

Climbing a step at a time to contract with HBCU's

Construction & Optimization of Refurbishment & Assembly of Lower Strut for ATK

Senior Class Project – 3 teams with 6 students on each team

Tallahassee, FL – KSC, FL

New Supplier – Goal assigned to the contract for HBCU/MI

Step 1

- Work with Contracts and Program Management in establishing a plan of action to comply with the contractual requirements. Timing in the proposal is key.**
- SBLO takes the lead in identifying HBCU's strength and capabilities. 😊**
- Identify a course of action that yields a return on investment to make a good faith effort toward your goal.**
- Management assigns a project lead from his staff.**

•Step 2

- Technical Team wrote the SOW and reviewed it with the FAMU staff to ensure they were capable of the work. This is the hardest part of the contract.**
- Sideline – it took 2 months to negotiate T&C's. Very few HBCU's have a contracting department.**
- Work within the school system the best you can. Multiple year contract with a Senior Class project.**
- Once the PO was in place and the students were chosen, the Engineering Team traveled to Florida to talk to the students and answer any questions.**

•Step 3

•**Coordination of expectations = Contract Success.**

- Outline schedules and deliverables – tie to milestone payments.

•**We held weekly conference calls to ensure all student questions were answered.**

•**Two months into the project we flew back out and took the students through Lean Training (PES). This was a benefit to the first SOW and subsequently each year.**

•**Our contract evolved. It was a multiple year contract so, we had an internal lessons learned each year at the final presentation.**

Step 4 Final Presentation

- **Student presentation – ATK engineer, contracts, PES Director, and Professor.**
- **Construction & Optimization of Refurbishment & Assembly of Lower Strut for ATK.**
- **The project is centered on the current state value stream map for the fabrication processes, including the trade studies on options.**
- **Reduce the current cycle time from three and a half months to a shorter time.**
- **Specified in the task is to develop and recommend a proficient fabrication process flow for the Refurbishment, Verification Testing, and Assembly of SLS Core Aft Attachment Struts.**
- **Everything from Risk to Implementation was outlined including with an accompanying analysis.**
- **Continued the contract each year and submitted a Mentor Protégé Agreement in coordination with the Contract.**

Success

- **Deliverable to NASA who implemented one of the students recommendation.**
- **Students build a resume based on actual contract with Prime Contract and hands on experience.**
- **Continued the contract each year and submitted a Mentor Protégé Agreement in coordination with the Contract.**
- **With the MPA was able to invite other Prime's to meetings and presentations that were outlined from FAMU to prove the relationship with HBCU's and Industry.**
- **Presentations for NASA and other government agencies on "How to".**
- **Panel discussions for HBCU conference for the Government Partnerships.**