



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



David B Grove

NASA SMALL BUSINESS OVERVIEW

JPL VETERANS INDUSTRY DAY

MARCH 1, 2016

NASA Organization

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



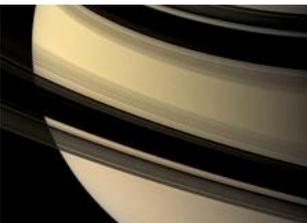
Aeronautics Research

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.



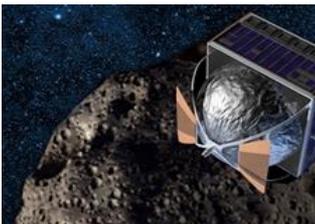
Human Exploration and Operations

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



Science

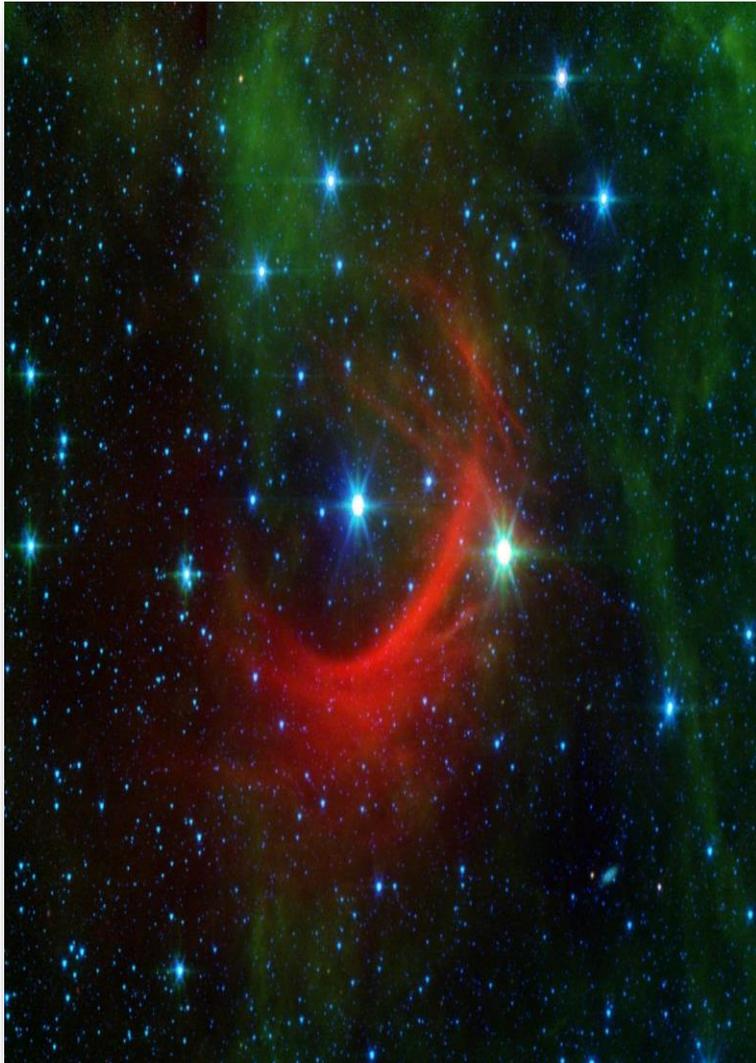
Explores the Earth, solar system and universe beyond; charts the best route of discovery; and reaps the benefits of Earth and space exploration for society.



Space Technology

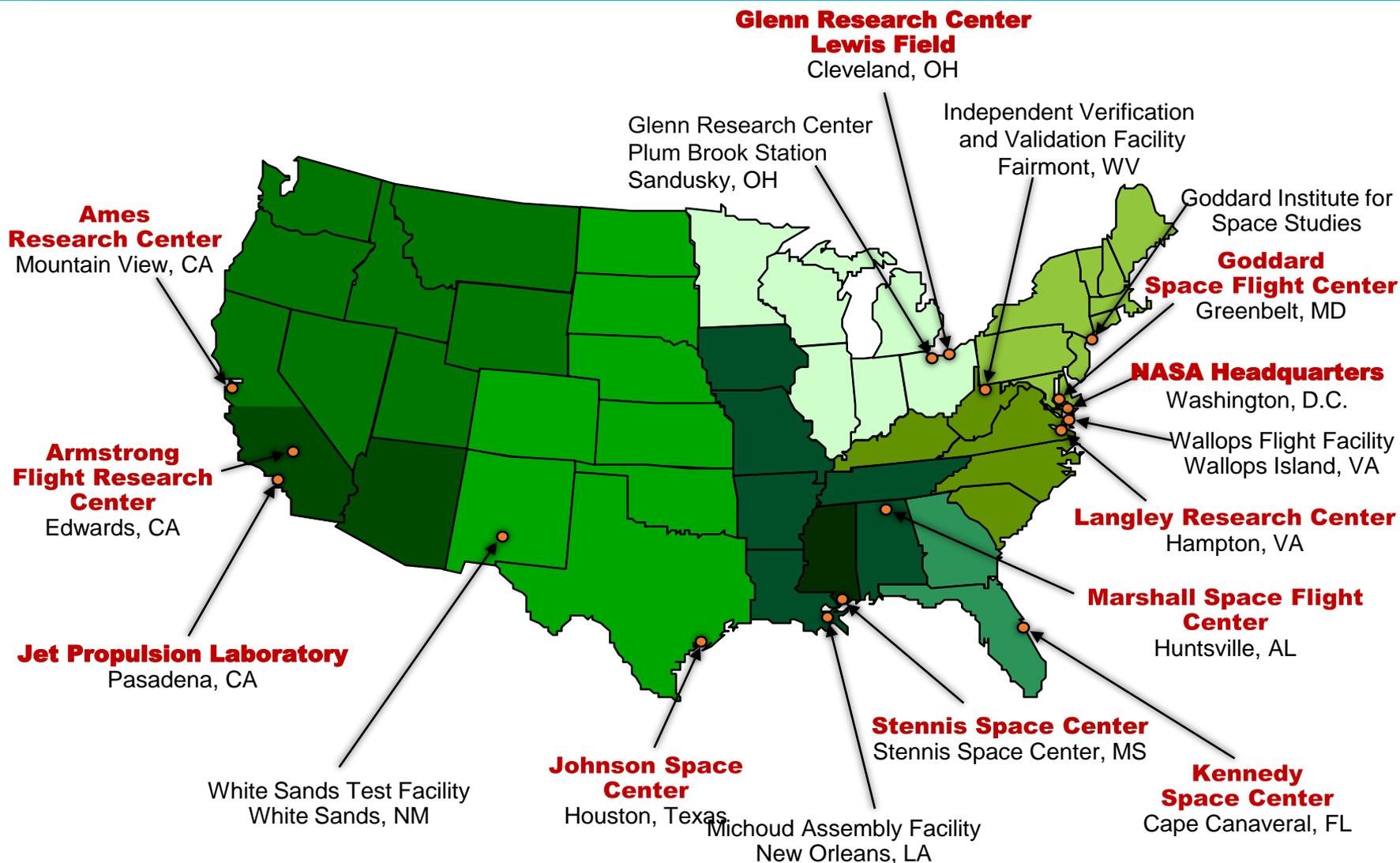
Rapidly develops, innovates, demonstrates, and infuses revolutionary, high-payoff technologies that enable NASA's future missions while providing economic benefit to the nation.

NASA Organization



- Decentralized Procurement
- NASA Shared Services Center (NSSC) performs selected business activities for all 10 NASA Centers
 - Contract Closeout & Procurement activities such as grant awards and administration
 - Acquisition of training services
 - Invoice Processing
 - IT Seat Management and the administration of the Agency's IT services contract
 - Starting in FY 2017, simplified acquisitions will be performed at NSSC
- NASA Headquarters utilizes Goddard Space Flight Center for procurement needs

NASA Centers and Installations



NASA Top 10 NAICS

6 digit NAICS Code (Description)	Total Dollars	% Total Dollars
541712 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY))	\$4,373,175,643	27.50%
336414 (GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING)	\$3,312,155,414	20.83%
541710 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES)	\$1,666,820,493	10.48%
541330 (ENGINEERING SERVICES)	\$1,067,481,287	6.71%
481212 (NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION)	\$798,828,356	5.02%
561210 (FACILITIES SUPPORT SERVICES)	\$618,808,240	3.89%
517919 (ALL OTHER TELECOMMUNICATIONS)	\$496,915,880	3.12%
541512 (COMPUTER SYSTEMS DESIGN SERVICES)	\$493,063,018	3.10%
927110 (SPACE RESEARCH AND TECHNOLOGY)	\$474,188,686	2.98%
336415 (GUIDED MISSILE AND SPACE VEHICLE PROPULSION UNIT AND PROPULSION UNIT PARTS MANUFACTURING)	\$311,739,543	1.96%
Subtotal Top 10 NASA NAICS Codes	\$13,613,176,560	

Top Ten Vendors

THE BOEING COMPANY
CALIFORNIA INSTITUTE OF TECHNOLOGY
LOCKHEED MARTIN CORPORATION
JACOBS TECHNOLOGY INC.
SPACE EXPLORATION TECHNOLOGIES CORP.
ORBITAL SCIENCES CORPORATION
RUSSIA SPACE AGENCY
SGT, INC.
NORTHROP GRUMMAN
UNITED LAUNCH SERVICES, LLC
EXELIS INC.
RAYTHEON COMPANY
ASRC FEDERAL & SUBSIDIARIES
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION
ATK LAUNCH & SPACE SYSTEMS INCORPORATED
BALL AEROSPACE & TECHNOLOGIES CORP.
JOHNS HOPKINS UNIVERSITY
HP ENTERPRISE SERVICES, LLC
VENCORE SERVICES AND SOLUTIONS, INC
PRATT AND WHITNEY ROCKETDYNE INCORPORATED

National Aeronautics and Space Administration 

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Top 20 NASA Contractors 
Fiscal Year 2015

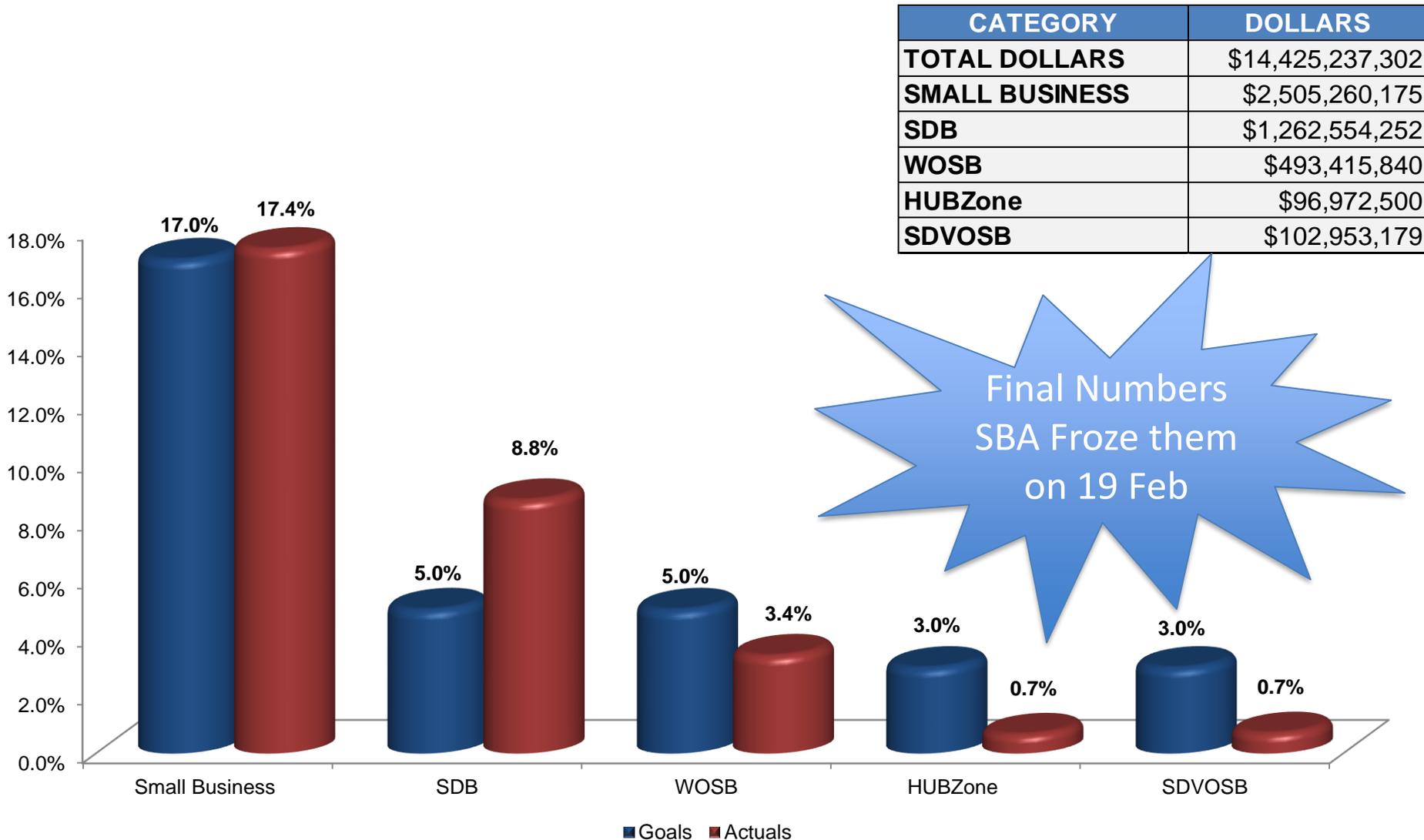
Vendor Name	Business Web Site	Total Dollars
THE BOEING COMPANY	http://www.boeingsuppliers.com/esd/getstart.html	\$1,987,063,076
CALIFORNIA INSTITUTE OF TECHNOLOGY	http://www.jpl.nasa.gov/	\$1,850,481,122
LOCKHEED MARTIN CORPORATION	http://www.lockheedmartin.com/us/suppliers.html	\$1,571,018,845
JACOBS TECHNOLOGY, INC.	http://www.jacobs.com/workwithus/ourapproach/index.aspx?Suppliers	\$685,689,697
SPACE EXPLORATION TECHNOLOGIES CORP.	http://www.spacex.com/	\$641,861,752
ORBITAL SCIENCES CORPORATION	http://www.orbitalk.com/suppliers/default.aspx	\$512,019,873
RUSSIA SPACE AGENCY	http://en.federalspace.ru/	\$459,872,919
SGT, INC.	http://www.sgt-inc.com/	\$431,126,415
NORTHROP GRUMMAN	http://www.northropgrumman.com/Suppliers/Pages/default.aspx	\$393,484,895
UNITED LAUNCH SERVICES, LLC	http://www.ulalaunch.com/suppliers.aspx	\$378,142,274
EXELIS INC.	http://www.exelisinc.com/company/supplierdiversity/Pages/default.aspx	\$351,282,104
RAYTHEON COMPANY	http://www.raytheon.com/suppliers/supplier_diversity/	\$349,800,216
ASRC FEDERAL & SUBSIDIARIES	http://www.asrcfederal.com/Pages/default.aspx	\$318,470,426
SCIENCE APPLICATIONS INTERNATIONAL CORP.	http://www.saic.com/suppliers/	\$274,702,725
ATK LAUNCH & SPACE SYSTEMS, INC.	http://www.orbitalk.com/pages/suppliers/	\$242,331,756
BALL AEROSPACE & TECHNOLOGIES CORP.	http://www.ballaerospace.com/page.jsp?page=53	\$168,763,396
JOHNS HOPKINS UNIVERSITY	https://www.jhu.edu/	\$162,947,306
HP ENTERPRISE SERVICES, LLC	https://www.hpe.com/us/en/home.html	\$149,461,576
VENCORE SERVICES AND SOLUTIONS, INC.	http://www.vencore.com/partners-overview?rq=suppliers	\$127,106,108
PRATT AND WHITNEY ROCKETDYNE INC.	http://www.pw.utc.com/Doing_Business_With_Us	\$125,372,211

www.nasa.gov

NASA Agency September FY15

Prime Goals vs. Actual Percentages

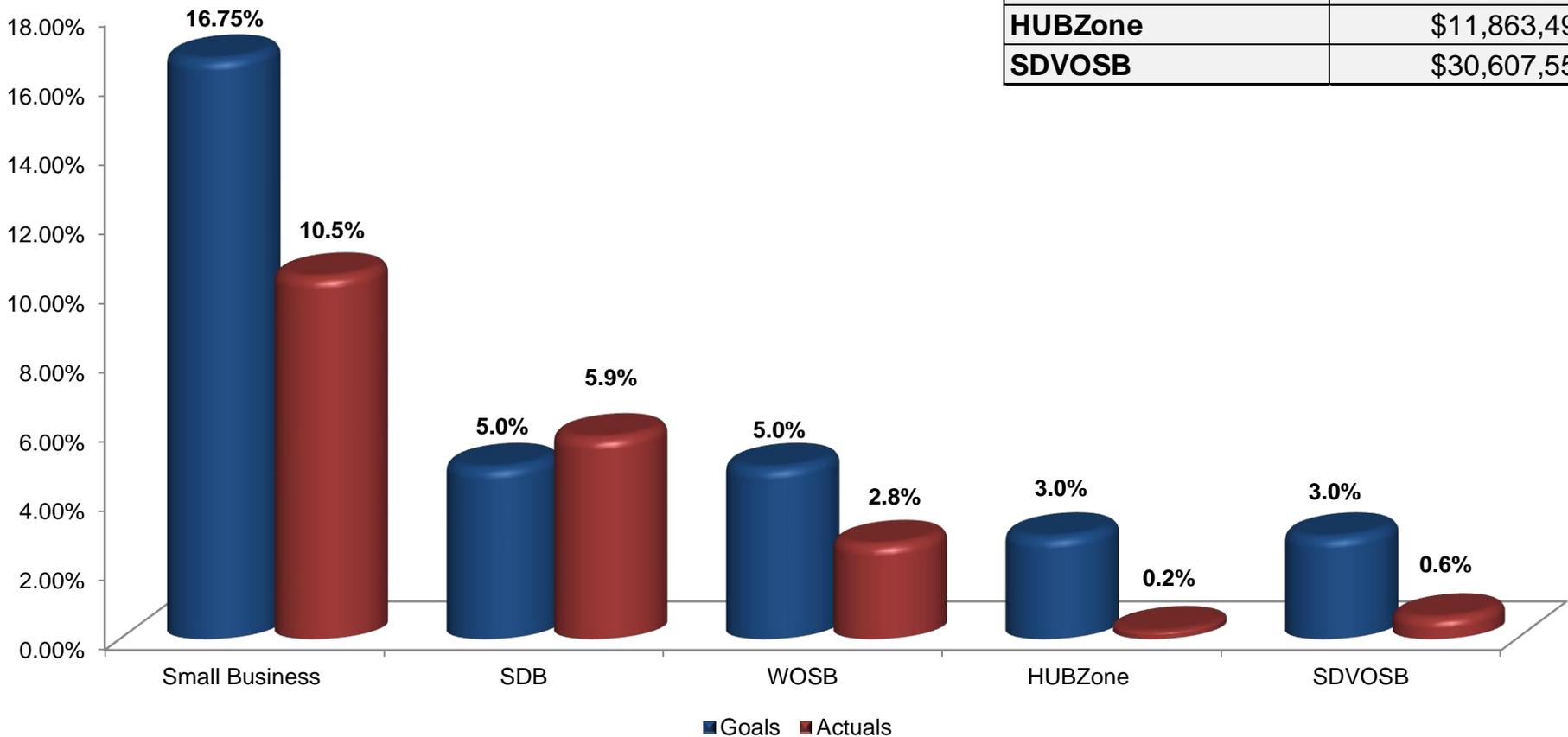
Data generated November 5, 2015 from FPDS-NG



NASA Agency January FY16

Prime Goals vs. Actual Percentages

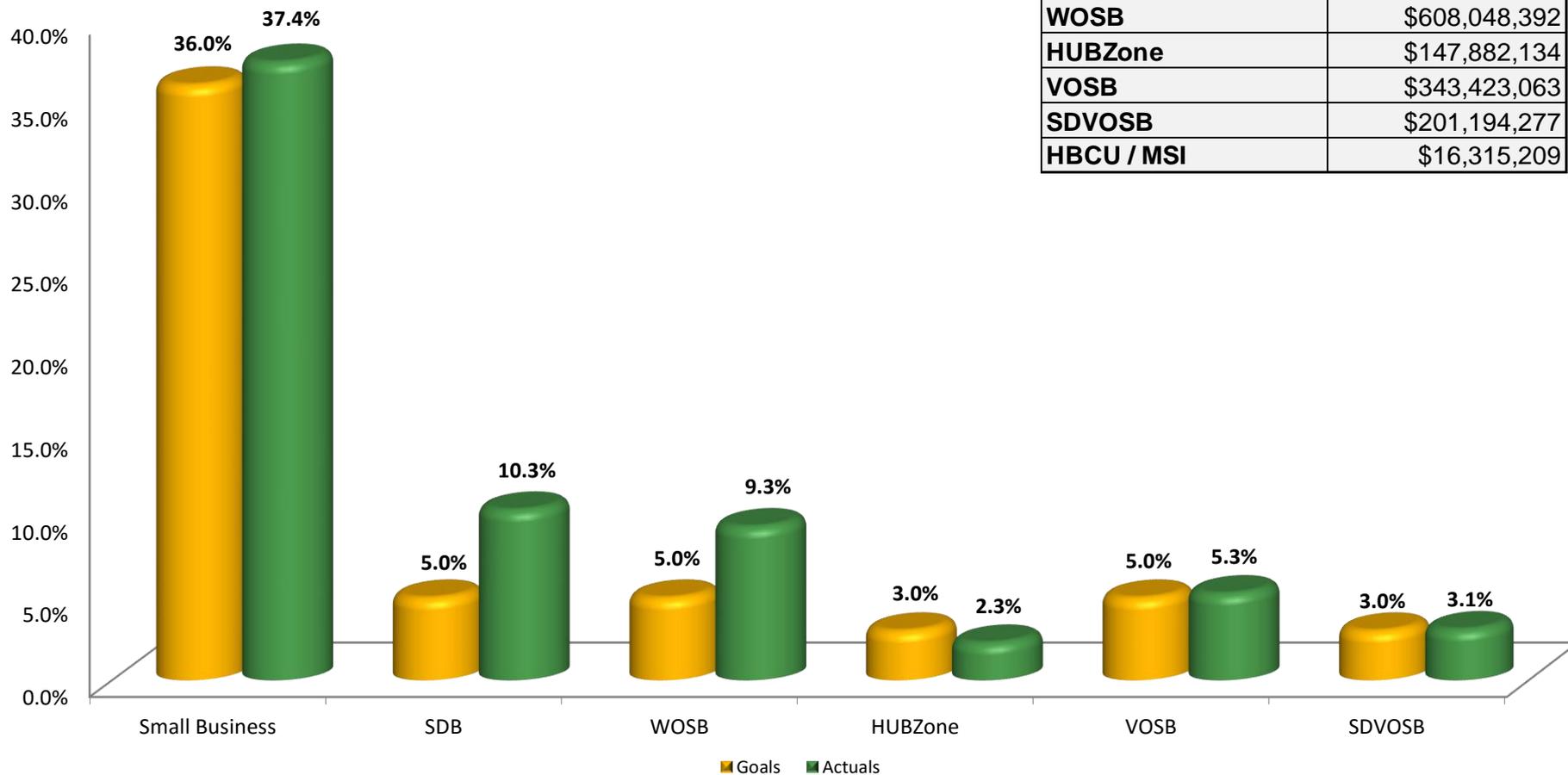
Data generated February 5, 2016 from FPDS-NG



CATEGORY	DOLLARS
TOTAL DOLLARS	\$4,790,528,459
SMALL BUSINESS	\$501,948,597
SDB	\$280,407,250
WOSB	\$133,375,270
HUBZone	\$11,863,494
SDVOSB	\$30,607,559

NASA FY15 Subcontracting Goals vs. Actual Percentages - End-Year

Data pulled January 29, 2016 from eSRS



CATEGORY	DOLLARS
TOTAL DOLLARS	\$6,526,276,413
SMALL BUSINESS	\$2,439,408,283
SDB	\$673,739,989
WOSB	\$608,048,392
HUBZone	\$147,882,134
VOSB	\$343,423,063
SDVOSB	\$201,194,277
HBCU / MSI	\$16,315,209

FY 2015 Actuals

FY15 Small Business Performance as of 01/25/2016

	Agency	Goal**	Actual as of 01/25/2016*	Total eligible \$
BIG 7	DEPT OF DEFENSE (9700)	21.60%	24.65%	212,448,892,542\$
	ENERGY, DEPARTMENT OF (8900)	6.00%	5.42%	23,004,887,031\$
	HEALTH AND HUMAN SERVICES, DEPARTMENT OF (7500)	23.00%	23.31%	21,074,338,651\$
	VETERANS AFFAIRS, DEPARTMENT OF (3600)	32.00%	31.66%	20,082,278,531\$
	NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (8000)	17.00%	17.33%	14,415,236,262\$
	HOMELAND SECURITY, DEPARTMENT OF (7000)	32.00%	34.03%	13,892,481,133\$
	GENERAL SERVICES ADMINISTRATION (4700)	32.00%	44.26%	3,704,443,045\$

- Of the “Big 7” agencies, only Energy and VA did not meet or exceed its FY 2015 goal
- Total Government is at 25.8% with a goal of 23%

Small Business Awards

Category	Center	Winner
Small Business Specialist of the Year	KSC	Joyce C. McDowell
Small Business Technical Advisor/Coordinator of the Year	AFRC	Ronald Young
Procurement Person of the Year	LARC	Lisa M. Harvey
Technical Team of the Year	GSFC	Solutions for Enterprise-Wide Procurement (SEWP)

- NASA Advocate Awards - Small Business Tech Advisor/Coordinator
- NASA Industry Awards
 - Announced Next Week at NASA Industry Forum (NIF)
- Mentor Protégé (New)



What's New

- Acquisition Forecast update on 1 Oct 2015 and 15 April
- Social Media APP – NASA JENI
- NASA Vendor Data Base – Upgrades
 - Subcontract
- Protective Service Contracts
- Center IT Support Services
- Historically Black Colleges & Universities (HBCU) Technology Infusion Tour

Small Business Industry Day Events

- Outreach still matters! <https://www.eventbrite.com>

Date	Center	Location	Socioeconomic Category
March 1, 2016	NASA Management Office/Jet Propulsion Laboratory	Pasadena, CA	Service-Disabled Veteran-Owned
May 3, 2016	Glenn Research Center	Cleveland, OH	Woman-Owned Small Business
August 9, 2016	Goddard Space Flight Center	Greenbelt, MD	Historically Underutilized Business Zone

- Small Business Week - May 2-6, 2016
- Regional Events – Denver, CO in June and Springfield MA in September

OSBP Social Media



NASASmallBusiness

Facebook Likes: 232,177

Weekly Total Post Reach: 23,410

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



@NASA_OSBP

Twitter Followers: 3,877

http://twitter.com/NASA_OSBP



NASAOSBP

Blogger (Glenn Delgado's Blog)

Monthly Pageviews: 472

All time Pageviews: 13,263

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



Questions?

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