



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



Glenn A. Delgado, Associate Administrator

NASA UPDATE

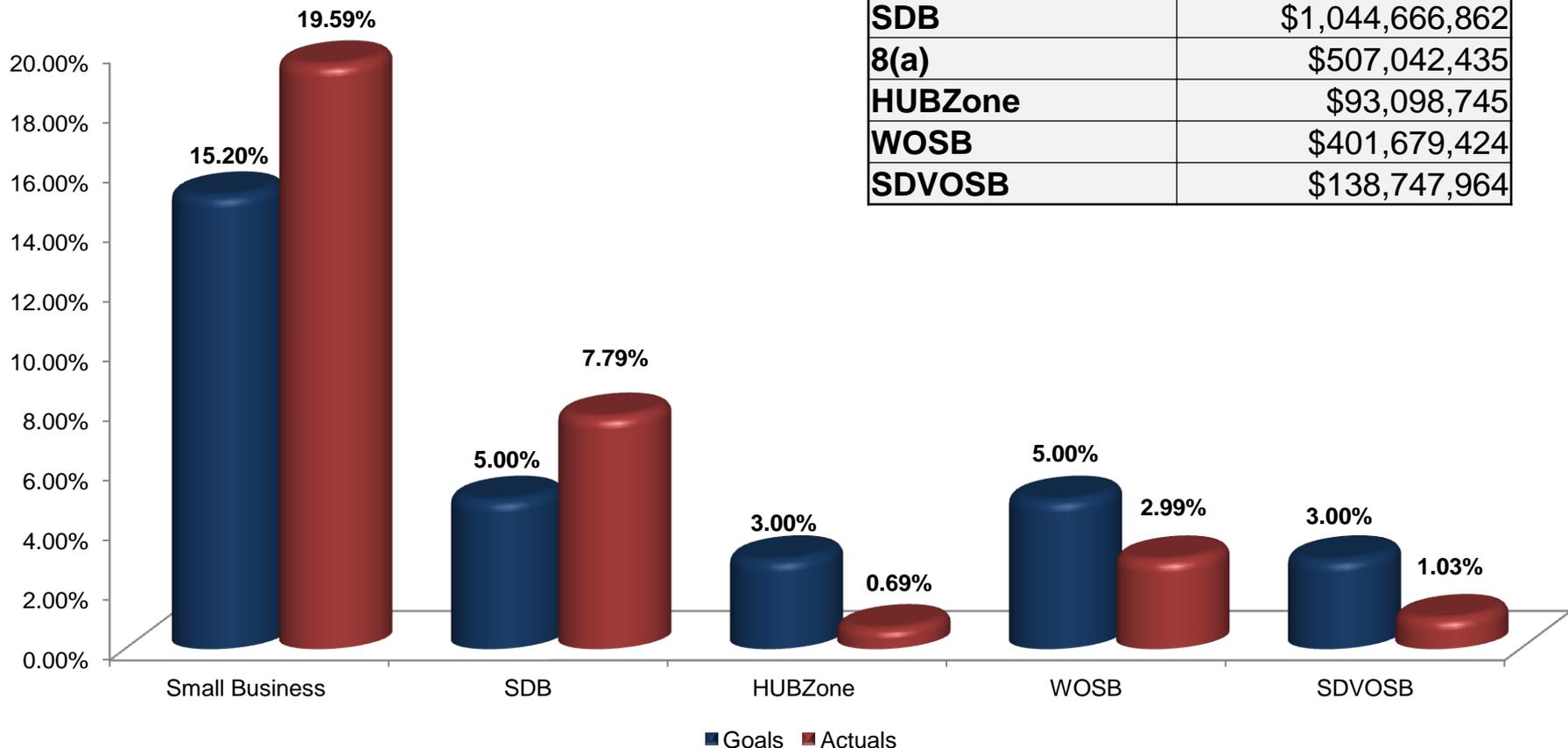
TRIAD Small Business Advisory Panel

September 26, 2013

NASA Agency Fiscal Year 2012 Prime Goals vs. Actual Percentages

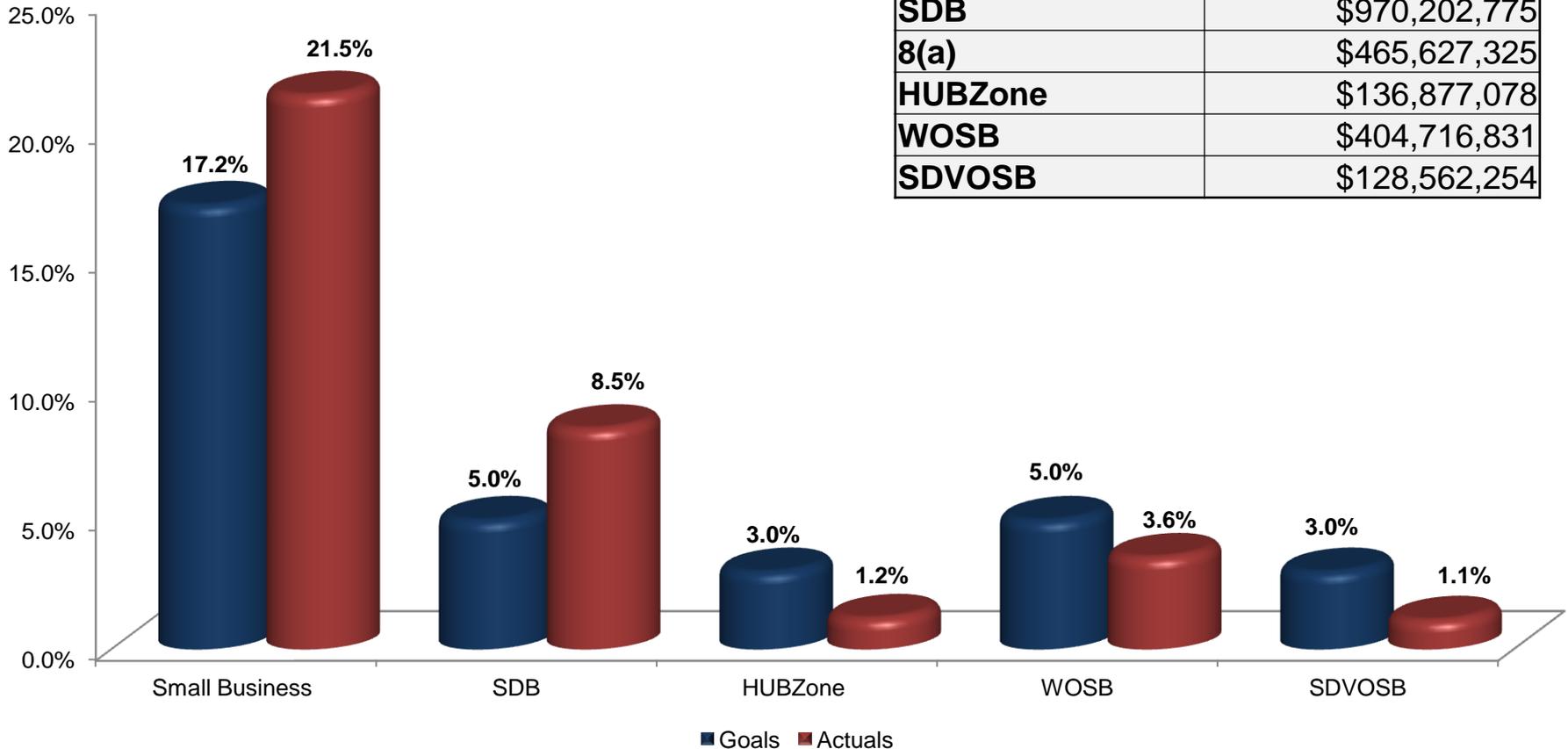
Data generated November 19, 2012 from FPDS-NG.

CATEGORY	DOLLARS
TOTAL DOLLARS	\$13,416,337,393
SMALL BUSINESS	\$2,628,649,794
SDB	\$1,044,666,862
8(a)	\$507,042,435
HUBZone	\$93,098,745
WOSB	\$401,679,424
SDVOSB	\$138,747,964



NASA Agency August Fiscal Year 2013 Prime Goals vs. Actual Percentages

Data generated September 10, 2013 from FPDS-NG.



CATEGORY	DOLLARS
TOTAL DOLLARS	\$11,349,072,448
SMALL BUSINESS	\$2,435,797,843
SDB	\$970,202,775
8(a)	\$465,627,325
HUBZone	\$136,877,078
WOSB	\$404,716,831
SDVOSB	\$128,562,254

NASA Acquisition Forecast

- Acquisition Forecasts are posted by each Center
 - Redesigned to assist small businesses to locate NASA's future acquisitions
- Database Search Capabilities
 - Center
 - Status
 - NAICS Codes
 - Product Service Code
 - Type of Requirement
 - Value
 - Qtr. and Gov. Fiscal Year
 - Socioeconomic Preference
 - Competition
- www.osbp.nasa.gov



NASA Acquisition Forecast

- Recurring Buys
- OSBP consolidated like items from all Centers onto a single sheet for use at outreach events:
 - Information Technology
 - Environmental Remediation
 - Protective Services
 - Facilities
 - Occupational Health
 - Laboratory Services
 - Administrative Services

NASA Acquisition Forecast

NASA IT CONTRACTS						
LOCAL						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
ARC	541512	ACITS-3	ASRC Research & Technology Solutions NNA13AB88C	SB Set-Aside	\$ 403 M	8/31/2018
ARC	541519	NAS3 Supercomputing Support	CSC NNA07CA29C	Full & Open	\$ 542 M	7/31/2017
DFRC	541710	RFESS	Arcata NAS4-00047	SB Set-Aside	\$ 210 M	1/31/2014
GRC	541519	Professional Administrative Computational & Engineering Service PACE III	DB Consulting Group NNC08BA09B	SB Set-Aside	\$ 88 M	8/31/2013
GRC	541519	Software Engineering Process Improvement (SEPI)	N UT Process Improvement Technologies NNC07BA15B	SB Set-Aside	\$7.5 M	9/25/2013 last date to order
HQ	541512	HITTS	Digital Management Incorporated NNH12CF39C	8(a) Competitive	\$177 M	9/30/2017 last date to order
HQ	541611	IV&V SWAT Group	Galaxy Global Corporation NNG12VN01C	SB Set-Aside	\$5.9 M	12/31/2016
HQ	541330	IV&V Services	TASC NNG12SA03C	Full & Open	\$134 M	1/31/2017
HQ	541519	Web Portal Services	eTouch NNH05CC35D	Competitive Task Order under GSA Schedule 70	\$114 M	10/31/2013
HQ	512110	Printing & Graphics Communication Support Services Center (CSSC)	Media Fusion NNH13CH46Z	SB Set-Aside under GSA Schedule 541	\$23 M	2/28/2014 last date to order
HQ	541519	Digitizing Services	E-Management Consultants NNH09CF50B	8(a) Sole Source	\$ 3 M	8/20/2014

NASA Acquisition Forecast

NASA FACILITIES CONTRACTS

CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE
ARC	561210	Business Operations and Technical Services (BOATS)	Deltha-Crtique NSS Joint Venture NNA10DE58C	SB Set-Aside	\$70 M
ARC	561210	Facilities Maintenance Services (FMS)	IAP World Services NNA10DF30C	Full and Open	\$102 M
ARC	561210	Aerospace Testing & Facilities O&M (ATOM)	Jacobs Technology NNA09DB39C	Full and Open	\$201 M
ARC	561210	Logistics Management Services	Akima Logistics Services LLC NNA12AC79B	8(a) Competitive	\$48 M
ARC	561210	Safety, Environmental, & Medical Support Services (SEMSS)	Earth Resources Technology NNA13AA12B	SB Set-Aside	\$55 M
DFRC	561210	Facilities Operations and Maintenance Services	Consolidated Engineering Services Incorporated NND09AF74T	GSA Competition	\$21 M
GRC	561210	Technical, Facilities, O&M, & Engineering (TFOME)	Sierra Lobo NNC05CA95C	SB Set-Aside	\$285 M
GRC	561210	Technical Info, Admin, Logistics Svcs (TIALS)	SGT NNC05CB17C	SB Set-Aside	\$171 M
GRC	561210	GPSC Support Services	Mainthia NNC09BA22B	SB Set-Aside	\$24.9 M
GRC	561210	Operations of Central Process Systems	Mainthia NNC09BA23B	SB Set-Aside	\$27.5 M
GSFC	561210	Wallops Island Facilities Maintenance	VT Griffin NAS5-01080	SB Set-Aside	\$430 M

NASA Small Business Initiatives

- Small Business Improvement Plan (SBIP)
 - Established in FY 2008
 - All Agency acquisition stakeholders involved in developing plan to improve NASA Small Business Program
- Acquisition Forecast
 - Redesigned to assist small businesses to locate NASA's future acquisitions
- Small Business Training
 - Developed six different courses to train NASA's acquisition, technical, and program personnel to better understand the benefits of the Small Business Program
 - Conducted 67 different classes with a total of 846 attendees since its inception in FY 2009

NASA Small Business Training

Course ID	Title
SBTAP	Small Business Training for the Acquisition Professional
SBMR	Small Business Market Research
SBTTP	Small Business Training for Technical Personnel
SBJV&T	Small Business Joint Venture & Teaming
SBTSE	Small Business Training for Senior Executives
SBTTC	Small Business Training for Technical Coordinators

NASA Small Business Initiatives

- Small Business Technical Coordinator Program
 - Small Businesses work with NASA technical offices to better understand the Agency's requirements
- Making the Grade
 - NASA issued letter(s) requesting each Center to identify breakout opportunities for small businesses in their large contracts
 - Letter(s) signed by Associate Administrator of the Office of Small Business Programs and NASA's Senior Procurement Executive on:
 - February 8, 2011: FY 2011/2012
 - April 23, 2013: FY 2014/2015
 - This initiative has helped NASA increase its Prime Small Business dollars by approximately \$100M each of the last three FY's despite declining Procurement budgets

NASA Small Business Scorecard

NASA's SBA Small Business Scorecard over the previous three fiscal years.

NASA Small Business Scorecard Improvement		Total Spend
Fiscal Year 2010	C - \$2.4B Awarded to Small Businesses	\$15.4B
Fiscal Year 2011	B - \$2.5B Awarded to Small Businesses	\$14.0B
Fiscal Year 2012	A - \$2.6B Awarded to Small Businesses	\$13.7B

NASA's Top NAICS Codes by Dollars

6 digit NAICS Code (Description)	Total Dollars
541710 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES)	\$4,047,688,793.86
541712 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY))	\$1,912,984,494.41
336414 (GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING)	\$1,801,611,579.07
541330 (ENGINEERING SERVICES)	\$1,368,181,902.78
927110 (SPACE RESEARCH AND TECHNOLOGY)	\$777,822,656.91
561210 (FACILITIES SUPPORT SERVICES)	\$705,749,899.70
517919 (ALL OTHER TELECOMMUNICATIONS)	\$596,086,366.99
481212 (NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION)	\$573,165,722.04
541512 (COMPUTER SYSTEMS DESIGN SERVICES)	\$387,579,725.50
336415 (GUIDED MISSILE AND SPACE VEHICLE PROPULSION UNIT AND PROPULSION UNIT PARTS MANUFACTURING)	\$311,035,971.01
334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)	\$218,639,810.66
541519 (OTHER COMPUTER RELATED SERVICES)	\$184,144,741.54
517110 (WIRED TELECOMMUNICATIONS CARRIERS)	\$162,492,811.34
541690 (OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES)	\$135,050,130.05
541513 (COMPUTER FACILITIES MANAGEMENT SERVICES)	\$128,407,934.89
561612 (SECURITY GUARDS AND PATROL SERVICES)	\$98,933,704.37
541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)	\$94,853,459.69
236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)	\$86,651,870.17
561110 (OFFICE ADMINISTRATIVE SERVICES)	\$78,405,718.89
333314 (OPTICAL INSTRUMENT AND LENS MANUFACTURING)	\$70,628,319.69

National Defense Authorization Act

- Small Business Provisions
 - Sec. 1631: Moving from the 8 (a) program a way agencies can attempt to increase participation in other subcategories of small business.
 - Sec. 1632: Reporting on Goals – Must justify failure for achieving goals. Must delineate tools used. Report available on a public web site.
 - Sec. 1633: Training shall be developed for SES. SES associated with for acquisition shall assume responsibility for agency's success in meeting goals. This includes Program managers.



National Defense Authorization Act: Mentor-Protégé Program

- Sec. 1641: SBA authorized to establish a mentor-protégé program for all small business concerns.
- Sec. 1641: SBA must approve each agency's mentor-protégé program.
- Sec. 1641: Current Mentor-Protégé agreements shall be permitted to continue until expiration date in agreement.
 - Not effective until one year after SBA issues its regulations
 - Does not Apply to DoD
- Sec. 1641: SBA required to issue regulations within 270 days of enactment of NDAA.

National Defense Authorization Act: Transparency in Subcontracting

- Sec. 1651: Same subcontracting limitations, but contracting amounts on similarly situated with entities not considered subcontracting for purposes of limitations.
 - Appears limitation does not include subcontract of “like” small business, e.g., subcontract with WOSB not included in limitation when WOSB set aside.
 - “Similarly situated” defined: 8(a), WOSB, EDWOSB, HUBZone, SDVOSB
- Sec. 1651: SBA may change thru rulemaking the percentages for the limitation to reflect conventional industry practice.
- Sec. 1652: Penalties for violating limitations is greater of \$500K or \$ amount expended in excess of permitted levels.



National Defense Authorization Act: Subcontracting Plans

- Sec. 1653: Changes to requirements for plan.
 - Agencies collect and report extent to which contractor “meet the goals” and objectives
 - Agencies periodically review data for purposes of determining good faith by prime
- Sec. 1653: Failure to comply in good faith shall be a material breach of such contract or subcontract and may be considered in any past performance evaluation of the contractor.
- Sec. 1654: Appropriate Federal Web site replaces Commerce Business Daily for notices of subcontracting opportunities.



National Defense Authorization Act: Offices of Small & Disadvantaged Business Units

- Sec. 1691: Head of the OSDBU must be an SES if Chief Acquisition Officer and senior procurement executive are SES.
- Sec. 1691: Head of the OSDBU shall “report directly and exclusively to the head of the agency.”
- Sec. 1691: Increases duties to include involvement in in-sourcing decisions and advice on acquisition strategies, market research, and justifications.
- Sec. 1691: Requires reporting on percentage of OSDBU budget used for training and travel.

NASA Small Business Social Media

About OSBP Social Media:

OSBP social media sites that provide instant access to procurement opportunities, small business information, or small business community, outreach and matchmaking events



NASASmallBusiness

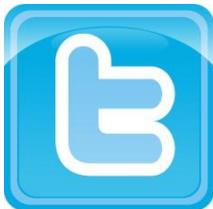
Facebook

Likes: 9,890

Weekly Total Reach: 908

People Talking About the OSBP Page: 111

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



@NASA_OSBP

Twitter

Followers: 473

http://twitter.com/NASA_OSBP



Blogger (Glenn Delgado's Blog)

Monthly Pageviews: 90

All time Pageviews: 1,810

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



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