNAMICS C4 SYSTEMS, INC.	\$187,668,562
BALL AEROSPACE & TECHNOLOGIES CORP.	\$181,677,344
ASRC RESEARCH AND TECHNOLOGY SOLUTIONS, LLC	\$168,538,961

# NASA Acquisition Forecast

- Acquisition Forecasts are posted by each Center
  - Redesigned to assist small businesses to locate NASA's future acquisitions
- Database Search Capabilities
  - Center
  - Status
  - NAICS Codes
  - Product Service Code
  - Type of Requirement
  - Value
  - Quarter & Government Fiscal Year
  - Socioeconomic Preference
  - Competition



# NASA Acquisition Forecast

- Recurring Buys
- OSBP consolidated like items from all Centers onto a single sheet for use at outreach events:
  - Information Technology
  - Environmental Remediation
  - Protective Services
  - Facilities
  - Occupational Health
  - Laboratory Services
  - Administrative Services

# NASA Acquisition Forecast

NASA IT CONTRACTS						
LOCAL						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
ARC	541512	ACITS-3	ASRC Research & Technology Solutions <b>NNA13AB88C</b>	SB Set-Aside	\$ 403 M	8/31/2018
ARC	541519	NAS3 Supercomputing Support	CSC <b>NNA07CA29C</b>	Full & Open	\$ 542 M	7/31/2017
DFRC	541710	RFESS	Arcata <b>NAS4-00047</b>	SB Set-Aside	\$ 210 M	1/31/2014
GRC	541519	Professional Administrative Computational & Engineering Service PACE III	DB Consulting Group <b>NNC08BA09B</b>	SB Set-Aside	\$ 88 M	8/31/2013
GRC	541519	Software Engineering Process Improvement (SEPI)	N UT Process Improvement Technologies <b>NNC07BA15B</b>	SB Set-Aside	\$7.5 M	9/25/2013 last date to order
HQ	541512	HITTS	Digital Management Incorporated <b>NNH12CF39C</b>	8(a) Competitive	\$177 M	9/30/2017 last date to order
HQ	541611	IV&V SWAT Group	Galaxy Global Corporation <b>NNG12VN01C</b>	SB Set-Aside	\$5.9 M	12/31/2016
HQ	541330	IV&V Services	TASC <b>NNG12SA03C</b>	Full & Open	\$134 M	1/31/2017
HQ	541519	Web Portal Services	eTouch <b>NNH05CC35D</b>	Competitive Task Order under GSA Schedule 70	\$114 M	10/31/2013
HQ	512110	Printing & Graphics Communication Support Services Center (CSSC)	Media Fusion <b>NNH13CH46Z</b>	SB Set-Aside under GSA Schedule 541	\$23 M	2/28/2014 last date to order
HQ	541519	Digitizing Services	E-Management Consultants <b>NNH09CF50B</b>	8(a) Sole Source	\$ 3 M	8/20/2014



# NASA Acquisition Forecast

NASA FACILITIES CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
ARC	561210	Business Operations and Technical Services (BOATS)	Deltha-Crtique NSS Joint Venture <b>NNA10DE58C</b>	SB Set-Aside	\$70 M	10/17/2015
ARC	561210	Facilities Maintenance Services (FMS)	IAP World Services <b>NNA10DF30C</b>	Full and Open	\$102 M	9/30/2015
ARC	561210	Aerospace Testing & Facilites O&M (ATOM)	Jacobs Technology <b>NNA09DB39C</b>	Full and Open	\$201 M	6/30/2014
ARC	561210	Logistics Management Services	Akima Logistics Services LLC <b>NNA12AC79B</b>	8(a) Competitive	\$48 M	9/30/2017
ARC	561210	Safety, Environmental, & Medical Support Services (SEMSS)	Earth Resources Technology <b>NNA13AA12B</b>	SB Set-Aside	\$55 M	11/04/2017 last date to order
DFRC	561210	Facilities Operations and Maintenance Services	Consolidated Engineering Services Incorporated <b>NND09AF74T</b>	GSA Competition	\$21 M	9/30/2013
GRC	561210	Technical, Facilities, O&M, & Engineering (TFOME)	Sierra Lobo <b>NNC05CA95C</b>	SB Set-Aside	\$285 M	3/22/2015
GRC	561210	Technical Info, Admin, Logistics Svcs (TIALS)	SGT <b>NNC05CB17C</b>	SB Set-Aside	\$171 M	4/30/2015 last date to order
GRC	561210	GPSC Support Services	Mainthia <b>NNC09BA22B</b>	SB Set-Aside	\$24.9 M	9/30/2013 last date to order
GRC	561210	Operations of Central Process Systems	Mainthia <b>NNC09BA23B</b>	SB Set-Aside	\$27.5 M	9/30/2013 last date to order
GSFC	561210	Wallops Island Facilities Maintenance	VT Griffin <b>NAS5-01080</b>	SB Set-Aside	\$430 M	4/30/2014

# NASA Small Business Initiatives

- Small Business Technical Coordinator Program
  - Small Businesses work with NASA technical offices to better understand the Agency's requirements
- Making the Grade
  - NASA issued letter(s) requesting each Center to identify breakout opportunities for small businesses in their large contracts
  - Letter(s) signed by Associate Administrator of the Office of Small Business Programs and NASA's Senior Procurement Executive on:
    - February 8, 2011: FY 2011/2012
    - April 23, 2013: FY 2014/2015
  - This initiative has helped NASA increase its Prime Small Business dollars by approximately \$100M each of the last three FY's despite declining Procurement budgets

# NASA Small Business Initiatives

- Small Business Improvement Plan (SBIP)
  - Established in FY 2008
  - All Agency acquisition stakeholders involved in developing plan to improve NASA Small Business Program
- Acquisition Forecast
  - Redesigned to assist small businesses to locate NASA's future acquisitions
- Small Business Training
  - Developed six different courses to train NASA's acquisition, technical, and program personnel to better understand the benefits of the Small Business Program
  - Conducted 67 different classes with a total of 846 attendees since its inception in FY 2009

# NASA Small Business Training

Course ID	Title
SBTAP	Small Business Training for the Acquisition Professional
SBMR	Small Business Market Research
SBTTP	Small Business Training for Technical Personnel
SBJV&T	Small Business Joint Venture & Teaming
SBTSE	Small Business Training for Senior Executives
SBTTC	Small Business Training for Technical Coordinators

# NASA Small Business Social Media

About OSBP Social Media:

OSBP social media sites that provide instant access to procurement opportunities, small business information, or small business community, outreach and matchmaking events



NASASmallBusiness

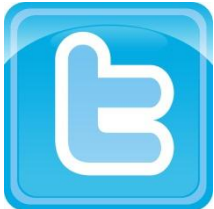
Facebook

Likes: 9,890

Weekly Total Reach: 908

People Talking About the OSBP Page: 111

<http://www.facebook.com/NASASmallBusiness>



@NASA\_OSBP

Twitter

Followers: 473

[http://twitter.com/NASA\\_OSBP](http://twitter.com/NASA_OSBP)



Blogger (Glenn Delgado's Blog)

Monthly Pageviews: 90

All time Pageviews: 1,810

<http://nasaosbp.blogspot.com/>



# Contact OSBP

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NASA Vendor Database:

<https://vendors.nvdb.nasa.gov>