



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



Glenn A. Delgado
Associate Administrator

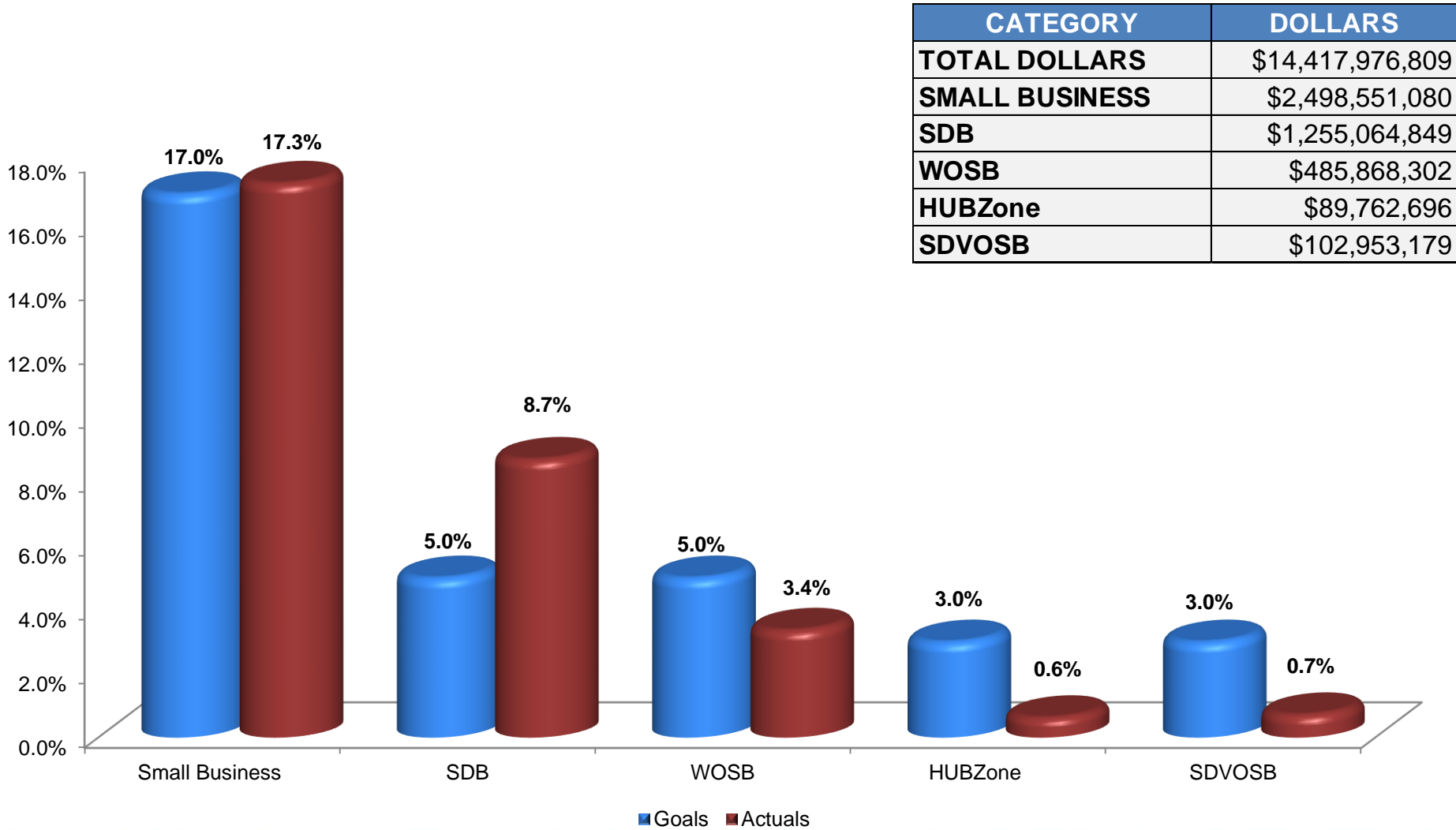
Customer Panel

FALL 2016 TRIAD CONFERENCE

October 12, 2016

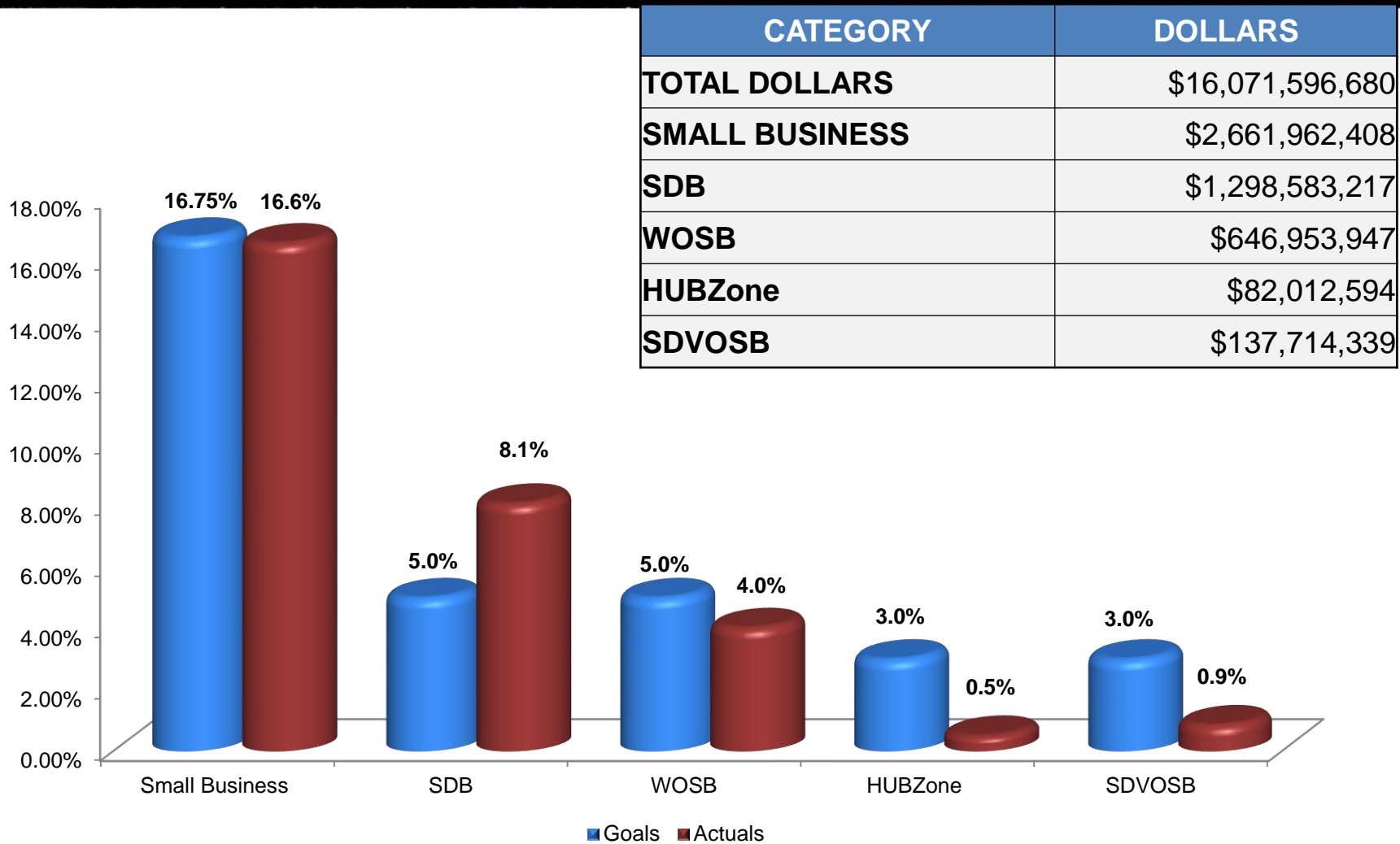
NASA Agency September FY15 Prime Goals vs. Actual Percentages

Data generated February 19, 2016 from FPDS-NG



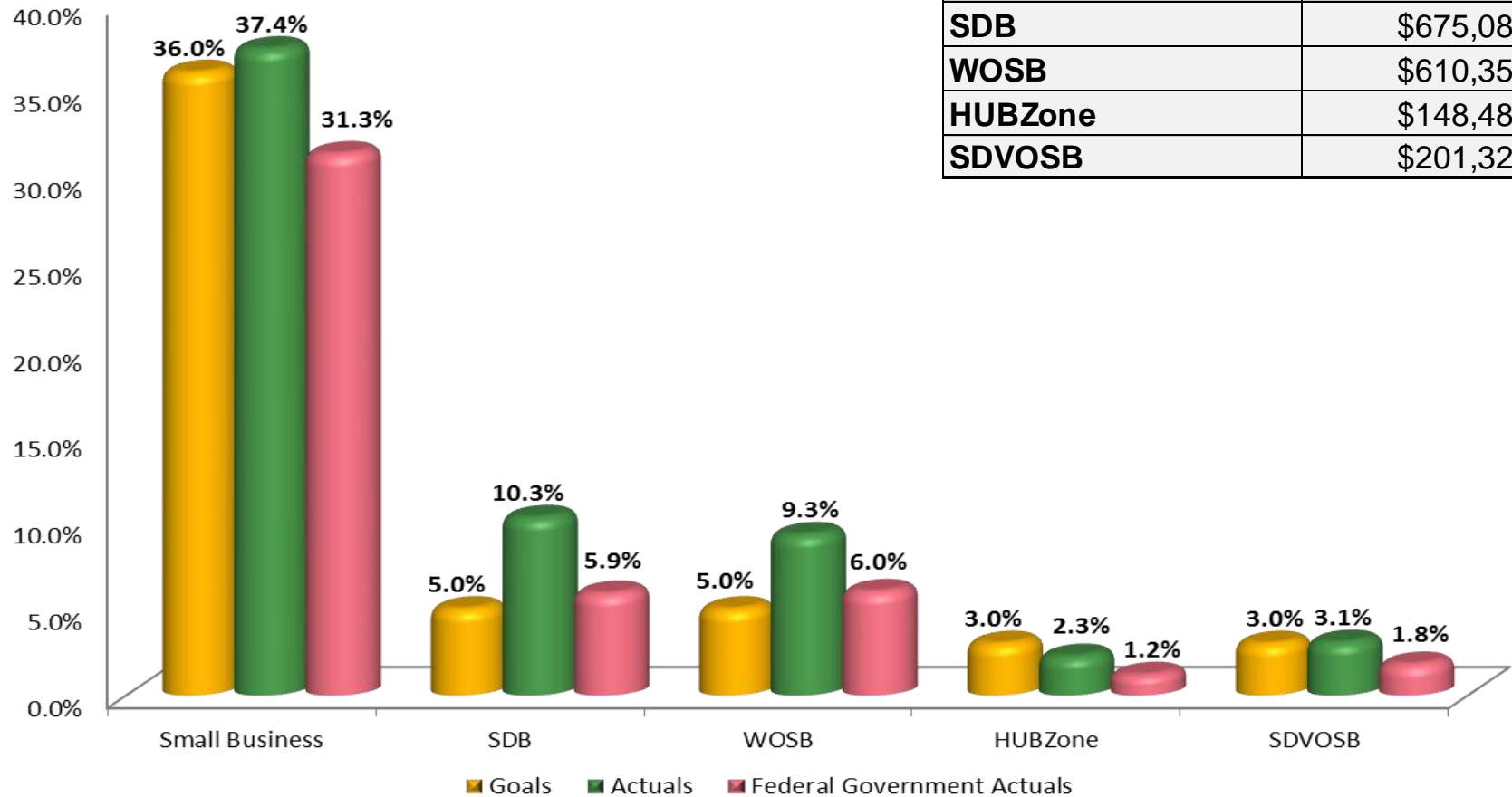
NASA Agency September FY16 Prime Goals vs. Actual Percentages

Data generated October 11, 2016 from FPDS-NG



NASA Agency September FY15 Subcontracting Goals vs. Actual Percentages

Data generated February 19, 2016 from FPDS-NG



CATEGORY	DOLLARS
TOTAL DOLLARS	\$6,570,979,479
SMALL BUSINESS	\$2,454,929,635
SDB	\$675,082,509
WOSB	\$610,356,408
HUBZone	\$148,485,186
SDVOSB	\$201,324,744

NASA Top 20 Prime Vendors FY15

Vendor Name	Total Dollars	% Total Dollars
THE BOEING COMPANY	\$1,987,063,076	12.49%
CALIFORNIA INSTITUTE OF TECHNOLOGY	\$1,850,481,122	11.64%
LOCKHEED MARTIN CORPORATION	\$1,571,018,845	9.88%
JACOBS TECHNOLOGY INC.	\$685,689,697	4.31%
SPACE EXPLORATION TECHNOLOGIES CORP.	\$641,861,752	4.04%
ORBITAL SCIENCES CORPORATION	\$512,019,873	3.22%
RUSSIA SPACE AGENCY	\$459,872,919	2.89%
SGT, INC.	\$431,126,415	2.71%
NORTHROP GRUMMAN	\$393,484,895	2.47%
UNITED LAUNCH SERVICES, LLC	\$378,142,274	2.38%
EXELIS INC.	\$351,282,104	2.21%
RAYTHEON COMPANY	\$349,800,216	2.20%
ASRC FEDERAL & SUBSIDIARIES	\$318,470,426	2.00%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	\$274,702,725	1.73%
ATK LAUNCH & SPACE SYSTEMS INCORPORATED	\$242,331,756	1.52%
BALL AEROSPACE & TECHNOLOGIES CORP.	\$168,763,396	1.06%
JOHNS HOPKINS UNIVERSITY	\$162,947,306	1.02%
HP ENTERPRISE SERVICES, LLC	\$149,461,576	0.94%
VENCORE SERVICES AND SOLUTIONS, INC	\$127,106,108	0.80%
PRATT AND WHITNEY ROCKETDYNE INCORPORATED	\$125,372,211	0.79%
Subtotal - Top 20 Prime Contractors in FY2015	\$11,180,998,692	

NASA Top 20 Small Business Vendors FY15

Vendor Name	Action Obligation
ASRC Federal	\$214,626,375.00
SCIENCE SYSTEMS AND APPLICATIONS, INC.	\$96,245,826.50
INUTEQ, LLC	\$87,922,794.82
ANALYTICAL MECHANICS ASSOCIATES, INC.	\$65,462,984.23
LJT & ASSOCIATES INC	\$60,328,689.98
DYNETICS TECHNICAL SERVICES INC.	\$56,077,959.00
DB CONSULTING GROUP, INC.	\$54,443,015.84
CHENEGA SECURITY & SUPPORT SOLUTIONS, LLC	\$54,090,699.91
ABACUS TECHNOLOGY CORPORATION	\$52,783,457.69
COLUMBUS TECHNOLOGIES AND SERVICES, INC.	\$46,096,518.46
J.P. DONOVAN CONSTRUCTION, INC	\$44,978,215.00
ADNET SYSTEMS, INC.	\$44,903,976.48
BARRIOS TECHNOLOGY, LTD.	\$44,275,909.28
VANTAGE PARTNERS, LLC	\$43,177,888.44
AI SOLUTIONS, INC.	\$37,315,676.54
ARES TECHNICAL SERVICES CORPORATION	\$32,903,024.15
SPACE EXPLORATION TECHNOLOGIES CORP.	\$29,826,293.00
HX5 SIERRA LLC	\$27,950,346.77
INFOPRO CORPORATION	\$27,573,423.06

Challenges

- Meeting SBA assigned goals
 - Funding to Missions being completed by Large Primes
 - SLS
 - Commercial Crew
 - Orion
 - Counting Overseas Dollars in Base
 - Each trip to ISS costs \$70 million

Initiatives

- HBCU Technology Infusion Road Tour
- Regional Outreach event
- NASA Vendor Database
 - Subcontracting Module

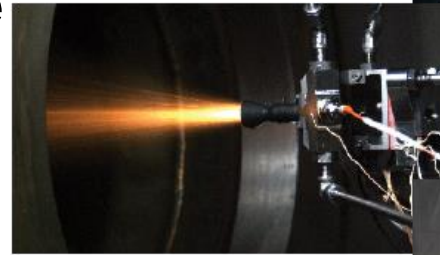
NASA Mentor-Protégé Program

- A value-focused program that is aligned with NASA's current and future strategy and mission
- NASA has two types of Agreements: Credit and Award Fee Pilot Program
- Only NASA Small Business Innovation Research (SBIR) or Small Business Technology Transfer (STTR) Phase II protégés are eligible to participate with mentors in the Award Fee Pilot Program
- In the Pilot Program, a mentor is eligible to receive an award fee of up to \$100,000, on top of any other award fee, at the end of the agreement period based upon the mentor's performance in providing developmental assistance to its protégé.

NASA Mentor-Protégé Program

The Numbers

- 26 Approved Mentors
- 11 Approved Mentor-Protégé Agreements
- ~\$1.4 million in Mentor support
- 6 NASA Centers have active Agreements
 - Ames Research Center
 - Glenn Research Center
 - Goddard Space Flight Center
 - Johnson Space Center
 - Kennedy Space Center
 - Marshall Space Flight Center



NASA Mentor-Protégé Program Center Agreement Snapshot



as of October 5 , 2016

Center	Mentor	Protégé	Protégé Socio-Economic Category	Length of Contract (mo.)	Subcontracting Credit
ARC	AECOM Technical Services, Inc.	AE3 Partners, Inc.	8(a) / SDB	24	\$56,301
ARC	SGT, Inc.	MORI Associates, Inc.	WOSB	24	\$22,935
GSFC	TASC	MPL Corporation	WOSB	24	\$46,500
GSFC	Parsons Government Services	EBA Engineering	SDB	21	\$111,260
JSC	Jacobs Technology (Clear Lake Group)	HX5, LLC	WOSB / 8(a) / SDB / VOSB / SDVOSB	36	\$36,105
KSC	Boeing Company	Bastion Technologies, Inc.	SDB	18	\$88,159
LaRC	Jacobs Technology (Tidewater Operations Group)	Genex Systems, Inc.	WOSB / SDB	36	\$80,079
MSFC	The Boeing Company	AMRO Fabricating	WOSB / SDB	36	\$552,881
MSFC	Aerojet Rocketdyne	ICO Rally	WOSB / HUBZone	24	\$338,988
MSFC	Jacobs Technology (Engineering Science Services & Skills Augmentation - ESSSA Group)	Linc Research, Inc.	HUBZone	24	\$21,438
MSFC	URS Federal Services (An AECOM Company)	Seabrook Solutions, LLC	WOSB	12	\$62,256

\$1,447,924

NASA SBIR/STTR Funding for FY2015

Total Spend	Fiscal Year 2015
Total SBIR Award Obligation for FY 15 for all Federal Agencies	\$2,186,314,506
Total STTR Award Obligation for FY 15 for all Federal Agencies	\$289,511,100

Agency spend in SBIR	Fiscal Year 2015
Total SBIR Award Obligation for FY 15	\$151,730,027
Total STTR Award Obligation for FY 15	\$22,064,083

NASA SBIR Contracts at NASA

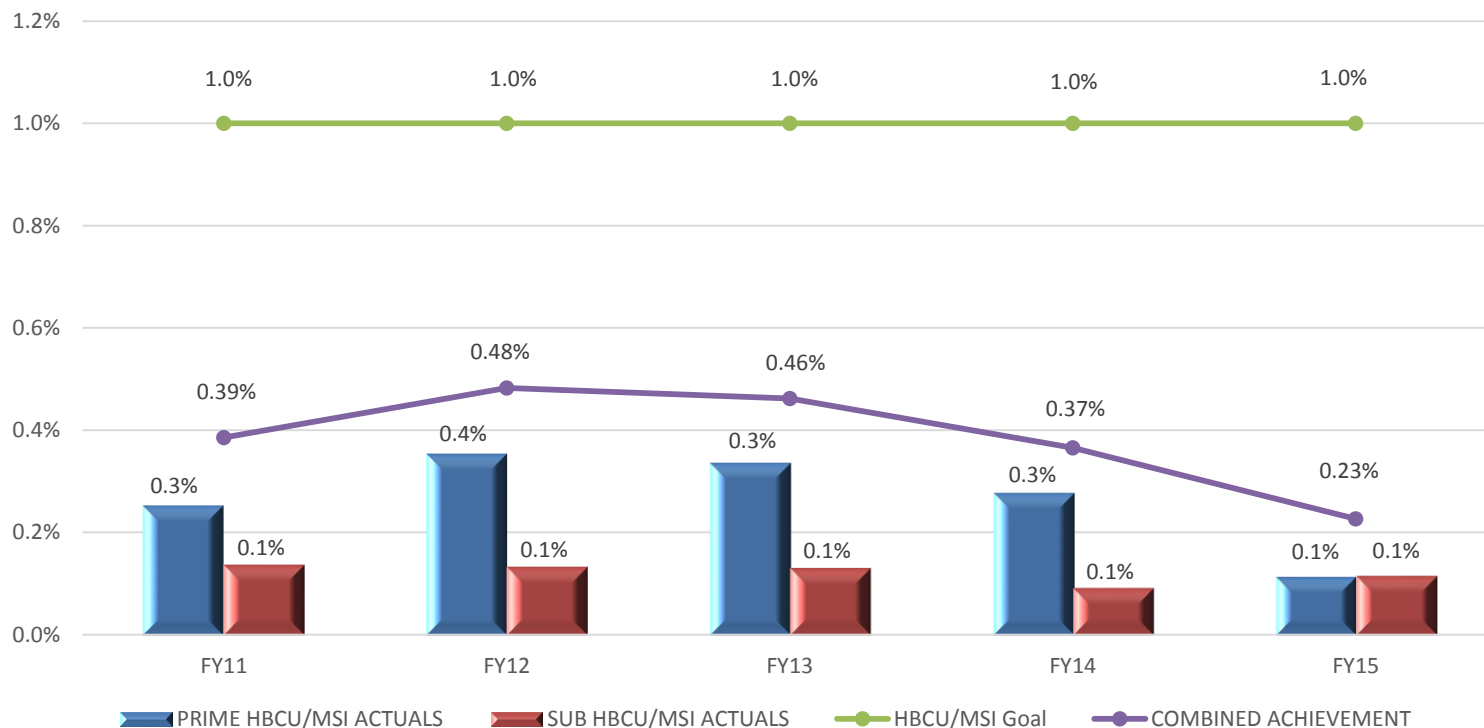
Phase	FY14	FY15
Phase I	Phase I Awards: 346 WOSB: 31 awards HUB: 3 awards VOSB: 17 awards No. of Unique Firms: 250	Phase I Awards: 332 WOSB: 44 awards HUB: 5 awards VOSB: 18 awards No. of Unique Firms: 241
Phase II	Phase II Awards: 119 WOSB: 10 awards HUB: 4 awards VOSB: 6 awards No. of Unique Firms: 112	Phase II Awards: 131 WOSB: 7 awards HUB: 1 awards VOSB: 3 awards No. of Unique Firms: 108
Phase III	Phase III Awards: 38 Awards	Phase III Awards: 49 Awards

NASA STTR Contracts at NASA

Phase	FY14	FY15
Phase I	Phase I Awards: 32 WOSB: 3 awards HUB: 1 awards VOSB: 0 awards No. of Unique Firms: 32	Phase I Awards: 49 WOSB: 7 awards HUB: 1 awards VOSB: 1 awards No. of Unique Firms: 41
Phase II	Phase II Awards: 23 WOSB: 2 awards HUB: 0 awards VOSB: 0 awards No. of Unique Firms: 22	Phase II Awards: 21 WOSB: 1 awards HUB: 0 awards VOSB: 0 awards No. of Unique Firms: 21
Phase III	Phase III Awards: 1 Awards	Phase III Awards: 1 Award

The Office of Small Business Programs HBCU/MSI Initiatives

- **Administrator Bolden reemphasized the mandated 1% HBCU/MSI goal in an agency-wide memorandum dated September 22, 2014**
 - As other prime contractors may have experienced, NASA's challenge is meeting and exceeding the HBCU/MSI goal, both prime and subcontracts



NASA Office of Small Business Programs HBCU/MSI Initiatives

- **Beginning in FY2014, OSBP, NASA's Office of Education and Marshall Space Flight Center collaboratively started the HBCU/MSI Partnerships Meeting**
 - In FY2014, **15** Universities/Institutions attended the Partnerships Meeting
 - In FY2015, **28** Universities/Institutions attended the Partnerships Meeting
 - As a result of the FY2014 Partnerships meeting, Teledyne Brown Engineering established 2 Mentor-Protégé Agreements with University of Nevada – Las Vegas and Alabama State University
 - Next HBCU/MSI Partnerships Meeting scheduled – February 15, 2017
- **In February 2016, Marshall Space Flight Center hosted the first HBCU/MSI Joint Counseling Initiative Meeting**
 - 8 University/Institution representatives briefed over 25 prime contractors on past and present government contracts (prime and subcontracts), Universities capabilities and program

NASA Office of Small Business Programs HBCU/MSI Initiatives

- **Newest Initiative: NASA HBCU/MSI Technology Infusion Road Tour**
- **Designed to assist NASA and Large Prime Contractors meet and/or exceed the mandated HBCU/MSI goal through utilization of the NASA's various programs (i.e. SBIR/STTR, Mentor-Protégé Program, etc.)**
 - An open platform for HBCU and MSI representatives (i.e. Deans, Professors, Faculty) to learn about the NASA MPP, SBIR/STTR and processes on how to become involved in NASA contracts
 - Objective will be reached through various methods of communication and presentations including workshops and lectures from various technical and business POCs from NASA, HBCUs/MSIs and large prime contractors
 - Lastly, HBCU/MSI representatives will be able to participate in face-to-face joint counseling sessions with large prime contractors and various NASA personnel

HBCU/MSI Technology Infusion Initiative

FY16 Dates	Institution Designation	Host University
March 22-24, 2016	Historically Black College and University	North Carolina Central University
April 19-21, 2017	Minority Serving Institution	University of Texas El Paso
August 27-29, 2017	Historically Black Colleges and University	Florida A&M University

FY17 Dates	Institution Designation	Host University
January 10-12, 2017	Minority Serving Institution	University of Nevada-Las Vegas
April 4-6, 2017	Historically Black College and University	Tennessee State University
August 22-24, 2017	Historically Black College and University	Jackson State University

HBCU/MSI Technology Infusion Initiative

Institution	Mentor	Agreement Duration	Dollar Value
Alabama State University	Teledyne Brown Engineering	August 2015 – August 2016	\$50K
University of Nevada – Las Vegas	Teledyne Brown Engineering	August 2015 – August 2016	\$58K
Florida A&M University	ATK Aerospace	December 2013 – September 2014	\$71K
Alabama A&M University	Pratt & Whitney Rocketdyne	July 2012 – July 2014	\$398K
Tuskegee University	Jacobs Technology	April 2010 – March 2013	\$179K
Oakwood University	Science Applications International Corporation (SAIC)	January 2009 – December 2011	\$126K

OSBP Social Media



NASASmallBusiness

Facebook Likes: 296, 348
Weekly Total Post Reach: 12, 703
<http://www.facebook.com/NASASmallBusiness>



@NASA_OSBP

Twitter Followers: 6,999
http://twitter.com/NASA_OSBP



NASAOSBP

Blogger (Glenn Delgado's Blog)
Monthly Pageviews: 620
All time Pageviews: 25,227
<http://nasaosbp.blogspot.com/>

Contact OSBP

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NASA Vendor Database:

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

Questions

