Why Contract with NASA?

• International leader:
  – Space Exploration
  – Earth and Space Science
  – Aeronautics
  – Space Technology

• STEM Education Mission
Why Contract with NASA?

• We are a big spender
  – In 2013 we spent $870.7M with Educational Institutions
  – HBCU/MSIs received $83.4M
  – Awarded dollars
    • 95% Research
    • 5% STEM
We Want To Do Better

• Advantages
  – Wide variety of research
  – BAA type instruments create great proposal flexibility
  – Proximity
  – STEM
More Advantages

– NASA Management Support
– Agency wide 1% HBCU Prime and Subcontract Goal
– Unique Mentor – Protégé Program
– Online Solicitation and Proposal Process
– Existing Relationships with 69 HBCU/MSIs
Some Drawbacks

– No set-aside or sole source authority beyond STEM Education program (MUREP).
– Administrative Issues
– Investment
Research Opportunity Process

- Three main types
  - NASA Research Announcement (NRA)
    Can result in Grants, Cooperative Agreements or a Contract
  - Announcements of Opportunity (AO)
    Normally Results in a Contract
  - Cooperative Agreement Notice (CANs)
    Like Grant w/ significant NASA participation
- All are types of Broad Agency Announcements
- Selection through Peer Review Process
Research Opportunity Process

– All are posted on NSPIRES Site
– All proposals reviewed
– Most promising selected for award based on announcement criteria
– Contracting officer or Grants Officer will make the final award
Research Opportunity Tips

- Review all the documents.
- Pay close attention to:
  - Selection criteria: normally relevance, intrinsic merit, & cost. Roughly of equal value
  - POCs
    - Program Officer for Technical Questions
    - Award Officer for Business Questions
  - Background and vision material
  - Omnibus Announcements/Calls
More Tips

– Use NSPIRES
– Become familiar with the NASA NRA and CANs Guidebook
– Watch for Amendments
– Be on time
Grants vs. Contract

- Grants are more general and are for a public purpose.
- Contracts are more detailed and create specific responsibilities on all parties.
- Cooperative agreement is like a grant but has significant government involvement.
- Government makes final call on award instrument choice.
NSPIRES

– Online method to find announcements
– Offers notice capability
– Offers collaboration site for you and your partners
– Allows you to build your proposal online
– Permits online proposal submission
### NSPIRES

**NASA Solicitation and Proposal Integrated Review and Evaluation System**

**Solicitations**

**Open Solicitations**

*NOTE: Click on the Solicitation # link for information on a specific solicitation. You may refine this list or change its scope by entering keywords corresponding to the listed columns.*

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<th>Solicitation Title</th>
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Secondary Markets

– Work with our Prime Contractors
  • 1% goal
  • Announcements on FedBizOpps (FBO)
  • Award announcements on FBO
  • Network
– Mentor-Protégé possibilities
– SBIR – Partnership possibilities
– STTR – 30% Educational institution partnership requirement
References

- NSPIRES - http://nspires.nasaprs.com
- NASA SBIR/STTR http://sbir.nasa.gov/