



NASA Shared Services Center (NSSC) & Stennis Space Center (SSC)



Building 1111, Jerry Hlass Road, Stennis Space Center, MS 39529

www.nasa.gov/nssc

www.nasa.gov/stennis

SMALL BUSINESS MARKETING GUIDE

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1.0 INTRODUCTION

The Stennis Space Center (SSC) and National Aeronautics and Space Administration (NASA) Shared Services Center (NSSC) Small Business Marketing Guide was created to introduce small businesses to the NSSC/SSC and to serve as a valuable marketing resource for small businesses pursuing procurement opportunities at the Centers. This guide contains important information that can help businesses understand the best way to market their product and service offerings to NSSC, SSC, and NSSC/SSC prime contractors. It also includes relevant points of contact, information on how to access procurement information via several acquisition search tools, and information on special small business programs (e.g., MSET Stennis Business Council, marketing tips, and several new outreach initiatives).

1.1 STENNIS SPACE CENTER (SSC) AT A GLANCE

NASA's Stennis Space Center near Bay St. Louis, Mississippi, is the agency's primary, and America's largest, rocket propulsion test site, serving the nation and the commercial aerospace sector with unique testing capabilities and expertise.

NASA Stennis also operates as a unique federal city, home to more than 50 federal, state, academic, and private organizations, and technology-based companies. Institutional operating costs are shared by resident entities, making the site a model of government efficiency, and providing a more cost-effective approach for tenants to accomplish their respective missions.

NASA Stennis is also home to the NASA Shared Services Center, which performs integrated support and functions for the agency in the areas of human resources, information technology, finance, and procurement. Consolidation, standardization, and automation allow the NASA Shared Services Center to increase operational efficiency and improve overall customer service.

The SSC Procurement Office performs the contract awards and administration of the following procurements in Section 5.3 SSC Repetitive Requirement List and 5.4 SSC Multiple Award Construction Contracts (MACC II).

1.2 NASA SHARED SERVICES CENTER (NSSC) AT A GLANCE

The NSSC was established as a result of an Office of Management and Budget A-76 competition and opened for business on March 1, 2006, on the grounds of Stennis Space Center in Mississippi. The NSSC enables the NASA mission by saving taxpayer dollars to maximize efficiency and minimize cost, while increasing automation to move forward with NASA's important work. With a dedicated, knowledgeable workforce and cutting-edge facilities/capabilities, the NSSC provides more than 60 business activities to 10 NASA Centers. To increase operational efficiency and improve overall customer service, the NSSC performs a variety of activities in the areas of Financial Management, Procurement, Human Resources, Enterprise Services, and Agency Business Support.

The NSSC Procurement Office performs the contract awards and administration of the following procurements listed below and in Section 5.2 NSSC Repetitive Requirement List.

- Award and administration of Grants and Cooperative Agreements
- Award and administration of Internal Training purchases
- Award and administration of SBIR and STTR contracts
- Award and administration of Simplified Acquisitions

2.0 DOING BUSINESS WITH THE NSSC AND SSC

At the NSSC/ SSC, we recognize the value small businesses bring to the mission of NASA. The NASA Office of Small Business Programs (OSBP) offers valuable information on how to do business with the Agency, which includes 10 important steps:

1. Identify Your Product or Service:

- Know the Federal Supply Class or Service (FSC/SVC) codes (<http://www.hq.nasa.gov/office/procurement/>) and the North American Industry Classification System (NAICS) codes (<http://www.census.gov/naics/>) for your products or services.
- Prepare a capability brief in both printed and electronic versions with an emphasis on Government work.

2. Register your Business:

- Register with the System for Award Management (SAM) (<http://www.sam.gov>).
- Register with the NASA Vendor Data Base (NVDB) (https://vendors.nvdb.nasa.gov/index.cfm?fuseaction=Vendor.challenge_screen).

3. Identify your target Market within NASA: (<http://nasa.gov/osbp>)

- Identify what each NASA Center procures by reviewing its top NAICS code and the NASA Acquisition Forecast
- Review the Active Contracts Listings (ACLs) on the NASA OSBP website
- Contact the Small Business Specialists (SBSs) located at each NASA Center for assistance on how to do business with that NASA Center.

4. Identify Current NASA Procurement Opportunities:

- Identify current procurement opportunities in your product or service area by checking the **System for Award Management website** (<https://www.sam.gov>), which can assist you in identifying NASA requirements and send you e-mail notifications of released requirements.

5. Familiarize yourself with NASA Contracting Procedures

- Be familiar with the Federal Acquisition Regulations (FAR) (<https://www.acquisition.gov>) and the NASA Federal Acquisition Regulation Supplement (<http://www.hq.nasa.gov/office/procurement>)

6. Investigate Federal Supply Schedule (FSS) Contracts

- Contact the U.S. General Services Administration (GSA) (<http://www.gsa.gov/portal/category/100611>) for information on how to obtain a Federal Supply Schedule (FSS) contract. Many NASA purchases are, in fact, orders on FSS contracts.

7. Seek Additional Assistance as Needed

- Request training and counseling on marketing, financial, and contracting issues at minimal or no cost from APEX Accelerators formally known as Procurement Technical Assistance Centers (PTACs) (<https://www.sba.gov/tools/local-assistance/>). APEX Accelerators are in most states and are partially funded by the U.S. Department of Defense (DOD) to provide small business concerns with information on how to do business with DOD and other Government agencies.
- Consult with the SBA's Procurement Center Representatives (PCRs) (<http://www.sba.gov/content/procurement-center-representatives>) and the SBA Business

Development Centers (<https://www.sba.gov/tools/local-assistance/sbdc>). The SBA provides each NASA Center with a liaison.

- Get free and confidential mentoring by former Chief Executive Officers through SCORE (<http://www.score.org>).

8. Explore Subcontracting Opportunities

- Obtain information on subcontracting opportunities with prime contractors.

9. Investigate NASA Small Business Programs!

- Explore other small business programs, such as the NASA Mentor-Protégé Program (<http://osbp.nasa.gov/mpp/index.html>), the Small Business Innovation Research Program (<http://sbir.gsfc.nasa.gov/>), and the Historically Black Colleges and Universities and Minority-Serving Institutions Program. Information on these and other programs is available on the NASA Office of Small Business Programs Web site (<http://nasa.osbp.gov>).

10. Market Your Firm Well!!!

- After you have identified your customers, researched their requirements, and familiarized yourself with NASA procurement regulations and strategies, it is time to market your product or service. Present your capabilities directly to the NASA Centers that buy your products or services. Realize that, as with yours, their time is valuable. If the match is a good one, you can provide them with a cost-effective, quality solution to their requirements. Good luck!

3.0 SMALL BUSINESS PROGRAM CONTACTS

3.1 NASA HEADQUARTERS OFFICE OF SMALL BUSINESS PROGRAMS

| CONTACT | TITLE | PHONE | E-MAIL |
|-----------------------|-------------------------|--------------|--|
| Dwight Deneal | Assistant Administrator | 202-358-2088 | smallbusiness@nasa.gov |
| Charles T. Williams | Chief of Staff | 202-358-2430 | smallbusiness@nasa.gov |
| Elizabeth (Ann) Haase | Program Manager | 202-358-2430 | smallbusiness@nasa.gov |
| Christopher Hall | Program Manager | 202-358-1820 | smallbusiness@nasa.gov |
| Naeemah Lee | Program Specialist | 202-358-2088 | smallbusiness@nasa.gov |
| Briana Goins | Program Specialist | 202-358-7388 | smallbusiness@nasa.gov |

The NASA OSBP web site is found at: <http://www.nasa.gov/osbp>

3.2 CENTER SMALL BUSINESS SPECIALISTS

| NASA CENTER | CONTACT | PHONE NO | E-MAIL ADDRESS |
|--|--|--|--|
| Ames Research Center (ARC) Armstrong Flight Research Center (AFRC) Glenn Research Center (GRC) Langley Research Center (LaRC) | Rob Watts | 281-244-5811 | robert.e.watts@nasa.gov |
| Goddard Space Flight Center (GSFC) | Kandace Chappell Djaataa Onanuga | 301-286-8136 301.286.9083 | kandace.p.chappell@nasa.gov djaataa.onanuga@nasa.gov |
| Jet Propulsion Laboratory (JPL) | Charles Bray Jr Matthew B. Christian Anmari Pagtalunan | 818-354-5620 818-354-2760 626-720-7736 | charles.e.bray@jpl.nasa.gov matthew.b.christian@jpl.gov anmari.pagtalunan@jpl.nasa.gov |
| Johnson Space Center (JSC) | Tumarrow Romain | 281.244.2824 | tumarrow.romain@nasa.gov |

| | | | |
|--|--|--|--|
| Kennedy Space Center (KSC) | Natalie Colvin Tamara Simms Laurie Boehm | 321-867-4773 321-867-1493 321-867-7353 | natalie.b.colvin@nasa.gov tamara.a.sims@nasa.gov laura.boehm@nasa.gov |
| Marshall Space Flight Center (MSFC) | Danielle R. Barnes Heather Dilworth- Schrimsher Johnnie Beach | | danielle.r.barnes@nasa.gov heather.dilworth-schrimsher@nasa.gov johnnie.d.beach@nasa.gov |
| NASA Management Office (NMO) | Lynn M. Torres | 818-354-4862 | lynn.m.torres@nasa.gov |
| NASA Shared Services Center (NSSC) Stennis Space Center (SSC) Information Technology Program Office (ITPO) | Troy E. Miller | 228-342-8767 | troy.e.miller@nasa.gov |

3.3 NSSC/ SSC SMALL BUSINESS PROGRAM CONTACTS

| CONTACT | TITLE | PHONE NO | E-MAIL ADDRESS |
|--------------------|---|--------------|--|
| Troy Miller | Small Business Specialist | 228-813-6558 | troy.e.miller@nasa.gov |
| Christopher Canary | Small Business Technical Advisor (NSSC) | 228-813-6224 | christopher.m.canary@nasa.gov |
| | Small Business Technical Advisor (SSC) | | |

The NSSC Small Business Website is found at the following link:
<https://www.nasa.gov/nssc/smallbusiness>

The SSC Small Business Website is found at the following link:
<https://www.nasa.gov/stennis/smallbusiness>

The NSSC & SSC Small Business Office is located at Stennis Space Center in Stennis Space Center, MS, 39529 Building 1111.

3.4 NSSC/ SSC SMALL BUSINESS TECHNICAL COORDINATORS

3.4.1 INTRODUCTION

Coordinators work closely with the Center Small Business Specialist in promoting the goals and objectives of the NASA Small Business Programs across all NSSC/ SSC organizations.

3.4.2 DUTIES

| |
|--|
| Serve as a NSSC/ SSC Small Business Program advocate by ensuring that Organizations are receptive to small business inquiries. |
| Assess where and what opportunities are likely to occur within NSSC/SSC Organizations are receptive to small business inquiries. |
| As appropriate, participate along with SBS in the acquisition planning of new and follow-on requirements to ensure those small businesses receive, to the maximum extent possible, opportunities to participate. |
| Schedule permitting; participate in selected local small business Matchmaker/Outreach events, and in-house joint counseling sessions. |

3.4.3 NSSC SMALL BUSINESSSS TECHINICAL COORDINATORS

| ORGANIZATION | COORDINATOR | E-MAIL ADDRESS |
|--|--------------------|----------------------------|
| Agency-wide Relocation Services | Kimberly Thomas | kimberly.d.thomas@nasa.gov |
| Agency-wide Acquisition Support Services (AWASS) | Steven R. Wood | steven.r.wood@nasa.gov |
| Contract Audit Support Services (CASS) | Kimberly D. Thomas | kimberly.d.thomas@nasa.gov |
| Equal Employment Opportunity Services (EEOS) | Erin D. Brayson | erin.d.brayson@nasa.gov |
| Grants & Cooperative Agreements | Theresa M. Stanley | theresa.m.stanley@nasa.gov |
| Enterprise Custodial, Landscaping, and Pest Services (ECLPS) (Formerly Grounds Maintenance / Custodial Services) | Kaitlyn Besanson | kaitlyn.besanson@nasa.gov |
| National Center for Critical Information Processing (NCCIPS) | Steven R. Wood | steven.r.wood@nasa.gov |
| NASA Enterprise-wide Human Capital Support Services (NEHCSS) | Steven R. Wood | steven.r.wood@nasa.gov |
| NASA Transformational Support Services (NTSS) | Troy Taylor | troy.d.taylor@nasa.gov |
| Purchase Cards | Tracy H. Hall | tracy.h.hall@nasa.gov |
| Simplified Acquisition Threshold (SAT) | Tiffany Neal | Tiffany.neal@nasa.gov |
| Small Business Innovation Research (SBIR) Small Business Technology Transfer (STTR) | Charles C. Bridges | charles.c.bridges@nasa.gov |
| Translation & Interpretation Services | Clifford J. Eugene | clifford.j.eugene@nasa.gov |

3.5 SSC SMALL BUSINESSSS TECHINICAL COORDINATORS

| ORGANIZATION | COORDINATOR | E-MAIL ADDRESS |
|---|---------------------|--------------------------------|
| Consolidated Operations, Services, Maintenance & Infrastructure Contract (COSMIC) | Desiree L. Vogt | desiree.l.vogt@nasa.gov |
| Multiple Award Construction Contracts (MACC II) | Adrienne Ragan | adrienne.peyton.ragan@nasa.gov |
| Multi-Center Administrative Support Services (MCASS) | Rachel Clayton | rachel.clayton@nasa.gov |
| Laboratory Services | Caitlin E. Angstadt | caitlin.e.angstadt@nasa.gov |
| Protective Services | Johnny M. Hisaw | johnny.m.hisaw@nasa.gov |
| SSC Environmental Services | Desiree L. Vogt | desiree.l.vogt@nasa.gov |
| SSC Fire Services | Johnny M. Hisaw | johnny.m.hisaw@nasa.gov |
| SSC Medical Services | TBD | |
| Test Operation Center (TOC) | Patricia White | patricia.white-1@nasa.gov |

3.6 NASA CENTER SMALL BUSINESS INNOVATION RESEARCH (SBIR)/ SMALL BUSINESS TECHNOLOGY TRANSFER (STTR) MANAGERS

| NASA CENTER | SBIR/STTR Managers | E-MAIL ADDRESS |
|---|-------------------------|--|
| Ames Research Center (ARC) | Dr. Ryszard L. Pisarski | ryszard.l.pisarski@nasa.gov |
| Armstrong Flight Research Center (AFRC) | Gary E. Laier | gary.e.laier@nasa.gov |
| Glenn Research Center (GRC) | Brandon L. White | Brandon.l.white@nasa.gov |
| Goddard Space Flight Center (GSFC) | Dr. Quenton Bonds | quenton.bonds@nasa.gov |
| Jet Propulsion Laboratory (JPL) | Vandana Verma | vandana.verma@jpl.nasa.gov |
| Johnson Space Center (JSC) | Dr. Shobhana Gupta | shobhana.gupta@nasa.gov |
| Kennedy Space Center (KSC) | Michael E. Vinje | michael.e.vinje@nasa.gov |
| Langley Research Center (LaRC) | Eileen S. Nelson | eileen.s.nelson@nasa.gov |
| Marshall Space Flight Center (MSFC) | David C. Truitt | david.c.truitt@nasa.gov |
| Stennis Space Center (SSC) | Armando Delgado | armando.delgado@nasa.gov |

3.7 MISSISSIPPI ENTERPRISE TECHNOLOGY (MSET) SMALL BUSINESS PROGRAM

3.7.1 INTRODUCTION

The mission of the Mississippi Enterprise for Technology (MSET) is to facilitate regional economic development by leveraging the resources of Stennis Space Center, the State, and the region to foster business opportunities among public and private entities. Representing the industry base at Stennis, from the smallest company to the largest federal agency or prime contractor, MSET provides several mechanisms to identify economic development and business opportunities in and around the region.

MSET Contact information:

Mississippi Enterprise for Technology
Building 1103, Suite 143
Stennis Space Center, MS 39529

Voice: (228) 688-3144
Toll-Free: 1-800-746-4699
Fax: (228) 688-1064

Website: www.mset.org

3.8 STENNIS SPACE CENTER FEDERAL AGENCY CONTACTS

| ORGANIZATION | CONTACT | PHONE NO. | E-MAIL ADDRESS |
|---|---|------------------------------|--|
| General Services Administration (GSA) | Mark King | 800.488.3111 | Mark.king@gsa.gov |
| Navy Meteorology & Oceanography Command Enterprise (METOC) and Naval Meteorology & Oceanography Command (NAVOCEANO) | Courtney Frederic-Encalade Alt: Parren Tatum | 228-688-5291 228-688-4362 | Navo_stns_sbsspecialisy@navy.mil Courtney..c.frederick-encalade.civ@navy.mil Parren.j.tatum.civ@us.navy.mil |
| National Oceanic & Atmospheric Administration (NOAA) Small Business Office | | | noaasb@noaa.gov |
| Navy Research Laboratory – (NRL) | | 202-404-2828 | smallbusiness@nrl.navy.mil |

3.9 REGIONAL FEDERAL AGENCIES AND LARGE BUSINESS CONTACTS

3.9.1 CONTACTS

| ORGANIZATION | CONTACT | PHONE | E-MAIL ADDRESS |
|--|--|------------------------------|--|
| Army Corp of Engineers/ Mobile | Linda Spadaro | 251-690-3597 | Linda.l.spadaro@usace.army.mil |
| Army Corp of Engineers/ New Orleans | Nesrin Comez-Vance | 504.862.2627 | CEMVN-SB@usace.army.mil |
| Army Corp of Engineers/ Vicksburg ERDCWerx | Jason Courtney | 601.262.8497 | jcourtney@erdcwerx.org |
| DOD Office of Small Business Programs | Shawn Smith | 202.685.6492 | Osbp.info.fct@navy.mil |
| Eglin Air Force Base | Rachel Gasper | 850-882-2843, ext. 2 | |
| Huntington Ingalls Shipbuilding | Joan Branson Alt: Tregnel Thomas | 228-935-5545 228-9.5-3159 | Joan.branson@hii-ingalls.com tregnel@hii-ingalls.com |
| Keesler Air Force Base | Jan-Pierre Malboeus Alt: Davina Davis | 228-377-3131 228-377-0725 | jan.malboeus.1@us.af.mil Davina.davis@us.af.mil |
| Naval Air Systems Command | Shelby Butler Lawrence Butts | 301-757-9083 301-757-5258 | shelby.butler@navy.mil lawrence.butts.navy.mil |
| Naval Sea Systems Command | | | navsea_small-business@navy.mil |
| Naval Special Operations Command (SOCOM) | | | osbp@socom.mil |
| Naval Information Warfare Center – New Orleans. LA | Elizabeth Cecchetti (Beth) | 843.218.3942 | elizabeth.cecchett@navy.mil |
| Supervisor of Shipbuilding | Brad Johnson | 228-935-2180 | Bradley.c.johnson3@navy.mil |
| Textron Systems Marine and Land Systems | Dennis Burke Glenn Burleson | 985-661-2263 985-661-2242 | dburke01@textronsystems.com gburleson@textronsystems.com |
| Tyonek (Stennis Airport) | Ryan Forcier | 228-395-1748 | rforcier@tyonek.com |
| US Coast Guard/ Dept of Homeland | Stephanie France | 202-475-3188 | stephanie.france@uscg.mil |
| VT Halter Marine | Lara Sherer Alt: Tack Bower | 228-205-6618 228-712-2190 | Lara.sherer@vthm.com Tack.bower@vthm.com |
| Small Business Administration, MS District Office, Jackson, MS | Ashlei Mcallister | 601.965.5339 | ashlei.donerson@sba.gov |

| | | | |
|---|---------------|--------------|-----------------------|
| Small Business Administration, MS District Office, Gulfport, MS | Derek Eady | 228-741-7036 | derek.eady@sba.gov |
| Small Business Administration, LA District Office, New Orleans, LA | Michael Ricks | 504-589-2744 | Michael.ricks@sba.gov |
| Small Business Administration Procurement Center Representative (PCR) Nashville, TN | Thomas Rogers | 251-441-5522 | thomas.rogers@sba.gov |
| Procurement Technical Assistance Center (PTAC) New Orleans, LA | Cindy Carrier | 225-975-8643 | cindycarrier@me.com |
| Small Business Development Center (SBDC), New Orleans, LA | Carmen Sunda | 504-831-3730 | csunda@lsbdc.org |
| Small Business Development Center (SBDC), Mobile, AL | Gerald Dunlop | 251-460-6004 | gerald.dunlop@ua.edu |

3.9.2 WEBSITES

| ORGANIZATION | WEBSITE |
|---|---|
| Army Corp of Engineers/Mobile | http://www.sam.usace.army.mil/ |
| Eglin Air Force Base | http://www.eglin.af.mil/ |
| Huntington Ingalls Shipbuilding | http://www.huntingtoningalls.com/ |
| Keesler Air Force Base | http://www.keesler.af.mil/ |
| Space and Naval Warfare Command – New Orleans | http://www.public.navy.mil/spawar/Atlantic |
| Tyonek (Stennis Airport) | http://www.tyonek.com/ |
| Supervisor of Shipbuilding (SUPSHIP) | http://www.navsea.navy.mil/Home/SUPSHIP/ |
| Textron Systems Marine and Land Systems | https://www.textronsystems.com |
| MS Enterprise for Technology (MSET) | http://www.mset.org |

4.0 NSSC/ SSC PRIME CONTRACTORS

4.1 INTRODUCTION

The NSSC Prime Contractor List serves as an invaluable marketing resource to businesses interested in pursuing subcontracting opportunities with NSSC major small and large business prime contractors. Contractors identified on this list provide work in support of NSSC programs and projects. Maximizing utilization of the contacts at each prime contractor location will enhance a business' effectiveness in marketing for subcontracting opportunities at the NSSC.

4.2 NSSC LARGE & SMALL BUSINESS PRIME CONTRACTORS LIST

AGENCY EMPLOYEE RELOCATION SERVICES

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|--------------------------------|-------------|--------------|--------------------------------|
| Allegiance Relocation Services | Tim Bonette | 703.586.9406 | Tim.bonette@allegiancerelo.com |

AGENCY-WIDE ACQUISITION SUPPORT SERVICES (AWASS)

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|------------------------------|------------|--------------|----------------------------------|
| Seventh Sense Consulting LLC | Kevin Nash | 315.664.0755 | nashk@seventhsenseconsulting.com |

CONTRACT AUDIT SUPPORT SERVICES (CASS)

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|----------------------------------|-------------------|------------------------|--|
| Booth Management Consulting, LLC | Robin Booth | 410.309.4929, Ext. 201 | robinb@bmc-llc.net |
| Castro & Company | Gabe Fry | 703.705.7150 | gfry@castroco.com |
| Deva & Associates | George D.Tzamaras | 301.610.5600, Ext. 190 | gtzamaras@devagroup.com |
| Hamilton Enterprises, LLC | Nazim Hamilton | 301.474.0147 | nazim.hamilton@usfti.com |
| Reed & Associates CPAS, Inc | Deirdre Reed | N/A | dreed@reedassociates.org |
| Regis & Associates PC | Peter Regis | N/A | peter.regis@regiscpa.com |
| Tichenor & Associates LLP | David M. Hesse | 502-817-0015 | dhesse@tichenorassociates.com |

EQUAL EMPLOYMENT OPPORTUNITY SERVICES (EEOS)

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|--|----------------|--------------------|--|
| Computer Evidence Specialist, LLC | Roger Morrison | 904.342.5110 | roger.morrision@cesnb.com |
| Delany, Siegel, Zorn & Associates. Inc | Sonya Williams | 703.528.4921 Ext 3 | swilliams@dsz.com |
| Martin Miser Associates | Joe Ford | 888.730.9333 | jford@martinmiser.com |
| Susan Grimes Associates Inc | Susan Grimes | 202.338.1468 | office@susangrimes.com |

NASA ENTERPRISE HUMAN CAPITAL SUPPORT SERVICES (NEHCSS)

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|-------------------------------|--------------|------------------------|--|
| Bryce Solutions, LLC | Jeff Mujsce | N/A | jeff.mujsce@brycetek.com |
| IBEX IT Business Experts, LLC | Robin Smith | 678.752.7542, Ext. 105 | rsmith@ibexperts.com |
| Strategy Consulting Team | Sue Nicholas | 703.408.4056 | sNicholas@strategyconsultingteam.com |

NASA TRANSFORMATIONAL SUPPORT SERVICES (NTSS)

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|-------------------|---------------|--------------|--|
| COLSA Corporation | Terry Jackson | 228.813.6592 | terry.d.jackson@nasa.gov |

NATIONAL CENTER FOR CRITICAL INFORMATION PROCESSING (NCCIPS)

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|---------|---------------|--------------|--|
| SAIC | Bobby Serigne | 228.813.4885 | robert.g.serigne.jr@saic.com |

TRANSLATION & INTERPRETATION SERVICES

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|---------------------------------------|------------------|--------------|--|
| Applied Development, LLC | Kimberly Citizen | 410.697.1577 | |
| Mid-Atlantic Interpreting Group, Inc. | Gina D'Amore | 410.750.0297 | gldamore@interpretmaig.com |
| Translation Excellence | Nisar Nikzad | 720.325.0459 | |

4.3 SSC LARGE & SMALL BUSINESS PRIME CONTRACTORS LIST

Consolidated Operations, Services, Maintenance & Infrastructure Contract (COSMIC)

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|---------------------------|---------------------|--------------|--|
| NOVA Space Solutions, LLC | Erica Allen-Cassara | 504.257.0445 | erica.allen-cassara@nasa.gov |

Multiple Award Construction Contracts (MACC II)

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|-----------------|-----|-----------|---------------|
| See section 5.4 | | | |

Multi-Center Administrative Support Services (MCASS)

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|------------------|---------------|--------------|--|
| FedSync-BFS. LLC | Joanie Rincon | 202.524.0370 | jrincon@pmo.fedsync.net |

Laboratory Services

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|-----------------------------|------------|--------------|--|
| Cayuse Federal Services LLC | Jim Lanier | 256-566-8708 | Jim.Lanier@cayusegov.com |

Protective Services

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|--------------------------------|----------------|-----------|--|
| Chenega Global Protection, LLC | Regina Costlow | | Regina.i.costlow-1@nasa.gov |

SSC Environmental Services

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|------------|--------------|--------------|--|
| Tetra Tech | Tim Tringali | 805.739.2659 | tim.tringali@tetrattech.com |

SSC Fire Services

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|--------------------------------|-----------------|--------------|--|
| Chenega Global Protection, LLC | Jeffrey Merrill | 228.688.3439 | jeffrey.d.merrill@nasa.gov |

SSC Medical Services

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|---------|-----|-----------|---------------|
| TBD | | | |

SSC Remediation Services

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|--------------------|-------------|-----------|---------------|
| HydroGeoLogic, Inc | Susan Walsh | | |

Test Operation Center (TOC)

| COMPANY | POC | PHONE NO. | EMAIL ADDRESS |
|------------------|----------------|--------------|--|
| Sierra Lobo, LLC | Randy Galloway | 228-342-0841 | thomas.r.galloway@nasa.gov |

5.0 NSSC REPETITIVE REQUIREMENTS

5.1 INTRODUCTION

The NSSC/ SSC repetitive requirements contain a list of recurring requirements. Information contained herein can be utilized to assist businesses interested in tracking upcoming acquisitions and can serve as an invaluable resource to businesses pursuing procurement opportunities at NSSC/ SSC.

5.2 NSSC REPETITIVE REQUIREMENTS LIST

Note: NAICS codes listed for each requirement were utilized in previous competitions and are subject to change from competition to competition. Likewise, competitions may also change based on results of market research.

| Description of Program/ Project Title | Incumbent Contractor | Contract No. | Procurement Method | Period of Performance (including options) |
|--|--|---------------|---------------------------|---|
| NASA Transformational Support Services (NTSS) | COLSA Corporation | 80NSSC23DA006 | (Full & Open) | 10/1/23 - 3/31/32 |
| Agency-wide Acquisition Support Services (AWASS) | Seventh Sense Consulting | 80NSSC24AA016 | GSA MAS 8(a) | 3/1/24 - 8/31/29 |
| Agency Employee Relocation Services | Relo Direct, Inc | 80NSSC23A0021 | Full & Open | 10/1/23 - 3/31/29 |
| National Center for Critical Information Processing (NCCIPS) | Science Application Information Corporation (SAIC) | 80NSSC19C0050 | Full & Open | 8/1/19 - 9/30/27 |
| Contract Audit Support Services (CASS) | Booth Management Consulting, LLC | 80NSSC22DA002 | GSA MAS (SB Set-aside) | 10/21/21 - 4/20/27 |
| Contract Audit Support Services (CASS) | Castro and Company, LLC | 80NSSC22DA003 | GSA MAS (SB Set-aside) | 10/21/21 - 4/20/27 |
| Contract Audit Support Services (CASS) | Deva & Associates PC | 80NSSC22DA004 | GSA MAS (SB Set-aside) | 10/21/21 - 4/20/27 |
| Contract Audit Support Services (CASS) | Hamilton Enterprises, LLC | 80NSSC22DA005 | GSA MAS (SB Set-aside) | 10/21/21 - 4/20/27 |
| Contract Audit Support Services (CASS) | Reed & Associates CPAs, Inc | 80NSSC22DA006 | GSA MAS (SB Set-aside) | 10/21/21 - 4/20/27 |
| Contract Audit Support Services (CASS) | Regis & Associates | 80NSSC22DA007 | GSA MAS (SB Set-aside) | 10/21/21 - 4/20/27 |
| Contract Audit Support Services (CASS) | Tichenor & Associates, LLP | 80NSSC22DA008 | GSA MAS (SB Set-aside) | 10/21/21 - 4/20/27 |
| Early-Stage Innovations & Partnerships (ESIP) | REI Systems, Inc. | 80NSSC23AA003 | GSA MAS Multiple Award | 2/2/23 – 2/1/28 |
| Early-Stage Innovations & Partnerships (ESIP) | BryceTech | 80NSSC23AA004 | GSA MAS Multiple Award | 2/2/23 – 2/1/28 |
| Early-Stage Innovations & Partnerships (ESIP) | Research Triangle Institute (RTI) | 80NSSC23AA005 | GSA MAS Multiple Award | 2/2/23 – 2/1/28 |
| Early-Stage Innovations & Partnerships (ESIP) | Andrew Morgan, LLC. | 80NSSC23AA006 | GSA MAS Multiple Award | 2/2/23 – 2/1/28 |
| Early-Stage Innovations & Partnerships (ESIP) | GXM Consulting | 80NSSC23AA007 | GSA MAS Multiple Award | 2/2/23 – 2/1/28 |
| Emergency Notification System | FCN | 80NSSC22PA001 | GSA MAS (SB Set-aside) | 11/1/21 - 10/31/26 |
| Equal Employment Opportunity Support Services (EEOS) | Computer Evidence Specialists, LLC | 80NSSC23AA013 | GSA MAS (SB Set-aside) | 9/1/23 - 8/31/28 |
| Equal Employment Opportunity Support Services (EEOS) | Delany, Siegel, Zorn & Associates, Inc | 80NSSC23AA014 | GSA MAS (SB Set-aside) | 9/1/23 - 8/31/28 |
| Equal Employment Opportunity Support Services (EEOS) | Martin-Miser Associates, Inc | 80NSSC23AA015 | GSA MAS (SB Set-aside) | 9/1/23 - 8/31/28 |
| Equal Employment Opportunity Support Services (EEOS) | Susan Grimes Associates, Inc | 80NSSC23AA016 | GSA MAS (SB Set-aside) | 9/1/23 - 8/31/28 |
| Human Capital Support Services | IBEX IT Business Experts | 80NSSC23DA001 | WOSB Set Aside | 2/1/23 – 8/31/28 |
| Human Capital Support Services | Bryce Solutions LLC | 80NSSC23DA002 | WOSB Set Aside | 2/1/23 – 8/31/28 |
| Human Capital Support Services | Strategy Consulting Team | 80NSSC23DA003 | WOSB Set Aside | 2/1/23 – 8/31/28 |

| | | | | |
|--|---|-------------------------|---------------------------|--------------------|
| | LLC | | | |
| ISO 9001, 14001 & AS 9100 Audit Services | National Quality Assurance | 80NSSC24AA005 | Full & Open | 10/1/24 - 12/31/28 |
| NASA Science, Technology, Engineering, and Mathematics (NSTEM) | Guardians of Honor, LLC | 80NSSC22DA010 | GSA MAS (SB Set-aside) | 10/12/22 - 4/11/28 |
| Sign Language Interpreting Services | Applied Development, LLC | 80NSSC22AA010 | GSA MAS 8(a) Set-aside | 9/1/22 - 8/31/27 |
| Sign Language Interpreting Services | Mid-Atlantic Interpreting Group, Inc (MAIG) | 80NSSC22AA011 | GSA MAS 8(a) Set-aside | 9/1/22 - 8/31/27 |
| Sign Language Interpreting Services | Translation Excellence, Inc | 80NSSC22AA012 | GSA MAS 8(a) Set-aside | 9/1/22 - 8/31/27 |
| AWIN Membership & Subscriptions | Informa Media | 80NSSC25PA355 | Sole Source | 1/1/25 - 6/30/30 |
| Elsevier Membership & Subscriptions | North-Holland Publishing | Expired | Sole Source | Not Renewed |
| IEEE Membership & Subscriptions | IEEE | 80NSSC24FB166 | Sole Source | 9/1/24 - 8/31/29 |
| Galaxie Membership & Subscriptions | Sirsidynix | Simplified Acquisitions | Sole Source | N/A |
| Lexis Nexis Membership & Subscriptions | Lexis Nexis | 80NSSC17A0007 | Sole Source | 5/1/22 - 4/30/27 |
| SPIE Membership & Subscriptions | SPIE | 80NSSC23AA002 | Sole Source | 1/1/23 - 12/31/27 |
| WESTLAW Membership & Subscriptions | West Publishing Corporation | 80NSSC17A0001 | Sole Source | 7/1/22 - 6/30/27 |
| Wiley Membership & Subscriptions | John Wiley & Sons | 80NSSC22AA009 | Sole Source | 2/1/22 - 1/31/27 |
| Agency FAC- C & FAC- COR Training BPA | Business Management Research Associates, Inc (BMRA) | 80NSSC24AA006 | GSA | 1/1/24 - 6/30/29 |
| Agency FAC- C & FAC- COR Training BPA | Gotham Government Services | 80NSSC24AA007 | GSA | 1/1/24 - 6/30/29 |
| Agency FAC- C & FAC- COR Training BPA | Stafford Consulting Company | 80NSSC24AA008 | GSA | 1/1/24 - 6/30/29 |

5.3 SSC REPETITIVE REQUIREMENTS LIST

Note: NAICS codes listed for each requirement were utilized in previous competitions and are subject to change from competition to competition. Likewise, competitions may also change based on results of market research.

| Description of Program/ Project Title | Incumbent Contractor | Contract No. | Procurement Avenue | Period of Performance (including Options) |
|---|---------------------------|---------------|--------------------|---|
| Consolidated Operations, Services, Maintenance & Infrastructure Contract (COSMIC) | Nova Space Solutions, LLC | 80SSC025D0001 | Full & Open | 7/1/25 – 9/30/33 |
| Test Operation Center (TOC) | Sierra Lobo, LLC | 80SSC025FA004 | SB Set Aside | 7/1/25 – 6/30/28 |
| Multi- Center Administrative Support Services (MCASS) | FedSync-BFS, LLC | 80SSC025D0002 | SB Set Aside | 4/4/25 – 3/31/30 |
| AWASS | Seventh Sense Consulting | 80SSC024FA007 | 8(a) Set Aside | 4/1/24 – 2/28/29 |
| Laboratory Services | Cayuse Federal Services | 80SSC026F0004 | 8(a) Set Aside | 3/1/26 – 2/28/31 |
| Natural Gas (Northside) | Centerpoint | 80SSC023FA001 | Full & Open | 7/1/21 – 6/30/31 |
| Natural Gas (Southside) | Penn Oak Energy Services | 80SSC026C0001 | SB Set Aside | 12/1/25 – 11/30/30 |
| Propellants | Messer Gaseous Helium | 80SSC025F0011 | Full & Open | 10/1/25 – 9/30/30 |
| Propellants | Messer Liquid Nitrogen | 80SSC024FA014 | Full & Open | 7/11/24 – 6/30/29 |

| | | | | |
|--|---|--------------------------------|---------------|--------------------|
| Propellants | Messer Liquid Oxygen | 80SSC024FA015 | Full & Open | 7/11/24 – 6/30/29 |
| Propellants | Sapphire Gas Solutions, LLC | 80SSC025F0008 | Full & Open | 10/1/25 – 9/30/30 |
| Propellants | Air Products & Chemicals – Liquid Hydron | 80SSC026F0003 | Full & Open | 12/1/25 – 11/30/30 |
| Buffer Zone Patrol | Hancock County | 80SSC023CA001 | Sole Source | 12/28/17 -12/27/27 |
| Protective Services | Chenega Global Protection, LLC | 80SSC025FA015 80SSC025FA019 | 8(a) Set Side | 10/1/25 – 9/30/26 |
| Environmental Services | Mississippi Department of Environment Quality | 80SSC025FA025 | Sole Source | 10/1/23 – 9/30/29 |
| Utility Energy Service Contract B111 Implementation at SSC | Mississippi Power Company | 80SSC024F0005 | Sole Source | 4/1/25 – 12/23/26 |
| Remediation Services | HydroGeoLogic, Inc | 80SSC25FA017 | GSA | 7/18/25 – 7/17/26 |

5.4 SSC MULTIPLE AWARD CONSTRUCTION CONTRACTS (MACC II)

The Multiple Award Construction Contracts (MACC II) are regionalized IDIQ contracts for general construction work which may include maintenance, repair alterations, mechanical, electrical, heating/air conditioning, demolition, painting, earthwork, steel fabrication, and or welding. The MACC II supports the following NASA Centers: Johnson Space Center (JSC) located in Houston, TX, Kennedy Space Center (KSC) located in Merritt Island, FL, Marshall Space Flight Center (MSFC) located in Huntsville, AL, Stennis Space Center (SSC) located in Kiln, MS as well as the Michoud Assembly Facility (MAF) located in New Orleans, LA and the White Sands Test Facility (WSTS) located in White Sands Missile Range, NM.

The MACC II was awarded to 24 various contractors in the following categories: 4 - Large Businesses (LB), 4 - Small Businesses (SB), 4 - 8(a) Businesses, 4 - Women-Owned Small Businesses (WOSB), 4 - HUBZone Businesses, and 4 - Service Disabled Veteran Owned Small Businesses (SDVOSB). See contractors listed below.

| Company | Contract # | Period of Performance | Points of Contact |
|---|---------------|-----------------------|---------------------------------|
| ELCI Construction Group, Inc | 80SSC018D0001 | 10/24/17 -10/23/25 | elias@elciconstruction.com |
| Baker Klein-Foresight JV | 80SSC018D0002 | 10/24/17 -10/23/25 | dklein@barberklein.com |
| Odyssey International Inc | 80SSC018D0003 | 10/24/17 -10/23/25 | whitneym@odysseyglobal.com |
| Diversified Construction of Oklahoma, Inc | 80SSC018D0004 | 10/24/17 -10/23/25 | markl@divconst.net |
| Healtheon Inc. | 80SSC018D0005 | 10/24/17 -10/23/25 | Jas.walia@healtheoninc.com |
| Weldin Construction, LLC | 80SSC018D0006 | 10/24/17 -10/23/25 | nasarmaccii@northwindgrp.com |
| Ponchartrain Partners, LLC | 80SSC018D0007 | 10/24/17 -10/23/25 | Brooke.woods@pontchpartners.com |
| Civil Works Contracting | 80SSC018D0008 | 10/24/17 -10/23/25 | chris@civilworkscontracting.com |
| ESA South, Inc | 80SSC018D0009 | 10/24/17 -10/23/25 | sharmon@esasouth.com |
| Advon Corporation | 80SSC018D0010 | 10/24/17 -10/23/25 | bgraham@advonconstruction.com |
| Birmingham Industrial Construction | 80SSC018D0011 | 10/24/17 -10/23/25 | elroy@bhamconstruction.com |
| Firewatch Contracting of FL, LLC | 80SSC018D0012 | 10/24/17 -10/23/25 | mlowe@fwcontracting.com |
| Silver Mountain Construction | 80SSC018D0013 | 10/24/17 -10/23/25 | nasarmaccii@northwindgrp.com |
| Drace Construction Corp | 80SSC018D0014 | 10/24/17 -10/23/25 | jdrace@dracecorp.com |
| Orocon Construction, LLC | 80SSC018D0015 | 10/24/17 -10/23/25 | jropesa@oroconllc.com |
| CCI Energy and Construction Services | 80SSC018D0016 | 10/24/17 -10/23/25 | cshelton@cci-alliance.com |
| A&H Ambica JV, LLC | 80SSC018D0017 | 10/24/17 -10/23/25 | Jignesh.patel@ambicags.com |
| MOWA Barlovento JV-2 | 80SSC018D0018 | 10/24/17 -10/23/25 | cmanley@barloventollc.com |

| | | | |
|--|---------------|--------------------|------------------------------------|
| Southeast Cherokee Construction, Inc | 80SSC018D0019 | 10/24/17 -10/23/25 | lcarter@secherokeeconstruction.com |
| SES Construction and Fuel Services LLC | 80SSC018D0020 | 10/24/17 -10/23/25 | dhodson@specproenv.com |
| Brasfield & Gorrie General Contractors | 80SSC018D0021 | 10/24/17 -10/23/25 | dstrohmeier@brasfieldgorrie.com |
| BL Harbert International | 80SSC018D0022 | 10/24/17 -10/23/25 | mwallier@blharbert.com |
| Caddell Construction CO. LLC | 80SSC018D0023 | 10/24/17 -10/23/25 | dennis.shepard@caddell.com |
| WG Yates & Sons Construction Company | 80SSC018D0024 | 10/24/17 -10/23/25 | jwold@wgyates.com |

6.0 TOP NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS) CODES UTILIZED AT NSSC & SSC

NAICS codes and corresponding size standards are assigned for each item or service acquired by the Federal Government for the purpose of establishing competition parameters when setting aside acquisitions for small business participation, and for determining business classifications for all business types competing in full and open competitions. The table below contains a list of the top NAICS codes utilized at NSSC.

| NAICS | TITLE/ DESCRIPTION | SIZE STANDARD |
|--------|---|-----------------|
| 236210 | INDUSTRIAL BUILDING CONSTRUCTION | \$45.0M |
| 325120 | INDUSTRIAL GAS MANUFACTURING | 1,250 Employees |
| 334111 | ELECTRONIC COMPUTER MANUFACTURING | 1,250 Employees |
| 334516 | ANALYTICAL LABORATORY INSTRUMENTS MANUFACTURING/ | 1,000 Employees |
| 513210 | SOFTWARE PUBLISHERS | \$47.0 M |
| 541211 | OFFICES OF CERTIFIED PUBLIC ACCOUNTANTS | \$26.5 M |
| 541380 | TESTING LABORATORIES & SERVICES | \$19.0M |
| 541511 | CUSTOM COMPUTER PROGRAMMING SERVICES | \$34.0 M |
| 541513 | COMPUTER FACILITIES MANAGEMENT SERVICES | \$37.0 M |
| 541519 | OTHER COMPUTER RELATED SERVICES | \$34.0 M |
| 541611 | ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES | \$24.5 M |
| 541715 | RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY) | 1,000 Employees |
| 561110 | OFFICE ADMINISTRATIVE SERVICES | \$12.5M |
| 561210 | FACILITIES SUPPORT SERVICES | \$47.0M |
| 561612 | SECURITY GUARDS AND PATROL SERVICES | \$29.0M |
| 611310 | COLLEGES, UNIVERSITIES, AND PROFESSIONAL SCHOOLS | \$34.5 M |
| 611430 | PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING | \$15.0 M |

7.0 FREEDOM OF INFORMATION ACT (FOIA)

7.1 INTRODUCTION

The Freedom of Information Act (FOIA) was enacted in 1966, Title 5 U.S.C. Section 552, and established for the first time an effective statutory right of access to government information.

7.1 TYPES OF CONTRACTING DOCUMENTS AVAILABLE UNDER FOIA

- Previous requests for information
- Source selection statements
- Statements of Work/Performance Work Statements
- Basic contracts and modifications to contracts
- Award fee and determination letters
- Progress Reports (if applicable)

7.2 DOCUMENTS EXEMPT FROM RELEASE

- Winning proposals
- Proprietary information
- 533 financial documents

7.3 HOW TO REQUEST INFORMATION (Request must be in writing)

NASA Shared Services Center (NSSC) FOIA Contact
Martha Terry
Government Information Specialist
NASA Headquarters
MS 5-R30, 300 E Street, SW
Phone: 202.358-2339
Email: hq-foia@mail.nasa.gov

Stennis Space Center (SSC) FOIA Contact
Sallie Bilbo
Government Information Specialist
Stennis Space Center
Phone: 202.688-3182
Email: ssc-foia@mail.nasa.gov

8.0 ACQUISITION SEARCH TOOLS

8.1 ACQUISITION FORECAST TOOL

The Acquisition Forecast Tool (AFT) is available at the OSBP Web site. Businesses interested in learning about upcoming acquisitions at each NASA Center can utilize this navigation tool to access forecasted acquisitions Agency wide or by Center. The AFT portal can be accessed directly at the following link:

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

9.0 VENDOR REGISTRATION

9.1 NASA VENDOR DATABASE

The NASA vendor database was created to track all vendors interested in doing business with

NASA.

To register, go to the following web site: http://osbp.nasa.gov/vendor_database.html

10.0 NASA MENTOR PROTÉGÉ PROGRAM

10.1 INTRODUCTION

The NASA Mentor-Protégé Program encourages NASA prime contractors to assist eligible protégés, thereby enhancing the protégés' capabilities to perform NASA contracts and subcontracts, fostering the establishment of long-term business relationships between these entities and NASA prime contractors, and increasing the overall number of these entities that receive NASA contract and subcontract awards.

10.2 NASA APPROVED MENTORS (as of 7/1/2025)

| NASA APPROVED MENTORS | POINT OF CONTACT | PHONE NUMBER | POC Email |
|--|-------------------|--------------|--|
| AECOM Technical Services, Inc | Shawn Nelson | 703.559.1338 | Shawn.ralston@aecom.com |
| a.i. Solutions | Scott Thurston | 321.861.9104 | Scott.thurston@ai-solutions.com |
| Amentum Services Inc. | Rochelle Lowe | 619.936.9543 | rochelle.lowe@amentum.com |
| Bastion Technologies | Kim E. Whitson | 256.585.5150 | kwhitson@bastiontechnologies.com |
| Bechtel National, Inc. | Tiffany Beck | N/A | tbeck2@bechtel.com |
| Blue Origin | TBD | TBD | |
| Booz Allen Hamilton | Yuri Cruz | 703.902.5000 | cruz_yuri@bah.com |
| CACI, Inc. – Federal | Wayne Pizer | 703.434.4693 | wayne.pizer@caci.com |
| CH2M | Lauren Terry | 720.286.5318 | lauren.terry@jacobs.com |
| Colsa Corporation | DeAndrea Cowen | N/A | sbactions@colsa.com |
| Deloitte & Touche, LLP | Victoria Vo | 703.585.3946 | vicvo@deloitte.com |
| General Dynamics Information Technology, Inc. [GDIT] | Kellie Noel | 228-813-6102 | Kellie.noel@gdit.com |
| Jacobs Technology, Inc. | Laura McGee | 850.337.2650 | laura.mcgee@jacobs.com |
| Jones Edmunds & Associates, Inc | Richard Koller | 321.961.0045 | rkoller@jonesedmunds.com |
| Leidos, Inc | Shaun Smith | 571.498.1612 | shaun.k.smith@leidos.com |
| L3Harris Technologies, Inc | Maureen Bryant | 321.729.7977 | Maureen.bryant@l3harris.com |
| Lockheed Martin Corporation | Orysia Buchan | 315.456.3018 | orysia.d.buchan@lmco.com |
| Maxar Space LLC | Juliana Scott | 626.204.9794 | Juliana.scott@maxar.com |
| Northrop Grumman Corporation | Jenifer Scoffield | 435.863.2017 | jenifer.scoffield@ngc.com |
| Peraton Inc. | Ashley Sanders | 410.988.3200 | peratonsmallbusiness@peraton.com |
| Raytheon Company | Crystal King | 571.250.3725 | crystal_1_king@raytheon.com |
| REI Systems | Kevin M. White | 703.574.9502 | kwhite@reisystems.com |

| | | | |
|--------------------------------------|---------------|--------------|--|
| Science Applications International | Rita Brooks | 571.203.6832 | marguerite.brooks@saic.com |
| Southwest Research Institute | Leo Cardenas | 210.522.6753 | leopoldo.cardenas@swri.org |
| Space & Technology Solutions | Martha Wawro | 970-372-7531 | mwawro@intuitivemachines.com |
| Teledyne Brown Engineering | Debbie Batson | 256-726-1393 | debbie.batson@teledyne.com |
| The Boeing Company | Kate Faatz | 938.902.6051 | Kate.faatz@boeing.com |
| Wyle Laboratories, Inc. dba KBR Wyle | Gracie Orr | 832.205.6982 | gracie.orr@us.kbr.com |

10.3 NSSC PAST AND CURRENT MENTOR PROTÉGÉ AGREEMENTS

| MENTOR | PROTÉGÉ NAME | PROTÉGÉ CLASSIFICATION | CONTRACT | AGREEMENT LENGTH |
|---------------------|--|------------------------|---------------|------------------|
| SAIC | Ignite Fueling Innovation | SDVOSB | NNX16MB01C | 32 months |
| Enterprise Services | Jackson State University (JSU) Jackson, MS | HBCU | NNX11AA01C | 9 months |
| Leidos | SureSecure Solutions, LLC | WOSB | 80NSSC19D0001 | 24 months |

11.0 MARKETING TO A PRIME CONTRACTOR

Marketing Introduction

Keep the meeting brief

- Know your audience
- Highlight your niche
- Present pertinent past performance
- Identify specific program(s) where you would like to be considered

Will a nondisclosure agreement be required?

- Request next point of contact meeting with prime contractor decision makers

Provide a concise overview of your business and who referred you

- Be time sensitive
- Be prepared to discuss:
 - Pertinent past performance
 - Unique capabilities (top differentiators)
 - Specific programs or areas of interest
 - Quality Standards /Certification(s)
- Develop strategic alliance:
 - Understand the communication preference

Responding to a Prime Contractors

- Work honestly and ethically
- Develop a dialog
- Respond to all requests in a timely manner
- Talk to buyer/decision maker – don't assume details... You have one opportunity to make a first impression
- No bid response is unacceptable... Always respond explain

Responding to Specific RFP's

- Research the solicitation prior to its release... Watch for the draft or work from agency

forecasts

- Send letter of interest to Small Business Liaison Officer (SBLO) prior to the solicitation release
- Know how you can add value to the team:
 - Don't rely on the SB Classifications
 - Focus on value added and be flexible to change
 - Relate your past performance or strengths for Statement of Work (SOW)
- Know who the decision makers are
- Validate your data
- Be ready to respond quickly & thoroughly to the proposal data request

Desirable Subcontracting Attributes

1. Ability to work as a Team
2. Customer Focused
3. Provide reasonable cost (Affordability)
4. Maintain good safety record
5. Have relevant experience/past performance
6. Reliable / Responsive / Flexible
7. Committed to quality
8. Financially responsible
9. Patient with the Prime & Customer

Final Steps:

- Have a plan; early development is a plus
- Be innovative and creative
- Know your new potential customer and show you have done your research
- Work through the SBLO or other designated point of contact
- Be ready to reply on short notice
- Market – Increase your company's visibility
- Network

12.0 Small Business Links:

- NSSC Small Business Office; www.nssc.nasa.gov
- NASA Office of Small Business Programs at <http://nasa.gov/osbp>
- NASA Vendor Database at <https://vendors.nvdb.nasa.gov/>
- NASA Main Web Site: <http://www.nasa.gov>
- NASA Procurement Web Site: <http://www.hq.nasa.gov/office/procurement/>
- NASA Acquisition Forecast: <http://www.hq.nasa.gov/office/procurement/forecast/>
- U.S. Small Business Administration: <http://www.sba.gov>
- North American Industry Classification System: <http://www.census.gov/naics>
- System for Award Management (SAM): <http://www.sam.gov>
- Federal Acquisition Regulations (FAR): <https://www.acquisition.gov>
- General Services Administration: <http://www.gsa.gov>
- APEX Accelerators formerly known as Procurement Technical Assistance Centers (PTAC): <http://www.apexaccelerators.us>
- Federal Procurement Data System—Next Generation: <https://www.fpds.gov>
- Electronic Subcontracting Reporting System: <http://www.esrs.gov>
- Department of Defense Office of Small Business Programs: <http://www.acq.osd.mil/osbp>
- NASA Freedom of Information Act (FOIA): <http://www.hq.nasa.gov/office/pao/FOIA/>
- Small Business Development Centers: <http://www.sba.gov/tools/local-assistance/sbdc>
- SBA Small Business Size Standards: <https://www.sba.gov/content/small-business-size-standards>

National Aeronautics and Space Administration

**NASA Shared Services Center (NSSC) &
Stennis Space Center (SSC)
Stennis Space Center, MS 39532
<https://www.nasa.gov/>**