



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

FY18/19 NASA Small Business Improvement Plan

- **Program Development**: Implement a set of pre-award procurement activities designed to increase opportunities for small businesses.
- **In-Reach/Outreach**: Promote small business awareness and participation by utilizing innovative techniques.
- **Training**: Implement a strategic training plan to promote the NASA Small Business Program.

SBIP Initiative #1

- **Program Development:** Implement a set of pre-award procurement activities designed to increase opportunities for small businesses.
- **Objectives:**
 - Emphasize small business requirements in Center acquisition strategies to concentrate on increasing set-asides in targeted socio-economic categories (Women-Owned Small Business/ Historically Underutilized Business Zone/Service-Disabled Veteran-Owned Small Business).
 - Initiate at least one set aside, per Center, in one of the three targeted socio-economic categories by the end of FY 2019.
 - Standardize NASA Market Research through the use of templates with guidelines for tailoring.
 - Create templates to be stored in the Virtual Procurement Office by the fourth quarter of FY 2018.
 - Office of Procurement will implement policy guidance on the use of the templates by the second quarter of FY 2019.
 - Develop procedures to communicate outreach events to increase participation across Agency and Center-level Directorates.
 - Peripheral stakeholders should participate in at least two local/regional events by the first quarter of FY 2019.
 - Peripheral stakeholders are personnel included in the acquisition process, other than SBSs.

SBIP Initiative #2

- **In-Reach/Outreach**: Promote small business awareness and participation by utilizing innovative techniques.
- **Objectives:**
 - Enhance Center-level small business Web sites with consistent, standardized content.
 - Identify the standardized criteria for the Center's Small Business Web site by the first quarter of FY 2018.
 - Develop standardized content for Web-based presence by the third quarter of FY 2018.
 - Center is to modify small business Web sites by the second quarter of FY 2019.
 - Consolidate Agency-level small business outreach activities that OSBP identifies to specific geographical areas.
 - Leverage resources with Federal, state, local & Historically Black Colleges Universities/Minority Institutions to conduct a small business outreach event at least twice per year, to be completed by the end of FY 2018.
 - Build collaborative environments that increase the engagement level of NASA Program/Technical and Procurement organizations by the end of FY 2019.
 - Each Center should establish a communication plan which promotes the small business program to Center Acquisition personnel on a semi-annual basis by the end of FY 2018.
 - Conduct at least one small business in-reach event annually to the Center's acquisition personnel by end of FY 2019.

NASA Small Business Outreach & Meetings

- Supports FY18/19 SBIP Initiative #2.
 - In-Reach/Outreach: Promote small business awareness and participation by
 - b)** *Consolidate Agency-level small business outreach activities* that OSBP identifies in specific geographical areas by the end of FY 2018.
 - a)** Leverage Resources with Federal, State, Local & HBCU/MI at minimum twice to increase small business participation utilizing innovative techniques.

NASA Small Business Outreach & Meetings

Where we have been:

- FY17 Mandatory Travel Memo
 - Five (5) mandatory events **plus** SBIP meeting
- Additional requested support from NASA and its' Primes:
 - NASA Industry Days (3)
 - NASA Regional Outreach events (2)
 - NASA Industry Forum meetings (2)
 - HBCU/MSI Road Tour (3)

NASA Small Business Outreach & Meeting Snapshot for FY18/19

Where we are going:

- FY18
 - Three (3) mandatory meetings/events
 - Two (2) suggested, but not mandatory events

- FY19
 - Four (4) mandatory meetings/events
 - Includes biennial SBIP meeting

FY18 NASA Regional Outreach Focus

- Procurement Technical Assistance Centers (PTACs) interested in hosting regional outreach with NASA and other federal agency participation:
 - Illinois
 - Indiana
 - Iowa
 - Kentucky
 - Michigan
 - Ohio
 - Pennsylvania
 - West Virginia

SBIP Initiative #3

- **Training:** Implement a strategic training plan to promote the NASA Small Business Program.
- **Objectives:**
 - Advertise and make available existing small business training resources to internal and external stakeholders.
 - Integrate small business training documents and resources from various Federal Government agencies (e.g. SBA (1st Wednesday), General Services Administration, Solutions Enterprise-Wide Procurement, etc.) to the OSBP Web site by the third quarter of FY 2018.
 - Execute communication plan by advertising through e-mails, Small Business Councils, Informal Counseling Sessions, Statement on OSBP Web site/calendar and OSBP Mobile App by the fourth quarter of FY 2018.
 - Measure annually the number of hits on Agency-level training resources.
 - Increase awareness and understanding of the NASA Vendor Database (NVDB) for performing market research.
 - Develop a NVDB utilization tutorial to be posted on the OSBP Web site by the fourth quarter of FY 2018.
 - The Office of Procurement will issue a policy to utilize the NVDB to identify potential small businesses for future requirements to supplement Sources Sought Synopsis (SSS) and Request for Information (RFI) by the end of the fourth quarter of FY 2018.
 - Statistics shall be generated semi-annually to show number of hits on the Web site and the number of registrations on NVDB.
 - Establish small business training opportunities in SATERN for personnel involved in the acquisition process by the second quarter of FY 2018.
 - NASA Administrator/OSBP notification letter identifying availability and expectations of the acquisition team to utilize small business training opportunities by the second quarter of FY 2018.
 - Generate Agency-wide semi-annual reports to measure how many registrants have taken small business SATERN courses within 45 days of completion of the end of the second and fourth quarter of the fiscal year.

Questions????