



OVERVIEW OF AFRC/ARC SMALL BUSINESS OFFICE

Christine Munroe

Small Business Specialist



OSBP

AMES/AFRC SMALL BUSINESS SPECIALIST



Ms. Christine Munroe Small Business Specialist for NASA Ames Research Center is located in the heart of Silicon Valley, CA and NASA Armstrong Flight Research Center at Edwards Air Force Base,

Ms. Munroe has more than 20 years of experience as a contracting professional and has advised several Source Evaluation Boards as a Contracting Officer in the procurement process. She is Federal Acquisition Certification in Contracting (FAC-C) Level III certified contracting professional. She recently graduated from the San Francisco Federal Executive Board (SFFEB) Leadership Development Program (LDP) May 2019.

Ms. Munroe holds a Masters' of Science Degree in Systems Management. Notre Dame de Namur University, Belmont, CA. Ms. Munroe holds a Bachelor's of Science in Human Services emphasis in Counseling College of Notre Dame, Belmont, CA.

Interests include traveling, reading, and watching sports (boxing, baseball, basketball, cricket, hockey and football)

As an Air Force Brat she has resided in several locations (Madrid, Spain, Brooklyn, New York, Sacramento, CA, Bay Area, CA) Ms. Munroe considers Milpitas, California her hometown. She currently resides in the Bay Area.

Agenda

NASA Overview

ARC/AFRC Small Business Overview

Ames Research Center & Armstrong Flight Research Center
Overview

Doing Business with NASA

Prime Contractor Information

Small Business Resources

Food For Thought

“Solicitations don’t just magically become set-asides or generally categorized by happenstance; the decision framework begins at the time that Market Research is being conducted and sources are being sought.”

NASA OVERVIEW

NASA Agency Mission



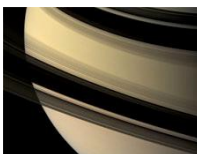
Aeronautics Research

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.



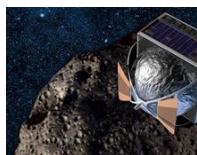
Human Exploration and Operations

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.



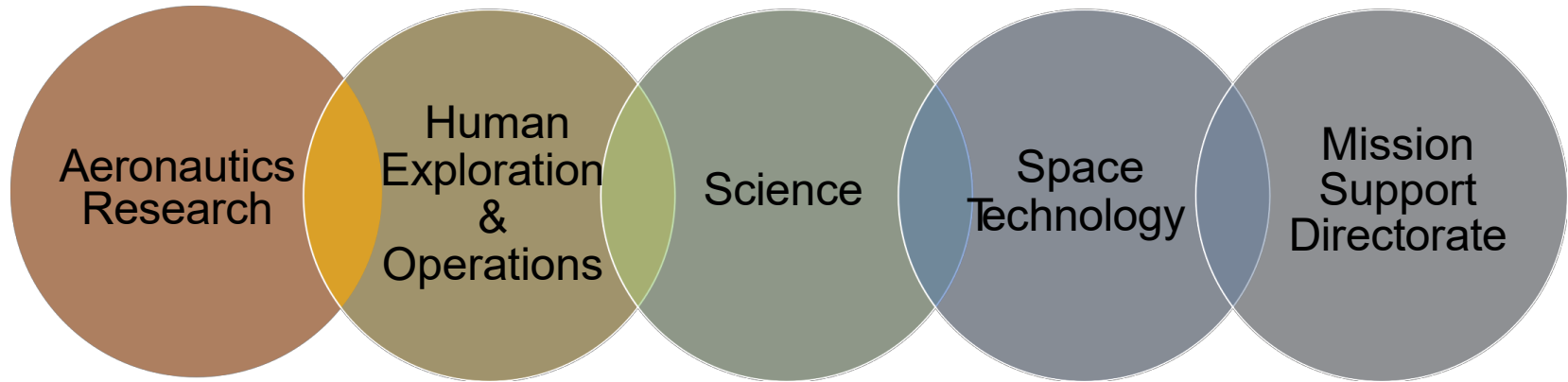
Space Technology

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

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www.nasa.gov

NASA Mission Directorates (Where To Do Business)



Research directly benefits today's air transportation system, the aviation industry, and the passengers and businesses who rely on aviation every day.

Oversees the leadership and management of NASA space operations related to human exploration in and beyond low-Earth orbit.

Engages the Nation's science community, sponsors scientific research, and develops and deploys satellites and probes in collaboration with NASA's partners around the world.

Technology drives exploration to the Moon, Mars and beyond. NASA's Space Technology Mission Directorate (STMD) develops transformative space technologies to enable future missions.

Provide effective and efficient institutional support to enable successful accomplishment of NASA mission objectives.

www.nasa.gov

NASA Centers

Enables the Agency's mission and execute contracts in support of programmatic, institutional, and operational needs.



Headquarters OP - Provides stewardship of acquisition process to support successful accomplishment of mission objectives. Provide policy, oversight, optimization of procurement resources, and support Mission Directorate Acquisition Strategy Development to enable more efficient operations for NASA.



NASA Shared Services Center - Supports NASA's overall mission by providing core procurement services across the Agency; award /administration of grants and cooperative agreements; research & development contracts; complex, large dollar service contracts; and commercial item acquisitions.



NASA Management Office - NMO ensures proper coordination of all the required operational functions associated with the management of the FFRDC, the JPL contract, and is the focal point for communication with upper management at the JPL and actively represents NASA in local outreach and educational events.



Ames Research Center - Specializes in research geared toward gaining new knowledge and creating new technologies that span the spectrum of NASA interests.



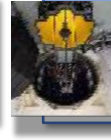
Armstrong Flight Research Center - As the lead Center for flight research, Armstrong continues to innovate in aeronautics and space technology. The newest, the fastest, the highest -- all have made their debut in the vast, clear desert skies over Armstrong.



Glenn Research Center - Glenn develops and transfers critical technologies through research, technology development, and systems development for safe and reliable aeronautics, aerospace, and space applications.



Goddard Space Flight Center - Goddard's mission is to expand knowledge about Earth and its environment, the solar system, and the universe through observations from space.



Johnson Space Center - Leads NASA's efforts in human space exploration, from the early Gemini, Apollo, Skylab and space shuttle programs to today's International Space Station and Orion programs.



Kennedy Space Center - Kennedy is "America's Gateway to the Universe" -- leading the world in preparing and launching missions around Earth and beyond.



Langley Research Center - Langley continues to forge new frontiers in aviation and space research for aerospace, atmospheric sciences, and technology commercialization to improve the way the world lives.



Marshall Space Flight Center - Marshall is the world's leader in the access to space and the use of space for research and development to benefit humanity.



Stennis Space Center - Stennis is responsible for NASA's rocket propulsion testing and for partnering with industry to develop and implement remote-sensing technology.

NASA spends approximately 85% of its budget on acquiring goods and services. FY18 Procurement spend was \$19 billion; completed approximately 40K procurement actions (e.g. awards, modifications) and managed in excess of 25K instruments (e.g. contracts, PO, TO, DO)

www.nasa.gov

NASA AMES AND ARMSTRONG SMALL BUSINESS OFFICE

ARC/AFRC Small Business Office

Vision and Mission Statement

Vision Statement

The vision of the Office of Small Business Programs at Ames Research center is to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.

Mission Statement

To advise the Center personnel on all matters related to small business.

To expand and enhance supplier diversity efforts by participating in small business outreach events

To promote the development and management of NASA programs that assist all categories of small business,

To develop small businesses in high tech areas that include technology transfer and commercialization of technology, and Small Business Innovative Research (SBIR/STTR).

To provide small businesses maximum practicable opportunities to participate in NASA prime contracts and subcontracts.

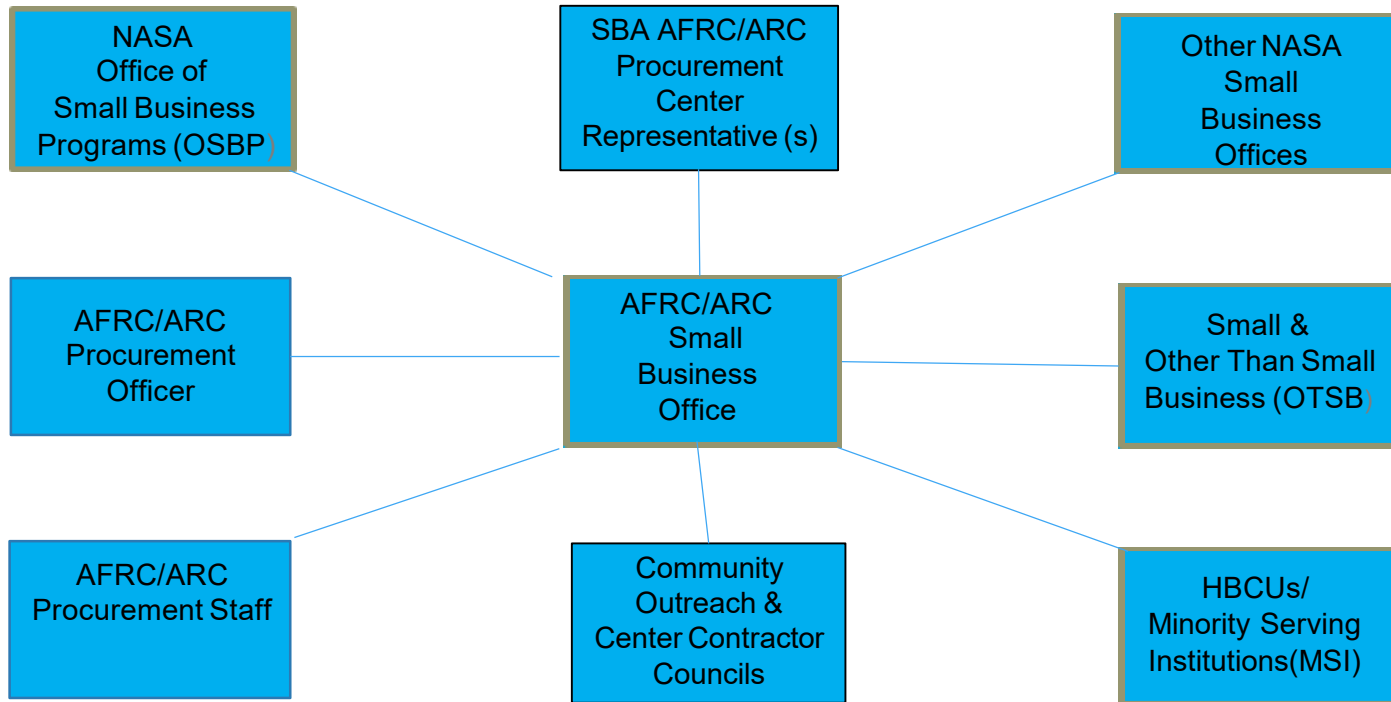
ROLE OF SMALL BUSINESS SPECIALIST (SBS)

IAW FAR 19.201 (e) and NFS 1819.201(e) (i)

SBS Responsibilities include:

- ☐ Reviewing proposed acquisitions and recommend small business strategies
- ☐ Reviewing subcontracting plans
- ☐ Serves as the center focal point for all inquiries for small business firms
- ☐ Work with the U.S. Small Business Administration's Procurement Center Representatives
- ☐ Generate and analyze small business prime and subcontracting metrics to ensure goals are being met
- ☐ Provide internal training to technical and procurement personnel on how to increase small business involvement
- ☐ Participate in outreach events to inform attendees of Agency projects, programs and procurement opportunities available

SMALL BUSINESS OFFICE INTERFACES



Small Business Program Customer Experience:

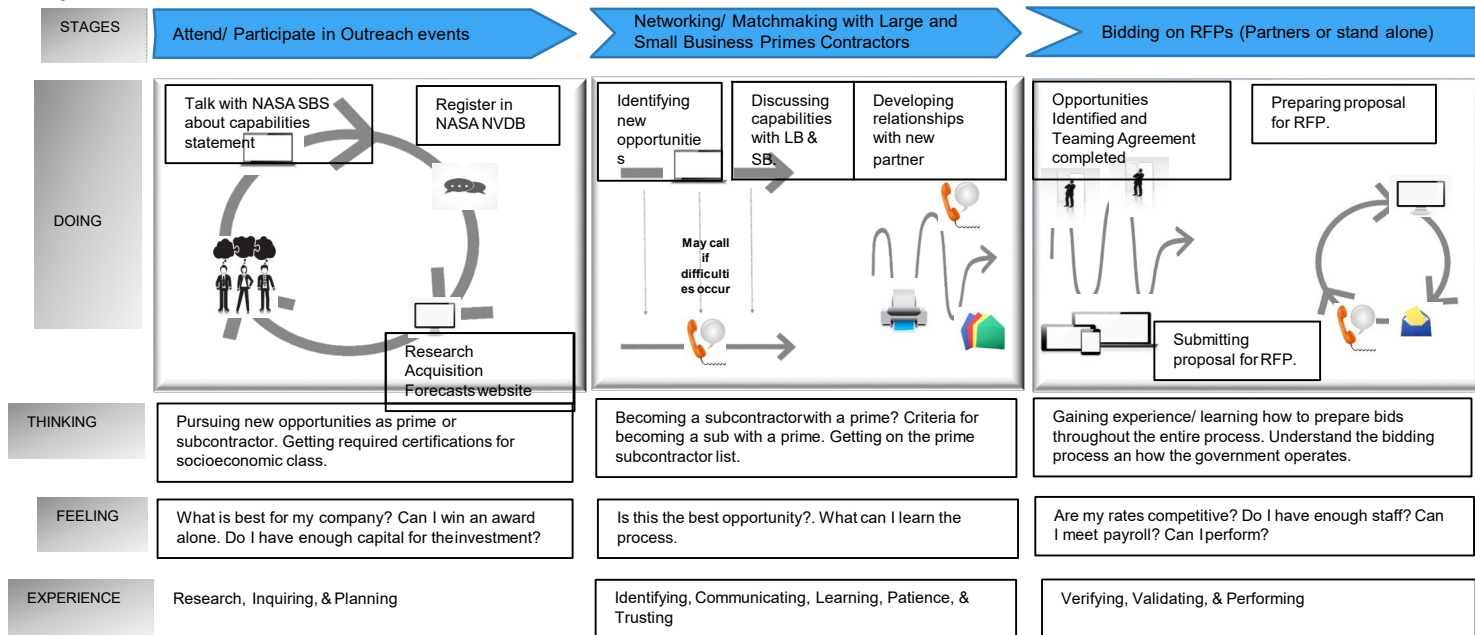
Guiding Principles

Small Business want to do business with NASA

How to do business with NASA

Doing Business with NASA

Customer Journey



Opportunities

Attending other Government Agency outreach events and identifying new opportunities. Maintain relationships with NASA SBS. Market your company.

Continue to develop relationships with new companies and exploring new opportunities.

Getting your own company contract vehicles. Staying price competitive.

Meeting with ARC/AFRC SBS Office

ARC/AFRC Small Business Office can assist you in determining which office buys your services, products or discovering new partnerships.

DOING BUSINESS WITH NASA

Doing Business with NASA Basics

Preparation

Focus-

Start with Small Business Specialist (SBS)
Build relationships 18 to 24 months in advance
Be persistent but not a Stalker

Know Customer Do Homework –

NASA Acquisition Forecast
NAICS Code Chart
Respond to Sources Sought Synopses / Request for Information
Solutions

People – People Do Business With People

Patience – Long Term Relations

Persistence – But Don't Be A Pest

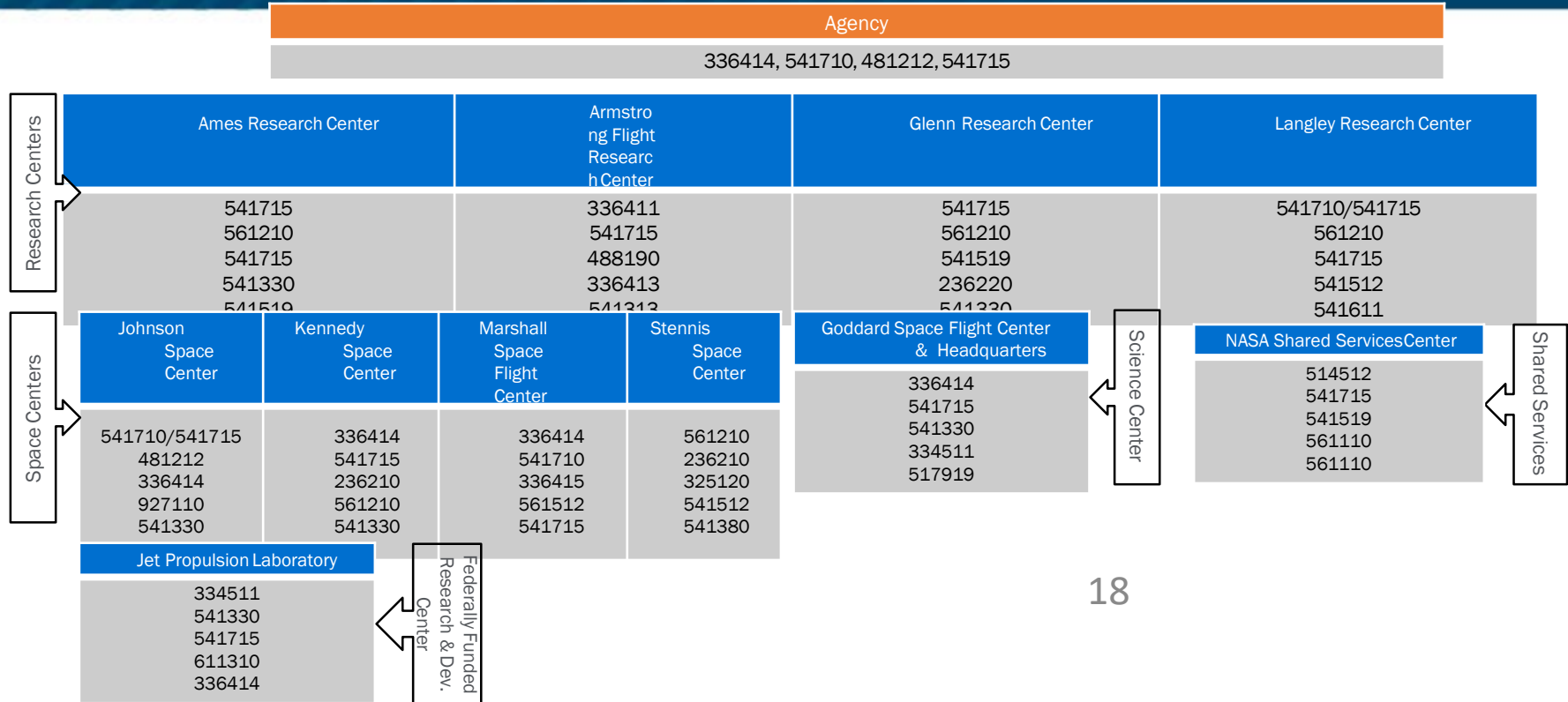
Performance – Exceed Customer Expectations

10 Tips on Doing Business with NASA

<https://osbp.nasa.gov/business.html>

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

Agency/Center Breakdown by NAICS



NASA Acquisition Forecast

It is NASA policy 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:

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<http://www.hq.nasa.gov/office/procurement/forecast/>

www.nasa.gov

CENTERS AT A GLANCE

NASA AMES AND NASA ARMSTRONG

Ames Research Center At-a-Glance

- **Main focus at Ames Research Center**
 - Research and Development in Aeronautics
 - Exploration Technology and Science aligned with the center's core capabilities
- **Unique about Ames Research Center**
 - ARC is located at Moffett Field, CA in the heart of California's Silicon Valley. 40 miles south from San Francisco, 12 miles north from San Jose, CA between Mountain View and Sunnyvale
- **ARC is participating in Gateway/Artemis**
 - VIPER
- **Doing Business with NASA Ames**
<https://www.nasa.gov/centers/ames/business/index.html>
- **ARC Current Missions**
<https://www.nasa.gov/centers/ames/missions/index.html>

We Are Ames

We are Ames <https://www.youtube.com/watch?v=v7GxXpH1kYA>

Armstrong Flight Research Center At-a-Glance

- **Main focus at Armstrong Flight Research Center**
 - Aeronautical Flight Research
 - Airborne Science Research
- **Unique about Armstrong Flight Research Center**
 - AFRC is located at Edwards AFB
 - AFRC has a satellite facility in Palmdale, CA Plant 42 Site 9 in support of Airborne Science Program
- **AFRC is participating in Gateway/Artemis**
 - Orion AA-2 Launch Abort System
- **AFRC is participating in New Aviation Horizons**
 - X-Planes (Experimental Aircraft will test advanced technologies & designs to reduce time for the technology to be adopted by industry)
<https://www.nasa.gov/feature/nasa-aeronautics-budget-proposes-return-of-x-planes>

Doing Business with AFRC

<https://www.nasa.gov/centers/armstrong/business/index.html>

Programs and Projects

https://www.nasa.gov/centers/armstrong/programs_projects/index.html

We Are Armstrong

We are Armstrong <https://www.youtube.com/watch?v=a-sBukH3wiw>

SMALL BUSINESS RESOURCES AND MARKETING TOOLS

Center Contractor Councils

- ❑ AFRC Contractor Council Contractor Information

<https://www.nasa.gov/centers/armstrong/employment/contractor-opportunities/index.html>

- ❑ ARC Contractor Council Contractor Information

<http://www.amescontractorcouncil.org/contractorinfo.html>

NASA Shared Service Center (NSSC)

NSSC where small business makes a big difference

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. SAT team will provide NASA Agency leadership with unprecedented insight into the simplified acquisition purchasing activity of NASA by consolidating all SAT purchases at or below \$250,000

OSBP Small Business Office Resources

Small Business Resources and Marketing Tools

Doing Business with ARC Small Business Upcoming Events

<https://www.nasa.gov/centers/ames/business/index.html>

NASA Research Park

<http://www.nasa.gov/centers/ames/researchpark/home/#.VvMOA0bJSFg>

NASA ARC Chief Technologist Office

<http://www.nasa.gov/centers/ames/cct/>

Tech-bytes newsletter <http://www.nasa.gov/centers/ames/cct/tech-bytes-newsletters>

Moffett Air Field Goggle

<https://sites.google.com/a/pv-nuq.com/nuq/>

NASA OSBP MOBILE APP



Available on all versions of
iOS and Android platforms

- App features:
 - ☐ Top stories
 - ☐ Points of contact
 - ☐ Recurring buy contract info
 - ☐ Prime metrics
 - ☐ Events
 - ☐ Social Media
 - ☐ Quiz – Test your NASA smbiz knowledge!

NASA OSBP MOBILEAPP

C&M Menu **Contracts** ⓘ See RFPs

Accounting, Financial & Business Services Contracts

Center	NAICS	Name	Contract or	Contract Number	Competition Type	Potential Value	Ultimate End Date
ARC	541611	Financial Support Services	Logical R - Joint Venture, LLC	NNA14A C46C	SB Set Aside	\$61M	10/13/2019
		Financial Analysis and	Wichita	NNA14A	SB Set		10/13/2019

POCs Contracts & Metrics Home Quiz Settings

Contracts & Metrics

Explore Contracts

Review some of our current recurring acquisitions to use in your long-range requirements planning

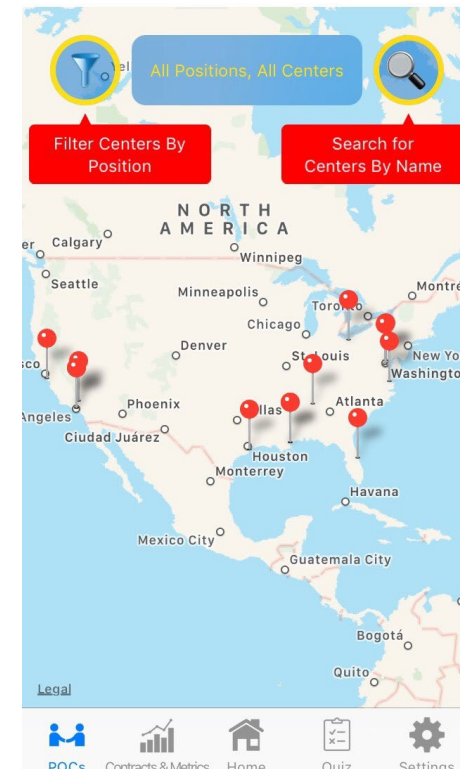
[See Contracts](#)

Explore Prime Metrics

Review our center performance by socioeconomic category

[See Prime Metrics](#)

POCs Contracts & Metrics Home Quiz Settings



Setup **Quiz** **Summary**

[Back](#) 1 of 10 [Next](#)

Not Answered

The Small Business Administration (SBA) must approve an 8(a) joint venture prior to contract award under the 8(a) Business Development Program.

☒ True

☐ False

POCs Contracts & Metrics Home Quiz Settings

C&M Menu **Prime Metrics: April FY17** ⓘ

Center/Program	SB	SDB	WOSB	HUBZone	SDVOB
NASA	Below Goal	Above Goal	Below Goal	Below Goal	Below Goal
	%	-0.7 %	-2.7 %	-2.0...	
	Above Goal	Above Goal	Above Goal	Below Goal	Above Goal

Tap on Center to see detailed chart

POCs Contracts & Metrics Home Quiz Settings

ACTIVE CONTRACT LISTING (ACLS)

NASA ENVIRONMENTAL REMEDIATION/CONSULTING CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	541690	Safety and Environmental On-site Support Services	MeCX, Inc. NND16SH03C	SDVOSB	\$14M	6/30/2021
JSC/WSTF	562910	Environmental Compliance and Operations (ECO)	Navarro Research and Engineering, Inc. NNJ13HA03B	SB Set-Aside	\$80M	12/31/2020 Last Date to Order
JSC/WSTF	562910	Environmental Compliance and Operations 2 (ECO2)	Navarro Research and Engineering, Inc. 80JSC018D0006	SB Set-Aside	\$80M	05/31/2023 Last Date to Order
JSC	541620	JSC Environmental Services Team (JEST)	Straughan Environmental 80JSC018A0012	SB Set-Aside Single-Award BPA under GSASchedule	\$11.8M	8/31/2020 Last Date to Order
GSFC	541620	Environmental Compliance Services (ECS) Follow-on	Applied Sciences and Information Systems, Inc. NNG16AZ05C	Competitive 8(a)	\$22M	1/31/2021
KSC	541620	Kennedy Environmental and Medical Services Contract (KEMCON)	Integrated Mission Support Services NNK16OB01C	SB Set-Aside	\$104M	9/30/2020
KSC	541620	Architectural/Engineering Professional Environmental Remediation Services	AECOM Technical Services, Inc. 80KSC019D0010 Tetra Tech, Inc. 80KSC019D0011 Hydrogeologic, Inc. 80KSC019D0012	Full & Open	\$300M	1/31/2024 Last Date to Order
LARC	541620	Environmental Support Services	HSG, LLC d/b/a Herndon Solutions Group 80LARC17C0005	WOSB Set-Aside	\$8.3M	9/30/2022 Last Date to Order
MSFC	541620	Office of Center Operations Santa Susana Field Laboratory (SSFL)	The Boeing Company NNM15AA03C	Sole Source	\$5.6M	6/30/2020
NSSC	562910	Data Management Services of the KSC Remediation Information System (RIS)	Tetra Tech, Inc. 80NSSC19P1227	Full & Open	\$152K	7/28/2020

NASA SMALL BUSINESS SPECIALISTS ACROSS THE COUNTRY



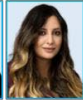
Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA
Armstrong Flight Research Center
Atmospheric Research and Testing
Edwards, CA
Christine L. Munroe



Jet Propulsion Laboratory
Deep Space Robotic Rovers and Networks
Pasadena, CA



*Charles E. Bray, Jr.
Mary Helen Ruiz
Matthew B. Christian
Tara A. Every
Anna N. Hovano*



Johnson Space Center
Human Space Flight Operations
Houston, TX



*Robert E. Watts
Richard T. Slater
Monica F. Craft*



NASA Shared Services Center
Agency Contract Support
Bay St. Louis, MS
Troy E. Miller



Stennis Space Center
Vehicle Engine Testing
Bay St. Louis, MS
Kay S. Doane

Glenn Research Center
Aeronautics and Spacecraft Technology
Cleveland, OH
Eunice J. Adams-Sipp



Goddard Space Flight Center
Science Missions and Telescopes
Greenbelt, MD.
*Jennifer D. Perez
Sholainka Martyn
Kandice P. Chappell*



Langley Research Center
Aviation and Space Research
Hampton, VA
Robert O. Betts



Kennedy Space Center
Space Vehicle Launch and Landing
Cape Canaveral, FL
*Joyce C. McDowell
Natalie B. Colvin*



Marshall Space Flight Center
Space Transportation, Propulsion Systems, Space Systems, and Science
Huntsville, AL
David E. Brock



NASA SMALL BUSINESS SPECIALISTS

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Robert O. Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Jennifer D. Perez	301-286-4379	Gsfc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray, Jr.	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

NASA VENDOR DATABASE AND OSBP LEARNING SERIES

- **NASA Vendor database website**
https://osbp.nasa.gov/vendor_database.html

NASA OSBP Webinars are the third Wednesday of each month!

- ❑ For more info - <https://osbp.nasa.gov/knowledge-portal.html>

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OR SMALLBUSINESS@NASA.GOV**



OSBP
Website



OSBP
Learning
Series
Webinars



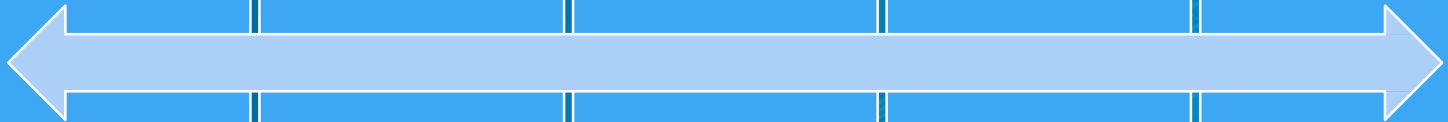
Small
Business
Outreach
Events



OSBP
Mobile
App



Social
Media



OFFICE OF **SMALL BUSINESS** PROGRAMS
...where small business makes a **BIG** difference

Homework

Get To Know NASA Small Business Specialist Your Initial Point-Of-Contact

(<http://osbp.nasa.gov/contacts.html>)

Review NASA Center Homepages

(<http://www.nasa.gov/centers/hq/organization/index.html>)

Review NASA Strategic Plan and Budget

(<http://www.nasa.gov/news/budget/index.html>)

Review NASA Explore Moon to Mars

(http://www.nasa.gov/mission_pages/exploration/main/index.html)

CONTACT INFORMATION

NASA Office of Small Business Programs Ames Research Center & Armstrong Flight Research Center

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Web sites: NASA HQ OSBP www.osbp.nasa.gov

Doing Business with ARC Small Business Upcoming Events
<https://www.nasa.gov/centers/ames/business/index.html>

**ANY
QUESTIONS?**