



OFFICE OF SMALL BUSINESS PROGRAMS FALL FY  
2018 NASA INDUSTRY FORUM MEETING NASA  
LANGLEY RESEARCH CENTER (LARC) OCTOBER 3-  
5, 2017



## Agenda – Oct 3rd

- LaRC Opening Remarks: Dr. David Bowles, Director, LaRC
- LaRC Technology Presentation: TASAR-NASA Deck Application for En-Route Flight Optimazation: Mr. David Wing, TASAR Project Lead, Crew Systems & Aviation Operations Branch
- LaRC Procurement Center Remarks: Ms. Martha V. Hooks, LaRC PCR
- State of Small Business at NASA: Ms. Truphelia Parker on behalf of Glenn Delgado
- NASA Small Business Outreach 2018/2019: Ms Truphelia Parker
- NASA Vendor Database demo: Ms. Truphelia Parker
- NIF – FY18 Brainstorming Sessions



## Agenda – Oct 4rd

- Roundtable Presentations (Hot Topics) from Center representatives
- Populated vs Unpopulated Joint Ventures: Ms. Connie Florendo, SBA
- All Small Mentor-Protégé Program Update: Ms. Sandra Clifford, Deputy Director, All Small MP Program, SBA HQ.
- NIF Initiative Updates:
  - Successful Primes
  - Help Small Business Grow their Business
  - Develop plans/Ideas to assist Centers in meeting and/or exceeding SB Goals
  - Leveraging NASA Industry Day Results



# Agenda – Oct 5th

- HBCU Capability Presentations:
  - Bowie State University: Mr. Ed Crosby, Grants Program Specialist
  - Virginia State University: Mr. Dale Wesson, Vice President of Research
- NIF Initiative
  - Assessing the Health of NASA's SB Industry Base: (Curtis Taylor)
- Action Items and Next Steps
- LaRC Contractor Steering Council Mtg Update: Mr. Rob Fleishauer
- Tour of NASA LaRC



# NIF – Brainstorming Sessions

- Purpose: To review our NIF Initiatives.
- Split up into 3-Groups
  - Benefits of the NIF & NIF Initiatives
    - What Works
    - What Doesn't Work
    - New Suggestions
- Each Group presented results to entire group for further discussion
- Developed Action Items for future meetings



# Action Items: State of Small Business

Agenda Item:	The State of Small Business at NASA	Presenter:	Truphelia Parker
Verify whether Prime Contractors/NIF members can have access to SATERN training Reference: Initiative #3 – Objective #3	Truphelia Parker/OSBP	<b>In Progress</b>	



# Action Items: Hot Topics

Agenda Item:	Roundtable: Hot Topics	Presenter:	ARC, AFRC, JSC, GRC, GSFC
Brainstorm how to follow up on small businesses that win contracts at NASA following an event or joint counseling session; Small Businesses should follow up and inform NASA or Prime Contractor on when contract has been awarded		OSBP HQ	<b>Ongoing</b>
Arrange time for Winter Meeting to meet with GSFC (Glenn or Program Manager will attend at GSFC)		Melanie Osei/OSBP	<b>October 31, 2017</b>
Gather specific details from NIF member to host reverse Industry Day for Joint ventures		Truphelia Parker/OSBP	<b>October 31, 2017</b>



# Action Items: Subcontracting

Agenda Item:	Subcontracting Memo/Demo	Presenter:	Truphelia Parker
			Take a poll or have a conversation internally to discover whether any small businesses have been contacted, via the NVDB (subcontracting module) inquiries, for opportunities within NASA (Suggested by Cindy Edgerton)
Revisit/re-energize NVDB Subcontracting Database marketing pitch; Demonstrate NVDB Subcontracting Database at SB Councils; Send another email blast advertising the NVDB Subcontracting Module	Truphelia Parker/OSBP	November 3, 2017	Modify award winner vs Nominee wording in NVDB (ex. Bay Systems)





# Action Items: Mentor/Protégé Program

Agenda Item:	All Small Mentor-Protégé Business Program	Presenter:	Sandra Clifford
<p><u>Suggestion:</u> NASA acquisition should establish an approach of how NASA will evaluate JV/Subcontracting (Mike Fatig) NASA acquisition to decide for the new program on how best to require NASA's Acquisition Section L &amp; M for JVs; Now that JV has opened, what will NASA do with RFPs to understand and evaluate? Some RFPs require and some do not (M. Fatig)</p>	Glenn Delgado/OSBP	<b>November 30, 2017</b>	



# Action Items: Populated vs. Unpopulated JV

Agenda Item:	Populated vs. Unpopulated Joint Ventures	Presenter:	Connie Florendo
See if SBA can add to the Mentor-Protégé list the effective or expiration date for the JVs (Mike Fatig)		Sandra Clifford/SBA	<b>December 31, 2017</b>



# Action Items: Initiative #1

Agenda Item:	Initiative #1 at Work	Presenter:	Jenifer Scoffield/Debbie Batson
<u>Suggestion:</u> Breakout Large Center and Small Center representatives to discuss best practices, etc. at NIF		Glenn Delgado/OSBP	<b>March 2018</b>
Clarify the definition of goals; Redefine what is considered measurable, may not always need to be statistics, but still achievable or already achieved (i.e. creation of NVDB)		Glenn Delgado/OSBP	<b>March 2018</b>
All NIF members search 3 small businesses in the NVDB subcontracting module and report back to the NIF group in March 2018		Glenn Delgado/OSBP	<b>March 2018</b>



# Action Items: Initiative#2

Agenda Item:	Initiative #2 Discussion & Update	Presenter:	AI Watkins
Separate 8(a) prime metrics from SDB (M. Butzke) – Reference Prime Metrics Slide #3	Richard Mann/OSBP Chris Grey/OSBP	<b>March 2018</b>	
Confirm whether Small Businesses in multiple socio economic categories are counted twice in the prime metrics/FPDS (Mauricio – GSFC)	Truphelia Parker/OSBP	<b>March 2018</b>	
Get clarification for Old vs. New Scorecard scoring methodology to define each category <b>Recommendation:</b> OSBP HQ to host a webinar to brief on new Scorecard methodology	Truphelia Parker/OSBP	<b>March 2018</b>	
Agenda Item:	Initiative #2 Discussion & Update	Presenter:	AI Watkins
Add new question to outreach event registration page, “Do you have a prime contract or subcontract with NASA?” and add another question for “non-NASA?”	Glenn Delgado/OSBP	<b>March 2018</b>	



# Action Items: Health of SB Industry Base

Agenda item:	Assessing the Health of NASA's Small Business Industry Base	Presenter:	Michael Fatig/Curtis Taylor/Cindy Edgerton
Provide OSBP mission statement and objectives to NIF (Ref. Slide #4)		Truphelia Parker/OSBP	<b>March 2018</b>
Ask SBA if there is any collection of data from SBs/district/how many SBs are starting?		Truphelia Parker/OSBP	<b>March 2018</b>
How many daily/weekly/monthly new entries are created in SAM; What is the most popular NAICS?		Truphelia Parker/OSBP	<b>March 2018</b>
Identify or define what the criteria of a healthy small business		Glenn Delgado/OSBP	<b>March 2018</b>
Update Congressional Presentation to include targeted subcommittees (Suggestion by Mike Fatig)		Truphelia Parker/OSBP	<b>March 2018</b>



# Action Items: Brainstorming Session

Agenda item:	FY18 Brainstorming	Presenter:	All
Request Center Councils to provide criteria or prerequisite on how to become a member of Council (Membership Criteria)		OSBP/SBSs	<b>March 2018</b>
SBSs need to brief metrics at Council Meetings		OSBP/SBSs	<b>March 2018</b>
<p>Create survey for NIF members, in the form of drop down, to look for consistencies and inconsistencies in the approaches of acquisition strategies in procurement at each Center (use of primarily PPTO vs Cost Price)</p> <ul style="list-style-type: none"> <li>•Outcome in the consistency of approach in acquisition strategy across the Centers</li> <li>•Surveys will be completed by NIF members</li> <li>•Quick Example: Changes to set-asides/full &amp; open procurements that may change due to unknown factors to stakeholders; Stakeholders unaware of changes while building team for opportunity (Donna Coleman)</li> </ul>		Glenn Delgado/OSBP	<b>March 2018</b>
On NIF form for success stories, add new question "Are you a subcontractor? If yes, please include the prime contractor or sub large business"		Truphelia Parker/OSBP	<b>March 2018</b>



Questions????