



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



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Associate Administrator

# Keynote Address

## SBIR/STTR SUBTOPIC WORKSHOP

September 13, 2016



# Disclaimer

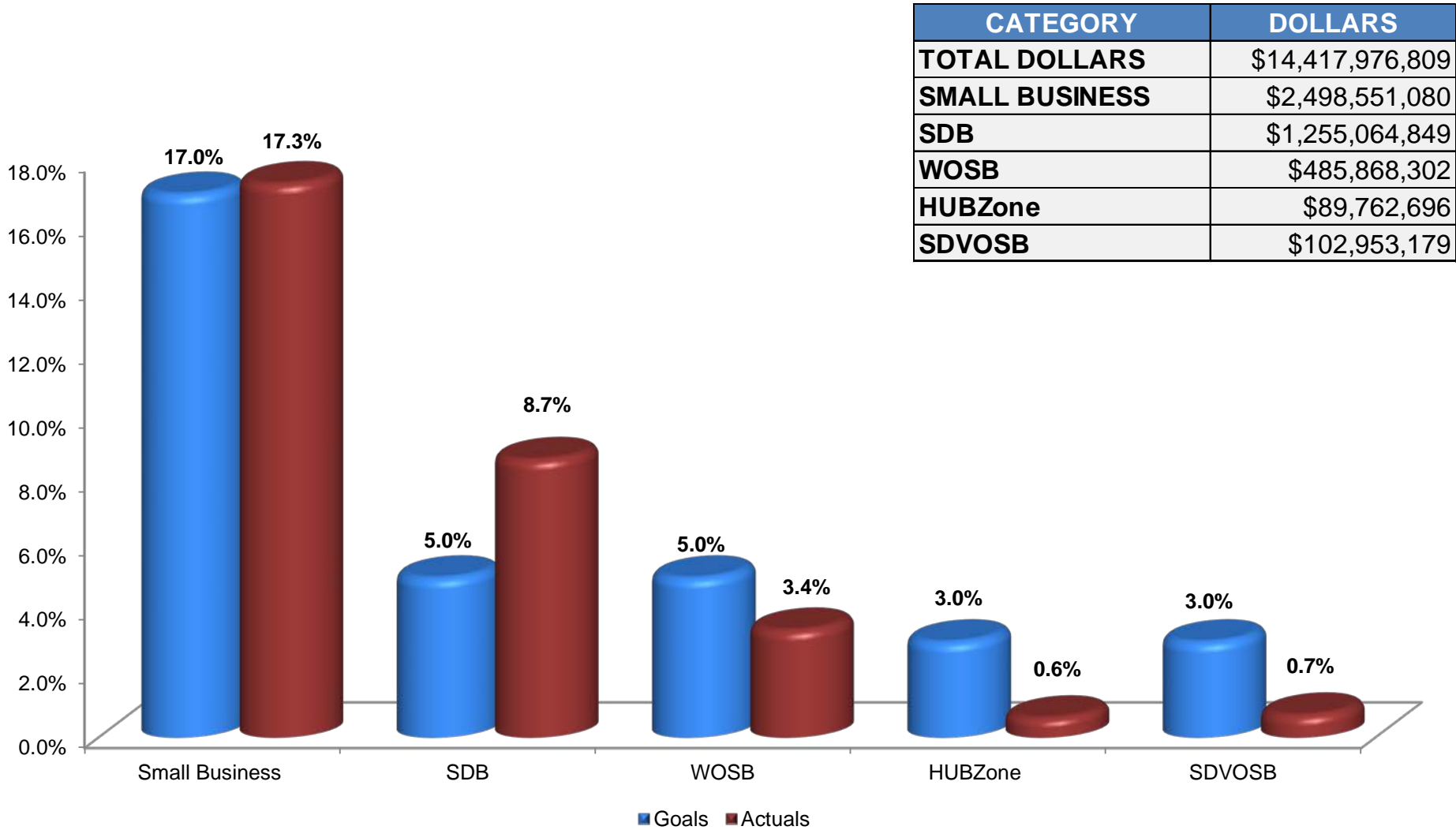
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The NASA SBIR/STTR subtopic workshop was held for informational purposes only and was an opportunity for the small businesses community to explore and share ideas related to the general technical topic areas.

In the event of any inconsistency between data provided in this presentation and the Final Solicitation, the language in the Final Solicitation, including any amendments, will govern.

# NASA Agency September FY15 Prime Goals vs. Actual Percentages

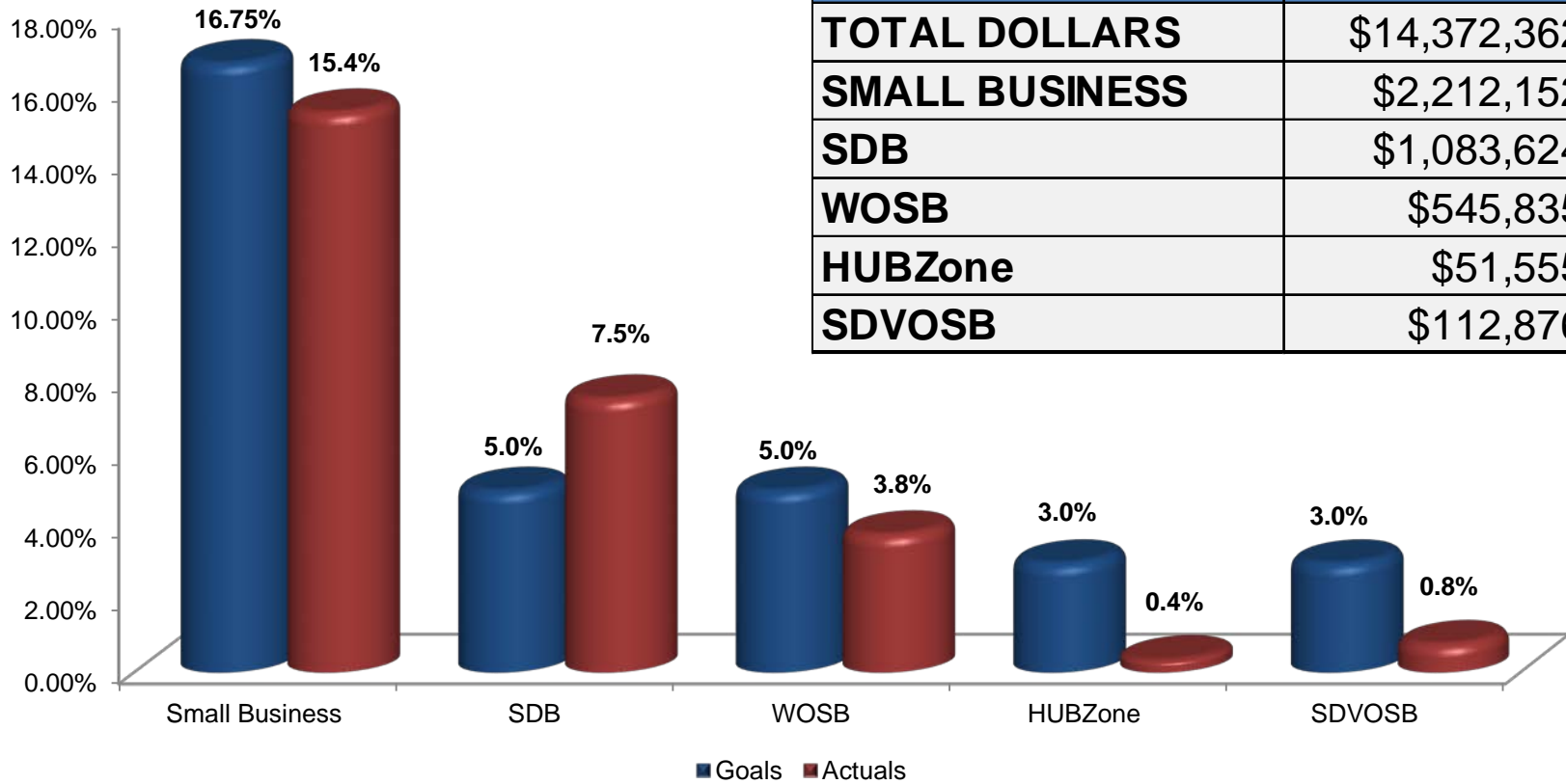
Data generated February 19, 2016 from FPDS-NG



CATEGORY	DOLLARS
TOTAL DOLLARS	\$14,417,976,809
SMALL BUSINESS	\$2,498,551,080
SDB	\$1,255,064,849
WOSB	\$485,868,302
HUBZone	\$89,762,696
SDVOSB	\$102,953,179

# NASA Agency August FY16 Prime Goals vs. Actual Percentages

Data generated September 7, 2016 from FPDS-NG

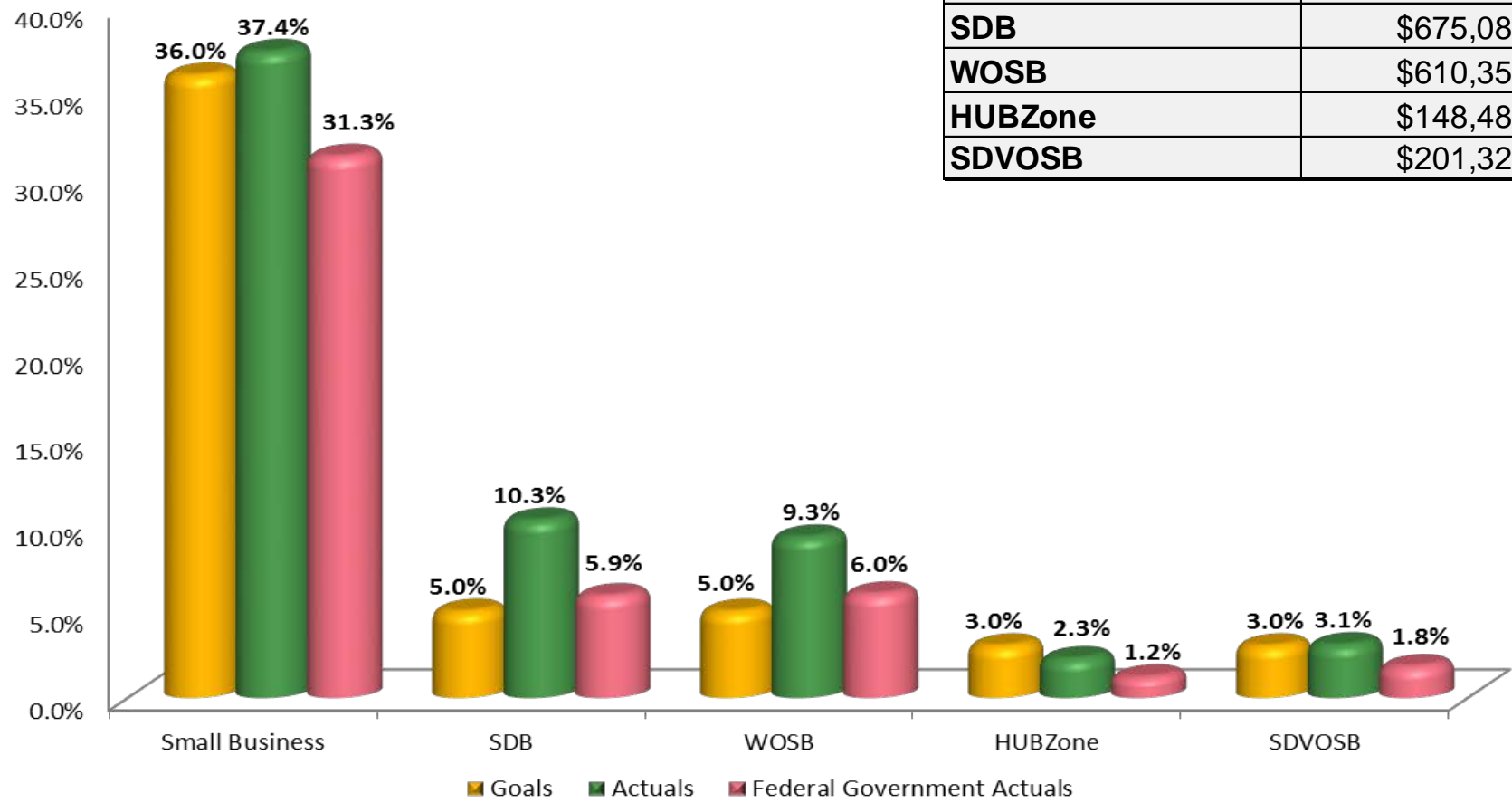


CATEGORY	DOLLARS
<b>TOTAL DOLLARS</b>	\$14,372,362,097
<b>SMALL BUSINESS</b>	\$2,212,152,714
<b>SDB</b>	\$1,083,624,744
<b>WOSB</b>	\$545,835,774
<b>HUBZone</b>	\$51,555,217
<b>SDVOSB</b>	\$112,876,189

# NASA Agency September FY15 Subcontracting Goals vs. Actual Percentages

Data generated February 19, 2016 from FPDS-NG

CATEGORY	DOLLARS
TOTAL DOLLARS	\$6,570,979,479
SMALL BUSINESS	\$2,454,929,635
SDB	\$675,082,509
WOSB	\$610,356,408
HUBZone	\$148,485,186
SDVOSB	\$201,324,744



# SBIR Success Stories

- **Bally Ribbons Mills – Orion**
  - Developed the Orion heatshield compression pads. These pads serve as the pass-throughs for explosive bolts that hold the capsule and command modules together prior to atmospheric entry.
- **Orion Propulsion Inc - Mentor-Protégé Agreement with Boeing**
  - Supported Boeing on Ares I reaction control system (RCS) development...basically Ares Propulsion.
- **Honeybee Robotics – Curiosity - Two technologies...**
  - The Sample Analysis at Mars (SAM) instrument is the core science payload of Curiosity, designed to analyze Martian samples with a suite of three instruments: a quadrupole mass spectrometer, a gas chromatograph mass spectrometer and a tunable laser spectrometer.
  - The Dust Removal Tool (DRT) is designed to expose the natural surfaces of Martian rocks obscured by layers of dust deposited by aeolian processes.

# NASA Mentor-Protégé Program

- A value-focused program that is aligned with NASA's current and future strategy and mission
- NASA has two types of Agreements: Credit and Award Fee Pilot Program
- Only NASA Small Business Innovation Research (SBIR) or Small Business Technology Transfer (STTR) Phase II protégés are eligible to participate with mentors in the Award Fee Pilot Program
- In the Pilot Program, a mentor is eligible to receive an award fee of up to \$100,000, on top of any other award fee, at the end of the agreement period based upon the mentor's performance in providing developmental assistance to its protégé.

# Approved NASA Mentors

- AECOM Technical Services, Inc.
- Aerojet Rocketdyne
- Assurance Technology Corporation
- The Boeing Company
- CH2M Hill
- General Dynamics C4 Systems
- Hamilton Sundstrand Space Systems, Inc (HSSI)
- Honeywell Technology Solutions, Inc.
- ITT Information Systems
- Jacobs Technology, Inc.
- L-3 Communications Logistics Solutions
- Lockheed Martin Corporation
- Millennium Engineering and Integration Company
- Northrop Grumman Corporation
- OrbitalATK Flight Systems Group
- Parsons Infrastructure & Technology Group, Inc.
- QinetiQ North America, Inc.
- Raytheon Company
- Science Applications International Corporation (SAIC)
- Sierra Nevada Corporation
- SGT, Inc.
- Southwest Research Institute
- Teledyne Brown Engineering
- TYBRIN Corporation
- URS Federal Technical Services, Inc.
- Wackenhut Services Incorporated



# FY15 Top Primes

Vendor Name	Total Dollars	% Total Dollars
THE BOEING COMPANY	\$1,987,063,076	12.49%
CALIFORNIA INSTITUTE OF TECHNOLOGY	\$1,850,481,122	11.64%
LOCKHEED MARTIN CORPORATION	\$1,571,018,845	9.88%
JACOBS TECHNOLOGY INC.	\$685,689,697	4.31%
SPACE EXPLORATION TECHNOLOGIES CORP.	\$641,861,752	4.04%
ORBITAL SCIENCES CORPORATION	\$512,019,873	3.22%
RUSSIA SPACE AGENCY	\$459,872,919	2.89%
SGT, INC.	\$431,126,415	2.71%
NORTHROP GRUMMAN	\$393,484,895	2.47%
UNITED LAUNCH SERVICES, LLC	\$378,142,274	2.38%
EXELIS INC.	\$351,282,104	2.21%
RAYTHEON COMPANY	\$349,800,216	2.20%
ASRC FEDERAL & SUBSIDIARIES	\$318,470,426	2.00%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	\$274,702,725	1.73%
ATK LAUNCH & SPACE SYSTEMS INCORPORATED	\$242,331,756	1.52%
BALL AEROSPACE & TECHNOLOGIES CORP.	\$168,763,396	1.06%
JOHNS HOPKINS UNIVERSITY	\$162,947,306	1.02%
HP ENTERPRISE SERVICES, LLC	\$149,461,576	0.94%
VENCORE SERVICES AND SOLUTIONS, INC	\$127,106,108	0.80%
PRATT AND WHITNEY ROCKETDYNE INCORPORATED	\$125,372,211	0.79%
<b>Subtotal - Top 20 Prime Contractors in FY2015</b>	<b>\$11,180,998,692</b>	

# Do Your Homework!

- Respond to Sources Sought Synopses / Request for Information
- Start with Small Business Specialist (SBS)
  - Build relationships 18 to 24 months in advance
  - Be persistent but not a Stalker
- Use agency resources
  - Acquisition Forecast
  - Databases
  - Outreach Events
- Use Trade associations

# Utilize Other Resources

- Small Business Administration
  - <https://www.sba.gov>
- Small Business Development Center
  - <https://www.sba.gov/tools/local-assistance/sbdc>
- Procurement Technical Assistance Centers (PTACs)
  - <https://www.sba.gov/tools/local-assistance/ptac>

# OSBP Social Media



**NASASmallBusiness**

Facebook Likes: 297,134  
Weekly Total Post Reach: 17,409  
<http://www.facebook.com/NASASmallBusiness>



**@NASA\_OSBP**

Twitter Followers: 6,574  
[http://twitter.com/NASA\\_OSBP](http://twitter.com/NASA_OSBP)



**NASAOSBP**

Blogger (Glenn Delgado's Blog)  
Monthly Pageviews: 607  
All time Pageviews: 25,214  
<http://nasaosbp.blogspot.com/>

# Contact OSBP

NASA Office of Small Business Programs

Tel: (202) 358-2088

E-mail: [smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov)

Web site: [www.osbp.nasa.gov](http://www.osbp.nasa.gov)

NASA Vendor Database:

<https://vendors.nvdb.nasa.gov>

# Questions

