

NASA Industry Forum Initiatives

Rev. 1 – March 8-9, 2016

Preamble: All initiative results will be reported back at the next NIF along with the actions taken and any new results.

Initiative #1: Help Large Businesses Meet Small Business Goals

Subcommittee Members: Meg Vootukuru, GSFC, Small (*Initiative Lead*)
Denise Navarro, JSC, Small
Patty Pierson, MSFC, Large

Actions/Objectives:

1. Members will submit 30 days prior to NIF meeting, three (3) Best Practices and three (3) Concerns/Challenges from respective councils. Send to Meg Vootukuru, meg@syneren.com.
 - a. Subcommittee will group information into common themes and identify best practices;
 - b. Subcommittee will present collected information at each NIF meeting; and
 - c. OSBP will upload final document to Google Drive 15 days post meeting.
2. Members will submit 30 days prior to NIF meeting, potential subcontracting opportunities from any Large or Small Businesses that can be passed along to the local center councils. Send to Meg Vootukuru, meg@syneren.com.
3. Observe and document common themes which will result in the creation of Industry Guidelines and Best Practices for LB's to meet their SB goals. POC, Denise Navarro, dnavarro@logical-i2.com.
4. Identify common pitfalls, discuss/discover avoidance measures and create messages for awareness and prevention. POC, Denise Navarro, dnavarro@logical-i2.com.

Initiative #2: Help Small Businesses Grow their Business

Subcommittee Member(s): Stephen Voels, GRC (*Initiative Lead*)
Mary Griffith, MSFC, Small
Al Watkins, SSC, Small
Donna Coleman, MSFC, Small
Jennifer Scoffield, MSFC, Large
Michelle Butzke, JSC, Large

Actions/Objectives:

1. Provide small business success stories to NIF members and OSBP.
 - a. Each contractor council will submit to subcommittee one (1) successful win story of brand new small business to NASA in the capacity of Prime or Sub (10 Stories) by **April 22, 2016**;

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- b. Subcommittee to provide consolidated success stories to OSBP by **April 30, 2016**;
 - c. Per the spring 2016 NIF meeting, subcommittee members will amend success story template(s) and provide to group by **June 2, 2016**;
 - d. NIF members will continue to submit success stories thirty (30) days prior to each NIF meeting. Send to Stephen Voels, stephen.a.voels@nasa.gov;
 - e. Subcommittee will review success stories for themes and provide feedback to OSBP;
 - f. OSBP will publish success stories handout ninety (90) days after each NIF meeting;
 - g. Initiative will bring exposure to centers of new, up and coming small businesses as the next generation of businesses as current providers graduate out; and
 - h. NIF member may bring in person or a white paper/capability brief from a new company to provide benefit to other members of the forum. Send company name/representative and/or white paper to Stephen Voels, stephen.a.voels@nasa.gov.
2. NASA gains specific examples of industry growth and small business success to share with other small businesses looking to break into their center.

Initiative #3: Provide NASA Procurement Specific Business FAR, SBA (regulation) Updates to NIF

Lead: OSBP

Actions/Objective(s):

1. OSBP will post vetted procurement information on Google drive, allowing ample time for notification of proposed changes.
 - a. Collaborate with agency offices/organizations, the SBA and center councils to provide procurement updates to NIF. (e.g. NASA SBSs, SBA Procurement Center Representatives (PCR), MSFC Small Business Executive Leadership Team (SBELT), NASA Office of Procurement (OP) and Office of General Counsel (OGC));
 - b. Presentations will be given at NIF meetings to address proposed regulations; and
 - c. SBSs will notify councils on comment periods.

Initiative #4: Develop plans/ideas to assist Centers in meeting and/or exceeding small business goals

Lead: OSBP

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Actions/Objectives:

1. Center SBSs at each center shall share with respective councils their development of their proposed goals annually
2. OSBP shall provide a center by center briefing of goal achievement at each NIF
 - a. Leveraging Industry Days/results
 - i. Communicate best practices at NIF from those members in attendance at industry days
 - ii. Leverage Eventbrite to establish standard survey to determine value of event
 - b. SBSs communicate the value of mentor/protégé relationships to help LBs meet goals
 - i. LB Center Councils invite small businesses to network
 - ii. Center SB Councils / SBS's to provide information through communication channels to small businesses

Initiative #5: Improve industry awareness and access to forecasted NASA acquisitions

Lead: Small Business Specialists

Actions/Objectives:

1. Receive up to date information from Center SBS and NIF on changes to acquisition forecasts;
2. NIF representative meets periodically with local Center SBS to get updates; and
3. Local SBS meets with Center Council periodically to provide updates.

Initiative #6: Improve and develop communication and interaction between NIF and Center Contractor Councils

Lead: OSBP

Actions/Objectives:

1. OSBP will research options to share NIF documents and gather feedback online with NASA IT
 - a. Tool's desired capability includes ability to share member information (name, email, Center, etc.), forum presentations, Center-specific acquisition forecast updates, small business outreach/expo event announcements, lessons learned and best practices for SB/LB, FAR and SBA updates, as a well as to post Agency/Center goals and actuals; and
 - b. Members will provide feedback on proposed content changes for the purpose of continuous improvement.



**OFFICE OF SMALL BUSINESS PROGRAMS
SPRING 2016 NASA INDUSTRY FORUM MEETING
NASA HEADQUARTERS
MARCH 8-9, 2016**

**AGENDA
Tuesday, March 8, 2016**

Meeting Location:
NASA Headquarters
Executive Conference and VITS Center
Room # 8Q40

8:30 AM – 8:35 AM	Housekeeping	<i>Ms. Chelsea R. Gaetani</i> Program Analyst Office of Small Business Programs
8:35 AM – 9:00 AM	Welcome and State of Small Business at NASA	<i>Mr. Glenn A. Delgado</i> Associate Administrator Office of Small Business Programs
9:00 AM – 9:45 AM	New Legislation and Policy Update	<i>Mr. Kenneth Dodds</i> Director Office of Policy, Planning & Liaison Small Business Administration
9:45 AM – 10:00 PM	**Break**	
10:00 AM – 10:30 PM	NASA Vendor Database Overview	<i>Mr. David Grove</i> Program Manager Office of Small Business Programs
10:30 AM – 11:30 AM	Technical Capabilities Assessment Team Results Briefing	<i>Ms. Lesa Roe</i> Deputy Associate Administrator Office of the Administrator
	Networking Lunch	
11:30 AM – 1:00 PM 1:00 PM – 2:15 PM	FY 2015 NASA Small Business Industry Awards Presentation	<i>Ms. Lesa Roe</i> Deputy Associate Administrator Office of the Administrator & <i>Mr. Glenn A. Delgado</i> Associate Administrator Office of Small Business Programs
2:15 PM – 2:30 PM	Group Picture	
2:30 PM – 3:15 PM	Hot Topics from Center Councils	
3:15 PM – 3:30 PM	**Break**	



**OFFICE OF SMALL BUSINESS PROGRAMS
SPRING 2016 NASA INDUSTRY FORUM MEETING
NASA HEADQUARTERS
MARCH 8-9, 2016**

3:30 PM – 4:30 PM Hot Topics Continued
4:30 PM – 5:00 PM Wrap-Up *Mr. Glenn A. Delgado*

**AGENDA
Wednesday, March 9, 2016**

Meeting Location:
NASA Headquarters
Executive Conference and VITS Center
Room # 8Q40

8:00 AM – 8:05 AM Opening Remarks *Mr. Glenn A. Delgado*
Associate Administrator
Office of Small Business Programs

8:05 AM – 9:05 AM Metrics & Subcontracting *Mr. Richard Mann*
Program Manager
Office of Small Business Programs

9:05 AM – 9:45 AM NIF Initiatives Outbrief
Part 1

9:45 AM – 10:00 AM ****Break****

10:00 AM – 11:00 AM SEWP
Overview *Ms. Darlene Coen*
SEWP Deputy Program Manager
Goddard Space Flight Center

11:00 AM – 12:00 PM Open Discussion

12:00 PM – 1:00 PM ****Lunch****

1:00 PM – 1:30 PM Regional Outreach
Events Overview *Ms. Truphelia Parker*
Program Specialist
Office of Small Business Programs

1:30 PM – 2:00 PM Acquisition Forecast
Demo *Ms. Melanie Osei-Acheampong*
Program Analyst
Office of Small Business Programs

2:00 PM – 2:45 PM FY17 Budget
The “Big” Picture *Mr. Andrew Hunter*
Deputy Chief Finance Officer
Office of Budget and Performance

2:45 PM – 3:30 PM Strategic Technology



**OFFICE OF SMALL BUSINESS PROGRAMS
SPRING 2016 NASA INDUSTRY FORUM MEETING
NASA HEADQUARTERS
MARCH 8-9, 2016**

Planning and Role of SBIR *Dr. Prasun Desai*
Director, Strategic Planning & Integration
Space Technology Mission Directorate

3:30 PM – 3:45 PM

****Break****

3:45 PM – 4:45 PM

NIF Initiatives Outbrief
Part 2

4:45 PM- 5:00 PM

Wrap-Up

Mr. Glenn A. Delgado



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Glenn A. Delgado, Associate Administrator

**SPRING 2016 NASA INDUSTRY FORUM
MEETING: STATE OF SMALL BUSINESS AT
NASA**

March 8, 2016

FY2015 SBA Scorecard

FY15 Small Business Performance as of 02/20/2016

Agency	Goal**	Actual as of 02/22/2016*	Total eligible \$
DEPT OF DEFENSE	21.60%	24.64%	\$ 212,529,115,285
ENERGY, DEPARTMENT OF	6.00%	5.42%	\$ 23,008,249,514
HEALTH AND HUMAN SERVICES, DEPARTMENT OF	23.00%	23.30%	\$ 21,122,615,070
VETERANS AFFAIRS, DEPARTMENT OF	32.00%	30.80%	\$ 20,083,888,854
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	17.00%	17.33%	\$ 14,417,976,809
HOMELAND SECURITY, DEPARTMENT OF	32.00%	34.05%	\$ 13,897,008,110
GENERAL SERVICES ADMINISTRATION	32.00%	44.16%	\$ 3,731,678,701
GOVERNMENTWIDE TOTAL	23.00%	25.7462%	\$ 352,291,573,414

- Of the “Big 7” agencies, 2 failed to meet SB goal (DOE, VA)
 - 5 met or exceeded SB goals (DOD, HHS, NASA, DHS, & GSA)
 - Only 2 met or exceeded all SB goals (DHS & GSA)



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**NASA INDUSTRY FORUM:
HBCU/MSI TECHNOLOGY INFUSION
ROAD TOUR PILOT
TUESDAY, MARCH 8, 2016**



HBCU/MSI Initiative Background



- **NASA has a One-Percent Goal for HBCU/MSI prime & subcontracts**
- **Administrator Bolden reemphasized the mandated 1% HBCU/MSI goal in an agency-wide memorandum to Officials-in-Charge**
- **Beginning in FY2014, OSBP, Office of Education, and Marshall Space Flight Center have collaborated on the HBCU/MSI Partnerships meeting**
 - FY2014: 15 Universities/Colleges attended
 - FY2015: 28 Universities/Colleges attended

HBCU/MSI Technology Infusion Road Tour Purpose



- **Purpose:** The NASA HBCU/MSI Technology Infusion Road Tour is designed to assist NASA and Large Prime Contractors meet and/or exceed the mandated Historically Black Colleges and Universities/Minority Serving Institutions (HBCU/MSI) goal through utilization of the Mentor-Protégé Program
 - In addition, the Road Tour will provide HBCUs/MSIs an introduction and a platform to seek NASA and Large Prime Contractors to pursue non-grant funding
 - NASA will be able to outline opportunities in which HBCU/MSIs can pursue and participate

Logistics



- **FY2016 – Pilot Road Tour**
- **2 ½ Day Event; Free of Charge (Registration via Eventbrite)**
 - **Day One:** Overview of MPP, Developmental Assistance (70% Business vs. 30% Technical), Funding Statistics (grant funding vs. contract funding), Understanding Government Contracts, SBIR/STTR
 - **Day Two:** Various workshops topics to include-
 - How to complete a needs assessment?
 - How to find a Large Prime Contractors / Mentors?
 - The Importance of HBCU/MSI Advocates (Panel of MPP past participants)
 - What's Next?
 - **Day Three (1/2 Day):** Joint Counseling Sessions
 - The Joint Counseling Sessions will be available only to the hosting state's Universities / Institutions in attendance of the Road Tour. Each school will present a 15-minute elevator pitch to NASA OSBP, Technical POCs and Large Prime Contractors
 - Presentations, capabilities, etc. will be provided to panel members prior to joint counseling session

Universities and Institutions



- The Road Tour will be hosted by a University / Institution
- The hosting institution must also invite and confirm at least 3 state universities / institutions will be in attendance
- All schools registering to attend must complete the NASA HBCU/MSI Capabilities form
- Since the HBCU/MSI Partnerships Meeting, three Universities have expressed interest in volunteering their facility
 - ***North Carolina Central University*** (March 22-24, 2016)
 - Jacobs Technology, Parsons, STMD's Dr. Joseph Grant, Office of Education's Tania Davis and SBSs from JPL & NSSC
 - ***University of Texas El Paso*** (April 19-21, 2016)
 - Raytheon, Aerojet Rocketdyne, STMD's Dr. Joseph Grant, Office of Education's Tania Davis, and SBSs from JPL, JSC, MSFC & NSSC
 - ***Florida A&M University*** (September 27-29, 2016)
 - Aerojet Rocketdyne, Northrop Grumman, Teledyne Brown Engineering, STMD's Dr. Joseph Grant, Office of Education's Tania Davis and SBSs from KSC, JPL & NSSC



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Presenters David Grove and Chelsea Gaetani

NASA VENDOR DATA BASE - NVDB
NASA INDUSTRY FORUM – MARCH 2016



Overview

- Launched Nov 17, 2009
- Goal is to track all Vendors interested in doing business with NASA
- Market research by Procurement/Technical/Program personnel open to all 18,000 NASA employees
- Benefits
 - Consolidate every Center's data base into one
 - Open to all NASA employees for market research
 - E-mail capability to vendors for RFI, draft RFPs, Sources Sought Notices
 - Vendors can post capability briefs in any format
 - Company info from System for Award Management (SAM) flows directly into our database
 - Database is refreshed each year by contacting vendors automatically
 - Vendors can receive e-mails from SBS

Vendor Side

The screenshot shows a web browser window displaying the NASA Vendor Data Base (NVDB) website. The browser's address bar shows the URL: https://vendors.nvdb.nasa.gov/index.cfm?fuseaction=Vendor.challenge_screen. The website header includes the NASA logo and the text "National Aeronautics and Space Administration". Below the header is a navigation menu with links for "ABOUT NASA", "NEWS & EVENTS", "MULTIMEDIA", "MISSIONS", "MY NASA", and "WORK FOR NASA". A prominent yellow banner on the left side of the page reads "Office of Small Business Programs". The main content area features a "Welcome!" section with the following text:

Welcome to the NASA Vendor Data Base (NVDB). This database is open to all vendors, both large and small, who wish to do business with the National Aeronautics and Space Administration. As representatives of your respective companies, you can post your capability briefs in any format, sign up for email messages that will give you information on Source Sought Notices, Requests for Information (RFI) or Request for Proposals (RFP) along with a quarterly new letter. The database does not limit the number of representatives for each company.

The NVDB is not meant to replace FEDBIZOPS or SAM but to augment them with a database of vendors that have expressed a desire to do business with NASA.

This database will be used by all NASA employees for market research, communication, and educating the NASA industrial base about the requirements of the NASA Centers.

Don't have an account?

The registration process consists of 4 easy steps:

- Create a Vendor Login
- Search the SAM database for your company's information
- Verify the SAM information
- Subscribe to OSBP emails

A large blue button labeled "Create Account" is positioned below the list of steps. Below the "Create Account" button, there is a section for "Existing users" with the text "Log in to manage your vendor record or email subscriptions".

On the right side of the screenshot, a red callout box contains the text: "The Opening Screen provides the Vendors with quick directions to register or open their account".

NASA Side Opening Screen

The screenshot shows a Windows Internet Explorer browser window displaying the NASA Vendor Database (NVDB) website. The browser's address bar shows the URL: https://nvdb.nasa.gov/index.cfm?fuseaction=Search.search_vendors. The website header features the NASA logo and the text "National Aeronautics and Space Administration". A search bar is located in the top right corner with the text "FIND IT @ NASA:" and a "+ GO" button. Below the header is a navigation menu with the following items: "+ ABOUT NASA", "+ NEWS & EVENTS", "+ MULTIMEDIA", "+ MISSIONS", "+ MY NASA", and "+ WORK FOR NASA". The main content area is titled "Office of Small Business Programs" and features a large image of a computer keyboard with a key labeled "OSBP" and a double-headed arrow. Below the image is a search bar and a "Login for More Access" link. The main text area contains a "Welcome!" section followed by several paragraphs of text. A red callout box on the right side of the screen contains the text: "The Opening Screen provides the NASA employee with quick directions and two pull down screens". The Windows taskbar at the bottom shows the system tray with the date and time: "2:06 PM 3/13/2012".

NASA Vendor Database - Windows Internet Explorer
https://nvdb.nasa.gov/index.cfm?fuseaction=Search.search_vendors

NASA National Aeronautics and Space Administration
- Skip Nav
+ Contact NASA
+ SiteMap

FIND IT @ NASA :
+ GO

+ ABOUT NASA + NEWS & EVENTS + MULTIMEDIA + MISSIONS + MY NASA + WORK FOR NASA

Office of Small Business Programs
OSBP

Search Administration Help Login for More Access

Welcome!

Welcome to the NASA Vendor Data Base (NVDB). This database is open to all vendors, both large and small, who wish to do business with the National Aeronautics and Space Administration. As representatives of their companies, they can post their capability briefs in any format, sign up for email messages that will give them information on Source Sought Notices, Requests for Information (RFI) or Request for Proposals (RFP). The database does not limit the number of representatives for each company.

The database is refreshed each year by asking the vendor's representatives to check their company's profile and update their capability brief. This ensures that you have the latest company information upon which to base your decisions.

The NVDB is not meant to replace FEDBIZOPS or the CCR but to augment them with a database of vendors that have expressed a desire to do business with NASA. For those NASA Employees it is still incumbent on you to use FEDBIZOPS, CCR, and other methods when you are doing your market research.

This database is used by all NASA employees for market research, communication, and educating the NASA industrial base about your requirements. If you wish to send an email please contact your [Center Small Business Specialist](#) for further information.

Top 10 NAICS serviced by registered NVDB vendors, per region:

Local intranet | Protected Mode: Off 150%

2:06 PM 3/13/2012

NVDB Search Screen

NASA Business Category:	<input type="checkbox"/> Service Disabled Veteran-Owned Small Business <input type="checkbox"/> Small Business <input type="checkbox"/> Small Disadvantaged Business <input checked="" type="checkbox"/> Veteran-Owned Small Business <input type="checkbox"/> Woman-Owned Small Business <input type="checkbox"/> WOSB - Economically Disadvantaged
DUNS Number:	<input type="text"/>
DUNS Matching List:	Please choose... (000002283) - SAIC (000003835) - Software House (000003838) - Assurance Software Inc (000004444) - Raytheon
NAICS Number:	<input type="text"/>
NAICS Category:	Arts, Entertainment, and Recreation (71) Accommodation and Food Services (72) Other Services (except Public Administration) (81) Public Administration (92)
NAICS Code:	Executive, Legislative, and Other General Government Support (9211) Executive Offices (92111) Executive Offices (921110) Legislative Bodies (92112) Legislative Bodies (921120) Public Finance Activities (92113) Public Finance Activities (921130) Executive and Legislative Offices, Combined (92114)
CAGE Code:	<input type="text"/>
City:	<input type="text"/>
State/Province:	TENNESSEE TEXAS UTAH VERMONT VIRGIN ISLANDS
Zip Code:	<input type="text"/>
<input type="button" value="Run Search Vendors"/> <input type="button" value="Cancel"/>	

The search screen can search on:

- Business Name
- Division Name
- DUNS
- NAICS
- CAGE Code
- City/State/ZIP
- Programs
 - 8(a) Program
 - Alaskan Native-Owned Small Business
 - HBCU-MI
 - HUBZone
 - Large Business
 - Service Disabled Veteran-Owned Small Business
 - Small Business
 - Small Disadvantaged Business
 - Veteran-Owned Small Business
 - Woman-Owned Small Business
 - WOSB - Economically Disadvantaged

NVDB Search Results

NASA Vendor Database - Windows Internet Explorer
https://nvdb.nasa.gov/index.cfm?fuseaction=Search.search_vendors

NASA National Aeronautics and Space Administration

Office of Small Business Programs

Search Administration Help Login for More Access

Business Name	Division	DUNS
A. R. ACOSTA, LTD.	A.R. ACOSTA LTD	102807984
AMBIEN ENTERPRISES INC.		111105248
ADVANTUS ENGINEERS, LLC		363386694
AETHERQUEST SOLUTIONS, INC.		131052305
ANADARKO INDUSTRIES, L.L.C.		13672778613672
AVI INTERNATIONAL, INC.		099974946
AYA ASSOCIATES, INC.		0982222012201
B3 SOLUTIONS, LLC		135027477
BANDA GROUP INTERNATIONAL, LLC		147673888
BARA INFOWARE, INC.	Southeast Region	129988148
CAPITOL MEDIA SOLUTIONS, LLC		827567491
CENTAURI DMS INC		825323590
CITADEL GROUP, THE		847092954
CYBERGEAR, INC.		022568856
DAWN INCORPORATED		608383217
ERP ANALYSTS, INC		604394408
F. M. OFFICE EXPRESS, INC.		927739896
FRANZ ISELLA SPA		429029127
GENREV TECHNOLOGIES, INC.		613173090
HYPERION BIOTECHNOLOGY INC		063027986
INT SYSTEMS L L C		790981562
LAGUNA COMPONENTS, INC		133386383
M & S CONSULTING LLC		111766775
MEVACON LLC		784595378
MICROPAC TECHNOLOGIES, INC.		623116428
NEXTGEN CONSULTING INC.		626731272
NORTH WIND SERVICES, LLC		603109161
NTVI FED, LLC		805768558
OAKTREE ENTERPRISE SOLUTIONS, INC.	Visual Solutions	110756298Resto

- Your search will provide one or more companies
- Including Divisions
- DUNS

Company Profile – NVDB Details

Business Programs

NVDB Details | CCR Details | Uploads

This information is maintained in the NVDB and can be edited only by the vendor:

Registration Tracking Number: 2012-105066
Registration Date: 02/08/2012
Business Name: AETHERQUEST SOLUTIONS, INC.
Division Name: _____
Doing Business As Name: AETHERQUEST SOLUTIONS, INC.
DUNS Number (9 digits): 131052305
DUNS-PLUS 4 Number (4 digits): _____
Street Address 1: 6400 Arlington Blvd
Street Address 2: Suite 850
City: Falls Church
State/Foreign Province: VIRGINIA
WASHINGTON
WEST VIRGINIA
WISCONSIN
WYOMING
Zip/Postal Code: 22042
Country: United States
IRL
ROU
ITA
GBR
Business Website Address: http://www.aetherquest.com
NASA Business Category:
 8(a) Program
 Alaskan Native-Owned Small Business
 HBCU-MI
 HUBZone

- Company Profile Page is divided into three tabs
 - NVDB Details
 - SAM Details
 - Uploads
- Most important info is email address and Business Category

Company Profile – SAM Details

https://nvdb.nasa.gov/index.cfm?fuseaction=Search.view_vendor_record

NASA Vendor Database

NASA National Aeronautics and Space Administration

Office of Small Business Programs

OSBP

2011 MSEC Small Business Prime Contractor of the Year Winner

2011 MSEC Small Business Prime Contractor of the Year Nominee

NVDB Details **SAM Details** Uploads

This information is maintained in the SAM database.

GENERAL INFORMATION
SAM Registration Status: ACTIVE
DUNS: 905721268
DUNS PLUS4:
CAGE: 4UW84
NCAGE:
Legal Business Name: AETOS SYSTEMS, INC.
Doing Business As (DBA):
Division Name:
Company URL: <http://www.aetosystems.com>
Business Start Date: 02/28/2007

CORPORATE INFORMATION
Organization Type: Corporate Entity, Not Federal Tax Exempt
Business Types/Grants:
• 23-Minority Owned Business
• 27-Self Certified Small Disadvantaged Business
• A2-Woman Owned Business
• HB-Native American Owned
• OW-American Indian Owned
• XS-S Corporation
• VV-Contracts and Grants
• 2X-For-Profit Organization
• 8E-Economically Disadvantaged Women-Owned Small Business
• 8W-Women-Owned Small Business

BONDING LEVELS
No bonding levels reported.

- SAM Details
- Updated every night
- Changes must be made in SAM
- Keep NAICS current

9:11 AM
2/24/2016

Company Profile – Uploads

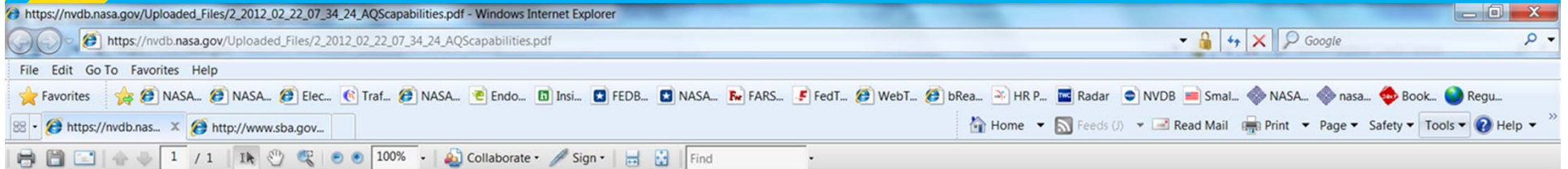
The screenshot shows a Windows Internet Explorer browser window displaying the NASA Vendor Database website. The address bar shows the URL: https://nvdb.nasa.gov/index.cfm?fuseaction=Search.view_vendor_record. The page header includes the NASA logo and the text "National Aeronautics and Space Administration". Below the header is a navigation menu with tabs: "ABOUT NASA", "NEWS & EVENTS", "MULTIMEDIA", "MISSIONS", "MY NASA", and "WORK FOR NASA". The main content area features a banner for the "Office of Small Business Programs" (OSBP) with a keyboard key labeled "OSBP" and a photograph of people in business attire. Below the banner is a search bar and a "FIND IT @ NASA" search box. The "Uploads" tab is highlighted with a red circle. The "Vendor's document(s)" section lists a document: "AQScapabilities.pdf". The bottom of the browser window shows the address bar with <http://osbp.nasa.gov/> and the system tray with the time 9:42 AM.

Vendor's document(s):

- AQScapabilities.pdf

- Attachments can be done in any format
- PDF and word are the most popular
- Large documents should start with a summary statement

Company Capability Brief



AetherQuest Solutions Company Overview

AetherQuest Solutions Capabilities Profile

AetherQuest Solutions, Inc. (AQS), founded in 2002, is a Veteran-owned, SBA certified 8(a), and Small Disadvantaged Business (SDB) specializing in information management to provide solutions to a variety of clients in numerous industries.

Project/Event Management

The AQS Management Team of Senior Event Managers and Registration Managers offer comprehensive project management. We provide conference project planning with clear deliverables and a realistic timeline to successfully manage your event within budget.

- Venue Selection and Negotiation
- Call Center
- On-Site Event Support
- Hotel Management
- Attendee Communication
- Exhibitor/Sponsor Management
- After Action Reports
- Audio-Visual Support
- Food and Beverage Coordination

Infrastructure Engineering and Information Technology (IT) Services

AQS has talented engineers and architects who are expertly trained in architecting, deploying, and maintaining enterprise networks of all sizes. Our team will analyze your requirements and develop a solution for your most challenging IT needs. We can develop and install complete network infrastructures, including desktop and laptop computers, servers, networks, and Internet access or provide individualized solutions for specific requirements. We will troubleshoot and increase the efficiency of an existing infrastructure and identify cost-reduction strategies for updating legacy systems. AQS can deploy Help Desk services to support your user community. AQS can customize a security plan to support your agency's needs.

- Help Desk
- Desktop Installation and Support
- Server Installation and Support
- Network Security
- Remote Access (Virtual Private Networks)

Software Development

AQS' in-house Software Development Team has developed IPReg, our user-friendly registration system and Event Management software platform. The system is designed to be efficient and easy to use, while also remaining highly customizable and powerful enough to support very large events.

- Online Registration
- Secure Online Payment Process
- Speaker Management
- Agenda Builder
- On-Site Check-In
- On-Demand Badge Printing
- Email Communication
- Expo Management

SBA 8(a) Certified

SBA Small Disadvantaged Business Certified

Veteran-Owned Small Business

NAICS Codes

541511 - Custom Computer Programming Services

541512 - Computer Systems Design Services

541513 - Computer Facilities Management Services

541519 - Other Computer Related Services

541611 - Administrative Management and General Management Consulting Services

561920 - Convention and Trade Show Organizers

238210 - Computer and Network Cable Installation

541430 - Graphic Design Services



AetherQuestSolutions

Falls Church, VA
6400 Arlington Boulevard
Suite 850
Falls Church, VA 22042
V: 571.297.4000

This is a short one page summary

How do you want to market your company?





Demonstration

NASA Vendor Data Base
<https://NVDB.nasa.gov>



NASA Operating Model Brief

NASA Industry Forum

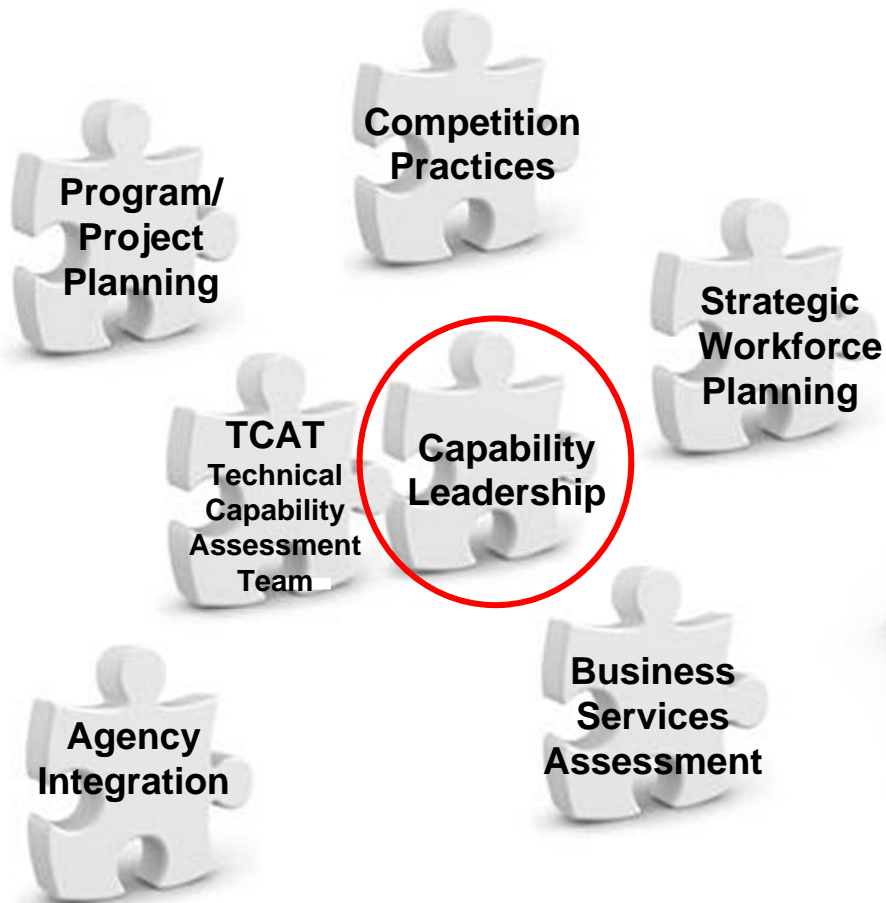
Deputy Associate Administrator, Lesa Roe
March 8, 2016

Completing the Puzzle

<https://nbat.hq.nasa.gov>



NEW AGENCY OPERATING MODEL



IMPERATIVE: Establish a more efficient operating model that maintains critical capabilities AND meets current and future mission needs

Institutionalized Capability Leadership Model - Designated Capability Leaders



Discipline Capabilities — leadership by OCE with NASA Technical Fellows

1. Aerosciences: <i>David Schuster</i>	11. Materials: <i>Robert Piascik</i>
2. Avionics: <i>Oscar Gonzalez</i>	12. Mechanical Systems: <i>Michael Dube</i>
3. Cryogenics (new): <i>TBD</i>	13. Non-Destructive Evaluation: <i>William Prosser</i>
4. Electrical Power: <i>Chris Iannello</i>	14. Passive Thermal: <i>Steven Rickman</i>
5. Flight Mechanics: <i>Daniel Murri</i>	15. Propulsion: <i>Thomas Brown</i>
6. Guidance, Navigation & Control: <i>Cornelius Dennehy</i>	16. Software: <i>Michael Aguilar</i>
7. Human Factors: <i>Cynthia Null</i>	17. Space Environments: <i>Joe Minnow</i>
8. Instruments and Sensors (new): <i>TBD</i>	18. Structures: <i>Ivatury Raju</i>
9. Life Support/Active Thermal: <i>Henry Rotter</i>	19. Systems Engineering: <i>Jon Holladay</i>
10. Loads and Dynamics: <i>Curtis Larsen</i>	

System Capabilities — interim leadership by OCE

Entry, Descent and Landing: <i>David Schuster</i>
In Situ Resource Utilization: <i>Jerry Sanders</i>
Rendezvous and Capture: <i>Neil Dennehy</i>
Autonomous Systems (new): <i>TBD</i>

Research Capabilities — leadership by SMD, OCS as designated

Earth Science Research (SMD): <i>Jack Kaye</i>
Heliophysics Research (SMD): <i>Steven Clarke</i>
Astrophysics Research (SMD): <i>Paul Hertz</i>
Planetary Research (SMD): <i>Jim Green</i>
Life Sciences Research (OCS): <i>Craig Kundrot</i>

Service Capabilities — leadership by MSD and others as designated

Aircraft Operations: <i>Richard Schlatter</i>
Mission Operations: <i>Steve Koerner</i>
Environments Testing: <i>Rickey Shyne (interim)</i>

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National Aeronautics and Space Administration



FISCAL YEAR 2017

BUDGET ESTIMATES





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



Truphelia M. Parker, Program Specialist

NASA REGIONAL SMALL BUSINESS OUTREACH

March 9, 2016



NASA Regional Small Business Outreach

- Background:
 - In support of the FY 2016/2017 NASA Small Business Improvement Plan outreach initiative to “promote small business awareness and participation, utilizing innovative techniques at nontraditional venues in geographically targeted areas, to enhance all categories of small business”; the agency has identified two (2) regional outreach events for FY 2016.



NASA Regional Small Business Outreach: Dates

- Two events planned for FY 2016:
 - Small Business Regional Industry Day
 - June 7, 2016
 - Event location: Sheraton West Hotel
 - Denver, CO

- Small Business Regional Industry Day
- September 16, 2016
- Event location TBD
- Springfield, MA



NASA Regional Small Business Outreach: Participation

- NASA Participation:
 - Representatives from the NASA Office of Small Business Programs (OSBP) and other Headquarters organizations may participate in the event. Center Small Business Specialists and Technical Advisors and/or Coordinators are also strongly encouraged to attend at least one of the FY 2016 agency regional industry days.
- Other Participation:
 - Federal, state, and local Organizations/Agencies
 - Procurement Technical Assistance Center
 - Chamber of Commerce



Office of
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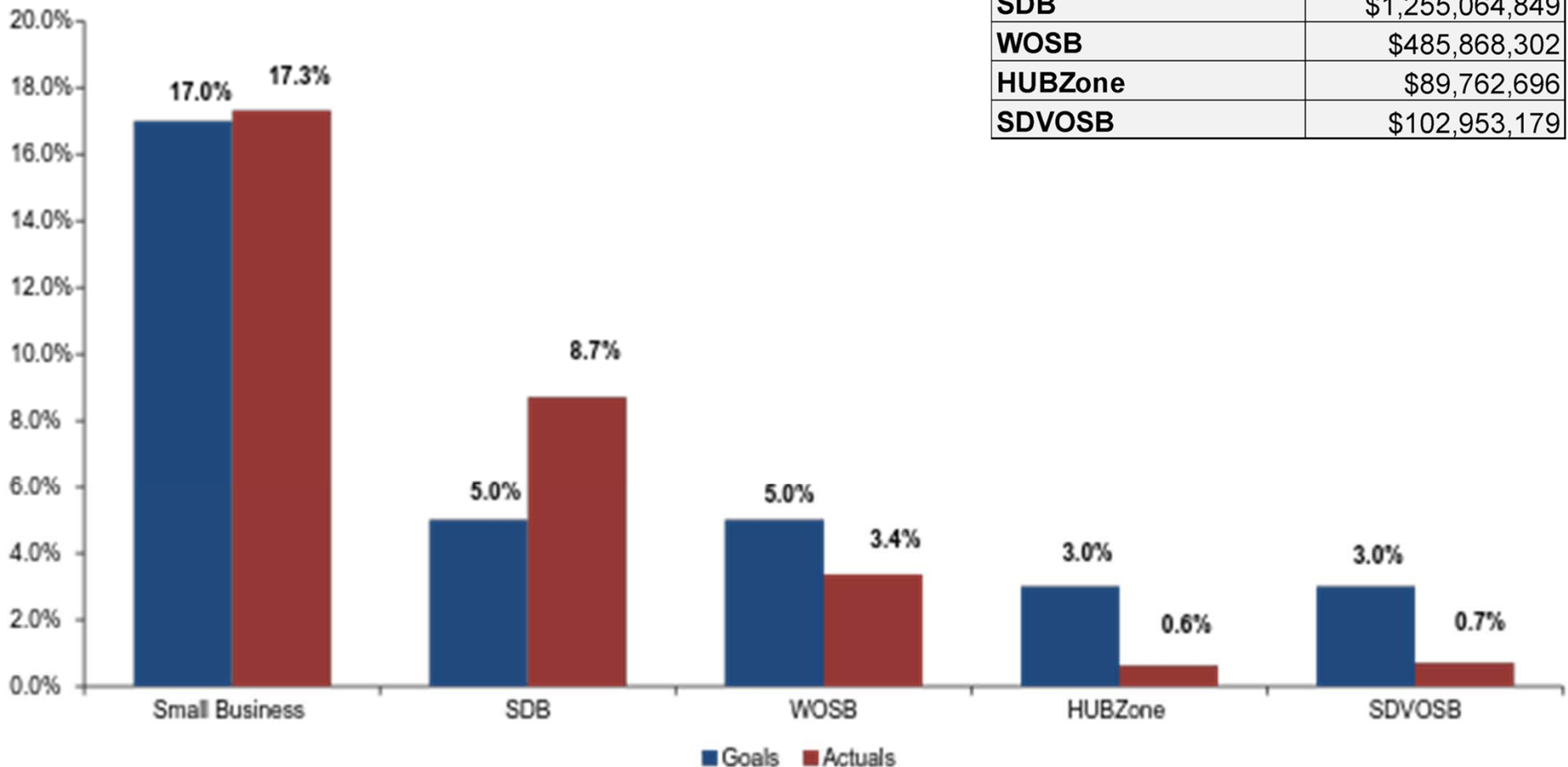
FY2015 September Prime Metrics Report

FY15 Prime Metrics Data (10/1/14 – 09/30/15) Generated On February 19, 2016 from FPDS-NG

NASA Agency September FY15 Prime Goals vs. Actual Percentages

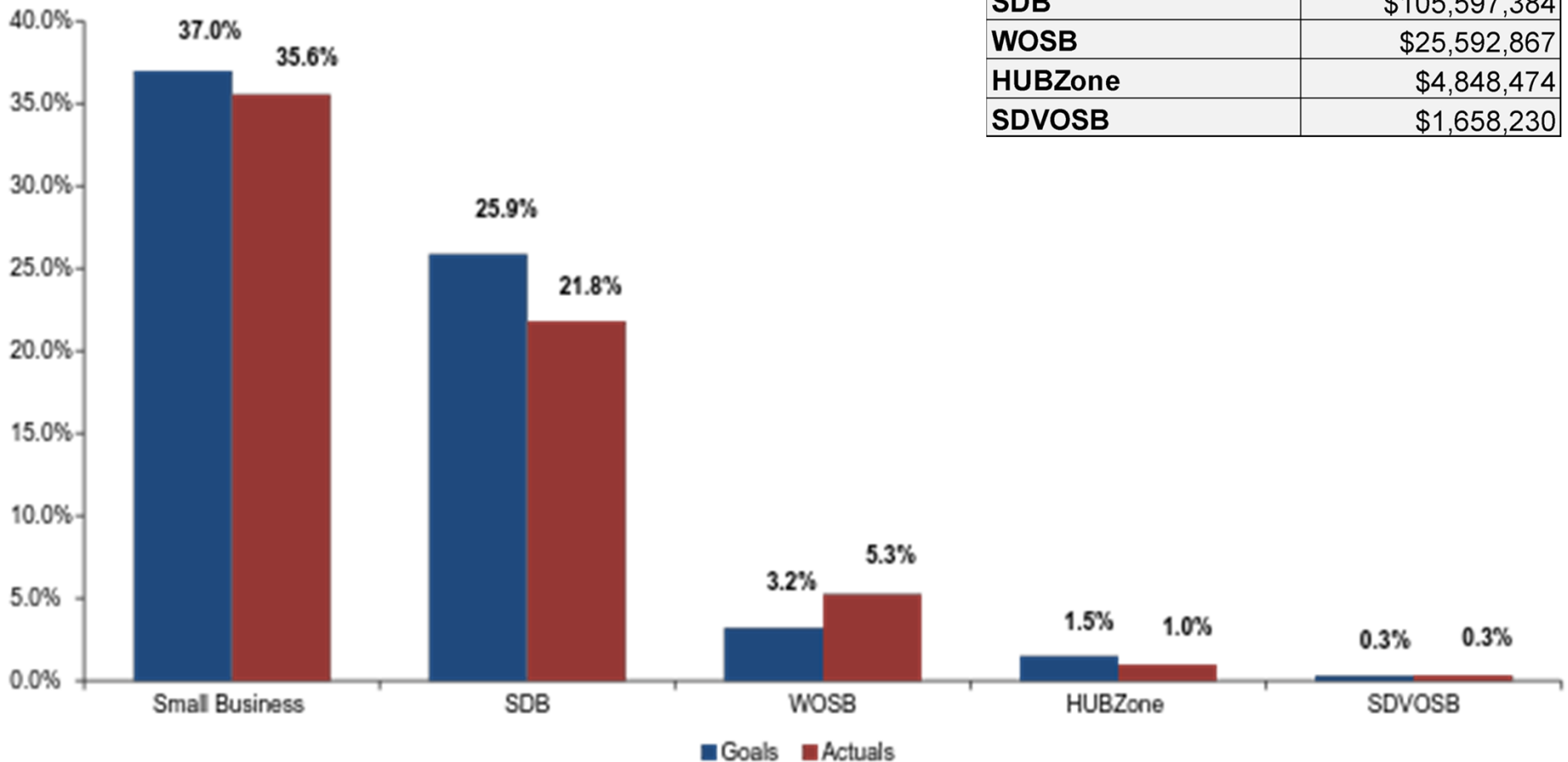
Data generated February 19, 2016 from FPDS-NG

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



ARC September FY15 Prime Goals vs. Actual Percentages

Data generated February 19, 2016 from FPDS-NG



CATEGORY	DOLLARS
TOTAL DOLLARS	\$484,257,983
SMALL BUSINESS	\$172,290,292
SDB	\$105,597,384
WOSB	\$25,592,867
HUBZone	\$4,848,474
SDVOSB	\$1,658,230



Solutions for Enterprise Wide
Procurement (SEWP)
NASA Industry Forum
March 9, 2016



Government Wide Acquisition Support

Government-Wide Acquisition Contracts (GWACs)

- Agencies approved by OMB for IT Product/Service GWACs
 - GSA, NIH, & NASA
 - Other agencies may have targeted GWAC authority
- Based on Clinger-Cohen Act
- Pre-award activities/verifications already performed at basic contract level
 - e.g. business size and financial responsibility determinations, etc.
- Open to All Federal Agencies and their Authorized Support Contractors
- *All Federal Agencies have utilized SEWP*



SEWP by the Numbers

SEWP V

147 PRIME CONTRACT HOLDERS INCLUDING 120 SMALL BUSINESSES

- ✓ 28 SDVOSB (Service-Disabled Veteran-Owned Small Businesses)
- ✓ 19 HUBZone (Historically Underutilized Business Zones)
- ✓ 11 EDWOSB (Economically-Disadvantaged Woman-Owned Small Businesses)

Current Figures... see “SEWP Snapshot”

- ✓ Thousands of Providers including Cisco, Apple, Dell, HP, IBM, NetApp, EMC, APC, VMware, Microsoft, Oracle, etc.
- ✓ Millions of Unique Products & Product Based Services
- ✓ SEWP V began on May 1st, 2015
- ✓ 10 year contracts (5 year base contract with 5 year option)



What can be procured through SEWP?

CONTRACT VEHICLE FOR PURCHASE OF ICT (INFORMATION AND COMMUNICATION TECHNOLOGY), AUDIO/VISUAL PRODUCT SOLUTIONS, AND RELATED SERVICES

➤ Information Technology & Networking	Computer Hardware, Tablets Network Appliances: Routers, Modems, VOIP Storage Security
➤ Software & Cloud	Software Virtualization and Cloud Computing XaaS (e.g. SaaS=Storage as a Service)
➤ Mobility & Communications	Telecommunication Devices and Monthly Service
➤ Supporting Technology	Scanners, Printers, Copiers, Shredders Associated Supplies and Accessories Sensors
➤ AV/Conferencing	A/V Equipment and Accessories TVs, Display Monitors, Projectors and Screens
➤ Services	Maintenance / Warranty Site Planning / Installation / Cabling Product Based Training Product Based Engineering Services



Subcontracting

Richard Mann
NASA Industry Forum
March 9, 2016

History of NASA Subcontracting Goals

- Two types of Subcontract Goaling bases
- Small Business Act, 1953, as amended:
 - **Total Subcontracting Dollars (TSD) method**
- NASA, circa 2000:
 - **Total Contract Value (TCV) method** (will be in FAR shortly)
- NASA emphasis has been on **TCV**
- TCV more meaningful to SB's