Utilizing NASA’s Small Business Specialist

Robert Medina
August 13, 2019
Armstrong Flight Research Center
At-a-Glance

• Main focus at Armstrong Flight Research Center
  • Aeronautical Flight Research
  • Airborne Science Research

• Unique about Armstrong Flight Research Center
  • AFRC is located at Edwards AFB
  • AFRC has a satellite facility in Palmdale, CA Plant 42 Site 9 in support of Airborne Science Program

• AFRC is participating in Gateway/Artemis
  • Orion AA-2 Launch Abort System

• Small Business Specialist Activities
  • Collaborating with federal, state, and local Small Business organizations, local organizations, PTACs and SBA Offices within Southern California to assist Small Businesses with doing business with NASA and supporting the NASA mission.
  • Meeting schedule can be scheduled upon request
Armstrong Flight Research Center
At-a-Glance

• Interactions with Small Business are via:
  • Local Outreach Events
  • Outreach Events
  • E-mail
  • Telephone
  • One-on-One counseling meetings
  • Armstrong Flight Research Center has a Doing Business with NASA Armstrong page which includes information on AFRC Small Business Office, Procurement Office, SBIR/STTR Program, Technology Transfer, and Education Office
    https://www.nasa.gov/centers/armstrong/business/index.html to assist companies in knowing what we do at the Center
# Top 5 Value Procurements

Armstrong Flight Research Center

18-24 Months

<table>
<thead>
<tr>
<th>Name of Procurement</th>
<th>Incumbent</th>
<th>NAICS Code</th>
<th>Estimated Dollar Value*</th>
<th>Current Set-Aside (Y/N) If yes, list category of set-aside</th>
<th>Contract End Date (Mo\Year)</th>
<th>Other</th>
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<tbody>
<tr>
<td>Aircraft Operations Support</td>
<td>L-3 Vertex Aerospace, LLC</td>
<td>488190</td>
<td>$50M+</td>
<td>N</td>
<td>12/2019</td>
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<tr>
<td>Research Facilities and Engineering Support Services (RF&amp;ESS)</td>
<td>INUTEQ, LLC</td>
<td>541513</td>
<td>$50M+</td>
<td>Y/SB</td>
<td>10/2019</td>
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<tr>
<td>Environmental Management and Technical Support Services</td>
<td>MECx Inc.</td>
<td>541620</td>
<td>$5M - $50M</td>
<td>Y/SDVOSB</td>
<td>6/2020</td>
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<tr>
<td>Facilities Maintenance Support</td>
<td>Helix Management Services</td>
<td>561210</td>
<td>$50M+</td>
<td>TBD</td>
<td>11/2019</td>
<td>Current Contract 8(a)</td>
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<td>Center Administrative and Technical Support</td>
<td>Logical Innovations, Inc.</td>
<td>561110</td>
<td>$5M - $50M</td>
<td>TBD</td>
<td>11/2020</td>
<td>Current Contract 8(a)</td>
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*Total value over life of contract, not annual value. Use Acquisition Forecast amounts: SAP-$1M; $1M-$5M; $5M-$50M, $50M+, TBD

**Only list procurements awarding 18-24 months from the date of the event – do not list past procurements, procurements awarding within the year, in blackout, etc.
10 Tips on Doing Business with NASA
https://osbp.nasa.gov/business.html

1. Identify Your Product or Service
2. Register Your Business
3. Identify Your Target Market Within NASA
4. Identify Current NASA Procurement Opportunities
5. Explore Subcontracting Opportunities
6. Familiarize Yourself with NASA Contracting Procedures
7. Investigate Federal Supply Schedule (FSS) Contracts
8. Seek Additional Assistance as Needed
9. Investigate NASA Small Business Programs!
10. Market Your Firm Well!!!
<table>
<thead>
<tr>
<th>Center Category</th>
<th>Center</th>
<th>Name</th>
<th>Phone</th>
<th>Email</th>
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</thead>
<tbody>
<tr>
<td>RESEARCH CENTERS</td>
<td>Ames Research Center</td>
<td>Christine L. Munroe</td>
<td>650-604-4695</td>
<td><a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a></td>
</tr>
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<td></td>
<td>Armstrong Flight Research Center</td>
<td>Robert Medina</td>
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<td><a href="mailto:Afrc-small-business-office@mail.nasa.gov">Afrc-small-business-office@mail.nasa.gov</a></td>
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<td></td>
<td>Glenn Research Center</td>
<td>Eunice J. Adams-Sipp</td>
<td>216-433-6644</td>
<td><a href="mailto:Grc-smallbusiness@mail.nasa.gov">Grc-smallbusiness@mail.nasa.gov</a></td>
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<tr>
<td></td>
<td>Langley Research Center</td>
<td>Robert O. Betts</td>
<td>757-864-5717</td>
<td><a href="mailto:Larc-smallbusiness@mail.nasa.gov">Larc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td>SPACE CENTERS</td>
<td>Johnson Space Center</td>
<td>Robert E. Watts</td>
<td>281-244-5811</td>
<td><a href="mailto:Jsc-smallbusiness@mail.nasa.gov">Jsc-smallbusiness@mail.nasa.gov</a></td>
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<td></td>
<td>Kennedy Space Center</td>
<td>Joyce C. McDowell</td>
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<td><a href="mailto:Ksc-smallbusiness@mail.nasa.gov">Ksc-smallbusiness@mail.nasa.gov</a></td>
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<td></td>
<td>Marshall Space Flight Center</td>
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<td><a href="mailto:Msfc-smallbusiness@mail.nasa.gov">Msfc-smallbusiness@mail.nasa.gov</a></td>
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<tr>
<td></td>
<td>Stennis Space Center</td>
<td>Kay S. Doane</td>
<td>228-688-1720</td>
<td><a href="mailto:Ssc-smallbusiness@mail.nasa.gov">Ssc-smallbusiness@mail.nasa.gov</a></td>
</tr>
<tr>
<td>SCIENCE CENTER</td>
<td>Goddard Space Flight Center</td>
<td>Elizabeth A. Haase</td>
<td>301-286-3443</td>
<td><a href="mailto:Gsfc-smallbusiness@mail.nasa.gov">Gsfc-smallbusiness@mail.nasa.gov</a></td>
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<tr>
<td>FEDERALLY FUNDED R&amp;D CENTER</td>
<td>Jet Propulsion Laboratory</td>
<td>Robert A. Jones</td>
<td>818-354-4862</td>
<td><a href="mailto:smallbusiness.programsoffice@jpl.nasa.gov">smallbusiness.programsoffice@jpl.nasa.gov</a></td>
</tr>
<tr>
<td>AGENCY-WIDE RESOURCE CENTER</td>
<td>NASA Shared Services Center</td>
<td>Troy E. Miller</td>
<td>228-813-6558</td>
<td><a href="mailto:nssc-smallbusiness@mail.nasa.gov">nssc-smallbusiness@mail.nasa.gov</a></td>
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Contact OSBP

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E-mail: smallbusiness@nasa.gov

Web site: www.osbp.nasa.gov

NASA Vendor Database: https://vendors.nvdb.nasa.gov