



Doing Business with NASA Glenn

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Procurement Division



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- NASA Organization
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- Identifying Opportunities
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NASA Organization



NASA Vision: *To reach for new heights and reveal the unknown so that what we do and learn will benefit all humankind*



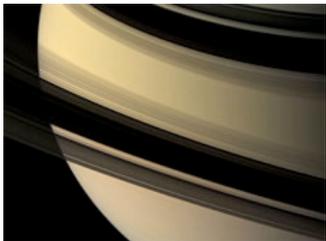
Aeronautics Research

Manages research focused on meeting global demand for air mobility in ways that are more environmentally friendly and sustainable, while also embracing revolutionary technology from outside aviation.



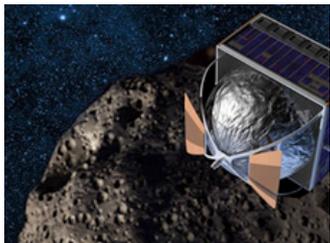
Human Exploration and Operations

Focuses on International Space Station operations, development of commercial spaceflight capabilities and human exploration beyond low-Earth orbit.



Science

Explores the Earth, solar system and universe beyond; charts the best route of discovery; and reaps the benefits of Earth and space exploration for society.

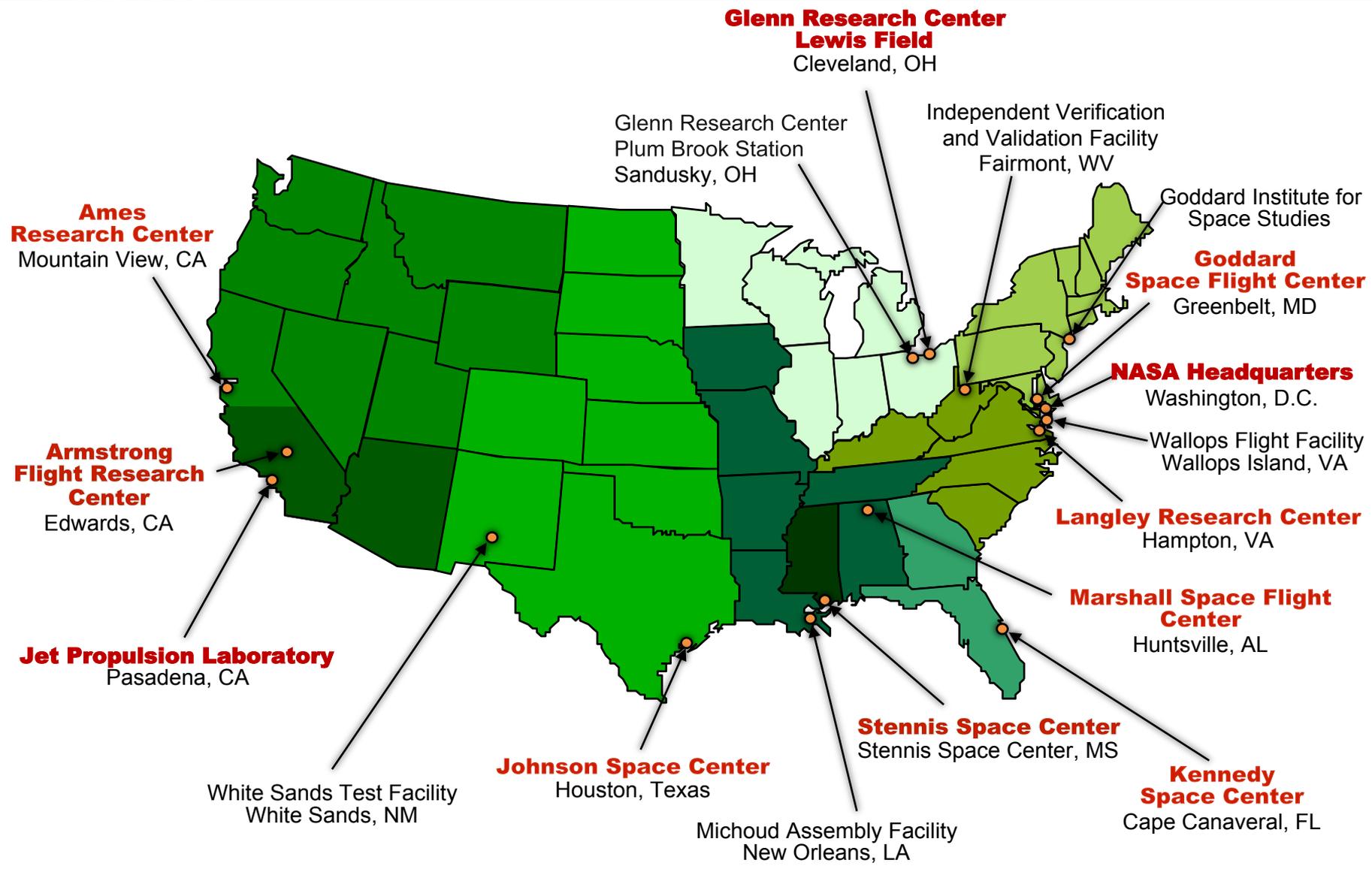


Space Technology

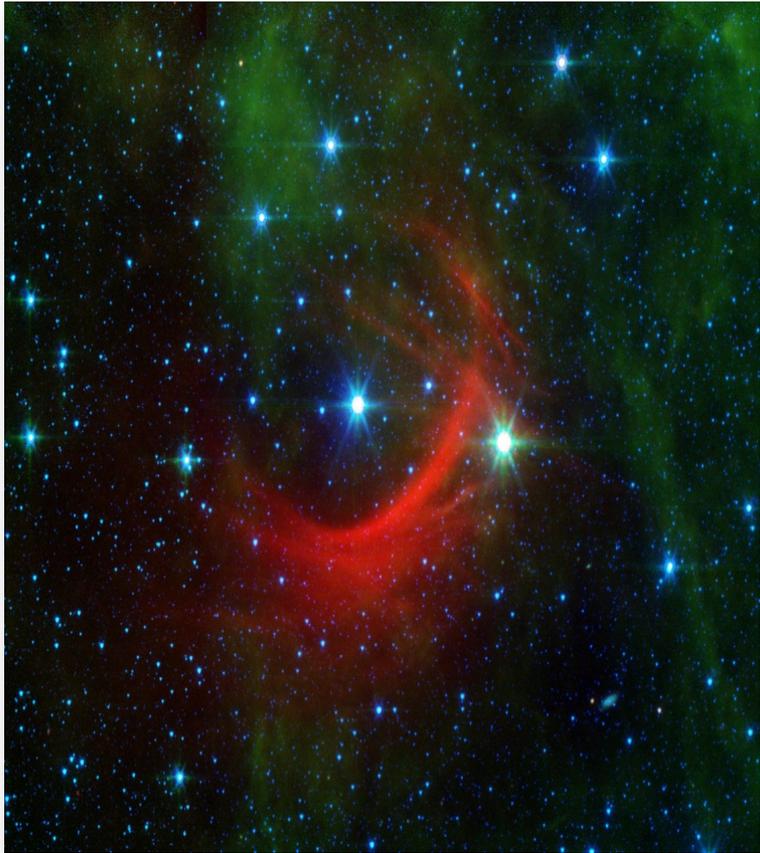
Rapidly develops, innovates, demonstrates, and infuses revolutionary, high-payoff technologies that enable NASA's future missions while providing economic benefit to the nation.



NASA Centers and Installations



NASA Organization

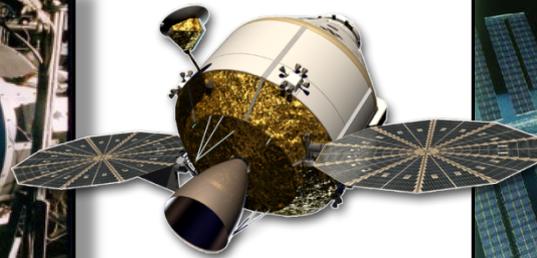
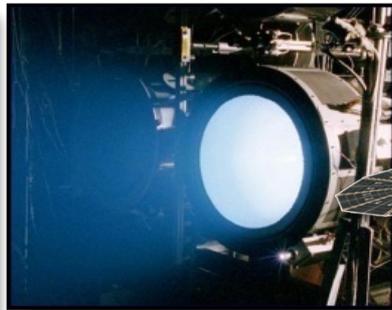


- Procurement is decentralized-conducted at each Center.
- NASA Shared Services Center (NSSC) performs selected business activities for all 10 NASA Centers including procurement activities such as grant awards and administration; acquisition of training services; and the administration of the Agency's IT services contract. Starting in FY 2017, simplified acquisitions will be performed at NSSC.
- NASA Headquarters utilizes GSFC and NSSC for procurement needs.

Glenn's Mission:



We **drive** Research, Technology, and Systems to **advance** Aviation, enable Exploration of the Universe, and **improve** Life on Earth



Lewis Field (Cleveland)

- 350 acres
- 1546 civil servants and 1560 contractors



Plum Brook Station (Sandusky)

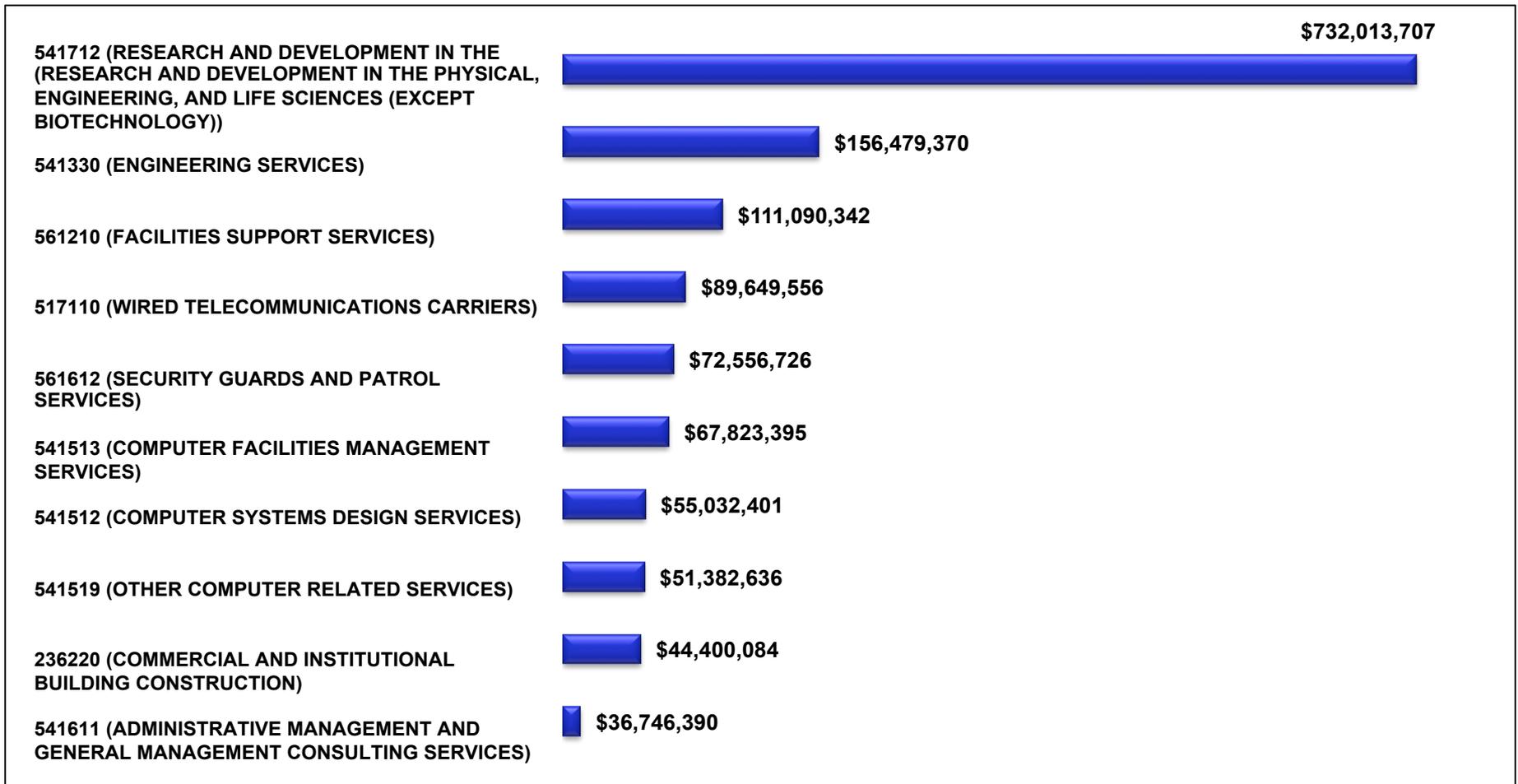
- 6500 acres
- 18 civil servants and 97 contractors



NASA Buys



Through FY15 3rd Qtr. NASA Top 10 NAICS– Small Business





NASA Buys



- Top 10 NAICS Codes for NASA GRC 2015

6 digit NAICS Code (Description)	Total Dollars	% Total Dollars
541712 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY))	\$154,571,279.15	39.8546%
561210 (FACILITIES SUPPORT SERVICES)	\$68,908,755.76	17.7674%
541519 (OTHER COMPUTER RELATED SERVICES)	\$33,084,023.71	8.5304%
236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)	\$22,865,092.73	5.8955%
221122 (ELECTRIC POWER DISTRIBUTION)	\$13,551,951.81	3.4942%
541690 (OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES)	\$10,939,559.85	2.8207%
541620 (ENVIRONMENTAL CONSULTING SERVICES)	\$8,553,786.59	2.2055%
611710 (EDUCATIONAL SUPPORT SERVICES)	\$6,510,523.21	1.6787%
561612 (SECURITY GUARDS AND PATROL SERVICES)	\$6,492,782.14	1.6741%
541330 (ENGINEERING SERVICES)	\$4,949,345.14	1.2761%

NASA Office of Small Business Programs



GRC Socio Economic Statistics For Small Business

10/01/2014 - 09/30/2015

Run Date: 05/16/2016

Award Category ^F	Obligations ^F	Percentage of Total Obligations ^F
Total Obligations During Period	389,341,189	100%
All Small Business	255,555,227	65.64%
8(a) Business	90,854,664	23.34%
Small Disadvantaged Business	116,423,117	29.90%
Woman Owned Business	40,867,671	10.50%
HUBZone Business	20,411,138	5.24%
Veteran Owned Business	11,192,991	2.87%
Service Related Disabled Veteran Owned	7,777,542	2.00%
Asian Pacific American Owned Business	20,066,832	5.15%
Black American Owned Business	88,200,520	22.65%
Native American Owned Business	15,429,911	3.96%
American Indian Owned Business	163,655	0.04%
Asian Indian Owned Business	13,391,411	3.44%
Hispanic American Owned Business	19,757,431	5.07%
Non Profit Organization	13,812,282	3.55%
State Government	1,879,493	0.48%
Local Government	104,168	0.03%
Educational Institution	2,379,937	0.61%
Hospital	138,375	0.04%

NASA Acquisition Forecast

- It is NASA policy (see NASA FAR Supplement 1807.72) to prepare an annual forecast and a semiannual update of expected contract opportunities, or classes of contract opportunities, for each fiscal year.
 - The forecast consolidates anticipated procurements at each NASA Center with the aim of increasing industries' advance knowledge of NASA requirements and to enhance competition.
 - Consolidated Agency-wide Acquisition Forecast is provided to allow users to search multiple NASA Centers for specific types of opportunities to match your organizational interests. This tool contains “pivot table” capabilities and graphics to easily manipulate and illustrate the data.
 - Contract award terms vary, so it is important to contact the small business office at each Center to inquire about specific contract end dates and upcoming competitions to ensure you have time to prepare.
- NASA Acquisition Forecast:
<http://www.hq.nasa.gov/office/procurement/forecast/>

Identifying Opportunities



- **Federal Business Opportunities (FBO)**
<http://www.fbo.gov>.
- provides industry with immediate access to current acquisition information over the Internet (Synopses, solicitations, award notices, acquisition forecasts).
- All NASA synopses and all competitive solicitations over \$25,000 are posted on the Internet.
- E-Mail Notification Service allows you to register to receive announcements of synopses, solicitations, and other documents.
- Provides links to reference information (Regulations, Clauses, Provisions, Handbooks and Guidance Documents).

Tracking Opportunities



Top 20 GRC Prime Vendors 2015

VENDOR NAME	TOTAL DOLLARS	% TOTAL DOLLARS
VANTAGE PARTNERS, LLC	43,177,888	11.1%
HX5 SIERRA LLC	27,950,347	7.2%
SGT, INC.	22,546,366	5.8%
ZIN TECHNOLOGIES INCORPORATED	22,289,983	5.7%
SIERRA LOBO INCORPORATED	18,942,811	4.9%
AEROJET GENERAL CORPORATION	17,111,469	4.4%
PEERLESS TECHNOLOGIES CORPORATION	14,972,843	3.8%
OHIO EDISON COMPANY	14,053,309	3.6%
WOLF CREEK FEDERAL SERVICES, INC.	13,587,423	3.5%
UNIVERSITIES SPACE RESEARCH ASSOCIATION	12,869,680	3.3%
RJ RUNGE COMPANY, INC	12,188,183	3.1%
MAINTHIA TECHNOLOGIES, INC.	11,586,469	3.0%
DB CONSULTING GROUP, INC.	11,051,870	2.8%
HONEYWELL TECHNOLOGY SOLUTIONS INCORPORATED	10,926,010	2.8%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	8,556,500	2.2%
LINXX GLOBAL SOLUTIONS, INC.	6,492,782	1.7%
PARAGON TEC INCORPORATED	6,480,250	1.7%
UNITED TECHNOLOGIES CORPORATION	5,942,725	1.5%
ALPHAPORT, INC.	5,812,743	1.5%
PPW BUILDERS, INC.	5,231,416	1.3%



- Conducts outreach to assist small businesses (SB).
- Influences SB policy and procedure as opposed to individual contracts.
- Interacts with Executive and Legislative branches.
- Administers SB Awards programs.
- Provides training for NASA Acquisition personnel.
- SB Goal Negotiation.
- Quality/Internal Control/Center compliance reviews.
- Administers NASA's Mentor/Protégé Program.
- NASA OSBP- <http://osbp.nasa.gov/index.html>



OSBP Recommends:

1. Identify Your Product or Service
2. Register Your Business
3. Identify Your Target Market Within NASA
4. Identify Current NASA Procurement Opportunities
5. Familiarize Yourself with NASA Contracting Procedures
6. Investigate Federal Supply Schedule (FSS) Contracts
7. Seek Additional Assistance as Needed
8. Explore Subcontracting Opportunities
9. Investigate NASA Small Business Programs!
10. Market Your Firm Well!!!

*Attend industry day events held by OSBP and for specific procurements.



NASA Vendor Data Base (NVDB)

- Used by NASA acquisition personnel for market research, communication and educating industry about NASA requirements.
- Open to all vendors, both large and small, who wish to do business with the NASA.
- Vendors can post capability briefs in any format and sign up for e-mail messages on Source Sought Notices, the NASA Office of Small Business Programs Newsletter, Requests for Information (RFIs), or Requests for Proposals (RFPs).
- Does not replace Federal Business Opportunities website or notifications.
- Does not replace requirement to register in the federal System for Award Management (SAM).
- OSBP Vendor Database Registration:
http://osbp.nasa.gov/vendor_database.html

All Federal Agencies, including NASA

- Federal Procurement Data System-Next Generation (contractor reports for all Federal agencies):

https://www.fpds.gov/fpdsng_cms/

- **NASA Reports**
- NASA Procurement Data View (NPDV)--Summary-level data (e.g., contract number, grant number, purchase order number, description, contractor and address, period of performance, value) on all active NASA contracts/grants/purchase orders

Freedom of Information Act



- Obtaining documents related to the current contract may assist in better preparing for and understanding the requirements for an upcoming competition.
- Each Center maintains an electronic library that contains frequently requested documents (contract documents may already be available).

Links to each Center's FOIA page and points of contact are accessible from the Agency FOIA webpage:

<http://www.nasa.gov/FOIA/>

NEWS
News, features & press releases

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Current, future, past missions & launch dates

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NASA FOIA

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 - Headquarters
 - JPL
 - Johnson
 - Kennedy
 - Langley
 - Marshall
 - NASA OIG
 - NSSC
 - Stennis

Freedom of Information Act (FOIA)

About FOIA

David Weaver
Chief FOIA Officer

Miriam Brown-Lam
Principal Agency FOIA Officer

Enacted in 1966, the Freedom of Information Act (FOIA) provides that any person has a right, enforceable in court, to obtain access to federal agency records, except to the extent that such records (or portions of them) are protected from public disclosure by one of nine exemptions or by one of three special law enforcement record exclusions. The FOIA thus established a statutory right of public access to Executive Branch information in the federal government.

FOIA Guidance

Laws, Executive Orders, and Other Information
[+ View Reports](#)

NASA's FOIA Regulations
[+ View Site](#)

Guide to Filing a Request Form (PDF)
[+ View Guide](#)

FOIA Fees and Fee Waivers (PDF)
[+ View Fees](#)



Sources Sought Notices



- Small businesses are encouraged to respond to Sources Sought Notices. Purpose is to determine the appropriate level of competition and/or small business subcontracting goals.
- Sources Sought Notice is an excellent source of Market Research
- FAR 10.001(3)(I): Market Research is used to determine if sources capable of satisfying the agency's requirements exist.
- FAR 19.202-2 Locating Small Business Sources: Contracting Officer must encourage maximum participation by small business.
- FAR 19.501 General: Contracting Officer shall review acquisitions to determine if they can be set-aside for small business.



Sources Sought Notices



- NASA reviews capability statements and other sources of market research to determine small business set-asides.
- Draft Statement of Work or a description of requirements will be included in the Sources Sought Notice Types of small business set-asides.
 - 8(a)
 - Woman-Owned Small Businesses (WOSB)
 - Economically Disadvantaged Woman-Owned Small Businesses (ED-WOSB)
 - Service-Disabled Veteran-Owned Small Business (SD-VOSB)
 - Historically Underutilized Business Zone (HUBZone)



Sources Sought Notices



- Submit capability statements. Be sure to supply the specific requested information. Do not submit brochures since it is very general information. Teaming is highly encouraged with other small businesses or other than small business.
- Past Performance information
- Affiliate information
 - parent company
 - joint venture partners
 - potential teaming partners
 - price contractor (if potential subcontractor) or subcontractors (if potential prime contractor)

Points of Contact



NASA Small Business Specialists (<http://osbp.nasa.gov/map.html>)

Ames Research Center (ARC)	Christine Monroe	(650) 604-4695	ARC-SmallBusiness@mail.nasa.gov
Armstrong Flight Research Center (AFRC)	Robert Medina	(661) 276-3343	DFRC-Small-Business-Office@mail.nasa.gov
Glenn Research Center (GRC)	Eunice Adams-Sipp	(216) 433-6644	GRC-SmallBusiness@mail.nasa.gov
Goddard Space Flight Center (GSFC) and HQ Acquisition Branch	Ann Haase	(301) 286-3343	gsfc-smallbusiness@mail.nasa.gov
Jet Propulsion Laboratory (JPL)	Steve Alfery	(818) 354-4715	business.opportunities.office@jpl.nasa.gov
Johnson Space Center (JSC)	Charles Williams	(281) 483-5933	JSC-SmallBusiness@mail.nasa.gov
Kennedy Space Center (KSC)	Joyce McDowell	(321) 867-3437	KSC-SmallBusiness@mail.nasa.gov
Langley Research Center (LaRC)	Randy Manning	(757) 864-6074	randy.a.manning@nasa.gov
Marshall Space Flight Center (MSFC)	David Brock	(256) 544-0267	MSFC-SmallBusiness@mail.nasa.gov
NASA Management Office (NMO/JPL)	Rick Ellerbe	(818) 354-2595	chanrick.m.ellerbe@jpl.nasa.gov
NASA Shared Services Center (NSSC)	Troy Miller	(228) 813-6558	NSSC-SmallBusiness@mail.nasa.gov
Stennis Space Center (SSC)	Robert E. Watts	(228)-688-1720	SSC-SmallBusiness@mail.nasa.gov

How to do business with...

Ames Research Center	http://procure.arc.nasa.gov/
Armstrong Flight Research Center	http://www.nasa.gov/centers/armstrong/business/index.html
Glenn Research Center	http://www.grc.nasa.gov/WWW/Procure/doin_bus.htm
Goddard Space Flight Center	http://code210.gsfc.nasa.gov/industryassist.htm
Jet Propulsion Laboratory	https://acquisition.jpl.nasa.gov/
Johnson Space Center	http://procurement.jsc.nasa.gov/bd35page.htm
Kennedy Space Center	http://procurement.ksc.nasa.gov/procure/index.htm
Langley Research Center	https://procurement.larc.nasa.gov/
Marshall Space Flight Center	https://ec.msfc.nasa.gov/doing_business/
NASA Shared Services Center	https://www.nssc.nasa.gov/smallbusiness
Stennis Space Center	http://www.nasa.gov/centers/stennis/business/index.html

For More Information



NASA Glenn Research Center

E-mail: GRC-SmallBusiness@mail.nasa.gov

Website:

http://www.grc.nasa.gov/WWW/Procure/doin_bus.htm

HQ Office of Small Business Programs

E-mail: smallbusiness@nasa.gov

Website: www.osbp.nasa.gov

NASA Vendor Database: <https://vendors.nvdb.nasa.gov>