



**Your partner in chemical
process development**

Mark Heslop
2019 Munitions Executive Summit
April 2 – 4 | Parsippany, NJ

Nalas Engineering Services Inc.

Nalas Engineering offers chemistry and chemical engineering expertise enabling the development. and transition of safe, sustainable, robust and lowest-cost chemical processes. Nalas provides small scale chemical manufacturing and production capabilities, including critical chemicals.

Small Business

Established in 2008

48 employees

Current Work -

(60% Gov. – 40% Commercial)

85 Westbrook Road

Centerbrook, CT 06409

www.nalasengineering.com



Small Business Government Contracting Challenges and Opportunities

Challenges - Small Businesses have limited funding, resources and personnel to comply with Government contracting requirements.

- Working with Defense Contract Audit Agency (DCAA) or
- Defense Contract Management Agency (DCMA),
- Managing Government Property,
- Implementing Earned value management systems,
- Reporting requirements; CDRLs

Opportunities - Each federal agency has a different small business contracting goal. The SBA ensures that the sum total of all of the goals exceeds the 23% target for the federal government. *The Federal Government Achieved its Small Business Contracting Goal for the Fifth Consecutive Year with Record-Breaking \$105 Billion to Small Businesses* <https://www.sba.gov>



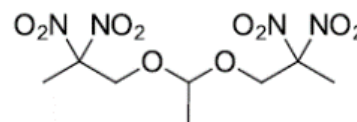
[This Photo](#) by Unknown Author is licensed under [CC BY-SA-NC](#)



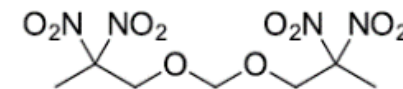
[This Photo](#) by Unknown Author is licensed under [CC BY-NC-ND](#)

Identify a Government Need or Want

- Nalas reviewed The Technical Cooperation Program (TTCP) *Critical Materials for Energetics and Propulsion Area of Interest Annual Report*.
- Nalas identified a Government need for a domestic source of:
BDNPA [bis(2,2-dinitropropyl)acetal] and
BDNPF [bis(2,2-dinitropropyl)formal]
Nitroplasticizer BDNPA/F - 50:50 mixture
- Nalas is positioning itself to be the premier provider of critical chemicals
- Small Business Innovation Research (SBIR)
 - The Small Business Innovation Research program is a United States Government program, coordinated by the Small Business Administration, intended to help certain small businesses conduct research and development. Funding takes the form of contracts or grants. The recipient projects must have the potential for commercialization and must meet specific U.S. government R&D needs
 - Nalas awarded a SBIR to optimize the lab scale chemistry to develop BDNPA/F

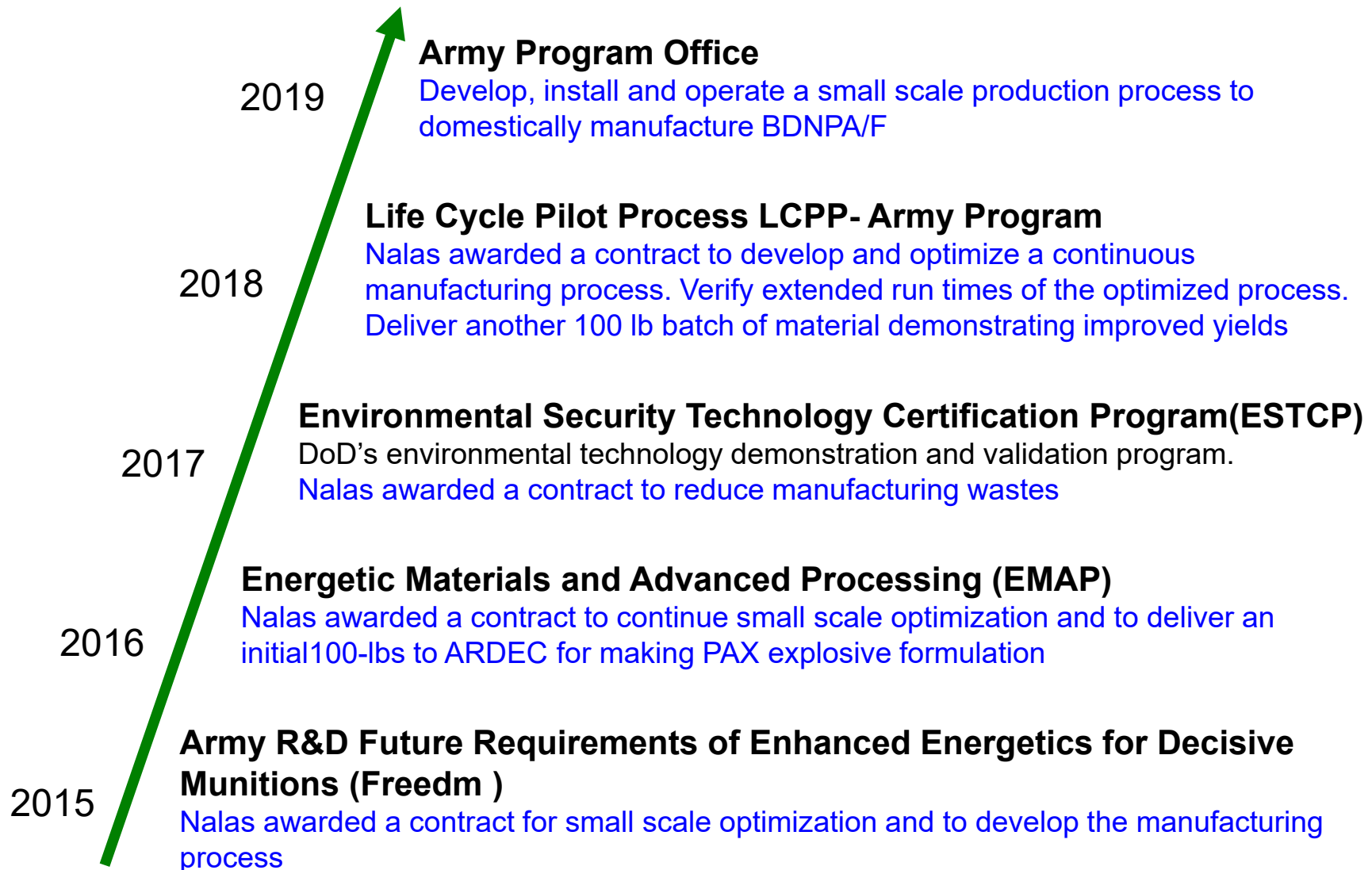


BDNPA



BDNPF

Success – Perseverance, Technical Performance, and Quality Product



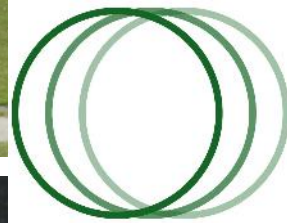
Achieving Success is Hard Work

- Small Business Contracting is Not an easy process
- Requires patience and perseverance
- Must Deliver a Quality Product on Schedule
- It helps to cultivate a good working relationships with the respective government organizations
- Keep an open mind. Try to work with different government agencies.
- Success is Achievable!!!



[This Photo](#) by Unknown Author is licensed under [CC BY](#)

Nalas Facility- Home to Critical Chemicals



NALAS
Engineering
solutions that scale

